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Strategic highlights H1 2018

Continued portfolio management and strong R&D in line with our dual strategy

Portfolio alignment

Innovation focus

Divestments significantly impacted half-year results 2018

* Percentage of shareholding acquired/divested by MAHLE Group  ** Still subject to the approval by the antitrust authorities
Financial results H1 2018

Strong organic sales growth of 6% accompanied by negative exchange rate effects

MAHLE Group – Key financials H1 2018

- Organic sales growth of 6.0% outperformed market growth of 1.7%**
- Earnings are positively influenced by one-off effects
- Equity ratio above the internal target of 33.0%
- Net debt/ EBITDA ratio improved significantly due to the sale of Joint Ventures and improved EBITDA

Sales
€ 6,602 mn

R&D ratio
5.8%

EBITDA margin
14.3%

Net income
€ 471 mn

Equity ratio
35.4%

Net debt/ EBITDA*
0.7x

* EBITDA for H1 2018 calculated on the basis of trailing 12 months EBITDA
** According to IHS light vehicle production H1 2018 +1.7%
Financial results H1 2018

All business units contributed to the strong organic sales growth

Sales (EUR mn)

<table>
<thead>
<tr>
<th>Jan – Jun 2017</th>
<th>Jan – Jun 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>6,563</td>
<td>6,602</td>
</tr>
<tr>
<td>-339</td>
<td>+394</td>
</tr>
<tr>
<td>-5.2%</td>
<td>+6.0%*</td>
</tr>
<tr>
<td>Exchange rate effects</td>
<td>M&amp;A</td>
</tr>
<tr>
<td></td>
<td>-15</td>
</tr>
<tr>
<td></td>
<td>-0.2%</td>
</tr>
<tr>
<td></td>
<td>+6.0%*</td>
</tr>
<tr>
<td>Organic growth</td>
<td></td>
</tr>
</tbody>
</table>

* Note: To calculate the organic growth, sales from 2017 were adjusted for effects from deconsolidation.
Earnings increased due to positive effects from our portfolio management.

- Increase in EBITDA compared to H1 2017 mainly due to the sale of HBPO* and BMTS** and less one-off effects from warranty cases.
- 8.8 % EBITDA margin adjusted for the effects from HBPO and BMTS sales.
- EBIT margin of 9.3% (4.1% adj. for HBPO and BMTS sales) is impacted by amortization of goodwill and purchase price allocation from past acquisitions by 1.1pp.
- Earnings negatively impacted by increased material prices.

### EBITDA (EUR mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA</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>960</td>
<td>7.5%</td>
</tr>
<tr>
<td>H1 2017</td>
<td>431</td>
<td>6.6%</td>
</tr>
<tr>
<td>H1 2018</td>
<td>946</td>
<td>14.3%</td>
</tr>
</tbody>
</table>

### Net income (EUR mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Income</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>
<tr>
<td>H1 2017</td>
<td>-20</td>
<td>-0.3%</td>
</tr>
<tr>
<td>H1 2018</td>
<td>471</td>
<td>7.1%</td>
</tr>
</tbody>
</table>

* Hella Behr Plastic Omnium
** Bosch MAHLE Turbo Systems
Financial results H1 2018

Equity ratio is above internal target of 33.0%

- Rise in equity ratio mainly due to the sale of HBPO
- Net debt/ EBITDA ratio improved significantly due to higher cash position and improved EBITDA
- Commitment to implicit investment grade rating

**EBITDA for H1 2017 calculated on the basis of trailing 12 months EBITDA**

---

**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>
<tr>
<td>H1 2017</td>
<td>2,561</td>
<td>31.0%</td>
</tr>
<tr>
<td>H1 2018</td>
<td>3,052</td>
<td>35.4%</td>
</tr>
</tbody>
</table>

**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>
<tr>
<td>H1 2017</td>
<td>1,322</td>
<td>1.4</td>
</tr>
<tr>
<td>H1 2018</td>
<td>973</td>
<td>0.7</td>
</tr>
</tbody>
</table>

