

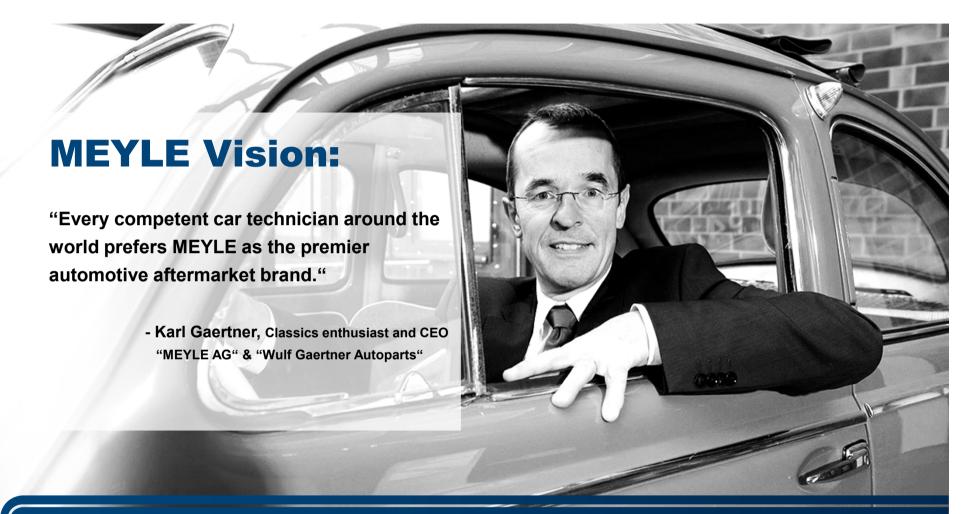
As reliable as a friend, MEYLE supports the independent automotive aftermarket with better parts and solutions







We work with our partners to make mechanics ... Driver's Best Friend.



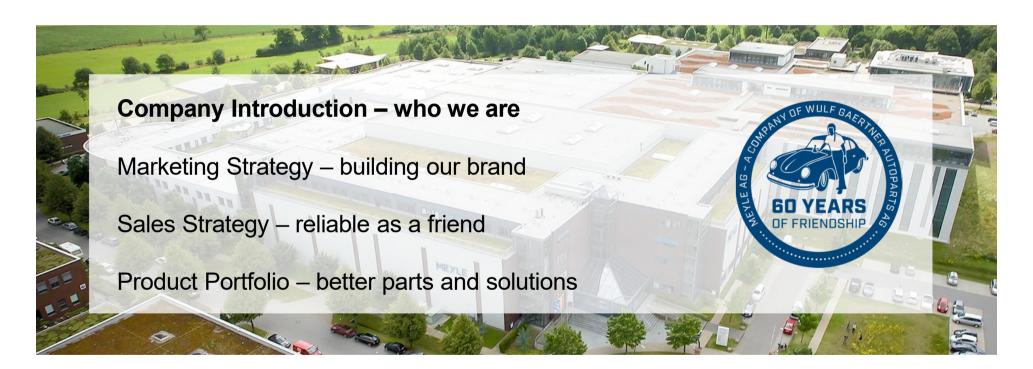
Introduction: Company Vision

As reliable as a friend, MEYLE supports the independent automotive aftermarket with better parts and solutions



Agenda

As reliable as a friend, MEYLE supports the independent automotive aftermarket with better parts and solutions



Agenda



While always innovative, we have evolved from auto-part trader to manufacturer of better parts to premium brand in the automotive aftermarket focused upon solutions













Thus, we know the difference between a repacker and a manufacturer like us



Knows no specification.

Buys, sells, and keeps fingers crossed.





Manufacturer

Engineers set and QM ensures specifications and standards.

Ships according to specification every time.





Made by MEYLE.

Engineered and quality approved in Germany.

Manufactured worldwide.

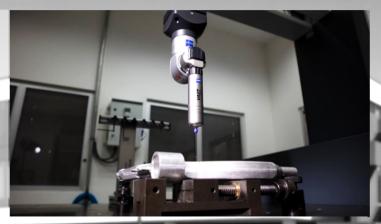
Our factories are best-in-class independent aftermarket operations, certified to supply OEM-parts





9001:2015













We manufacture better parts ... each and every time



R&D: >30 engineers, researching and specifying product requirements and capabilities @ headquarters and in factories



QM: >20 Quality Managers ensuring part conformity to engineers' specifications



Manufacturing: In-house steering, suspension, rubber-to-metal part factories and a strategic base of OE-suppliers



Logistics: >95% fill rate at 29.000 m² storage space with 56.000 pallet slots supporting 12.000 picks per day

Our company structure is focused upon supporting the aftermarket – today and in the future

Automotive Aftermarket Emobility MEYLE **EMOVUM** • 2017: MEYLE AG takes over 2015: Emovum GmbH founded operations from Wulf Gaertner Protoype development Autoparts AG Onlineshop for charging Manufacturer for independent aftermarket infrastructure Engineered in Hamburg, Germany Consulting and certification Wulf Gaertner **AutoParts**

since 1958

Research and development

- Institute for automotive technology and emobility
- Network for science and business to support public research projects with universities



Production sites



- Own production sites for production of steering and suspension parts and rubberto-metal-parts
- Founded 1991

Company Introduction: Holding Set-Up



"We are aware of our responsibility for people, planet & profitability and based on this understanding aim to act both sustainable and innovative."

