



Capital Markets Day 2017: HELLA plans to continue on its profitable growth path

- **Strong positioning in the growth areas of autonomous driving, electrification, digitalization, and individualization**
- **Prognosis for fiscal year 2017/2018: currency-adjusted sales growth and increase in adjusted EBIT of 5 to 10 percent**

Lippstadt, June 30, 2017. HELLA KGaA Hueck & Co., one of the world's leading automotive suppliers, is in a strong position to benefit from global trends in the automobile industry and to accelerate profitable growth. At this year's Capital Markets Day held at the corporate headquarters in Lippstadt, management briefed analysts and investors yesterday about the company's strategic direction. Some of the strategy's key pillars are the continued reinforcement of technological excellence and innovation leadership as well as the expansion of market-leading positions in all relevant business areas. Positive contributions to business development will also come from the continued development of the Aftermarket and Special Applications segments as well as the continued focus on operational excellence.

For the current fiscal year 2017/2018 (1 June 2017 to 31 May 2018) the HELLA Management Board is forecasting currency-adjusted sales growth and an increase in adjusted EBIT of 5 to 10 percent compared to the previous fiscal year. The parameter for the adjusted EBIT margin is approximately 8 percent. As a result, the automobile supplier will accelerate its growth path in the just begun fiscal year and grow much more strongly than the global automobile market.

At the opening of the Capital Markets Day, HELLA CEO Dr. Rolf Breidenbach explained the good starting position to attendees, saying, "As an innovation leader with a strong technological focus, HELLA is well positioned to benefit from the major trends in the automobile industry and to actively advance the future of mobility."

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Growth is being driven especially by the global industry trends in autonomous driving, electrification, digitalization as well as individualization in which HELLA is well positioned. For example, the company is already one of the world's leading suppliers of radar sensors and offers camera software for autonomous driving functions. Based on its expertise in the field of intelligent energy management, additional growth prospects are opening up for HELLA in the advancing field of vehicle electrification. The digitalization trend is also supporting the company's course. This is tangibly exemplified in the increasing popularity of high-resolution Matrix LED headlamps. With the development of Liquid Crystal HD technology, whose implementation is expected in 2020, HELLA continues to advance the digitalization of light. For example, entirely new paths in automobile light technology will result from LCD technology, due to its high resolution and sharpness of detail. In regard to the trend toward increased individualization, HELLA is also working on a series of advanced light concepts for individualized functionalities for both interior and exterior lighting.

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HELLA KGaA Hueck & Co., Lippstadt: HELLA is a family-owned, listed company operating on the international stage and currently employing approximately 36,000 members of staff at 125 locations in about 35 countries around the world. The HELLA Group develops and manufactures lighting technology and electronics for the automotive industry and also has one of the largest retail organizations for automotive parts, accessories, diagnostics, and services within Europe. Joint venture companies furthermore create entire vehicle modules, air-conditioning systems and vehicle wiring systems. With more than 6,000 people working in research and development, HELLA is one of the most important innovation drivers on the market. Furthermore, with sales of 6.4 billion euros in the fiscal year of 2015/2016, 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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