

Driven by performance

## MAHLE – Investor Update May 2015

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# MAHLE

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## 1. Group Overview and Structure

- 2. Industry Trends
- 3. Markets and Customers
- 4. Financial Overview
- 5. Appendix

## Group Overview and Structure MAHLE at a glance





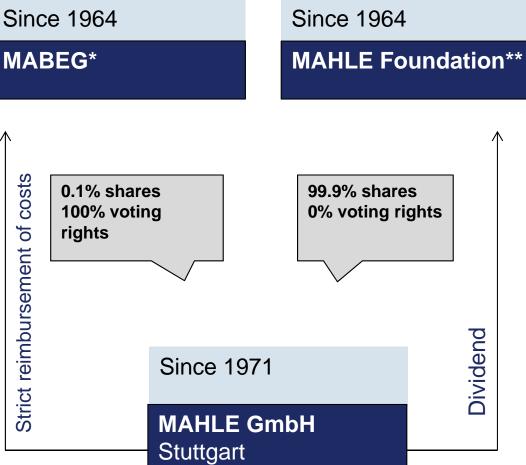
Key financials as of 31 <sup>st</sup> Dec, 2014			
Sales	EUR 9,942.4 mn		
EBITDA	EUR 1,022.2 mn		
EBIT	EUR 514.1 mn		
Net Income	EUR 279.2 mn		
Equity Ratio	37.8 %		
Total Assets	EUR 6,758.4 mn		
Headcount	66,234		

- One of the world's 20 largest automotive suppliers
- Amongst the top 3 global suppliers in the three core business areas
  - Engine Systems and Components
  - Filtration and Engine Peripherals
  - Thermal Management
- Global footprint with more than 150 production facilities in 35 countries on five continents and 10 technology centers
- Present in all major automotive manufacturing markets and supplier to all major OEMs worldwide
- Strong position in the independent aftermarket business
- Almost 100 years of history in the automotive industry
- Stable ownership structure via MAHLE Foundation

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## MAHLE Foundation – stable long-term ownership structure

- The MAHLE Foundation ensures stability in the ownership structure
- The MAHLE Foundation acts based on its own statutes managing its assets for beneficial purposes in medical, educational and social projects
- MAHLE Foundation has no direct control on the management of MAHLE GmbH, the voting rights lie with the shareholders' committee called MABEG
- Dividend payments to MAHLE Foundation are restricted by the statutes of MAHLE GmbH. This allows a sustainable and long term growth strategy of the MAHLE group





