

**MAHLE 2016 BUSINESS YEAR – AT A GLANCE**

<i>in EUR million</i>		<b>2016</b>	<b>2015</b>	<b>Change in %</b>
<b>Sales</b>	Group	12,322	11,486	+7.3
	– Europe	6,119	5,844	+4.7
	– North America	3,267	2,915	+12.1
	– South America	572	586	–2.4
	– Asia/Pacific	2,316	2,094	+10.6
	– Africa	48	47	+2.9
	<b>Result</b>	EBITDA	1,079	1,093
EBIT		473	511	–7.5
EBIT in % of sales		3.8	4.5	
EBIT adjusted for amortization of goodwill and effects from purchase price allocations		622	663	–6.2
Result from business activities		228	309	–26.2
Consolidated net income		63	122	–48.5
Dividend paid by MAHLE GmbH		6.0	6.0	+0.0
<b>R&amp;D and tangible fixed assets</b>	Research and development expenses	753	657	+14.7
	Research and development expenses in % of sales	6.1	5.7	
	Property, plant, and equipment	3,029	2,888	+4.9
	Capital expenditure on tangible fixed assets	563	564	–0.2
<b>Equity and balance sheet total</b>	Equity	2,722	2,667	+2.0
	Equity ratio in %	33.9	34.0	
	Balance sheet total	8,032	7,849	+2.3
<b>Net debt</b>	Financial liabilities to banks and on capital market	1,598	1,716	–6.9
	Thereof with a remaining period of up to 1 year	286	353	–19.1
	Thereof with a remaining period of more than 5 years	676	975	–30.6
	Cash in hand, bank balances, and cheques	372	310	+20.2
<b>Cash flow</b>	Cash flow from operating activities	856	638 <sup>1)</sup>	+34.1
	Cash flow from investing activities	–575	–1,224 <sup>1)</sup>	–53.0
<b>Employees</b>	Group	76,632	75,635	+1.3
	– Germany	13,803	14,233	–3.0
	– Europe (incl. Germany)	34,601	35,014	–1.2
	– North America	15,578	15,286	+1.9
	– South America	9,338	9,644	–3.2
	– Asia/Pacific	16,061	14,776	+8.7
	– Africa	1,054	915	+15.3

<sup>1)</sup> Cashflow includes only 6 months of Delphi Thermal and MAHLE Electric Drives Japan (former Kokusan Denki).