

METELLI CLOSES 2013 WITH A POSITIVE BALANCE

Increase in annual sales revenue, new investments in technology, and expansion to foreign markets. These are the success factors of the company, one of the major players in the aftermarket industry.

Cologne (Italy), 28 February 2014 – The Metelli Group closes 2013 with a 5% increase in sales revenue compared with the previous year. A significant achievement, especially considering current market trends, characterized by a drop in consumption and a decrease in the number of vehicles being registered.

The Metelli brands and product lines are **sold in over 90 countries of the world** and cover the Independent Aftermarket (IAM), the Original Equipment Spares (OES) market, and the Original Equipment Manufacturer (OEM) market. **The most outstanding results of the past year were achieved in Italy, Spain, Portugal, Poland, Turkey, Byelorussia, the UK, the Scandinavian countries, and Northern Africa, where growth was particularly positive.** The year 2013 was also characterized by the creation of Metelli UK, a new affiliate in the United Kingdom, established shortly after the company set up its Spanish platform in 2011.

“Our current priority is to maintain our market share acquired on the market with a strong presence and to increase it over the others, consolidating our presence within the distribution network and intervening on the internal structure, with the aim of optimizing the supply chain and thereby achieving prices that are more competitive and more in line with the demand.” – asserts Sergio Metelli, the Group’s President.

Metelli S.p.a. has been quick to respond to current scenarios, continuing its long-standing policy of improvement through **investments and interventions aimed at enhancing the efficiency of its plants, ensuring ongoing development of its product line**, and guaranteeing complete coverage of the latest vehicle models on the market.

The company’s entire production line (which includes water pumps, as well as brake, engine parts and transmission parts) is manufactured in Cologne, in the province of Brescia, in three plants which employ a total of 450 persons.

The Group’s expansion is far from being limited to Europe. In 2014, the Cologne Company plans to **increase its market shares thanks to an aggressive market strategy that involves investments in extra-European countries and emerging markets like Brazil, India, and China.**

“Our competitive position on the market will allow us to face challenges and developments of the years to come with great optimism.” – Sergio Metelli concludes – “We are firmly convinced that the good results we’ve obtained over the past half century are proof of the passion and commitment we bring to our work. These values are the foundation of a long-term vision upon which our company intends to build its future.”

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