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Successful execution of dual strategy addressing the current change in the automotive industry

MAHLE will be a driver of e-mobility, as it already is for the conventional powertrain today.
MAHLE Group – Key financials 2017

- **Sales**: €12,788 mn
- **R&D ratio**: 5.9%
- **EBITDA margin**: 7.5%
- **Net income**: €102 mn
- **Equity ratio**: 32.1%
- **Net debt/EBITDA**: 1.2x

- **Group sales** grew by 3.8% exceeding expectations.
- **Organic sales growth** of 6.4% clearly outperformed market expansion of 2.1%*
- **Earnings** negatively impacted by one-off effects.
- **Strong second half-year 2017**.
- **Equity ratio** temporarily below target ratio of 33.0% due to FX effects and a higher balance sheet total.
- **Solid net debt/EBITDA ratio**.

*According to IHS light vehicle production 2017.
Financial results 2017

All business units contributed to the strong organic sales growth of more than 6%.

Sales (EUR mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales (EUR mn)</th>
<th>Exchange rate effects</th>
<th>M&amp;A</th>
<th>Organic growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>12,322</td>
<td>-104 (-0.8%)</td>
<td>-205 (-1.7%)</td>
<td>+775 (+6.4%)</td>
</tr>
<tr>
<td>2017</td>
<td>12,788</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Note: To calculate the organic growth, sales from 2016 were adjusted for effects from deconsolidation.
Financial results 2017

Earnings impacted by non-recurring effects

- EBITDA impacted by increased material prices and one-time effects from warranty expenses
- Amortization of goodwill and purchase price allocation from past acquisitions within EBIT amounting to 1.1% of group sales
- Improved net income by 62% due to better investment result mainly influenced by the sale of BMTS
- Several corporate initiatives for improving operational efficiency introduced

### EBITDA (EUR mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA (EUR mn)</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1.093</td>
<td>9.5%</td>
</tr>
<tr>
<td>2016</td>
<td>1.079</td>
<td>8.8%</td>
</tr>
<tr>
<td>2017</td>
<td>0.960</td>
<td>7.5%</td>
</tr>
</tbody>
</table>

### Net income (EUR mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net income (EUR mn)</th>
<th>Net income margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>122</td>
<td>1.1%</td>
</tr>
<tr>
<td>2016</td>
<td>63</td>
<td>0.5%</td>
</tr>
<tr>
<td>2017</td>
<td>102</td>
<td>0.8%</td>
</tr>
</tbody>
</table>
Financial results 2017
Solid net debt ratio and clear commitment to implicit investment grade rating

Equity (EUR mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Equity (EUR mn)</th>
<th>Equity ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>2,667</td>
<td>34.0%</td>
</tr>
<tr>
<td>2016</td>
<td>2,722</td>
<td>33.9%</td>
</tr>
<tr>
<td>2017</td>
<td>2,632</td>
<td>32.1%</td>
</tr>
</tbody>
</table>

- Equity ratio is below target ratio due to:
  - Increased balance sheet total
  - Negative FX translation effects
  - Higher warranty liabilities and provisions

Net debt* (EUR mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net debt* (EUR mn)</th>
<th>Net debt/EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1,407</td>
<td>1.3</td>
</tr>
<tr>
<td>2016</td>
<td>1,226</td>
<td>1.1</td>
</tr>
<tr>
<td>2017</td>
<td>1,156</td>
<td>1.2</td>
</tr>
</tbody>
</table>

- Net debt/EBITDA ratio still within conservative target range
- Commitment to implicit investment grade rating

* Net debt = liabilities to banks + bonds – cash in hand, bank balances and checks
Financial results 2017

Operating cash flow completely covered investments

Cash flow development 2017 (EUR mn)

- Reduced cash flow from operating activities due to cash out from EU antitrust fine, warranty claim payments and increased working capital
- High investments in property, plant, and equipment amounting to EUR 612 mn, funded by operating cash flow
Market trends and strategic positioning

Dual Strategy – focus on existing market position and future mobility trends

Strengthen our existing market position

- Highly efficient combustion engines
- Emerging Markets
- Commercial Vehicles & Off-Highway
- Aftermarket