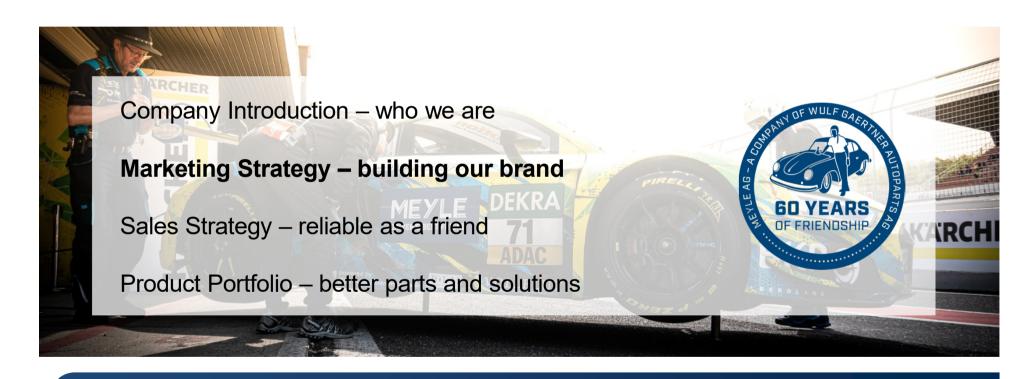
- MEYLE is aware of the need to act upon climate change, energy transition, future scarcity of resources and alternative drive systems. Thus Corporate Responsibility needs to be at the core of our decisions and value chain
- We are guided by balancing the interests of people, planet, and profit and the 17 UN Sustainable Development Goals (SDGs) in pursuing measures to achieve a sustainable and efficient value creation.
- We develop better parts and solutions to keep vehicles on the road longer. This way, we offer motorists more sustainable solutions for auto repair and maintenance and support the efficient use of resources in vehicles.







We support turnover with our strong brand for fast sell-through



Our two primary target groups are opinion leaders in their fields who appreciate better parts and smarter solutions

Joy of Maintaining & Fixing

Technicians rely on MEYLE for:

- Better, longerlasting parts in>11 categories
- Smarter repair kits and solutions
- Reliable data and information
- Workshop know-how and transfer
- Multiple specifications for service orientation
- Satisfied customers





Rush of Acceleration

Car enthusiasts rely on MEYLE for:

- Better, longer
 lasting parts in
 >11 categories
- Performance engineering team supporting highrequirements with low volumes
- Development of 3Dprinting capability
- Car enthusiasts supporting car enthusiasts



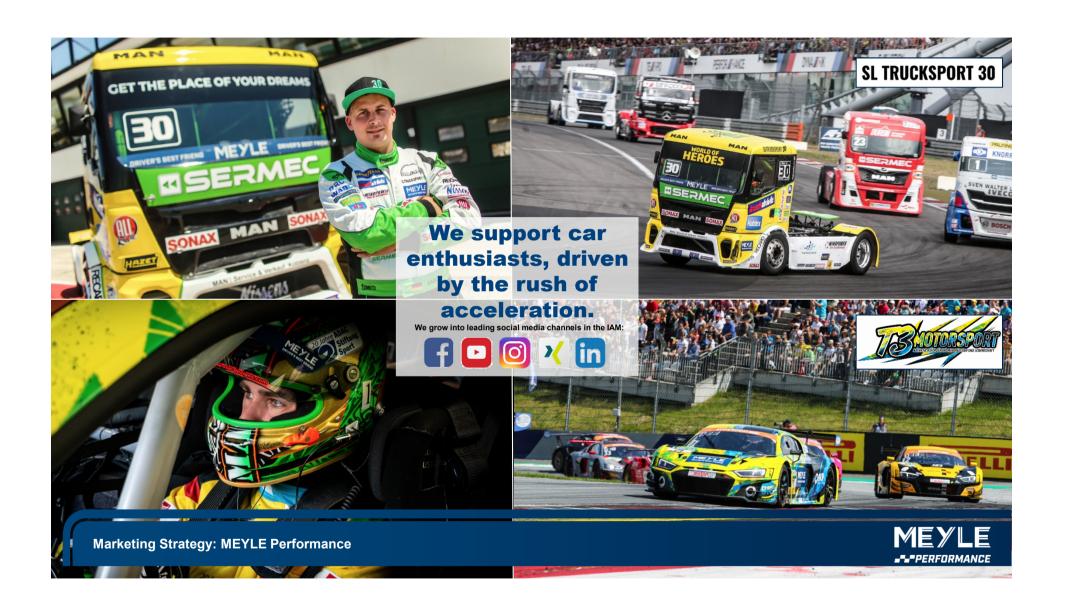
Since Mid 2019 we are communicating efficient solutions created from technicians' perspective as "MEYLE-KITS"