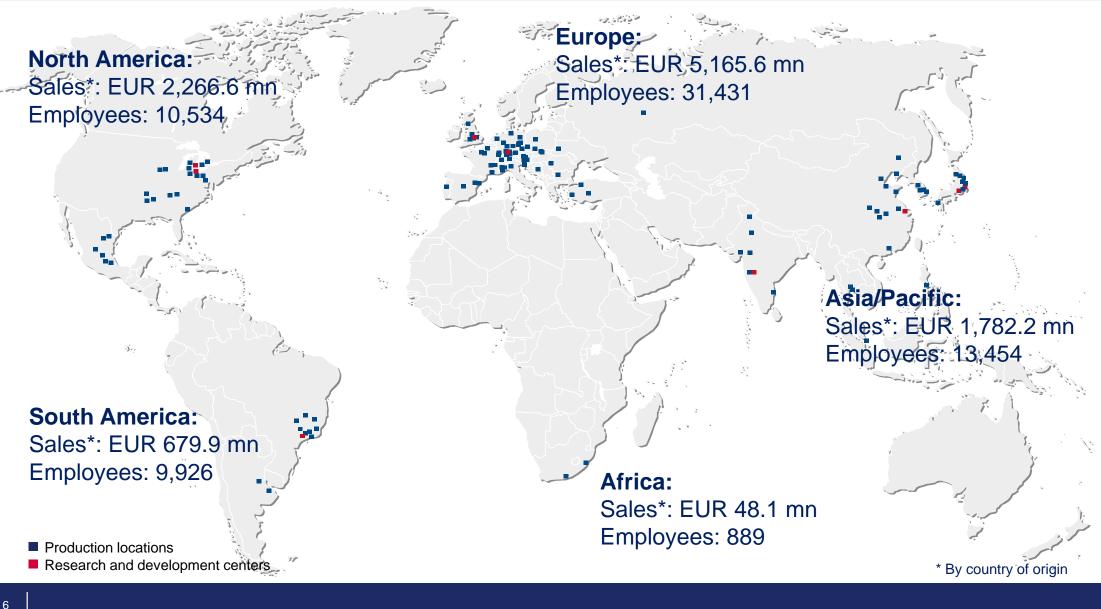
## **Experienced Management Board**

# MAHLE

Prof. DrIng. Heinz K. Junker (65) CEO	Wolf-Henning Scheider (52) Designated CEO from July 1, 2015	Michael Frick (48) Corporate EVP and CFO	Arnd Franz (49) Corporate EVP Sales and Application Engineering and Aftermarket
> 35 Y of experience in the automotive industry joined MAHLE in 1996	28 Y of experience in the automotive industry joined MAHLE in 2015	12 Y of experience in the automotive industry joined MAHLE in 2003	16 Y of experience in the automotive industry joined MAHLE in 2001
Joins Supervisory Board of MAHLE GmbH and the shareholders' committee MABEG with effect from	From July 1, 2015 Chairman of the MAHLE Management Board and CEO of the MAHLE Group	Since 2014 Member of the Management Board of the MAHLE Group for Finance	Since 2013 Member of the Management Board of the MAHLE Group
July 1, 2015 Since 1996 Chairman of the Management Board and CEO of the MAHLE Group Honorary Professor (1994) at Ruhr University of Bochum/Germany 1986-1996 within TRW Group, amongst others as Director Design, Development and Quality Management; Member of the TRW Ehrenreich Management Board Engineers Degree (1975) and Ph. D.	<ul> <li>Since 2010 Member of the Board of Management, Robert Bosch GmbH;</li> <li>Effective July 2013 overall responsibility for the activities of the Automotive Group</li> <li>1987-2010 within the Robert Bosch Group, amongst others as</li> <li>President, Gasoline Systems</li> <li>President, Car Multimedia</li> <li>Senior Vice President Sales and Marketing, Car Multimedia</li> </ul>	<ul> <li>2011-2014 Member of the Management Board of MAHLE Behr (formerly Behr)</li> <li>2003-2011 within the MAHLE Group, amongst other as</li> <li>Vice President of Controlling and Purchasing (BU1)</li> <li>Director of Finance and Accounting Europe and Head of Controlling Services at MAHLE UK</li> <li>1994-2003 in the Emtec Group, Invensys Group and Coopers &amp; Lybrand</li> </ul>	2006-2012 Member of the MAHLE Management Committee General Manager (BU4) 2001-2005 within the MAHLE Group, amongst others as Managing Director & CFO of the MAHLE Tennex North America Inc. (today MAHLE Filter Systems North America, Inc.), Murfreesboro/USA 1992-2001 at Magna Seating Systems Europe, TEV and Deutsche Industrie- Holding
(1984) for Automotive Engineering, Technical University (RWTH) Aachen/Germany	Business Administration (1987), Universities Aachen and Saarbrücken/Germany	Business Administration (1994), University Bamberg/Germany	Holding Business Administration (1991), University Tübingen/Germany