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

** Net debt / EBITDA** calculated on the basis of trailing 12 months EBITDA
Financial results H1 2018

Strong free cash flow* despite high investments

Cash flow development H1 2018 (EUR mn)

- Reduced cash flow from operating activities due to payment from last years warranty claims and increased working capital
- Cash flow from investing activities was mainly influenced by the sale of shares in HBPO and BMTS and the acquisition of 5% of MAHLE Behr GmbH & Co. KG and 60% of Brain Bee
- Investments in property, plant, and equipment amounting to EUR 230 mn remain at last years level

* Free cash flow = Cash flow from operating activities + cash flow from investing activities
Increasing diversity of MHD powertrain solutions with still prevailing proportion of diesel

MAHLE is able to supply the necessary technology for all types of commercial vehicle powertrains

Continuous increase in efficiency as a key to sustainability

Toll and EU-emission regulations increase Total Cost of Ownership especially for diesel

With the rising oil price, the line of profitability of alternative powertrains is approaching

Hydrogen prices and mass production can improve the Total Cost of Ownership of Fuel Cell Vehicles

* Source: MAHLE MHD Truck Powertrain Scenarios >6t, MAHLE FC 07-2018; This scenario does not include information about buses.
Market trends and strategic positioning

Innovative technologies for the global commercial vehicle powertrain mix of the future

MAHLE is well prepared for a broad spectrum of drive architectures and applications.
Outlook

Looking forward to the opportunities of future mobility

*Source: Includes data provided by IHS, www.ihs.com; Copyright © [2018], LV Production August 6th 2018 and MHD Production August 6th 2018

**Passenger cars and light commercial vehicles**

<table>
<thead>
<tr>
<th>Market</th>
<th>Growth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>World market</td>
<td>+ 2.1%</td>
</tr>
<tr>
<td>Europe</td>
<td>+ 1.7%</td>
</tr>
<tr>
<td>North America</td>
<td>+ 0.7%</td>
</tr>
<tr>
<td>South America</td>
<td>+ 10.3%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>+ 2.0%</td>
</tr>
<tr>
<td>Middle East/ Africa</td>
<td>+ 5.5%</td>
</tr>
</tbody>
</table>
Investor Relations contacts

Philipp Kuckuck  
Vice President Corporate Finance

Verena Sigel  
Head of Group Financing and Investor Relations

Stefanie Siedler  
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 Jun 30, 2018)

MAHLE GROUP
Sales: EUR 6,602 mn
Headcount: 79,445

BUSINESS UNITS

Engine Systems and Components
Sales: EUR 1,447 mn
Headcount: 28,390

Filtration and Engine Peripherals
Sales: EUR 1,144 mn
Headcount: 11,076

Thermal Management
Sales: EUR 2,355 mn
Headcount: 23,737

Aftermarket
Sales: EUR 466 mn
Headcount: 1,724

Mechatronics
Sales: EUR 228 mn
Headcount: 4,149

DIVISION

Large and Small Engine Components

Industrial Thermal Management

Compressors

Control Units

PROFIT CENTERS

Engineering Services, Motorsports, and Special Applications

Sales: EUR 963 mn
Headcount: 10,370
Appendix

Balanced portfolio and global footprint

Sales split H1 2018
Total: EUR 6.6 bn

By business unit

- Thermal Management: 35.7% (+0.9pp)
- Engine Systems and Components: 21.9% (-0.5pp)
- Filtration and Engine Peripherals: 17.3% (-0.1pp)
- Profit Centers: 14.6% (-0.1pp)
- After-market: 7.1% (-0.5pp)
- Division Mechatronics: 3.5% (+0.4pp)

