

Press Release

Successful first half-year for A.T.U

- **Sales, operating result and consolidated result for the first half of 2012 up**
- **Change in financial year**
- **Market leader in automotive service anticipating further growth**

Weiden in der Oberpfalz, 9 August 2012. A.T.U, Germany's market leader in automotive servicing, can look back over a successful first six months of 2012, having managed an increase in sales, operating result and consolidated result. A.T.U has switched its financial year to begin on 1 July. A.T.U is anticipating further growth in sales and profits for the present 2012/2013 financial year.

In the first six months of 2012, Group sales increased to EUR 590 million, representing a 1% rise (previous year: EUR 584 million). The operating result (adjusted EBITDA) grew significantly by 40% to EUR 44 million, well up on the EUR 31 million recorded in the same period of the previous year. The consolidated result adjusted for non-recurring effects and depreciation on goodwill also improved markedly to achieve EUR 7 million (previous year EUR -10 million). This improvement in the results is mainly attributable to increased sales, a massive leap in productivity and the increased workload of the workshops.

As Manfred Ries, Chairman of the A.T.U Management Board, explained: "The pleasing results for the first six months of 2012 show that A.T.U is on the right path. The successful re-positioning of the Group with support from the 'Meister gegen den Verschleiß' (Master technicians against wear and tear) TV campaign contributed to this."

According to statistics published by the Bundesverbandes Reifenhandel und Vulkaniseur-Handwerk (BRV, German Association of tyre dealers and retreaders and repairers), the summer tyre market was down by 13% in the first half of 2012. Conversely, even in the difficult market environment, A.T.U achieved a 3.1% increase in sales of summer tyres in the same period and therefore distinctly gained further market shares. Sales growth in the core business segment of auto-repair and maintenance services also made positive progress, with sales of wear and tear consumables similarly up by 3.5% in the first six months of 2012.

A.T.U has considerably expanded its e-Commerce and fleet service growth segments, so that between January and June, sales in e-Commerce grew by 65% and revenue from fleet service was up by 13%. However, reticence on the part of consumers meant that Shop business was weaker than anticipated.

With effect from 1 July 2012, A.T.U is changing its financial year in order to better reflect seasonal effects in its financial accounting. The background to this is that A.T.U achieves a significant share of its sales in the winter months, which is accounted for by consumers switching to winter tyres and by sales of seasonal merchandise, such as batteries and anti-freeze. To allow the Group to reflect a complete winter season in its financial year in the future, A.T.U has separated its financial year from the calendar year, so that the Group's financial year will now begin on 1 July and end on 30 June the following year.

Over the past five years, A.T.U has been enjoying ongoing improvements in its operating results. Taken across the period of the new financial year, the Group has raised its operating result from EUR 70 million in 2007/2008 to EUR 103 million in financial year 2011/2012. This corresponds to an increase of 47%. The staff complement has risen by 290 to 12,507 (as at 30 June 2012 compared to 30 June 2011). Ries stresses that: "This continuous upward trend is due in the main to the support and commitment of our staff."

A.T.U is anticipating moderate sales growth and a further increase in the operating result for the current 2012/2013 financial year.

Result for the 2012 short rump year:

EUR m	Previous year 01.01. – 30.06. 2011	Short rump year 01.01. – 30.06. 2012	+/-
Sales	584	590	+ 1%
Adjusted EBITDA	31	44	+ 40%

The A.T.U Auto-Teile-Unger Group

A.T.U is the market leader in Germany for automotive service. Since its establishment in 1985, the company has enjoyed dynamic development. Headquartered in Weiden, Bavaria, A.T.U now has around 650 branches across Germany, Austria, the Czech Republic, the Netherlands, Italy and Switzerland. In the 2012 short rump financial year (1 January to 30 June 2012), the Group achieved sales totalling EUR 590 million with its staff complement of around 13,000.

The A.T.U business model is based on a combination of master workshops and integrated motorists' shops. A.T.U offers a wide range of automotive merchandise and spares of OEM quality at each of its branches. The A.T.U master workshops are equipped with state-of-the-art technology offering comprehensive service, maintenance and repair services, including Smart Repair, an innovative paintwork repair system, along with its vehicle glass service, for any vehicle. For all its products and services, the A.T.U motto "Speed, top quality and low prices" applies. The company ensures the consistency of its high service quality by regular courses at the A.T.U Academy training establishment, as well as by external examinations.

A.T.U Auto-Teile-Unger has been actively engaged in environmental protection for years. This environmental awareness is a key element in the company strategy. With a capacity of 14 million tyres per annum, A.T.U operates one of Europe's biggest tyre recycling facilities. Other recyclable material from the German branches are also processed and disposed of at the Group's own recycling facilities in Weiden and Werl.

Contact:

A.T.U Auto-Teile-Unger
Dr.-Kilian-Str. 11
92637 Weiden i.d.Opf.
Germany

Markus Meißner
Press Spokesman
Tel.: +49-961-306-5480
Fax: +49-961-306-934 5480
email: markus.meissner@de.atu.eu