Shape the future in a changing mobility world

- HVAC
- Electric drive systems
- Thermal management
- Power electronics
- Electric auxiliaries
- New projects
- ENTERING Startup
Market trends and strategic positioning

Strategic alignment of business portfolio

**Acquisitions 2017/18**

- **NAGARES, Spain**: Vehicle control electronics
- **O-Flexx, Germany**: Thermo-electrics technology
- **BrainBee, Italy**: Workshop equipment and services
- **+5% at MAHLE Behr GmbH & Co. KG, Germany**: Automotive thermal components

**Divestments 2017/18**

- **Forging activities**: Non-core business
- **Sinter component activities**: Non-core business
- ** Turbochargers BMTS (Bosch MAHLE Turbo Systems)**: Targeted market position not achieved
- **Front-end modules HBPO (Hella Behr Plastic Omnium)**: Non-core business

- Focus on core business areas & strong market position
- Continuous development of products for future mobility
- Strengthening system solution products
- Investment Focus:
  - Thermal Management
  - Mechatronics
  - Electrification
Market trends and strategic positioning

Innovations addressing future automotive solutions

MAHLE’s differentiated innovation portfolio meets changing customer requirements.
Current thermal management developments improving energy efficiency and passenger comfort

Current solutions from established collaboration

- **Downsized eHVAC design allows innovative cockpit architectures**
- **Energy efficient thermal solutions**
- **Individual passenger comfort**

Combination of competences to enable innovative solutions

- Faurecia: Full interior system integration
- MAHLE: Holistic thermal comfort & efficiency

Innovative interior thermal management technologies for future mobility solutions!
Increasing flexibility of internal structures to foster innovations

Market trends and strategic positioning

Efficient online spare part search

MoodScent mobile scent diffuser

eBike: Pedelec eDrive unit

BEV customers: Shortened development time ~50%

INTER-DISZIPLINARY INNOVATION TEAMS

STARTUP founder & MAHLE talents

MAHLE talents
Electrification offers potential for more MAHLE content in light vehicles

MAHLE CPV potential*

<table>
<thead>
<tr>
<th>ICE &amp; Basic 48V Mild Hybrid</th>
<th>Premium 48V Mild Hybrid</th>
<th>Plug-in &amp; Full Hybrid</th>
<th>Battery Vehicle</th>
<th>Fuel Cell Vehicle</th>
</tr>
</thead>
<tbody>
<tr>
<td>Factor: 1</td>
<td>x 1.3 - 1.9</td>
<td>x 1.3 - 2.8</td>
<td>x 1.0 - 3.4</td>
<td>x 2.4 - 5.2</td>
</tr>
</tbody>
</table>

MAHLE’s growth drivers: higher value-added adaptive and new technologies

* Range depending on future market share and strategic decisions regarding the product portfolio. CPV = Content per light vehicle; ICE = Internal Combustion Engine
## Outlook

Looking forward to the opportunities of future mobility

### Passenger cars and light commercial vehicles

<table>
<thead>
<tr>
<th>Market</th>
<th>Growth 2018 vs. 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>World market</td>
<td>+ 1.9%</td>
</tr>
<tr>
<td>Europe</td>
<td>+ 2.4%</td>
</tr>
<tr>
<td>North America</td>
<td>+ 1.8%</td>
</tr>
<tr>
<td>South America</td>
<td>+ 14.0%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>+ 0.5%</td>
</tr>
<tr>
<td>Middle East/ Africa</td>
<td>+ 11.0%</td>
</tr>
</tbody>
</table>

### Medium and heavy duty vehicles

<table>
<thead>
<tr>
<th>Market</th>
<th>Growth 2018 vs. 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>World market</td>
<td>- 3.2%</td>
</tr>
<tr>
<td>Europe</td>
<td>+ 2.1%</td>
</tr>
<tr>
<td>North America</td>
<td>+ 8.9%</td>
</tr>
<tr>
<td>South America</td>
<td>+ 13.3%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>- 8.1%</td>
</tr>
</tbody>
</table>