## MAHLE Global presence

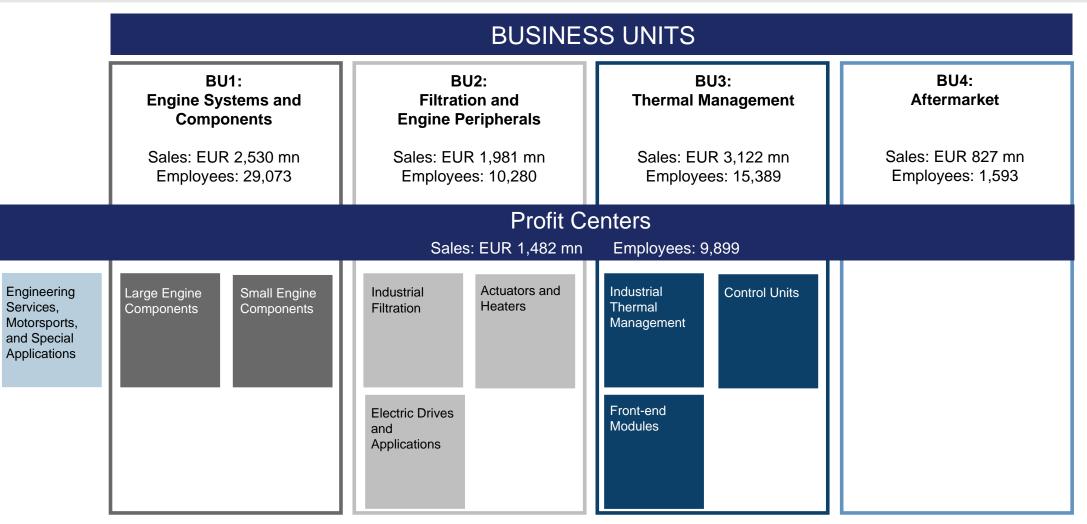




## Structure MAHLE Group (New structure since 01<sup>st</sup> Jan. 2015)



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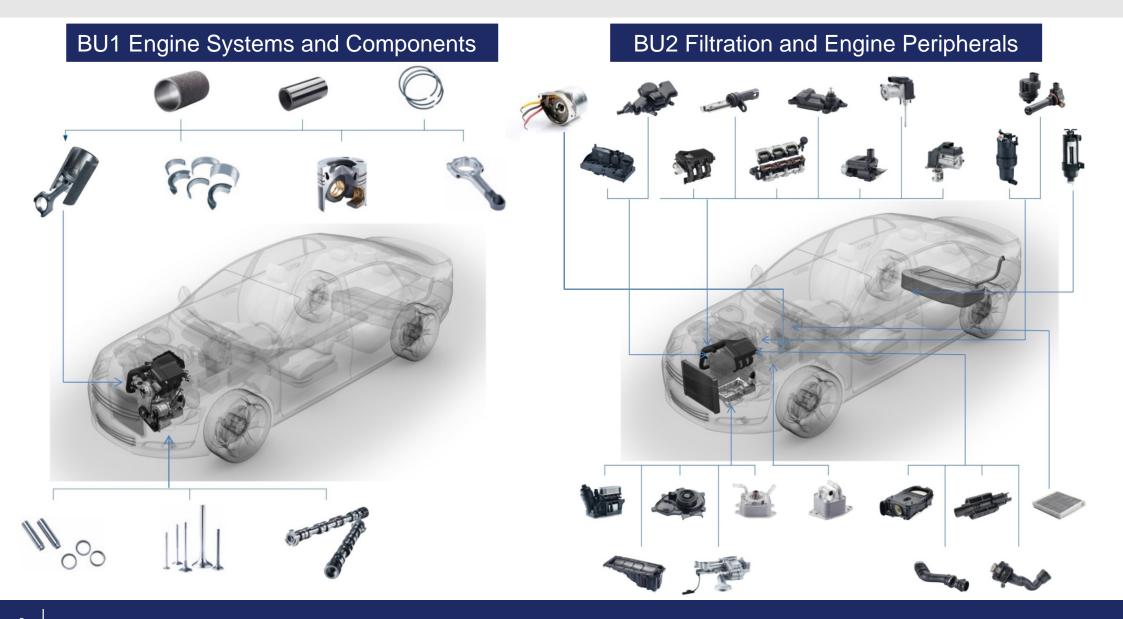


All Sales and Headcount figures above are as of 31<sup>st</sup> Dec. 2014 pro-forma for the "new" organizational structure; According to the "old" organizational structure until 31<sup>st</sup> Dec. 2014 the following sales figures were applicable: BU3: EUR 2,995 mn; BU5: EUR 433 mn; Profit Centers: EUR 1,176 mn

