



### **HELLA strengthens commitment to North European wholesalers**

#### **Shares in FTZ increased to 79%**

**Lippstadt, January 19, 2015.** HELLA KGaA Hueck & Co., which owns not only a leading automotive supply company but also one of Europe's largest retail organizations for automotive parts, wholesale and garage equipment, has increased its share of Danish wholesalers FTZ by 8% to a total of 79%. With revenues of €255 million (FY 2013/14) this company is easily Denmark's market leader and belongs to the HELLA wholesale collective Nordic Forum.

"Our increased participation in FTZ illustrates the great importance of wholesale business for the Hella Aftermarket," says Carsten Albrecht, member of the management board for Aftermarket, Special OE and Industries. "With its full-service offer for garages, including compiling product assortments, logistics, equipment and online services, FTZ is a pioneer of integrated wholesale. Our goal is now to transfer and significantly expand this successful concept to include other markets in Northern and Eastern Europe."

At present, Nordic Forum and its 2,500 employees in Northern Europe – primarily in Denmark, Norway and Poland – generate sales of around €460 million. This proven business model offers HELLA attractive starting points for further growth in Europe. In addition to opening up new markets, HELLA is also considering expanding its e-commerce activities.

# PRESS RELEASE



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**HELLA KGaA Hueck & Co., Lippstadt:** HELLA is a global, family-owned company, listed on the stock exchange, with more than 30,000 employees at 100 locations in more than 35 countries. The HELLA Group develops and manufactures light technology and electronic components and systems for the automotive industry and manages one of Europe's largest dealer organizations for automotive parts, accessories, diagnostics, and services. Entire vehicle modules, air-conditioning systems, and on-board electrical systems are also realized in joint venture companies. With over 5,800 employees working in Research and Development, HELLA is a key innovation driver in the market. In addition, with sales of approximately 5.3 billion Euros in the fiscal year of 2013/2014, the HELLA Group is one of the top 50 automotive parts suppliers in the world and one of the 100 largest German industrial companies.

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