



PRESS RELEASE

UFI boosts its Aftermarket team and warehouse in UK & Ireland

Redditch, UK, 20 March 2019 – UFI Filters, a leader in filtration and thermal management, boosts its Aftermarket services in the UK and Ireland with a strengthened sales team as well as a new office and warehouse.

As part of a raft of initiatives designed to enhance its services across the UK and Ireland, UFI Filters has appointed seasoned industry professional **David Price** as **UFI Aftermarket UK & Ireland Sales Development Manager**, with effect from 1st March 2019. David has more than 26 years' experience in the automotive Aftermarket, having worked as a Business Development Manager for several world-leading automotive equipment manufacturers. He brings an in-depth understanding of the UK and Irish automotive Aftermarkets and will be responsible for developing business across both countries, with a particular focus on northern regions.

To further service its growing business UFI Filters has expanded its Aftermarket base in the UK market; including a dedicated office and a new warehouse that benefits from the services of its recently appointed supply chain partner, DB Schenker. Thanks to its configuration, the new distribution centre will help to meet increasing market demand for the UFI brand – which, with 3,000 SKUs in its aftermarket catalogue, covers 96% of the UK car parc.

The developments mean that UFI customers nationwide, including buying groups, independents and specialist motor factors, will benefit from a highly flexible logistics service. Deliveries will be fully trackable and made overnight by trusted carriers such as UK Mail.

Karl Ridings, UFI's Aftermarket UK & Ireland Sales Manager, who has headed up the UK team since 2017, said: "David's experience and background are a perfect fit for us as we enhance our position in this marketplace. His deep knowledge of the sector will add considerable extra strength to our team. The expansion of our UK office and warehouse will also ensure an improved service to our existing and potential customers – enabling them to benefit further from UFI's outstanding Aftermarket filter programme, which combines our Original Equipment capabilities with the philosophy of meeting tomorrow's demands, today."

Luca Betti, Director of the UFI Group Aftermarket Business Unit, agreed: "We are really proud of the results achieved in these countries in the last two years, and we are on track to reach the ambitious target we set in 2017 of achieving a 10% UK market share. These new logistics and service measures will give a further boost to our presence on the ground, in the highly fragmented UK and Irish Aftermarkets."



About UFI Filters spa:

Founded in 1971, UFI Filters is a global leader in filtration technology and thermal management. It serves a wide range of sectors – from automotive, aerospace and marine to specialized industrial and customized hydraulic applications. Renowned for its innovation, UFI's products and know-how are to be found in all kinds of vehicles – from Ferrari and other top F1 teams, to the European ExoMars spacecraft. UFI supplies the full range of air, oil, fuel, cabin, hydraulic and coolant filters as well as thermal management systems to the automotive sector, meeting the needs of nearly all car brands and motorcycles as well as commercial, heavy duty and agricultural vehicles. In the OE market, UFI is a leading filtration provider. Each family of filters within the company's two Aftermarket brands, UFI and Sofima, covers 96% of the European car parc.

One of the first Italian companies to identify growth opportunities in the Far East, today UFI has 16 industrial sites and employs over 4,000 people in 16 countries. It employs 120 specialized technicians in its Innovation and Research Centers and holds 206 patents. As a research-driven company, it reinvests over 5% of its revenues in R&D.

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Image attached: David Price, UFI Aftermarket UK & Ireland Sales Development Manager