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Product range

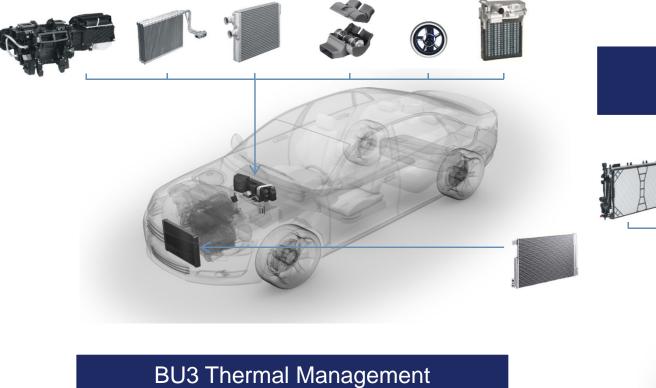




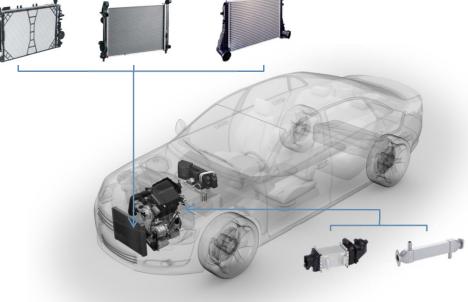
Product range



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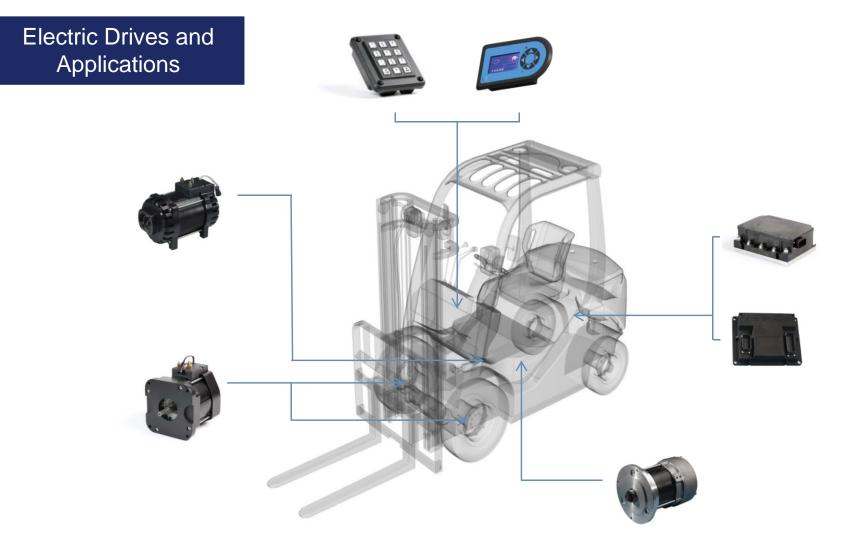
BU3 Thermal Management Engine cooling