### Outlook MAHLE Group

- Moderate organic sales growth expected in 2018
- Further pursue our dual strategy
- Intensify agile and flexible organization structures
- Commitment to target equity ratio of 33% in the following years
- Improve cost situation and further integrate recent acquisitions

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*Source: Includes data provided by IHS, LV Production March 2nd 2018 and MHD Production February 5th 2018 (Comparison Forecast 2018 with Actual 2017)*
Investor Relations contacts

Philipp Kuckuck  
Vice President Corporate Finance

Verena Sigel  
Head of Group Financing and Investor Relations

Stefanie Hesse  
Corporate Finance Reporting and Investor Relations

Robert Kiese  
Group Financing and Investor Relations

investor.relations@mahle.com  
http://www.mahle.com
# Appendix

Group structure reflects diversified product portfolio  
(As of Dec 31, 2017)

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## MAHLE GROUP

<table>
<thead>
<tr>
<th>Business Units</th>
<th>Sales (EUR mn)</th>
<th>Headcount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engine Systems and Components</td>
<td>2,799</td>
<td>27,900</td>
</tr>
<tr>
<td>Filtration and Engine Peripherals</td>
<td>2,246</td>
<td>10,957</td>
</tr>
<tr>
<td>Thermal Management</td>
<td>4,481</td>
<td>23,288</td>
</tr>
<tr>
<td>Aftermarket</td>
<td>956</td>
<td>1,574</td>
</tr>
</tbody>
</table>

## DIVISION

<table>
<thead>
<tr>
<th>Division</th>
<th>Sales (EUR mn)</th>
<th>Headcount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mechatronics</td>
<td>407</td>
<td>3,889</td>
</tr>
</tbody>
</table>

## PROFIT CENTERS

<table>
<thead>
<tr>
<th>Profit Centers</th>
<th>Sales (EUR mn)</th>
<th>Headcount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering Services, Motorsports, and Special Applications</td>
<td>1,900</td>
<td>10,670</td>
</tr>
<tr>
<td>Large and Small Engine Components</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Industrial Thermal Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Compressors</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Control Units</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Front-end Modules</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Appendix

Balanced portfolio and global footprint

Sales split 2017
Total: EUR 12.8 bn

By business unit

- Engine Systems and Components: 21.9% (+0.1pp)
- Filtration and Engine Peripherals: 17.6% (-0.2pp)
- Thermal Management: 35.0% (+0.2pp)
- Profit Centers: 14.8% (-0.5pp)
- After-market: 7.5% (+0.2pp)
- Division Mechatronics: 3.2% (+0.2pp)

By region

- Europe: 48.2% (-1.5pp)
- Asia/Pacific: 19.6% (+0.8pp)
- South America: 5.3% (+0.6pp)
- North America: 26.5% (+/- 0.0pp)
- Africa: 0.4% (+/- 0.0pp)

and (pp) = Sales share 2017 vs. 2016
Appendix

MAHLE is present in all global core markets enhancing its well-balanced footprint

**NORTH AMERICA**
- Sales: EUR 3,390 mn (+3.8%)
- Employees: 16,469 (+5.7%)
- Production locations: 28 (-1)
- Development locations: 4

**EUROPE**
- Sales: EUR 6,161 mn (+0.7%)
- Employees: 34,909 (+0.9%)
- Production locations: 71 (+3)
- Development locations: 6 (+1)

**AFRICA**
- Sales: EUR 47 mn (-2.5%)
- Employees: 1,047 (-0.7%)
- Production locations: 2
- Development locations: -

**SOUTH AMERICA**
- Sales: EUR 676 mn (+18.1%)
- Employees: 9,255 (-0.9%)
- Production locations: 11 (-2)
- Development locations: 1

**ASIA / PACIFIC**
- Sales: EUR 2,514 mn (+8.6%)
- Employees: 16,597 (+3.3%)
- Production locations: 55 (+1)
- Development locations: 5

Note: Sales and Headcount figures as of Dec 31, 2017, Locations as of Dec 31, 2017

Sales by country of origin compared to 2016, Employees by region compared to Dec 31, 2016 incl. development locations and sales branches
## Income statement (key figures)

