

Grammer expanding aftermarket presence in Europe: Fricke Group to be an authorized Grammer sales partner

- *Next step by Grammer towards strategic growth*
- *Strong partnership for Europe-wide business in seats and spare parts*
- *Grammer offroad and truck products now also available through the Fricke Group's Europe-wide logistics network*

Grammer AG, February 16, 2022 – Digital access, reliable deliveries and comprehensive service are key factors for success in the aftermarket. They also form the core elements of the new partnership forged between Grammer and the Fricke Group. As an authorized sales partner, the Fricke Group is now strengthening Grammer's Europe-wide aftermarket network for seats and spare parts for offroad vehicles in agriculture, construction, and material handling, as well as for trucks.

With the contract signed on February 14, 2022, Grammer is taking the next step towards strategic growth in the European aftermarket: "We are very pleased to have the Fricke Group, one of the leading international wholesalers of spare parts in the heavy-duty segment, on board for the distribution of our products," says Dr. Andreas Diehl, President Division Commercial Vehicles at Grammer AG. "In this way, we want to achieve better market penetration and additionally expand the service we offer our customers." The Fricke Group - together with its subsidiaries Granit Parts, Hofmeister & Meincke and Trex.Parts – is operating in Europe with one of the largest spare parts warehouses in the agricultural sector and a dense logistics network spanning a total of 66 locations in 25 countries. In addition to the professionalized access to its seats and spare parts, Grammer particularly welcomes the Fricke Group's workshop experience. "Looking forward, we will thus be able to offer the users of our seats an additional competent point of contact and additionally expand our services for repairs, individual conversions and new configurations," Diehl adds.

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On track for growth: As an authorized sales partner, the Fricke Group is now strengthening Grammer's Europe-wide aftermarket network. Dieter Rumm, Vice President Aftermarket (3rd from right) and Bernhard Weigl, Senior Manager Sales Aftermarket (left) from Grammer signed the contract with Hans-Peter Fricke, CEO Fricke Group (3rd from left), Klaus Niemeier (2nd from left), Matthias Rugen (2nd from right) and Friedrich Grewe (right) from Granit Parts on February 14, 2022 in Heeslingen, Germany.

Company profile

Grammer AG, headquartered in Ursensollen, Germany, is active in two business segments: Grammer develops and supplies high-quality interior and operating systems as well as innovative thermoplastic components for the global automotive industry. For trucks, trains, buses, and off-road vehicles, Grammer is a full-service provider of driver and passenger seats. Currently, Grammer AG employs around 14,000 people in 20 countries worldwide, with sales of around 1.7 billion euros in 2020. Grammer shares are listed in the Prime Standard and traded on the Munich and Frankfurt stock exchanges as well as via the Xetra electronic trading system.

About the Fricke Group

Established in 1923, Fricke Group (www.fricke.de) trades in spare parts, agricultural machinery, commercial vehicles, and garden technology at a total of 66 locations in 25 countries. The owner-managed group of companies is based in Heeslingen, in the German state of Lower Saxony, and employs 3,238 full-time staff, including 219 trainees.