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List of Abbreviations

AM	Aftermarket
BD	Business division
BHAG	Big, Hairy, Audacious Goals
CEO	Chief Executive Officer
EBIT	Earnings before interest and tax
FY	Financial year
GE	Business division Electronics (Geschäftsbereich Elektronik)
GF	Management board (Geschäftsführung)
GH	Business division Aftermarket & Special Applications (Geschäftsbereich Handel)
GL	Business division Lighting (Geschäftsbereich Licht)
HELLA	HELLA GmbH & Co. KGaA
KPI	Key performance indicator
OFCF	Operating free cash flow
OFK	Upper Management (Oberer Führungskreis)
ROIC	Return on invested capital
SA	Special Applications
SI	Strategic initiative
SBFs	Strategic business fields
SCU	Strategic check-up process
RO	Research objective
RQ	Research question
USP	Unique selling proposition
VS	Vision Statement