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 1-12/2016</th>
<th>ACTUAL 1-12/2017</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>in million EUR</td>
<td>in % of sales</td>
<td>in million EUR</td>
</tr>
<tr>
<td>Sales</td>
<td>12,321.8</td>
<td>100.0%</td>
<td>12,788.0</td>
</tr>
<tr>
<td>Cost of sales and other income and expenses</td>
<td>-11,242.4</td>
<td>-91.2%</td>
<td>-11,827.6</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,079.3</td>
<td>8.8%</td>
<td>960.5</td>
</tr>
<tr>
<td>Depreciation / amortization of tangible and intangible assets (incl. goodwill) &amp; longterm loans and securities</td>
<td>-606.6</td>
<td>-4.9%</td>
<td>-605.3</td>
</tr>
<tr>
<td>EBIT</td>
<td>472.8</td>
<td>3.8%</td>
<td>355.2</td>
</tr>
<tr>
<td>Investment result</td>
<td>-148.3</td>
<td>-1.2%</td>
<td>9.7</td>
</tr>
<tr>
<td>Result from interest (incl. pensions)</td>
<td>-96.4</td>
<td>-0.8%</td>
<td>-102.4</td>
</tr>
<tr>
<td>Result from business activities</td>
<td>228.1</td>
<td>1.9%</td>
<td>262.5</td>
</tr>
<tr>
<td>Taxes on income</td>
<td>-132.2</td>
<td>-1.1%</td>
<td>-124.9</td>
</tr>
<tr>
<td>Result after taxes</td>
<td>95.9</td>
<td>0.8%</td>
<td>137.6</td>
</tr>
<tr>
<td>Other taxes</td>
<td>-32.9</td>
<td>-0.3%</td>
<td>-35.4</td>
</tr>
<tr>
<td>Consolidated net income</td>
<td>63.0</td>
<td>0.5%</td>
<td>102.2</td>
</tr>
</tbody>
</table>
### Assets

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 12/31/2016</th>
<th>ACTUAL 12/31/2017</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>in million EUR</td>
<td>%</td>
<td>in million EUR</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>630.7</td>
<td>7.9%</td>
<td>543.8</td>
</tr>
<tr>
<td>Property, plant, and equipment</td>
<td>3,029.0</td>
<td>37.7%</td>
<td>3,008.9</td>
</tr>
<tr>
<td>Financial assets</td>
<td>90.0</td>
<td>1.1%</td>
<td>149.1</td>
</tr>
<tr>
<td>Inventories</td>
<td>1,268.8</td>
<td>15.8%</td>
<td>1,324.7</td>
</tr>
<tr>
<td>Receivables and other assets</td>
<td>2,350.3</td>
<td>29.3%</td>
<td>2,341.6</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>372.5</td>
<td>4.6%</td>
<td>503.6</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>20.9</td>
<td>0.3%</td>
<td>23.6</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>196.2</td>
<td>2.4%</td>
<td>226.4</td>
</tr>
<tr>
<td>Plan assets</td>
<td>73.6</td>
<td>0.9%</td>
<td>73.4</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>8,032.1</strong></td>
<td><strong>100.0%</strong></td>
<td><strong>8,195.1</strong></td>
</tr>
</tbody>
</table>
### Equity and liabilities

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 12/31/2016</th>
<th>ACTUAL 12/31/2017</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>in million EUR</td>
<td>%</td>
<td>in million EUR</td>
</tr>
<tr>
<td>Equity</td>
<td>2,721.9</td>
<td>33.9%</td>
<td>2,632.1</td>
</tr>
<tr>
<td>Badwill</td>
<td>1.5</td>
<td>0.0%</td>
<td>0.0</td>
</tr>
<tr>
<td>Accruals for pensions and similar obligations</td>
<td>575.3</td>
<td>7.2%</td>
<td>577.8</td>
</tr>
<tr>
<td>Other accruals</td>
<td>1,462.5</td>
<td>18.2%</td>
<td>1,515.2</td>
</tr>
<tr>
<td>Bonds</td>
<td>829.0</td>
<td>10.3%</td>
<td>829.0</td>
</tr>
<tr>
<td>Liabilities to banks</td>
<td>769.3</td>
<td>9.6%</td>
<td>830.3</td>
</tr>
<tr>
<td>Trade payables</td>
<td>1,256.8</td>
<td>15.6%</td>
<td>1,233.9</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>415.6</td>
<td>5.2%</td>
<td>576.9</td>
</tr>
<tr>
<td>Total</td>
<td>8,032.1</td>
<td>100.0%</td>
<td>8,195.1</td>
</tr>
</tbody>
</table>
### Abbreviated cash flow statement

