

MAHLE at the Automechanika 2016 in Frankfurt: growth through repair shop equipment and expanded product portfolio

Stuttgart, 13 September 2016 – MAHLE Aftermarket will be on exhibit at this year's Automechanika in Frankfurt from 13 to 17 September. With innovations, a broader product portfolio, and the commitment to expand its newest division—MAHLE Service Solutions—MAHLE Aftermarket is on track for sustained growth. The North American market will play a special role for the spare parts and service specialist in 2016.

Vehicle repair shops are facing tremendous challenges as a result of ageing fleets and the growing diversity of vehicle models. Current trends are also having a significant impact on the way service and repairs are conducted in repair shops, as they focus on efficiency technologies for future vehicle generations to support sustainable mobility. "The tasks vehicle repair shops are expected to perform are changing rapidly. They must therefore continue to expand their range of expertise and, in particular, invest in a new generation of diagnostic and service equipment", explains Olaf Henning, Member of the Management Committee and Managing Director of the MAHLE Aftermarket GmbH. "For MAHLE, the motto 'Powered by your needs' is not just a claim. It's the standard we apply to our solutions. We help repair shops to do their job in a quick and reliable manner", says Henning. This is where MAHLE's spare parts and service specialist sees the greatest potential for growth: offering practical support solutions to repair shop staff, in addition to supplying first-rate components such as the new CareMetix cabin air filter. To this end, MAHLE Aftermarket is counting on its latest product line: MAHLE Service Solutions. It specialises in the development, production, and distribution of repair shop equipment for the independent spare parts market, as well as in end-of-line testing and OES diagnostics for vehicle manufacturers.

More growth through new strategies

The growth of MAHLE Service Solutions is generating considerably higher sales activity in North America. MAHLE Aftermarket expects a further positive development from November 2016, at which time the spare parts and service specialist will begin distributing its gaskets under the MAHLE Original brand. The new look will be unveiled at the international aftermarket show AAPEX in Las Vegas.

The same is true for Europe, where MAHLE Aftermarket has expanded its presence, particularly in eastern Europe. Despite economic turbulences in Russia, the market share is growing in that region, as well as in continental Europe. The upwards trend in the Asian-Pacific economic area remains steady, continually driven by a growing vehicle fleet, which in turn is spurring growth in the IAM. This is bolstered by new and positively developing business models—a combination of eCommerce and social media marketing—which MAHLE Aftermarket is testing in this extremely heterogeneous market. “MAHLE Aftermarket experienced a worldwide growth rate of around four per cent in 2015”, concludes Henning. “Our aim for 2016 is to exceed the previous year’s level.”

About MAHLE

MAHLE is a leading international development partner and supplier to the automotive industry. With its products for combustion engines and their peripherals as well as solutions for electric vehicles, the group addresses all the crucial issues related to the powertrain and air conditioning technology—from engine systems and components to filtration to thermal management. In 2015, the group generated sales of approximately EUR 11.5 billion with around 76,000 employees and is represented in 34 countries with over 170 production locations.

About MAHLE Aftermarket

The MAHLE Aftermarket business unit is a global partner to repair shops and trade, offering first-rate service solutions for maintenance and service with its special equipment and spare parts in original equipment quality. MAHLE Aftermarket is represented at 22 locations worldwide, with 1,582 employees, and generated sales of EUR 835 million in 2015.

Find out more about MAHLE Aftermarket GmbH at www.mahle-aftermarket.com

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