



HELLA continues to grow wholesale business through acquisitions

- **Wholesale organisation Nordic Forum systematically strengthened**
- **Share in market-leading Danish wholesaler FTZ increased to 100 percent**
- **Share in second largest wholesaler Inter-Team in Poland increased to 100 percent**

Lippstadt, 24 November 2015. HELLA KGaA Hueck & Co., a globally leading automotive supplier, operates one of the largest aftermarket distribution organisations for spare vehicle parts, wholesale and garage equipment in Europe. By taking over the remaining 21 percent in the Danish FTZ and 50 percent in the Polish company Inter-Team, HELLA has now significantly strengthened the wholesale business. The two former joint ventures are now fully owned by HELLA and part of the Nordic Forum, the organisation steering the entire wholesale business in northern and eastern Europe.

"The aftermarket is an important cornerstone of our business model we want to strengthen consistently. The wholesale activities are playing a crucial role in this context," says Dr Rolf Breidenbach, CEO of HELLA.

FTZ Autodele & Værktøj A/S and INTER-TEAM Sp. z o.o. have a full service offering for garages that goes beyond the spare parts business to include highly accessible logistics, garage equipment, training and online offerings. With sales of EUR 272 million in financial year 2014/2015, FTZ is the Danish market leader and significantly ahead of its competitors. Inter-Team generated largely domestic sales of about EUR 143 million over the same period.

Going forward, the Nordic Forum in which HELLA has been combining the wholesale activities of the group since 2009 will benefit from the full integration of both companies. With about 2500 employees, the Nordic Forum as central wholesale organisation within the HELLA group generated sales of round about EUR 500 million in northern and



eastern Europe – mostly in Denmark, Norway and Poland – over the past financial year 2014/2015.

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HELLA KGaA Hueck & Co., Lippstadt: HELLA is a global, family-owned company, listed on the stock exchange, with approx. 32,000 employees at 100 locations in more than 35 countries. The HELLA Group develops and manufactures lighting technology and electronic components and systems for the automotive industry and also has one of the largest retail organizations for automotive parts, accessories, diagnostics, and services within Europe. Complete vehicle modules, air-conditioning systems, and vehicle electrical systems are also produced in joint venture companies. With more than 6,000 people working in research and development, HELLA is one of the most important innovation drivers on the market. In addition, with sales of € 5.8 billion in fiscal year 2014/2015, the HELLA Group is one of the top 40 automotive suppliers in the world and one of the 100 largest German industrial companies.

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