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 1-12/2016</th>
<th>ACTUAL 1-12/2017</th>
<th>CHANGE 2016-2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash funds at beginning of period</td>
<td>131,3</td>
<td>161,2</td>
<td>29,9</td>
</tr>
<tr>
<td>Cash flows from operating activities</td>
<td>855,7</td>
<td>765,5</td>
<td>-90,2</td>
</tr>
<tr>
<td>Cash flows from investing activities</td>
<td>-575,2</td>
<td>-652,0</td>
<td>-76,8</td>
</tr>
<tr>
<td>Cash flows from financing activities</td>
<td>-266,0</td>
<td>26,4</td>
<td>292,4</td>
</tr>
<tr>
<td><strong>Total cash flow</strong></td>
<td>14,5</td>
<td>139,9</td>
<td>125,4</td>
</tr>
<tr>
<td>Change in cash funds from exchange rate movements and valuation procedures</td>
<td>18,9</td>
<td>58,0</td>
<td>39,0</td>
</tr>
<tr>
<td>Change in cash funds from changes in the consolidation group</td>
<td>-3,5</td>
<td>0,0</td>
<td>3,5</td>
</tr>
<tr>
<td>Cash funds at end of period</td>
<td>161,2</td>
<td>359,1</td>
<td>197,9</td>
</tr>
</tbody>
</table>
Appendix

Well balanced maturity profile and diversified funding mix with different debt instruments

- MAHLE has continuously increased and diversified its investor base.
- Maturity of EUR 1,600 mn RCF has been extended by one year to July 2022.
- New EUR 250 mn Schuldschein were issued in June, maturing 2023, 2025 and 2027.
- Other liabilities to banks include ancillary facilities in Turkey as well as bilateral loan agreements in Brazil, India, China and Japan.

Total financial liabilities: EUR 1,669 mn
(incl. liabilities to banks, bonds and certain other liabilities)

RCF = Revolving Credit Facility
SSD = Schuldscheindarlehen

* EUR 39,1 mn of other liabilities to banks represent short-term drawdowns from RCF maturing in 2022.
New CEO – Experienced Management Board

Dr. Jörg Stratmann (CEO)

Joined MAHLE in 2008, since 01st February 2018 CEO
Since 2014 member of the board
18 Y of experience in the automotive industry

Previously:
- Behr, MAHLE, Conti Automotive, Siemens
- Studied Industrial Engineering

Georg Dietz
(BU Engine Systems & Components)

Joined MAHLE in 1989, since 2018 member of the board
29 Y of experience in the automotive industry

Previously:
- MAHLE
- Studied Engineering

Arnd Franz
(Automotive Sales & Application Engineering and BU Aftermarket)

Joined MAHLE in 2001, since 2013 member of the board
19 Y of experience in the automotive industry

Previously:
- Magna Seating Systems, TEV, Deutsche Industrie-Holding
- Studied Business Administration

Bernd Eckl
(BU Thermal Management)

Joined MAHLE in 2017, since 2017 member of the board
26 Y of experience in the automotive industry

Previously:
- GETRAG, Mannesmann VDO, Studied Mechanical Engineering

Wilhelm Emperhoff
(BU Filtration & Engine Peripherals and Division Mechatronics)

Joined MAHLE in 2012, since 2012 member of the board
29 Y of experience in the automotive industry

Previously:
- Behr-Hella Thermocontrol, Continental, Siemens
- Studied Electronic Engineering

Michael Frick
(CFO)

Joined MAHLE in 2003, CFO since 2014
15 Y of experience in the automotive industry

