



Montecchio Maggiore, 16th March 2017

FIAMM EMEA 2017 SALES NETWORK MEETING

A 2016 characterized by an increase of the performances of the Italian traditional aftermarket introduces us to a 2017 full of important news for the company based in Montecchio Maggiore

The wonderful location of Molino Stucky in Venice was this year's set of the usual meeting for the sales network of FIAMM brand. For 2017, the Export network gathered in the meeting in addition to the Italian commercial network.

The 50 guests took part in the events held by the Executive Vice President Sales & Marketing Mobility Power Solutions Nicolò Gasparin together with the Commercial and Marketing Management, and they also listened to the speeches of the new Management of FIAMM Energy Technology, held by the Chief Executive Officer Yasuhiko Nakayama and the Chief Vice President Toshiaki Nishi.

It was the first occasion to meet the sales network after the creation of the Italian-Japanese joint venture between FIAMM SpA and Hitachi Chemical Co., Ltd, wanted by FIAMM Group with the objective of identifying an industrial partner with whom it could be possible to strengthen the strategic assets of the Group and to safeguard the markets of interest.

With the acquisition of the 51% of FIAMM Energy Technology SpA, the NewCo born after the separation of automotive and industrial lead battery business from FIAMM Group, Hitachi Chemical accomplished its strategic medium-long term plan to strengthen its role in the energy storage business field, through the expansion of its production capacity and through its direct presence in the fast growing markets at global level.

After the speeches to welcome and introduce the Management, the top management took the opportunity to disclose the data regarding the financial year of 2016, mentioning the 257 M€ revenue for the Mobility Power Solutions Business, which suffered a loss of 3.5% in comparison with the previous year (record year for the business from the point of view of the sales) caused by a temporary fall in the total amount of the volumes in the OEM sphere, whose counterpart was a volume increase of OES.

The brand channels performances stand out (all are rising), with a special mention to the results of FIAMM domestic channel, which has further expanded its sales volumes selling more than 830.000 batteries.

Stop&Start batteries' growing trends stood out among all, with over 1.3 million articles sold at the end of 2016 and a sales increase of 9% in comparison with the previous year.

FIAMM ENERGY TECHNOLOGY

FIAMM Energy Technology è un'azienda multinazionale attiva nella produzione e distribuzione di accumulatori per avviamento autoveicoli e per uso industriale nata in seguito alla separazione dal Gruppo FIAMM del business delle batterie automotive e delle batterie industriali con tecnologia al piombo.

Per essere vicina alle esigenze dei clienti FIAMM Energy Technology dispone di circa 20 sedi commerciali e tecniche (tra cui Italia, Germania, Svizzera, Gran Bretagna, Slovacchia, Austria, Francia, Russia, USA, Spagna, Dubai, Giappone, Singapore, Corea, Malesia e Cina) e di una rete diffusa di importatori e distributori ed opera con un organico di mille persone.

Per maggiori informazioni su FIAMM, visitare il sito: www.fiamm.com