- From the perspective of the technician, we deliver smart alternatives to common OE maintenance approaches
- MEYLE-KITS save time and money by making maintaining and repairing more simple and affordable
- Our "Highlight"-KITS are smarter than OE – changing conventional ways to repair







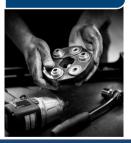


With a global brand strategy, a dedicated marketing team, and relevant content, we will continue to grow with strategic partners

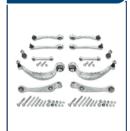




Product Key Visuals



Product Pictures



Company Videos



Lifestyle Pictures



Lifestyle Videos



2D Technical Drawings



Technical Product



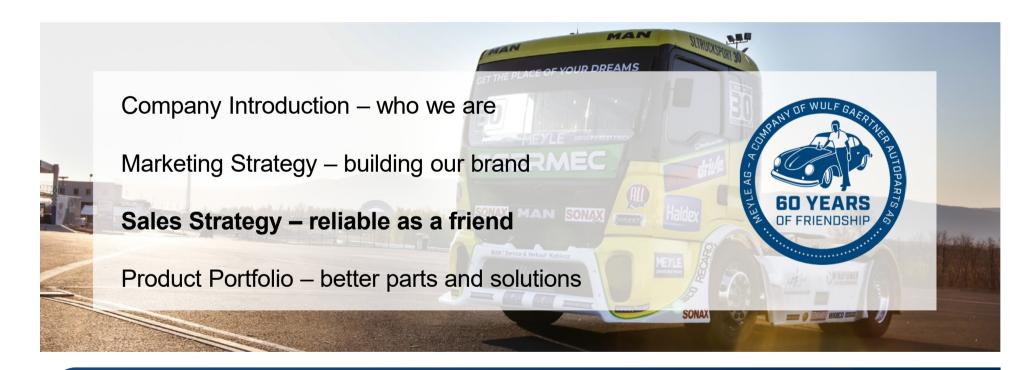
3D Technical Drawings



Text Assets

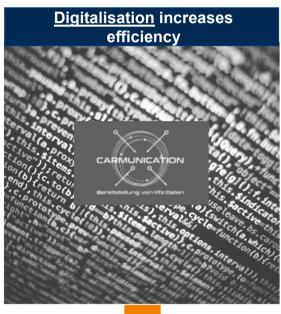
Product lines:	MEYLE-ORIGINAL, MEYLE-PD and MEYLE-HD
Contact details:	Merkurring 111 D-22143 Hamburg www.meyle.com +49 40 67508 510
History	On 11 July 1956 Wulf Geentner founded Wulf Geentner Autoparts Cerabit, which was transformed into Wulf Geentner Autoparts AG in 1995. The Ally family-owned business in now a holding company. 01/01/2017 Wulf Geentner Autoparts AG transferred operations to its wholly-oweed subsidiary METNLE AG
Products and Services:	MEYLE-ORIGINAL, MEYLE-PD and MEYLE-HD spare parts for the independent aftermarket to fit passenger cars, vans and commercial vehicles;
	Overall product range: 21,000 MEYLE-ORIGINAL parts, 2,000 MEYLE-PD parts and 1,000 MEYLE-HD parts
Legal form:	Unlisted public company
Shareholders:	Family of company founder
Executive Board:	Dr. Karl J. Gaertner (Chairman), Michael Knopf, Marita Schwartze, André Sobotika
Investments:	2012 – 2017: Overall investments of 40 million euro into the expansion of the company's logistics certies its Hamburg head office. Investments have served is further expand the product range, design MEYLE parts and refine quality assurance processes. In addition, naw office space has been created.
Global footprint:	Operating on 120 markets across all continents

MEYLE supports turnover and profitability in the aftermarket with our strategic approach to selling



Three macro trends are shaping our market. We will utilize these to continue to grow sustainably







MEYLE strategy:

Further build BRAND - go DIGITAL - execute COMMERCIAL POLICY

We continue to proudly serve workshops in more than 120 countries, but...















...we are also working towards becoming the most reliable partner in the aftersales market

Via **selective distribution** we aim to maximize value creation and to minimize value destruction.

We have implemented **global pricing management** to reach adequate conditioning per retailer type.

We create **value over volume** with better products and aim for **best-in-class aftermarket service**.



We run best-in-class aftermarket service for our partners on multiple axis to maximize service and profitability...







