

## **HARTING Posts Record Revenues in FY2013**

The HARTING Technology Group, headquartered in Espelkamp, Eastern Westphalia, ended FY 2013 (01-Oct-2012 to 30-Sep-2013) with sales of 484 million Euro (\$635 million U.S. at average exchange rates), up +1.0% over 2012 sales.

HARTING stated this result marks the highest revenue achieved in the company's history. CEO Dietmar Harting remarked that the result was entirely in line with the company's expectations. Business performance varied in the individual regions in which the HARTING Technology Group operates.

Very positive results were achieved in Asia with 9.8% growth. Philip F.W. Harting, Senior Vice President Connectivity & Networks, announced that HARTING intends to focus even more intensively on the Asian region and primarily on China. HARTING's aim is to achieve greater proximity to the growth markets and HARTING's key customers. Consequently, HARTING will continue to invest in this region.

Six business units contribute to HARTING's consolidated revenues:

- HARTING Connectivity & Networks
- HARTING Mitronics
- HARTING Integrated Solutions
- HARTING Systems
- HARTING Applied Technologies
- HARTING Automotive Solutions

The Connectivity & Networks business unit generates the most revenues. This division includes the "Han®" industrial connectors and covers electrical and electronic connectors, device connectivity products, network components and assembled system cables. The Device Connectivity segment includes the "har" brand for the connection and set-up of industrial systems. HARTING Smart Network Infrastructure includes Ethernet network components and cabling and RFID systems are marketed worldwide under the "Ha-VIS" brand.

HARTING Automotive developed a modular design for the global use of a mobile charging system with all country-specific (EV) vehicle-charging plugs.

## HARTING Achieves Record Sales in FY13

Region	2008	2009	2010	2011	2012	2013	5-Year CAGR
<b>Consolidated</b>	385,0 €	325,0 €	413,0 €	481,0 €	479,0 €	484,0 €	
YoY Growth	11,6%	-15,6%	27,1%	16,5%	-0,4%	1,0%	4,7%
<b>Asia</b>	60,0 €	64,0 €	89,0 €	93,0 €	82,0 €	90,0 €	
YoY Growth	17,6%	6,7%	39,1%	4,5%	-11,8%	9,8%	8,4%
<b>EMEA (excl. Germany)</b>	149,0 €	118,0 €	140,0 €	163,0 €	170,0 €	174,0 €	
YoY Growth	11,2%	-20,8%	18,6%	16,4%	4,3%	2,4%	3,2%
<b>Germany</b>	147,0 €	118,0 €	146,0 €	181,0 €	177,0 €	174,0 €	
YoY Growth	13,1%	-19,7%	23,7%	24,0%	-2,2%	-1,7%	3,4%
<b>North America</b>	29,0 €	25,0 €	37,0 €	44,0 €	50,0 €	46,0 €	
YoY Growth	-3,3%	-13,8%	48,0%	18,9%	13,6%	-8,0%	9,7%

€ Millions

### Bishop & Associates' Comments

HARTING has outperformed the connector industry in sales growth in six out of the past eight years. The company is now the 12th largest connector company in the world and is the 2nd largest connector manufacturer in Europe. HARTING ranks number one in the world in heavy-duty connectors. HARTING's growth of +1.0% is just below the industry's growth rate for 2013.

HARTING has also been outperforming the Industrial market sector over the past 5-year period. This segment may be more relevant as a benchmark for HARTING as a large share of their revenues are generated in this market sector.

HARTING has achieved a five-year CAGR (2008-2013) of 4.7% versus industry growth of 1.3% and an industrial end-use market segment growth of 0.0% over the same five-year period.

### HARTING Sales Performance Compared to Industry and Industrial Sector 2006-2013