Air conditioning

Product range

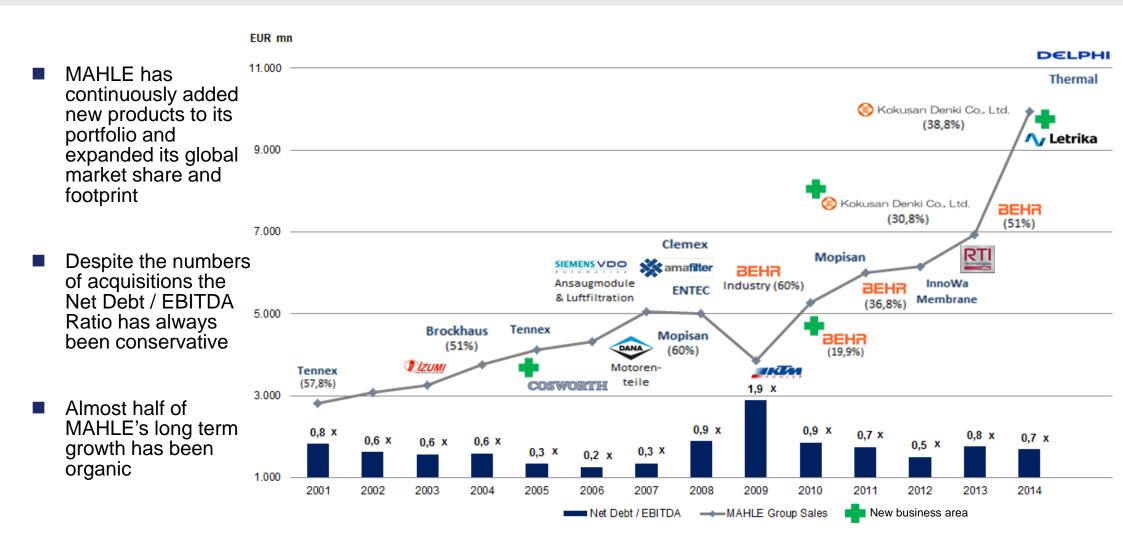




## Long-term growth supported by sustainable acquisitions



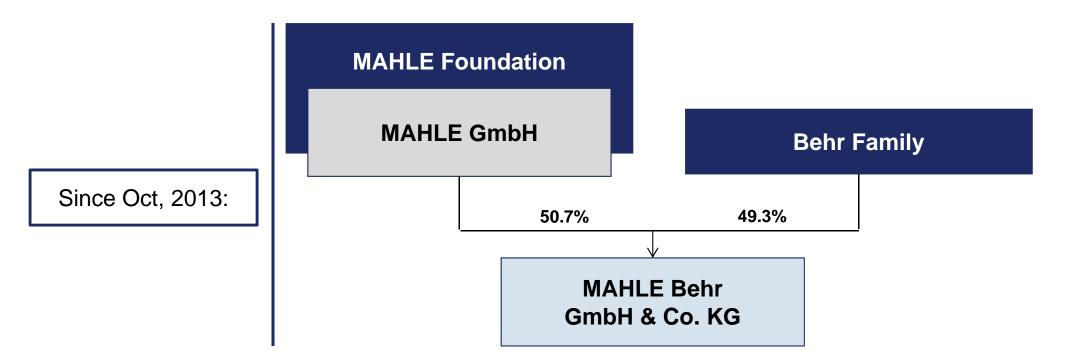
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Net Debt = Liabilities to banks + Bonds - Cash in hand, bank balances and checks

## Behr Integration – Shareholder Structure





- With the acquisition of the majority stake in MAHLE Behr, MAHLE and the Behr Family entered into an integration agreement, which allows MAHLE full management authority over MAHLE Behr
- MAHLE GmbH has the contractual right to acquire 5% of MAHLE Behr GmbH & Co. KG each year via call options, whereas the Behr Family has the right to sell 5% of MAHLE Behr GmbH & Co. KG to MAHLE GmbH via put options. These options continue until MAHLE GmbH has reached 100% ownership
- Option Value will be determined each year by DCF analysis of the MAHLE Behr's corporate plan and multiple comparisons with benchmark companies

## Group Overview and Structure **Delphi Thermal Acquisition**



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- In February 2015 MAHLE concluded a contract with Delphi Automotive PLC to take over their thermal management business
- After approval by the relevant antitrust authorities, a closing of the deal is anticipated for summer 2015
- In a subsequent step, it is intended to acquire the joint venture of Delphi Thermal in China

Delphi Thermal Key figures 2014					
Sales	~ USD 1.2 bn				
Locations	13				

Delphi Thermal offers						
significant sales with air conditioning modules, coolin components and especially <b>compressors</b> , which are miss in MAHLE's product portfoli	ing	a production <b>footprint</b> mostly in <b>low-cost countries</b> (Hungary, Poland, Slovakia, Mexico, Brazil, India and China)	the potential to take a <b>leading</b> <b>position</b> together with MAHLE in the global automotive supplier business of <b>thermal</b> <b>management</b>			

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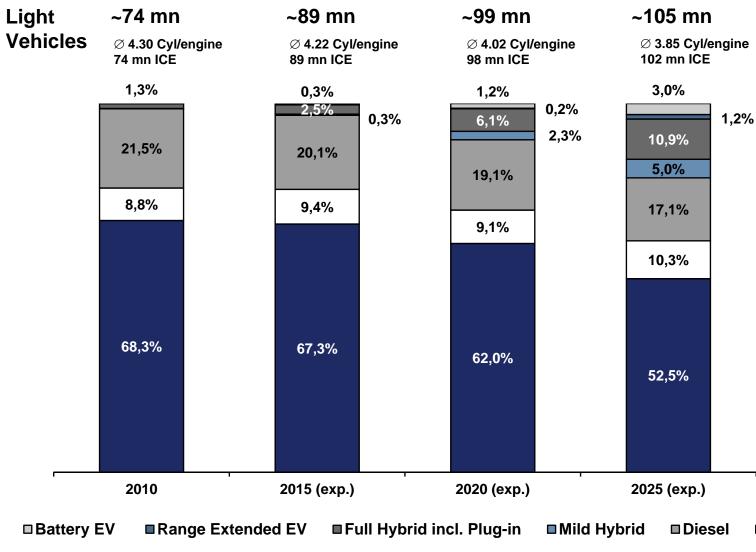
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## Industry Trends