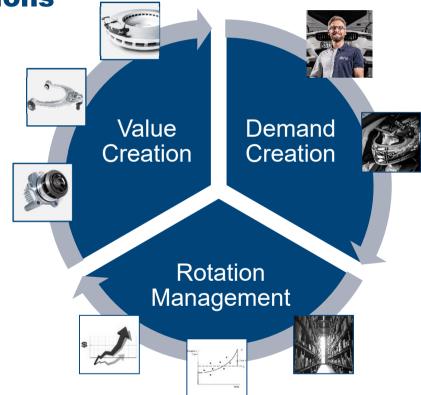


We want to become your partner that focuses value maximization over price discussions

We are investing in our digital and marketing capabilities to support premium price point realization.

We look to cooperate on goods movement and rotation rates: when can we start "Vendor-managed Inventory (VMI)" with you?

We look to **focus our partnerships** upon those traders that look to design the future of our shared market on a pay-for-performance basis.



As reliable as a friend, MEYLE supports the independent automotive aftermarket with better parts and solutions

Company Introduction – who we are

Marketing Strategy – building our brand

Sales Strategy - reliable as a friend

Product Portfolio – better parts and solutions



We supply parts in three standard product lines that support original replacement as well as the very highest standards







MEYLE-ORIGINAL: True to **OE** - manufactured according to **MEYLE** specifications and standards



- For our focus categories, we are ensuring and expanding market leading coverage rates in Europe (and for European makes outside of Europe) with more than 21,000 spare parts for passenger cars, vans and trucks
- MEYLE-ORIGINAL is quality tested, robust, and durable due to our high standards that also allow us to access OE-solutions to increase our coverage rates
- Our "True-to-OE" quality level, which is well above the entry segment of the market, mandates this product line to be positioned competitively against other worldrenowned IAM brands



MEYLE-PD: Performance Design. Car parts with advanced performance and design



- Products of the MEYLE-PD product line fit like OE, but are performing better than the comparable OE product.
- ~ 1,200 MEYLE-PD parts in the brake and filter categories set standards in comfort and functionality.
- These advanced products are more than competitive and positioned above our MEYLE ORIGINAL product line with a value-based pricing strategy.



MEYLE-HD: Better than OE. Technically refined parts with a 4-year guarantee.



- Driven by an increase of vehicle-recalls in the early 2000s and supported by our manufacturing capabilities, we developed our re-engineering process to yield car parts that are technically superior to the OE counterpart
- Reinforced and improved designs as well as high quality materials make
 MEYLE-HD parts more durable and reliable: They simply last longer
- The product line encompasses >1.250 parts and is positioned in the premium segment of the market



MEYLE-HD: Our re-engineering process has allowed us to grow our manufacturing capabilities in many categories



While we offer ~24.000 reliable spare parts in total, we are aiming at strategic supplier status in following (sub-) categories:



While we offer ~24.000 reliable spare parts in total, we are aiming at strategic supplier status in following (sub-) categories:



MEYLE steering & suspension is your first choice full portfolio supplier with better parts and solutions than OE



- Manufacturer of high quality steering & suspension parts with 25 years of engineering know-how
- Motorsport approved: We are engineering, developing and testing in collaboration with motorsport teams



- MEYLE does it better: our MEYLE-HD products are technically superior to OE part with 4 years guarantee
- Our quality department operates according to the highest standards in the IAM: our own

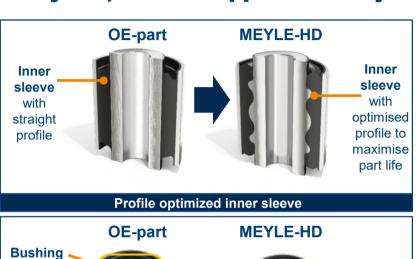


- Award winning MEYLE-KITS save time and money in the daily workshop business
- Proposition development according to market- and future trends



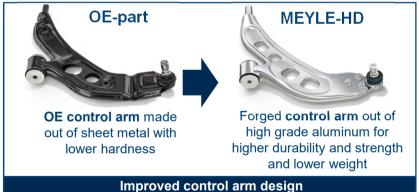
- Leading coverage rates for European markets as well as European CarParcs outside Europe
- Best in class coverage for strategic focus product groups
- Development ambition to be adequate time-to-market

MEYLE-HD quality characteristics in steering & suspension are manyfold, but all support one objective: longer part lifetime





