



UFI Filters business keeps growing in the UK Aftermarket

Alcester, 25 May 2023 – UFI Filters, a leading company in filtration and thermal management, as well as in hydrogen filtration, is celebrating its 6th year anniversary in the UK with outstanding results. These have been achieved despite the challenges of COVID-19 and Brexit.

UFI Filters UK led by Karl Ridings, Sales Director & General Manager UK & Ireland – Aftermarket, has quadrupled its results in six years, since the opening of the branch for the English and Irish markets. The company, moreover, expects another double digit growth of the business in 2023. This result has been possible thanks to UFI's partnerships with the key distributors and with the most important trading groups in the UK.

UFI Filters UK is marking these achievements by moving into bigger offices in Alcester and strengthening its customer service team to maintain the high levels of service.

The company's growth has been possible thanks to many winning factors: 1) a dedicated warehouse in UK, that benefits from the services of supply chain partner DB Schenker. 2) a dedicated sales team counting four sales managers for different areas and a commitment to developing the business into different market segments, for light vehicles and heavy-duty. 3) it's new partnership in 2023 with Parcellforce, which offers a sector-leading next day delivery with high level traceability and tracking. 4) the launch of the heavy-duty range for the UK and Ireland Aftermarket in 2021 which is allowing UFI Filters to open new channels of distributors – indeed, the target is to reach a solid market share in the HD segment over the coming years.

Karl Ridings, Sales Director & General Manager UK & Ireland – Aftermarket comments: "It was a great opportunity to set up the UFI Filters branch in the UK in 2017. The market needed the original quality of our company's product that is chosen by 95% Original Equipment manufacturers worldwide. We have closed 2022 very successfully, slightly overachieving at the target we set when we launched the business, which entailed securing a healthy market share. I'm really proud of the results of the whole team. Thanks to the recently introduced range in our warehouse, I'm sure that we will be able to grow the business even further, not only in the light vehicles segment, but also in the heavy-duty one."

UFI FILTERS SPA

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PRESS RELEASE

UFI Filters:

Founded in 1971, UFI Filters is a global leader in filtration technology and thermal management solutions, as well as hydrogen filtration. It serves a wide range of sectors – from automotive, aerospace and marine, to specialised industrial and customised hydraulic applications. Renowned for its innovation, UFI's products and know-how are 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 (including heat exchanger for combustion, electric and hybrid vehicles) to the automotive sector, meeting the needs of nearly all car brands and motorcycles as well as commercial, heavy duty (on-road and off-road) 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 98% of the European car parc.

One of the first Italian companies to identify growth opportunities in the Far East, today UFI has 20 industrial sites and employs over 4,000 people in 21 countries. It employs over 250 specialised technicians in its 3 Innovation and Research Centres and holds more than 280 patents. As a research-driven company, it reinvests over 5% of its revenues in R&D.

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Attached image: UFI Alcester facilities

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