## MAHLE Light Vehicle Powertrain Scenarios Technology Scenarios 2020/2025 **Worldwide**



EV = Electric Vehicle, ICE = Internal Combustion Engine, FCV = Fuel Cell Vehicle, Alcohol = E85 & E100



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- For the foreseeable future combustion engines remain the main powertrain solution
- Future and more global engine generations will reduce consumption by further engine downsizing with higher mechanical and thermal loads, requiring the following technologies:
  - Turbochargers
  - Exhaust Gas Recirculation
  - Higher Flexibility (valve train,

flex fuel, engine displacement)

- Mechatronics

□ Alcohol, CNG, LPG, Flex Fuel

- Thermal Management
- Additionally Thermal Management is required for alternative powertrain technologies (Battery EV, FCV)

■ Gasoline

## **Industry Trends**

## MAHLE Product Solutions for future Powertrain Scenarios

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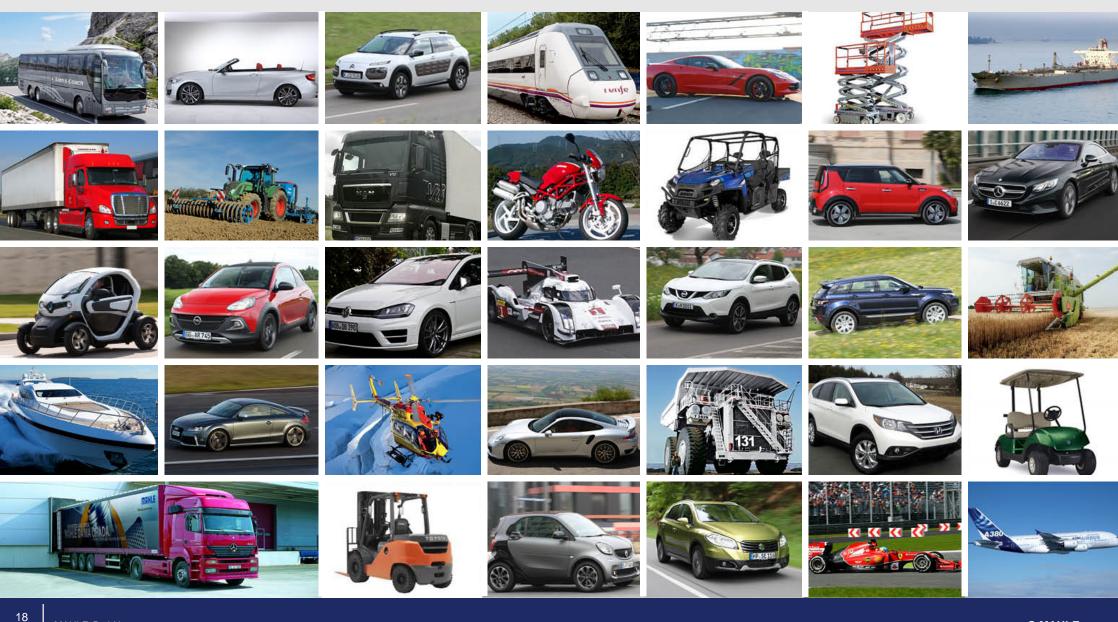
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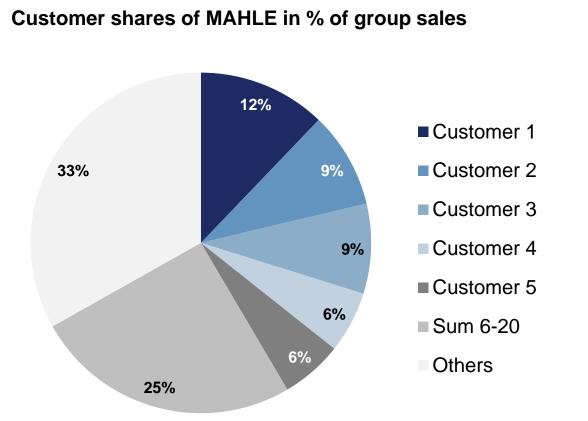
## Diversified product application and customer base