By region

- Europe: 49.1% (+0.1pp)
- Asia/Pacific: 19.4% (+0.5pp)
- South America: 4.8% (-0.4pp)
- North America: 26.4% (-0.2pp)
- Africa: 0.4% (0.0pp)

and (pp) = Sales share H1 2018 vs. H1 2017
Appendix

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

**NORTH AMERICA**
Sales: EUR 1,743 mn (-0.1%)
Employees: 16,909 (+2.7%)
Production locations: 28 (-1)
Development locations: 4

**EUROPE**
Sales: EUR 3,239 mn (+0.8%)
Employees: 35,263 (+1.0%)
Production locations: 71 (+3)
Development locations: 6 (+1)

**AFRICA**
Sales: EUR 24 mn (-4.4%)
Employees: 1,058 (+1.1%)
Production locations: 2
Development locations: -

**ASIA / PACIFIC**
Sales: EUR 1,279 mn (+3.4%)
Employees: 16,599 (+0.0%)
Production locations: 55 (+1)
Development locations: 5

**SOUTH AMERICA**
Sales: EUR 317 mn (-7.1%)
Employees: 9,616 (+3.9%)
Production locations: 11 (-2)
Development locations: 1

Note: Sales and Headcount figures as of June 30, 2018, Locations as of Dec 31, 2017
Sales by country of origin compared to H1 2017, Employees by region compared to Dec 31, 2017 incl. development locations and sales branches
## Income statement (key figures)

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 1-6/2017</th>
<th>ACTUAL 1-12/2017</th>
<th>ACTUAL 1-6/2018</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>
<td>in % of sales</td>
</tr>
<tr>
<td>Sales</td>
<td>6,562.9</td>
<td>100.0%</td>
<td>12,788.0</td>
<td>100.0%</td>
</tr>
<tr>
<td>Cost of sales and other income and expenses</td>
<td>-6,131.9</td>
<td>-93.4%</td>
<td>-11,827.6</td>
<td>-92.5%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>431.0</td>
<td>6.6%</td>
<td>960.5</td>
<td>7.5%</td>
</tr>
<tr>
<td>Depreciation / amortization of tangible and intangible assets (incl. goodwill) &amp; longterm loans and securities</td>
<td>-300.6</td>
<td>-4.6%</td>
<td>-605.3</td>
<td>-4.7%</td>
</tr>
<tr>
<td>EBIT</td>
<td>130.4</td>
<td>2.0%</td>
<td>355.2</td>
<td>2.8%</td>
</tr>
<tr>
<td>Investment result</td>
<td>-3.7</td>
<td>-0.1%</td>
<td>9.7</td>
<td>0.1%</td>
</tr>
<tr>
<td>Result from interest (incl. pensions)</td>
<td>-57.5</td>
<td>-0.9%</td>
<td>-102.4</td>
<td>-0.8%</td>
</tr>
<tr>
<td>Result from business activities</td>
<td>69.2</td>
<td>1.1%</td>
<td>262.5</td>
<td>2.1%</td>
</tr>
<tr>
<td>Taxes on income</td>
<td>-71.9</td>
<td>-1.1%</td>
<td>-124.9</td>
<td>-1.0%</td>
</tr>
<tr>
<td>Result after taxes</td>
<td>-2.7</td>
<td>0.0%</td>
<td>137.6</td>
<td>1.1%</td>
</tr>
<tr>
<td>Other taxes</td>
<td>-17.4</td>
<td>-0.3%</td>
<td>-35.4</td>
<td>-0.3%</td>
</tr>
<tr>
<td>Consolidated net loss / net income</td>
<td>-20.1</td>
<td>-0.3%</td>
<td>102.2</td>
<td>0.8%</td>
</tr>
</tbody>
</table>
## Assets