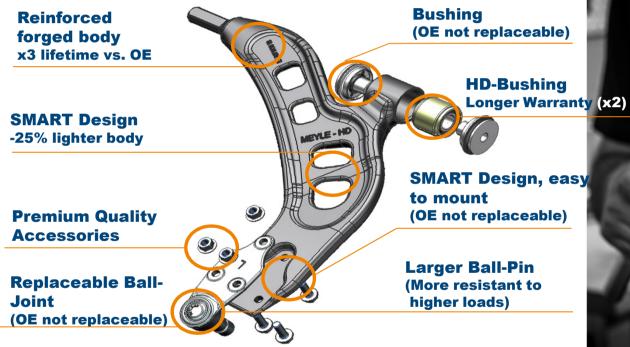




MEYLE

MEYLA

To improve part life, in some cases HD parts are completely re-engineered*







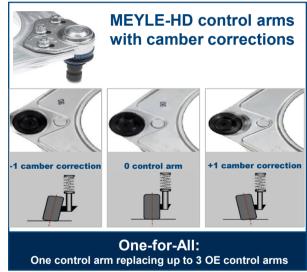
In steering & suspension, our engineers have developed many MEYLE-KITS, which often make our solutions "smarter than OE"



For example:

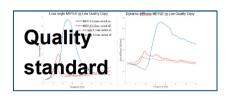








Today, the quality of MEYLE-ORIGINAL shock absorbers has developed into the best in the IAM



Meets the high MEYLE standard:

- Engineered and quality approved in Germany in accordance to
 VDA (German Association of the Automotive Industry) testing specifications
- 100% performance and leakage test during production

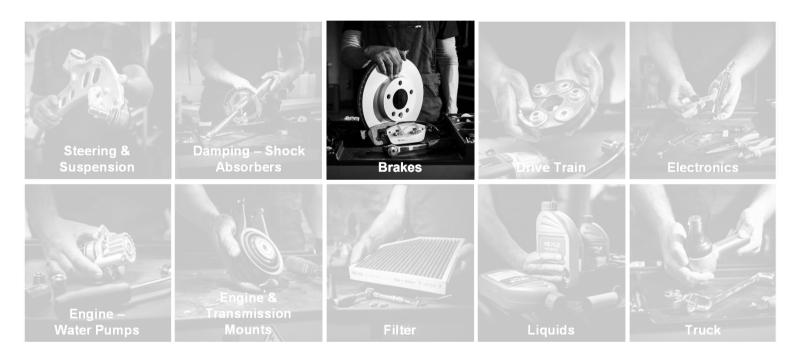


Competitve coverage rates for European markets as well as European CarParcs outside Europe (in select markets > 80%)



MEYLE **brand promise throughout the category**: MEYLE marking and packaging on all parts including batch and production data for a unified image





MEYLE brakes are your first second choice especially when you want to offer more than just "the same as OE"



- 20 years of expertise in braking define our products
- Individualised friction materials for each and every brake system for optimal performance
- Benchmark-proven best-in-class applications



 MEYLE-PD brake products are tailored to performance-oriented driver needs: shiny discs and better performance for cars, longer lasting brake pads for LCVs.



 MEYLE-KITS save time and money in the daily workshop business, for example with >100 brake shoe kits

Leading coverage rates

- Leading coverage rates for European markets as well as European CarParcs outside Europe
- Best in class coverage for strategic focus product groups

MEYLE-PD: Taking brakes to the next performance level for passenger cars, vans, and trucks





Advanced design and technology

~1.200
brake discs and pads equipped with performance features

Meets and exceeds ECE R90 standard – shipping globally





The best mix of performance and comfort for sportive drivers



Performance for extra longevity to last the extra weight and distance





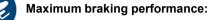
Performance for the greatest demands and toughest conditions



MEYLE-PD brake pads deliver maximum braking performance with a short bedding-in time while operating silently and keeping wheels clean







 New friction materials for excellent and consistent friction coefficient as well as quick and excellent responsiveness



Short bedding-in time:

 Individualised friction materials and special brake pad coating* leads to short bedding-in time



Silent operation:

- Additional adhesive between shim and backing plate guarantees better bonding and leads to advanced damping properties to reduce noise
- Individual anti noise shims, slotting and chamfering designed for each brake pad further support a silent performance



Cleaner wheels:

· Advanced friction materials lead to less brake dust development



Meets and outperforms highest quality standards:

- Meets and exceeds ECE R90 regulation
- Free of heavy metal and copper

Product Portfolio: Focus Category Brakes



MEYLE-PD brake discs appear brilliantly with no degreasing needed while providing the highest driving comfort and resistance to toughest conditions









Brilliant appearance and no degreasing

- Brilliant appearance due to modern cutting-edge coating technology for long lasting anti-corrosion protection.
- · No degreasing needed due to high-grade finish.





High resistance to "warping" under toughest conditions

 The carbon content of the grey cast iron (material of the brake disc) is increased by a special high carbonization (HC) process avoiding "warping"*.