Previously:
- Behr, MAHLE, Emtec Group, Invensys Group and Coopers & Lybrand
- Studied Business Administration

Michael Glowatzki
(Human Resources and Legal)

Joined MAHLE in 2005, since 2005 member of the board
27 Y of experience in the automotive industry

Previously:
- ZF Friedrichshafen
- Graduated as Attorney at Law
Strategic evolution of business portfolio

Acquisition

+ 9% Sales
CAGR 2014-2017

- Divestment

MAHLE is now global no. 2 supplier for automotive thermal components

Acquire competence in vehicle electronics

Acquire competence in thermo-electrics technology

Expansion of North American powertrain operations

Forging activities

Sinter component business

Industrial filtration

Turbo-charger business BMTS**

Front-end modules business HPBO***

Complement mechatronics activities with e.g. electric drives

Advance of strategic commitment in CO₂ reduction via WHR-system*

Added a strong expertise in the mechatronics division

MAHLE is now global no. 2 supplier for automotive thermal components

Expansion of North American powertrain operations

Acquire competence in vehicle electronics

Strengthening presence in workshop equipment and services

MAHLE Behr GmbH & Co. KG

+5% at MAHLE Behr GmbH & Co. KG (total: 55.7%)

+ 9%

Sales

CAGR 2014-2017

2014
2015
2016
2017
2018

* Waste heat recovery  ** Bosch MAHLE Turbo Systems  *** Hella Behr Plastic Omnium

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Appendix
Increasing diversity of powertrain solutions in a growing market

Base scenario: global light vehicle production
(up to 6 tons, in million units)

- Gasoline will still represent main fuel type in 2030
- Significant global reduction of diesel
- Further reduction of fuel consumption via high-efficiency engines and increasing electrification
- Growing powertrain complexity drives demand for integrated system solutions
- Alternative powertrains require specific thermal management solutions (e.g. for EV and FCV)
- Potential to increase sales per vehicle, especially with hybrids

Source: IHS 01/2018 for 2010/2017, MAHLE research for 2022-2030
Global light vehicle production expected to grow, truck market shrinks due to cyclical slowdown in China

### Production of Passenger Cars and Light Commercial Vehicles [in million pcs.]

<table>
<thead>
<tr>
<th>Region</th>
<th>Forecast 2018</th>
<th>Forecast 2019</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>World market</td>
<td>97,0</td>
<td>99,1</td>
<td>+2.2%</td>
</tr>
<tr>
<td>Europe</td>
<td>22,8</td>
<td>22,8</td>
<td>+0.0%</td>
</tr>
<tr>
<td>North America</td>
<td>17,4</td>
<td>17,4</td>
<td>+0.0%</td>
</tr>
<tr>
<td>South America</td>
<td>4,0</td>
<td>4,0</td>
<td>+0.0%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>52,0</td>
<td>50,2</td>
<td>+3.4%</td>
</tr>
<tr>
<td>Middle East / Africa</td>
<td>2,9</td>
<td>2,8</td>
<td>+2.1%</td>
</tr>
</tbody>
</table>

### Production of Medium and Heavy Duty Vehicles and Buses (>6t) [in thousand pcs.]

<table>
<thead>
<tr>
<th>Region</th>
<th>Forecast 2018</th>
<th>Forecast 2019</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>World market (incl. Middle East/Africa)</td>
<td>3,592</td>
<td>3,492</td>
<td>-2.8%</td>
</tr>
<tr>
<td>Europe</td>
<td>701</td>
<td>672</td>
<td>+4.3%</td>
</tr>
<tr>
<td>North America</td>
<td>579</td>
<td>573</td>
<td>+0.9%</td>
</tr>
<tr>
<td>South America</td>
<td>134</td>
<td>124</td>
<td>+7.9%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>2.078</td>
<td>2.222</td>
<td>-6.5%</td>
</tr>
</tbody>
</table>

1 Comparison Forecast 2018 with Actual 2017  ² Comparison Forecast 2019 with Forecast 2018

Source: Includes data provided by IHS, www.ihs.com; Copyright © [2018], LV Production March 2nd 2018 and MHD Production February 5th 2018