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Well diversified customer base without dependency

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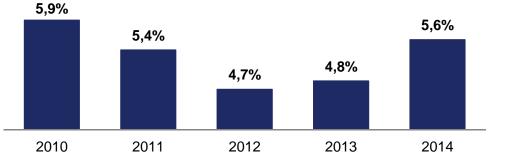


- No individual customer has a share of total sales >12.2%
- The top 20 customers resemble 2/3 of total sales
- More than 20% of total sales are made with commercial and off-road vehicle customers

## Strong research activities support long term growth



#### R&D Expenses (in % of sales)









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- 10 technology centers in 7 countries on 4 continents
- Around 5,000 R&D employees globally
- Strong R&D focus to support clients in meeting regulatory fuel consumption and CO<sub>2</sub> emission targets
- Well positioned with innovative products like steel diesel pistons for light vehicles, integrated indirect charged air coolers or CO<sub>2</sub> based air conditioning systems
- Overall system competence covering internal combustion engine trends such as downsizing and increase of mechatronic applications as well as alternative powertrain technologies like electric motors, controllers and range extenders for electric vehicles.





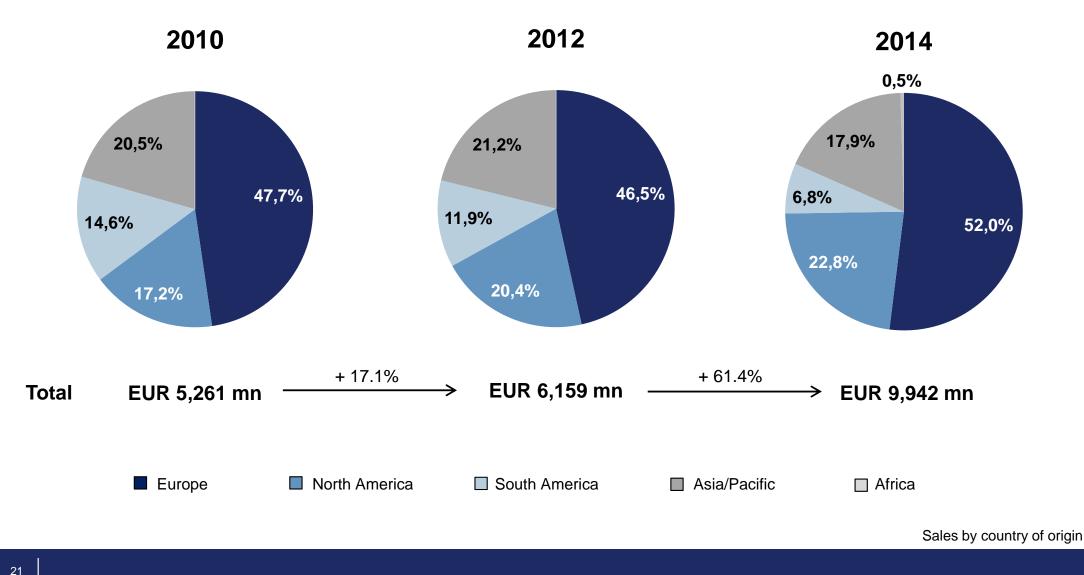
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Diversified global sales – Opportunity to grow MAHLE Behr's Asian presence using MAHLE's strong position