Driving comfort

- Manufactured and proven to reach lowest values in disc thickness variation (DTV), runout, parellelism, which leads to elimination of any vibrations
- · Each disc is fine balanced to eliminate imbalances preventing vibrations





Meets and outperforms highest quality and service standards:

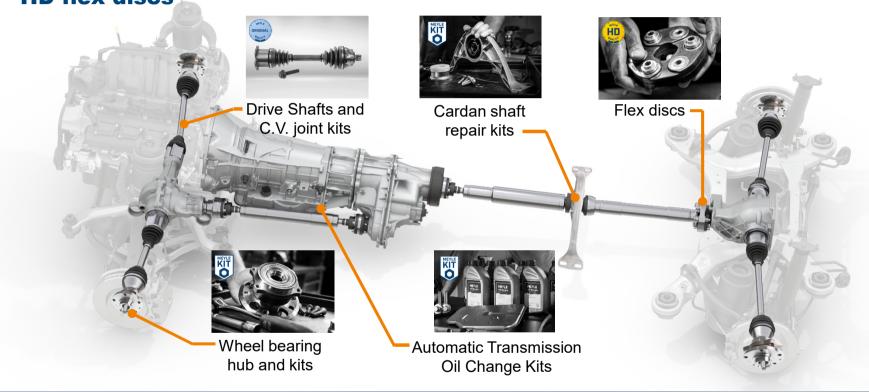
- ECE R90 certified as required
- 99% with locating screw

*applied when necessary





In the "Drive Train" category, we are focusing upon fast-moving replacement parts while adding value through MEYLE-KITS and MEYLE-HD flex discs



Our rubber-to-metal manufacturing competence and our approach to "smarter solutions than OE" are important to our Drive- Train-category



MEYLE-HD flex discs are technically superior to OE with 4 years guarantee and in many cases first-to-market



 MEYLE-KITS save time and money in the daily workshop business in drive train product groups "wheel bearings", "drive shaft support", and "automatic transmission oil change kits"



- Competitive coverage rates for European markets and European CarParcs outside Europe for automatic transmission, "flex discs" and "drive shaft support"
- Continuous portfolio expansion, focused on top sellers for "C.V joint kits", "drive shafts", "wheel bearing hubs and kits"



Product Portfolio: Focus Category Drive Train

With MEYLE ATM-KITs we are enabling the IAM to service automatic transmissions rather than sending business towards OE



 >60 vehicle-specific kits contain everything that is needed for a change for >5,100 applications



 Supporting workshops with installation videos, oil replacement tables, and by-pack instructions



 Clear matching of KITs and applications with no room for error supporting a smooth repair job

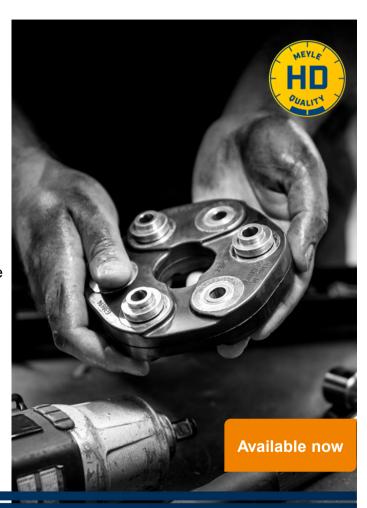


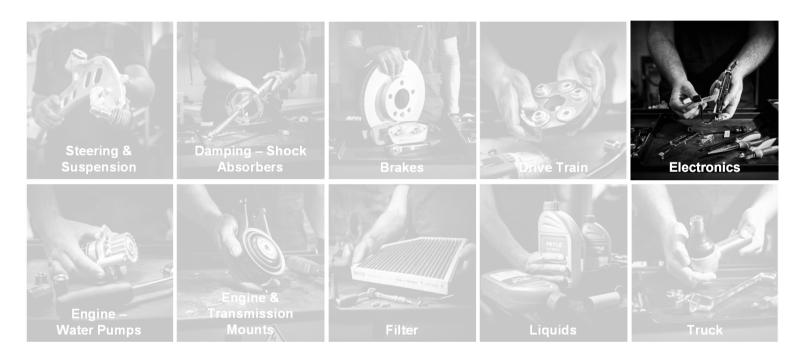
 OE-quality-level components including exclusive patented Combi-Media® and Smart-Media™-Triple filter media for 7-G Tronic (Plus) transmissions



Better performance, longer service life: Technically optimised flex disc in MEYLE-HD quality co-developed with BOGE

- Longer service life: Reduction of inner friction (and heat) through innovative winding technology as well as improved push and pull characteristics.
- **High-torque resistance up to 3000 Nm:** Improved thread stability for a superior breaking load. Full-surface, comprehensive loop sets inside ensure high strength.
- Anti-aging rubber material: The rubber blend is resistant to temperatures
 of up to 130°C (270°F) Compared to competitor products that are only
 resistant up to 90°C.
- 4 year HD-guarantee on all MEYLE-HD parts





Better portfolio solutions in quality and data



- Specification true to OE, manufacturing according to highest standards and 100% function testing
- Engineering competence makes MEYLE a great partner for OE- and special projects



- Most accurate application data guarantees fitting accuracy for end customers and minimizes return costs
- In-house data and quality management centralized in Hamburg, Germany
- Consolidation of part numbers based on application data and technical specifications for optimized inventory management of our customers