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 06/30/2017</th>
<th>ACTUAL 12/31/2017</th>
<th>ACTUAL 06/30/2018</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>in million EUR</td>
<td>%</td>
<td>in million EUR</td>
<td>%</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>618.5</td>
<td>7.5%</td>
<td>543.8</td>
<td>6.6%</td>
</tr>
<tr>
<td>Property, plant, and equipment</td>
<td>2,929.8</td>
<td>35.4%</td>
<td>3,008.9</td>
<td>36.7%</td>
</tr>
<tr>
<td>Financial assets</td>
<td>115.2</td>
<td>1.4%</td>
<td>149.1</td>
<td>1.8%</td>
</tr>
<tr>
<td>Inventories</td>
<td>1,315.8</td>
<td>15.9%</td>
<td>1,324.7</td>
<td>16.2%</td>
</tr>
<tr>
<td>Receivables and other assets</td>
<td>2,488.0</td>
<td>30.1%</td>
<td>2,341.6</td>
<td>28.6%</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>498.4</td>
<td>6.0%</td>
<td>503.6</td>
<td>6.1%</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>34.9</td>
<td>0.4%</td>
<td>23.6</td>
<td>0.3%</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>204.7</td>
<td>2.5%</td>
<td>226.4</td>
<td>2.8%</td>
</tr>
<tr>
<td>Plan assets</td>
<td>69.1</td>
<td>0.8%</td>
<td>73.4</td>
<td>0.9%</td>
</tr>
<tr>
<td>Total</td>
<td>8,274.4</td>
<td>100.0%</td>
<td>8,195.1</td>
<td>100.0%</td>
</tr>
</tbody>
</table>
Equity and liabilities

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 06/30/2017</th>
<th>ACTUAL 12/31/2017</th>
<th>ACTUAL 06/30/2018</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>in million EUR</td>
<td>%</td>
<td>in million EUR</td>
<td>%</td>
</tr>
<tr>
<td>Equity</td>
<td>2,561.0</td>
<td>31.0%</td>
<td>2,632.1</td>
<td>32.1%</td>
</tr>
<tr>
<td></td>
<td>3,051.7</td>
<td>35.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>419.6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Badwill</td>
<td>1.4</td>
<td>0.0%</td>
<td>0.0</td>
<td>0.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0.0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Accruals for pensions and similar obligations</td>
<td>567.5</td>
<td>6.9%</td>
<td>577.8</td>
<td>7.1%</td>
</tr>
<tr>
<td>Other accruals</td>
<td>1,640.6</td>
<td>19.8%</td>
<td>1,515.2</td>
<td>18.5%</td>
</tr>
<tr>
<td></td>
<td>1,546.2</td>
<td>17.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bonds</td>
<td>829.0</td>
<td>10.0%</td>
<td>829.0</td>
<td>10.1%</td>
</tr>
<tr>
<td></td>
<td>829.0</td>
<td>9.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liabilities to banks</td>
<td>990.8</td>
<td>12.0%</td>
<td>830.3</td>
<td>10.1%</td>
</tr>
<tr>
<td></td>
<td>854.4</td>
<td>9.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade payables</td>
<td>1,232.3</td>
<td>14.9%</td>
<td>1,233.9</td>
<td>15.1%</td>
</tr>
<tr>
<td></td>
<td>1,234.0</td>
<td>14.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other liabilities</td>
<td>451.8</td>
<td>5.5%</td>
<td>576.9</td>
<td>7.0%</td>
</tr>
<tr>
<td></td>
<td>480.8</td>
<td>5.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>8,274.4</td>
<td>100.0%</td>
<td>8,195.1</td>
<td>100.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>8,622.9</td>
<td>100.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>427.8</td>
<td></td>
</tr>
</tbody>
</table>
### Abbreviated cash flow statement

