

PRESS RELEASE - 01/07/2024

NTN Europe appoints Pascal Langer as head of its EMEA and Brazil sales division

On 1^{er} July, Leonardo ARAUJO left the position of Sales Director for the EMEA and Brazil region, which he has held for the last 3 years, to take up the position of President of the Brazilian subsidiary of the NTN Group. He will be succeeded by Pascal LANGER, Head of ITG (International Trading Group) at NTN Europe since 2020. His objective is to continue the development of this zone and to increase the sales of the Automotive Aftermarket business unit, whose product portfolio is currently expanding rapidly.

Of Franco-German origin, Pascal LANGER began his career in the aftermarket in 2002 with the VALEO group. He then moved on to other big names in the aftermarket, such as Delphi and TMD Friction, where he held a position in France before moving to the global headquarters in Germany in 2011. From 2016 to 2020, he will hold various marketing and sales positions with an international scope at TEMOT International and InfoPro Digital before joining NTN Europe's Automotive Aftermarket division as Head of ITG.

"Created in 2020 to boost relations and sales within the ITGs by forging closer links with them, this position has been an excellent opportunity to put my professional experience to good use. Thanks to an approach geared towards these international groups and by taking part in several strategic projects, we have clearly strengthened our positions within them," says Pascal LANGER.

On the strength of this additional experience, Pascal LANGER took up his new position as Sales Director for the EMEA region and Brazil from Germany on 1^{er} July. He succeeds Leonardo ARAUJO, who is still part of the team led by Christophe IDELON, Vice President Automotive Aftermarket at NTN Europe, to whom he reports. In this role, he will be responsible for continuing to develop Automotive Aftermarket sales by focusing his strategy on two major areas: a major extension of the product ranges and expansion in countries in the EMEA-Brazil region where there are significant growth opportunities.

"Lately, we have considerably extended our product offering with the launch of a range of shock absorbers, and extensions in transmission, chain kits and heavy goods vehicles. And we will continue to do so in the very

near future to consolidate NTN Europe's position as a specialist in wheel corners, powertrains and services. I'm delighted to be taking on new responsibilities, especially in such a positive dynamic, within NTN Europe," comments Pascal Langer.

To meet these new challenges, he can count on a fully operational sales team, reinforced by his predecessor, in Europe, Africa, the Middle East and Brazil.

"I'm delighted to see Pascal move up in the sales team with this appointment. The skills he has acquired throughout his career on international assignments, the work he has done with the ITGs, his mastery of our product portfolio and his abilities promise great success in the position of Sales Director EMEA and Brazil," says Christophe IDELON.

In order to continue to support international groups, Pascal LANGER will continue to carry out his previous duties on a temporary basis, pending the appointment of a new Head of ITG.





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