- Competitive coverage rates for European markets and European CarParcs outside Europe
- Range and Portfolio extensions according to market needs, developments, and future trends
- Unique IAM electronics solutions: MEYLE-ABS-Sensor-Kits



Product Portfolio: Focus Category Electronics

Our electronics portfolio continuously extends according to market needs, developments, and future trends

Measures and measures and measures...accurately every time



Exhaust gas system

- Exhaust gas temperature sensors
- Exhaust pressure sensors
- · Oxygen Sensors

Gets you started under every condition



- Ignition coils
- · Glow plugs
- · Glow plug control units





Engine management

- · Camshaft sensors
- · Crankshaft sensors
- Coolant temperature sensors
- Throttle Position Sensors
- Knock Sensors
- * KIIOCK SEIISOI

High pressure for the perfect flow





Pumps

- Fuel pumps
- · Wash water pumps





Assistance and safety system

- ABS sensors
- ABS-Sensor-KIT

Safety and comfort





Switches

- · Brake light switches
- · Steering column switches
- Ignition switches
- · Headlight switches
- · Window lifter switches

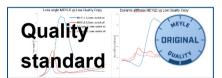
Product Portfolio: Focus Category Electronics



Bold = MEYLE Focus Product



With leading coverage rates in Europe for European and Asian makes, MEYLE is in the position to be a primary supplier for water pumps



- Our quality department operates according to the highest standards in the IAM: Our own!
- MEYLE engineers and QM department perform extensive testing on all water pump production samples before release



- MEYLE-HD water pumps last longer than OE due to the hard wearing SiC/SiC mechanical seal from KACO and a European bearing
- MEYLE-HD water pumps are made in Germany



 With all the necessary components for a smart repair of the timing belt drive system including the water pump, MEYLE-ORIGINAL water pump kits save time and effort



- Leading coverage rates for European markets as well as European CarParcs outside Europe
- Coverage in select markets > 90%; 89% of the EU registered car park



MEYLE-HD water pumps are designed for a longer life





Water pump bearing: OE quality, according to application:

- Equipped with 4-point ball roller bearings: Better distribution of high radial forces & increased axial support
- Equipped with angular contact ball bearings: Absorption of axial and medium radial forces as well as increased axial support



KACO SiC/SiC mechanical seal

- Extreme hard wearing SiC/SiC mechanical seal: Resistant against abrasive contamination
- Housing made of stainless steel, resistant to high temperature

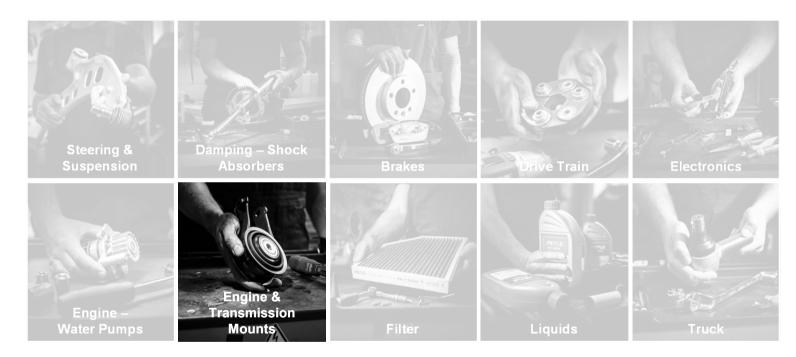


MEYLE-HD guarantee:

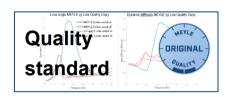
Or:

- Lasts longer than OE
- MEYLE provides a 100,000-mile guarantee for all MEYLE water pumps and a 4-year warranty for MEYLE-HD water pumps*





NVH: noise, vibration and harshness – engine and transmission mounts



 Specification true to OE, manufactured according to MEYLE standards, meeting and exceeding international production IATF 16949



- Competitive coverage rates for European markets and European CarParcs outside Europe
- Continuous expansion of portfolio

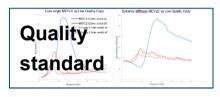


 MEYLE-HD engine mounts are technically superior to OE, combining durability with comfort and supported with 4 years guarantee





With more than 1,400 Filter solutions, true to the Original and even more performant, we are a high quality extension-supplier



High **quality in all 4 product sub-categories**: Oil, Air, Fuel, and Cabin Air filters:

- supplier factory auditing
- development through OE sampling
- Testing by both supplier and our own Q-Lab
- Goods-in control on all shipments



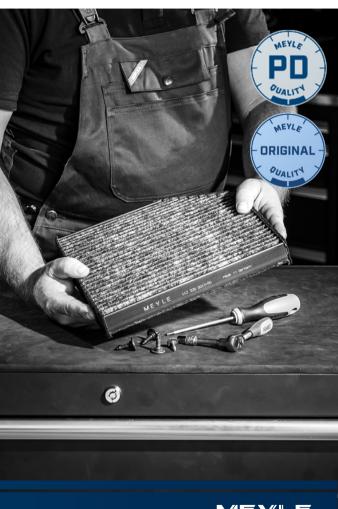
MEYLE-PD cabin air filters **reduce fine dust and NOx**: Designed for cleaner air inside and outside the car!



