



PRESS RELEASE

SHW AG generates sales at the upper end of the projected band width

- Group sales grow 2.5 percent to € 325 million between January and December 2012
- Sales in the Pumps and Engine Components business segment climb 5.7 percent to € 238 million
- Further growth planned for 2013

Aalen, 17 January 2013. SHW AG, one of the leading suppliers of CO₂-relevant pumps and engine components as well as brake discs, generated sales in financial year 2012 at the upper end of the projected € 318 – 325 million band width. According to preliminary calculations, consolidated sales from continuing operations (excluding STT) improved by 2.5 percent to EUR 325 million.

Thanks to production start-ups and growing sales contributions from variable oil pumps and start-stop pumps, the Pumps and Engine Components business segment reported a 5.7 percent increase in sales to € 238 million (previous year: € 225 million). As expected, the Brake Discs business segment couldn't realize the previous year's sales level of € 92.2 million and generated total sales of € 87 million.

"Despite the considerable decline in European vehicle production, we were able to stay on our growth track and to reach the upper end of the target corridor thanks to our CO₂-relevant products and advantageous customer structure," says CEO Dr. Wolfgang Krause, who is in charge of the Pumps and Engine Components business segment. While the market conditions in Europe remain difficult, SHW projects continued growth for the financial year 2013.

The preliminary key financial figures for the financial year 2012 are scheduled to be published in the 6th or 7th calendar week 2013.



About SHW

The enterprise was established in 1365, making it one of the oldest industrial enterprises in Germany. Today, the SHW Group is a leading supplier for the automotive industry with products that contribute to a reduction of fuel consumption and consequently CO₂ emissions. In its Pumps and Engine Components business segment, the SHW Group develops and produces pumps for passenger vehicles and truck and off-highway applications, e.g. trucks, farm and construction vehicles, stationary motors and wind power stations. The Brake Discs business segment develops and produces monobloc ventilated brake discs made of cast iron and lightweight brake discs made from a combination of an iron friction ring and an aluminium pot. Customers of the SHW Group include leading producers of passenger cars and commercial vehicles with manufacturing facilities in Europe and North America. The SHW Group has four manufacturing sites in Germany, located in Bad Schussenried, Aalen-Wasseralfingen, Tuttlingen-Ludwigstal and Neuhausen ob Eck. With more than 1,000 employees, the SHW Group generated sales from continuing operations in 2012 of approx. € 325 million. Further information is available at: www.shw.de

Contact person

Michael Schickling

Head of Investor Relations & Corporate Communications

SHW AG

Telephone: +49 (0) 7361 502 462

Email: michael.schickling@shw.de

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