

SAF-HOLLAND supplies high-quality components and systems for trailers, semi-trailers, trucks, tractor units, buses, and recreational vehicles. We offer axle and suspension systems, fifth wheels and coupling devices, kingpins, and landing legs. Where top quality, safety, and reliability matter, the truck and trailer industry around the world relies on products from SAF-HOLLAND. The business combination of regional champions SAF in Europe and Holland in the US in December 2006 was for both companies the beginning of a new era. Integration teams have sought to tap the enormous synergy potentials as fast as possible. We reached a major milestone on July 1, 2007 with the new SAF-HOLLAND organisational structure. It aligns the Company into the Trailer Systems, Powered Vehicle Systems, and Aftermarket Business Units. On the basis of this customer-oriented structure, we aim to continue to grow in the future and to tap further synergy potentials. Two companies, both market leaders, joining forces – can something like that work? It works very well, actually. If they complement each other as well as SAF and Holland do, the best foundations have been laid for a growth story. SAF and Holland are a perfect match – in terms of products and customers, as well as regionally. Both companies have been successful for decades in the systems and components market for heavy-duty commercial vehicles. SAF concentrated mainly on products and systems for trailers and did business mainly in Europe. Holland, in contrast, focused on both the truck and trailer industry and was represented mainly in the North American market. Both had an extensive service network in their respective core markets. There was no overlap, let alone any duplication, in their product portfolios. Since the business combination, competencies and markets have complemented each other. A wide product range for powered vehicles, semi-trailers, and trailers is now marketed from a single source in Europe, America, and Asia.

### Management board

- Detlef Borghardt, CEO (C)
- Wilfried Trepels, CFO
- Jack Gisinger

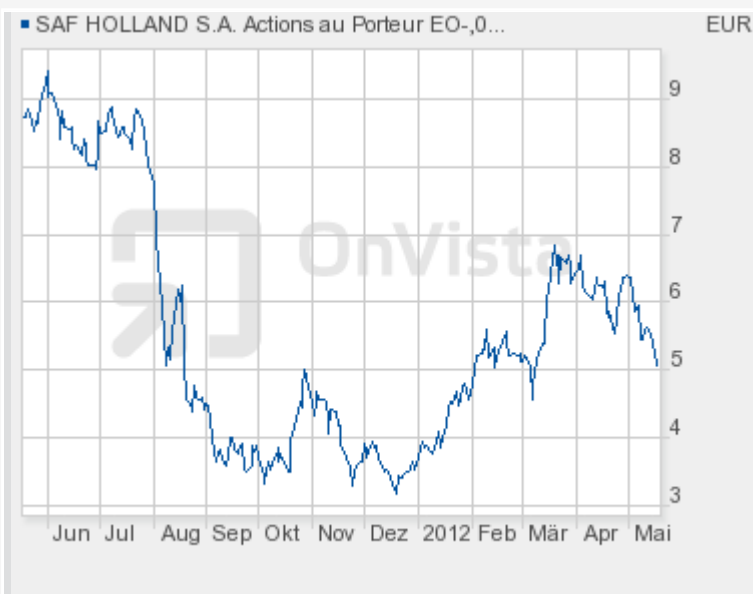
- Steffen Schewerda
- Alexander Geis

### Supervisory board

- Bernhard Schneider (C)
- Ulrich Otto Sauer (VC)
- Detlef Borghardt

- Richard Muzzy
- Sam Martin

### Share chart



### Financial calendar

Mar 17, 2011	Publication of Annual Report
Mar 17, 2011	Publication of Annual Report
Apr 28, 2011	Annual General Meeting
Mar 15, 2012	Analysts' Conference
Mar 15, 2012	Press Release for Annual Report
Apr 26, 2012	Annual General Meeting
May 23, 2012	Press Release for Q1 Report
Aug 16, 2012	Press Release for Q2 Report
Nov 08, 2012	Press Release for Q3 Report

### Shareholder structure

100%	Free float	6.7%	thereof Members of Management Board and Board of Directors
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### Stock fundamentals

ISIN	LU0307018795
WKN	A0MU70
Share type	Ordinary
Reuters Code	SFQ.DE
Bloomberg Code	SFQ@GR
Ticker	SFQ

Branch	Automotive supplier
Country	Deutschland
Index	SDAX
Segment	Prime Standard
Last Dividend	42.47 Euro-Cent (year 2007)
No. of shares	20,702,275

Stock exchanges	London, XETRA, Frankfurt, München, Stuttgart, Hamburg, Düsseldorf, Berlin
Rating	

# FactSheet.



## Key figures

Annual figures	2011	2010	2009	2008	2007	Pro-Forma 2006
in € m						
Sales	831.3	631.0	419.6	798.8	812.5	777.8
Cost of sales	(682.8)	(514.0)	(351.4)	(680.3)	(670.9)	(634.8)
Gross profit	148.5	117.0	68.2	118.5	141.6	143.0
Adjusted EBITDA	71.3	52.7	16.7	54.7	72.5	77.0
Adjusted EBIT	57.3	37.1	1.5	41.2	60.5	65.1
Adjusted net profit for the year	27.3	2.9	(15.6)	13.4	22.3	24.1
Adjusted EPS in € m	0.75	0.14	(0.75)	0.69	1.18	1.28

Quarterly figures	2008			2009			2010			2011		
in € m	Q1	Q2	Q3	Q1	Q2	Q3	Q1	Q2	Q3	Q1	Q2	Q3
Sales	219.3	238.7	188.3	112.1	101.2	103.1	125.3	162.2	171.7	202.4	215.5	209.1
Cost of sales	(180.8)	(196.2)	(160.1)	(93.1)	(85.6)	(84.4)	(101.6)	(130.7)	(139.4)	(164.4)	(176.8)	(172.0)
Gross profit	38.5	42.5	28.2	19.0	15.6	18.7	23.7	31.5	32.3	38.0	38.7	37.1
Operating cash flow	2.3	18.0	10.6	5.5	15.5	8.1	(1.6)	12.5	14.5	4.9	12.8	0.7
Adjusted EBITDA	21.2	22.5	12.4	3.1	3.0	6.5	8.6	13.7	15.3	18.2	18.8	18.5
Adjusted EBIT	18.1	19.4	8.9	(0.5)	(0.8)	2.5	4.8	9.8	11.4	14.6	15.4	15.0
Profit/loss for the period	7.6	9.7	1.1	(5.3)	(8.6)	(21.7)	(1.6)	0.5	(0.6)	4.9	7.0	7.3
Earnings per share in Euro	0.40	0.52	0.06	(0.26)	(0.41)	(0.79)	(0.08)	0.03	(0.03)	0.22	0.17	0.18

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## Investor Relations

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