<table>
<thead>
<tr>
<th></th>
<th>ACTUAL 1-6/2017</th>
<th>ACTUAL 1-12/2017</th>
<th>ACTUAL 1-6/2018</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash funds at beginning of period</strong></td>
<td>161.2</td>
<td>161.2</td>
<td>359.1</td>
<td>197.9</td>
</tr>
<tr>
<td><strong>Cash flows from operating activities</strong></td>
<td>244.4</td>
<td>765.5</td>
<td>131.9</td>
<td>-112.5</td>
</tr>
<tr>
<td><strong>Cash flows from investing activities</strong></td>
<td>-311.0</td>
<td>-652.0</td>
<td>62.1</td>
<td>373.0</td>
</tr>
<tr>
<td><strong>Cash flows from financing activities</strong></td>
<td>171.7</td>
<td>26.4</td>
<td>-33.9</td>
<td>-205.5</td>
</tr>
<tr>
<td><strong>Total cash flow</strong></td>
<td>105.1</td>
<td>139.9</td>
<td>160.1</td>
<td>55.0</td>
</tr>
<tr>
<td><strong>Change in cash funds from exchange rate movements and valuation procedures</strong></td>
<td>5.6</td>
<td>58.0</td>
<td>27.0</td>
<td>21.4</td>
</tr>
<tr>
<td><strong>Change in cash funds from changes in the consolidation group</strong></td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Cash funds at end of period</strong></td>
<td>271.9</td>
<td>359.1</td>
<td>546.2</td>
<td>274.3</td>
</tr>
</tbody>
</table>
MAHLE has continuously increased and diversified its investor base.

- Maturity of EUR 1,600 mn RCF has been extended by one year to July 2023.
- Other liabilities to banks include ancillary facilities in Turkey as well as bilateral loan agreements in Brazil, India, Japan and China.

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

- **Total financial liabilities:**
  - EUR 1,693 mn
  - (incl. liabilities to banks, bonds and certain other liabilities)

* EUR 46.4 mn of other liabilities to banks represent short-term drawdowns from RCF maturing in 2023.
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

*FHEV / PHEV incl. REEV; Diesel incl. S/S and Diesel Mild Hybrid; E85/100 incl. Flex Fuel; Gasoline incl. S/S, CNG/LNG and Gasoline Mild Hybrid

Source 2010/2017: IHS 04/2018, 2023-2030: MAHLE LV Powertrain Scenarios; LV up to 6t
Appendix

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

- Strengthen our existing market position
- Shape the future in a changing mobility world

HIGHLY EFFICIENT COMBUSTION ENGINES
EMERGING MARKETS
COMMERCIAL VEHICLES & OFF-HIGHWAY
AFTERMARKET
HVAC
THERMAL MANAGEMENT
ELECTRIC AUXILIARIES
ELECTRIC DRIVE SYSTEMS
POWER ELECTRONICS
NEW PROJECTS

Entering Startup
Appendix
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
- Aftermarket
Appendix

Strategic evolution of business portfolio

+ 9% Sales
CAGR 2014-2017

Acquisition

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

Industrial filtration

Forging activities

Sinter component business

Turbo-charger business BMTS**

Strengthening presence in workshop equipment and services

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

NAGARES

Kokusan Denki Co., Ltd.

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

MAHLE Behr GmbH & Co. KG

2014 2015 2016 2017 2018

+9%

Sales

CAGR 2014-2017

2014 2015 2016 2017 2018

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

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

MAHLE CPV potential*

ICE & Basic 48V Mild Hybrid

Premium 48V Mild Hybrid

Plug-in & Full Hybrid

Battery Vehicle

Fuel Cell Vehicle

Factor: 1

x 1.3 - 1.9

x 1.3 - 2.8

x 1.0 - 3.4

x 2.4 - 5.2

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
### Global light vehicle production expected to grow, truck market shrinks due to cyclical slowdown in China

**Appendix**

<table>
<thead>
<tr>
<th>Region</th>
<th>Production of Passenger Cars and Light Commercial Vehicles [in million pcs.]</th>
<th>Production of Medium and Heavy Duty Vehicles and Buses (&gt;6t) [in thousand pcs.]</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>Forecast 2019</td>
<td>99.5</td>
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<td>Forecast 2018</td>
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<td></td>
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<td>South America</td>
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<td></td>
<td>2.8</td>
<td>+5.5 %</td>
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</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 August 6th 2018 and MHD Production August 6th 2018