

Strong Revenue Growth for HARTING

The HARTING Technology Group, headquartered in Espelkamp, Eastern Westphalia, issued a press release reporting 547 million euro in sales for FY 2014 (01-Oct-2013 to 30-Sep-2014), up +13% over 2013 sales. This corresponds with US\$743 million (FY2014) versus US\$635 million (FY2013) at average exchange rates.

All HARTING companies achieved positive business growth over the past financial year. Very positive results were achieved in Asia with 40% growth. Europe - excluding Germany - showed a slight rise in revenues to € 175 million (previous year: € 174 million). HARTING's revenues in Germany climbed by 11 % to € 194 million (previous year: € 174 million). In the Americas, HARTING posted a 13 % increase in revenues.

The HARTING Technology Group generated nearly two-thirds of total revenues abroad. Over one third of revenues were generated in Germany. "We aim to achieve customer proximity worldwide. That applies to all of our markets. We are focusing in particular on the Asian growth markets and above all on China," said Philip F. W. Harting, Senior Vice President Connectivity & Networks and President/General Partner.

The HARTING Technology Group declared it has started the FY2015 financial year with a strong tailwind. Philip F. W. Harting was generally optimistic about future prospects. The HARTING Technology Group nevertheless enters the new 2014/15 financial year with caution. The reasons he cited were a slowdown in global growth, China's flagging growth trend and geopolitical risks. In this regard, he pointed to the conflict between Russia and Ukraine and the ISIS terror threat emanating from the Near and Middle East. "We therefore only anticipate slight, single-digit growth for the new financial year. We nevertheless have a clear growth strategy in 'Route 2020', we possess the right solutions and products and we have the right team in place worldwide at all HARTING sites," he declared.

HARTING Sales Performance - 2009 to 2014

Region	2009	2010	2011	2012	2013	2014	5-Year CAGR 2009-2014
Consolidated	325.0 €	413.0 €	481.0 €	479.0 €	484.0 €	547.0 €	
YoY Growth	-15.6%	27.1%	16.5%	-0.4%	1.0%	13.0%	11.0%
Asia	64.0 €	89.0 €	93.0 €	82.0 €	90.0 €	126.0 €	
YoY Growth	6.7%	39.1%	4.5%	-11.8%	9.8%	40.0%	14.5%
EMEA (excl. Germany)	118.0 €	140.0 €	163.0 €	170.0 €	174.0 €	175.0 €	
YoY Growth	-20.8%	18.6%	16.4%	4.3%	2.4%	0.6%	8.2%
Germany	118.0 €	146.0 €	181.0 €	177.0 €	174.0 €	194.0 €	
YoY Growth	-19.7%	23.7%	24.0%	-2.2%	-1.7%	11.5%	10.5%
North America	25.0 €	37.0 €	44.0 €	50.0 €	46.0 €	52.0 €	
YoY Growth	-13.8%	48.0%	18.9%	13.6%	-8.0%	13.0%	15.8%

€Millions

Bishop & Associates' Comments

HARTING has outperformed the connector industry in sales growth in seven out of the past nine years. The company is the 12th largest connector company in the world and the 2nd largest connector manufacturer in Europe. HARTING ranks number 1 in the world in heavy-duty connector sales. HARTING's revenue growth of +13% is well above the industry's growth rate for 2014 at 8.3% (Bishop & Associates year-end estimate).

HARTING has been outperforming the industrial market sector over the past 5-year period. The global industrial market for connectors grew by a compound average growth rate (CAGR) of 9.0% between 2009 and 2014. HARTING revenues grew with a CAGR of 11.0% over the same period. The global connector industry grew with a CAGR of 8.2% over the same period.

HARTING's single digit growth forecast for the next fiscal year corresponds to the growth forecast by Bishop for calendar year 2015, which is 7.5% growth as of the July 2014 forecast. The Bishop forecast for 2015 will be updated in January.

**HARTING Sales Performance
Versus Global Connector Industry and Industrial Sector 2009-2014**

