

Hella Gutmann and SAG look to intensify collaboration

Swiss Automotive Group (SAG) boosts sales of workshop and diagnostic equipment from Hella Gutmann in Austria and Switzerland

Ihringen/Cham (Switzerland), March 5, 2019. Diagnostics specialist Hella Gutmann Solutions and Swiss Automotive Group (SAG), one of the largest providers in the independent automotive spare parts sector in Europe, market leader in Switzerland and in a strong position in Austria, intend to intensify their cooperation. Both companies have now signed a corresponding agreement.

It is planned that SAG will take over the distribution of workshop and diagnostic equipment as well as the services of Hella Gutmann Solutions in Austria and Switzerland. At the same time, the Swiss subsidiary of Hella Gutmann and the associated commercial unit in Austria with a total of eleven employees are to be transferred to the SAG Group. The transaction remains subject to the approval of the relevant antitrust authorities. The release is expected to be completed at the beginning of May this year.

"By strengthening the distribution of workshop and diagnostic products from Hella Gutmann, we can further expand our leading market position in Austria and Switzerland," says Sandro Piffaretti, Delegate of the Board of Directors at SAG. "This enables us to offer our customers additional added value by offering the range of services from a single source and expanding our service to include new training courses and technical support."

Dr Andreas Habeck, responsible for the independent aftermarket and workshop business at international automotive supplier HELLA, adds: "The workshop and diagnostics business is of great strategic importance for the HELLA aftermarket. We are therefore pleased to have SAG at our side as a strong partner for our business activities in Austria and Switzerland. The new structure will allow us to significantly improve our market access and open up additional growth opportunities."

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Hella Gutmann Solutions GmbH, Ihringen: The company with approximately 500 employees and with its Head Office in Ihringen/Breisach, Germany, is part of the Hella Gutmann Group, a business enterprise of the HELLA GmbH & Co. KGaA. The product portfolio focuses on professional equipment for car workshops, car dealers and vehicle inspection organizations. Core products include data, software and equipment for diagnostics, for emission tests, for lighting adjustment, for system checks and also all the appropriate measurement technology required for such work. Around 45,000 automobile companies in 24 countries work day in, day out with equipment and know-how supplied by Hella Gutmann Solutions. They benefit from the high, German quality standards and also from the customer-driven range of services on offer, such as a technical call center, technical training, technical data and sales & marketing support.

Swiss Automotive Group AG: With annual sales of over CHF 900 million, Swiss Automotive Group is one of the largest providers in the independent automotive spare parts industry in Europe. With a range of over 800,000 catalogue and 370,000 stocked items, SAG is the market leader for car and commercial vehicle spare parts in Switzerland and Romania, number three in Austria and in a good market position in Belgium, Italy, Portugal, Slovakia, Slovenia, Spain and Hungary. It serves customers in over 180 branches and with over 1,000 delivery vehicles. In addition to service and repair parts, the range also includes lubricants, chemicals, car accessories, workshop equipment and consumables. Swiss Automotive Group employs over 3,200 people.

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