- Competitive coverage rates for European markets as well as European CarParcs outside Europe
- Coverage in select markets > 90%;
 cabin air filters at 86% across EU



MEYLE brand promise throughout the category: MEYLE marking and packaging on all parts including batch and production data for a unified image



In the "cabin air filter" sub-category, MEYLE offers four specifications to address different target groups

PD OUALITY

- Growing awareness for clean cabin air make ~400 MEYLE-Original cabin air filters a fast growing category
- 38 PD-Filter set a new IAM reference for clean in-car air



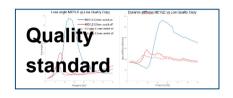
Commuters and professional drivers	Allrounder against mould, bacteria and smog	"City- and short distance drivers"	"NO worries about air-quality- drivers"
会,			

Filter Function	PD cabin air	Biofunctional active carbon	Active carbon	Particle
Filters pollen, dirt particles, dust	/	/	/	/
Filters fine dust and soot	/	/	/	/
Binds gases such as ozone, nitrogen and sulphur dioxide	/	/	/	
Reduces odours by binding gases	/	/	/	
Protects against micro organisms, bacteria and moulds fungus		/		
Enhanced separation of fine dust	/			
Enhanced absorbtion of NOx	/			





MEYLE offers transmission fluid, engine oil, antifreeze, and brake fluids according to car manufacturers' specifications and consistently "Made in Germany"



 All MEYLE liquids "Made in Germany" by trusted suppliers according to MEYLE standards



- Car application at first sight on the front of the bottle
- Stable design of 1,5 Ltr. bottles: Clean pooring without spilling
- Integrated measurement unit on side of bottle*
- Booklet with safety instructions in 17 22 languages attached*



*as applicable





MEYLE Truck is your first choice for better parts and solutions to keep trucks rolling



- Manufacturer with 25 years of engineering know-how, always striving for better parts and solutions
- Tested by the strongest: We are engineering, developing and testing in collaboration with FIA ETRC Truck Sport teams



- MEYLE-HD products in steering are technically superior to OE
- MEYLE-PD brake pads provide longer service life



MEYLE-KITS such as "ribbed belt kits" save time and money



 Highest data quality due to regular research and update of our product portfolio according to OEM information



Our Truck focus models



Mercedes Benz

- Actros MP4
- Antos
- Atego 3
- Arocs



MAN

- TGX
- TGS
- TGM
- TGL
- TGA





DAF

- CF

Volvo

- FH 3 + 4
- FM 3 + 4
- FL 3
- FE 3

Scania

- P,G,R,T
- L,P,G,R,S

- XF
- LF







Iveco

- Stralis XP
- Stralis NP
- Stralis Hi-Way
- Eurocargo 3 / 4



Renault Truck

- T-Serie
- C-Serie
- K-Serie
- D-Serie



Our Truck focus parts



Cooling system



- Water pumps
- Expansion tanks
- Belt tensioniers
- Fan Clutches
- Expansion tank caps
- Tension rollers, ribbed belts
- V-ribbed belts
- Radiator fan motors

Steering and suspension



- · Tie rods and tie rod ends
- Stabiliser links
- Control arms
- Rods/struts, suspension
- Drag links
- Hydraulic pumps, P/S

Sensors and switches

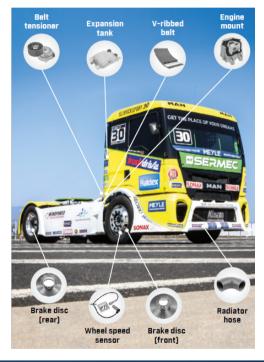


- Sensors:
 - NOx
 - compressed-air system
 - · exhaust gas temperature
 - exhaust pressure
 - · ABS wheel sensors
 - coolant level and coolant temperature
 - Boost pressure and fuel pressure
 - oil pressure
 - Temperature pressure



To ensure our quality, we are working together with truck race team "SL Trucksport 30" to test our parts under the toughest conditions





"MEYLE is known for the better parts. And I can confirm this without exception. Through highquality parts, we were able to score points during the races and secure top positions – also thanks to MEYLE!,

Sascha Lenz, pilot of SL TruckSport 30



In Summary, as reliable as a friend, MEYLE supports the independent automotive aftermarket with better parts and solutions

 We manufacture in the best factories in the IAM around the world according to the highest standards in EVERY category we serve: our own



 We strengthen our brand with friends and partners with a common ambition: to be the premier automotive aftermarket brand **DRIVER'S BEST FRIEND**

• We are working towards **becoming the most reliable partner** in the aftersales market: will you come with us?



