

## HARTING Revenues Reach 750 million euro in 2019 Down 1.6% From Prior Year

The HARTING Technology Group, headquartered in Espelkamp, Eastern Westphalia, issued a press release reporting 750 million euro in sales for FY2019 (01-Oct-2018 to 30-Sep-2019), down -1.6% over 2018 sales (762 million euro). This is the second-best result in HARTING's history. The company celebrates its 75<sup>th</sup> anniversary this year.

The EMEA region (excluding Germany) achieved growth in the past financial year, up 5.7%. In Asia sales remained level at 186€ million (previous year 187€ million). In the Americas, HARTING recorded a sales drop of nearly 9% to 72€ million and in Germany sales decreased by 8.2% to 214€ million. The company reported good growth in E-Mobility solutions and the HARTING Customized Solutions division (HCS). Growth was driven by strong performances in transportation, mechanical engineering, automation and robotics.

The HARTING Technology Group generated 71.5% of total revenues outside Germany, the highest on record. Connector industry sales, measured in US dollars, declined -4.2% to prior year and increased +9.8% sequentially.

### HARTING Revenue Trend 2014-2019

Region	2014	2015	2016	2017	2018	2019	5-Year CAGR 2014-2019
<b>Consolidated</b>	547.0 €	567.0 €	586.0 €	672.0 €	762.0 €	750.0 €	
YoY Growth	13.0%	3.7%	3.4%	14.7%	13.4%	-1.6%	6.5%
<b>Asia</b>	126.0 €	129.0 €	130.0 €	158.0 €	187.0 €	186.0 €	
YoY Growth	40.0%	2.4%	0.8%	21.5%	18.4%	-0.5%	8.1%
<b>EMEA (excl. Germany)</b>	175.0 €	183.0 €	201.0 €	225.0 €	263.0 €	278.0 €	
YoY Growth	0.6%	4.6%	9.8%	11.9%	16.9%	5.7%	9.7%
<b>Germany</b>	194.0 €	194.0 €	195.0 €	216.0 €	233.0 €	214.0 €	
YoY Growth	11.5%	0.0%	0.5%	10.8%	7.9%	-8.2%	2.0%
<b>North America</b>	52.0 €	61.0 €	60.0 €	73.0 €	79.0 €	72.0 €	
YoY Growth	13.0%	17.3%	-1.6%	21.7%	8.2%	-8.9%	6.7%

€ Millions

## Bishop & Associates' Comments

HARTING is a bellwether when it comes to the European connector market and especially the industrial connector market sector. Its sales performance often reflects the European / industrial market. Over the past decade, however, HARTING has often outperformed the connector market. Bishop & Associates measures the connector market in US dollar, so HARTING's reporting currency, always has an influence.

For FY2020, HARTING slightly underperformed the global industrial market for connectors which decreased by 3.6%. From 2014-2019, the global industrial market for connectors grew by a compound average growth rate (CAGR) of 2.7%. Over the same period, HARTING revenues in euro grew with a CAGR of 6.5%. Measured in US dollar HARTING recorded a CAGR of 2.7% over the same 5-year period, on par with the industry.

### Five-Year Sales Growth HARTING versus the Global Industrial Market

HARTING vs Industry	2014	2015	2016	2017	2018	2019	5-Year CAGR 2014-2019
<b>HARTING (in EUR)</b>	547.0 €	567.0 €	586.0 €	672.0 €	762.0 €	750.0 €	
YoY Growth	13.0%	3.7%	3.4%	14.7%	13.4%	-1.6%	6.5%
<b>HARTING (in USD)</b>	\$742.2	\$651.3	\$650.9	\$742.4	\$894.7	\$846.4	
YoY Growth	16.9%	-12.3%	-0.1%	14.0%	20.5%	-5.4%	2.7%
<b>Industrial Conn. Market (USD)</b>	\$6,925.2	\$6,280.1	\$6,475.1	\$7,229.6	\$8,197.2	\$7,901.6	
YoY Growth	10.6%	-9.3%	3.1%	11.7%	13.4%	-3.6%	2.7%

€ Millions

Bishop & Associates' forecast for calendar year 2020 for the industrial market sector is single-digit growth of 3.3%. This is slightly more positive than the outlook given by HARTING.