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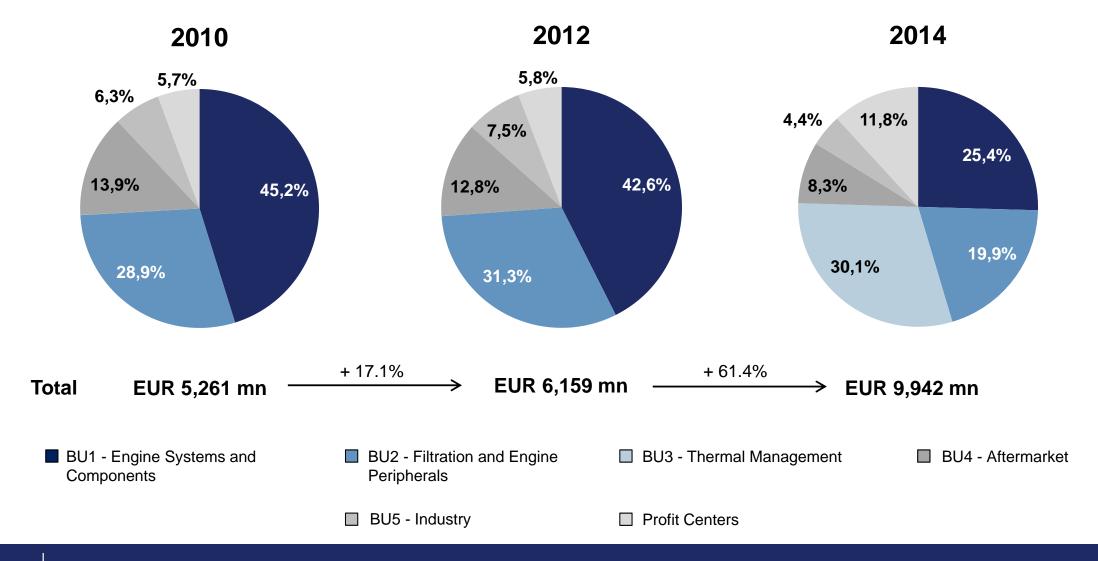


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## Balanced Product Portfolio with strong Aftermarket





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## Financial Overview Financial Ratios



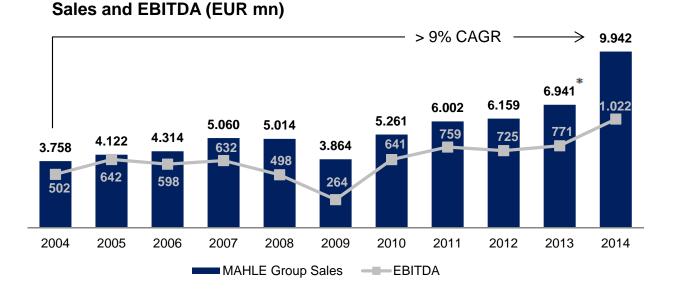
	Fiscal Year			
	201	3	201	4
Sales (EUR mn)	6,941.3		9,942.4	
Equity (EUR mn) (Ratio)	2,207.5	36 %	2,554.8	37.8 %
EBIT (EUR mn) (% of Sales)	421.5	6.1 %	514.1	5.2 %
EBITDA (EUR mn) % of Sales)	771.2	11.1 %	1,022.2	10.3 %
Net Debt / EBITDA	0.8 x		0.7 x	
Capex (EUR mn) % of Sales)	397.4	5.7 %	488.1	4.9 %

## **Financial Overview**

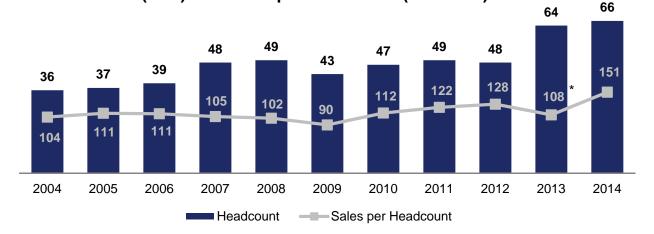
## Long-term stable growth in Sales and Profits

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#### Headcount ('000) and Sales per Headcount (EUR '000)

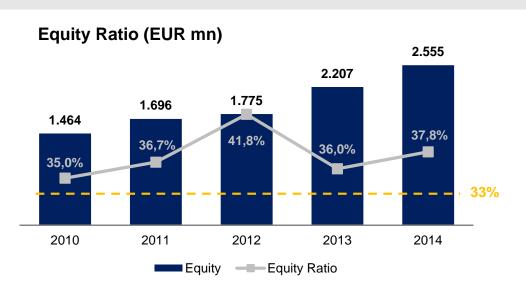


- >9 % CAGR of sales between 2004 – 2014 is substantially above market growth
- Fast recovery from global economic crisis in 2009
- Sustained earnings with only moderate losses in stress scenario 2009
- Flexibility in workforce adjustments during crisis

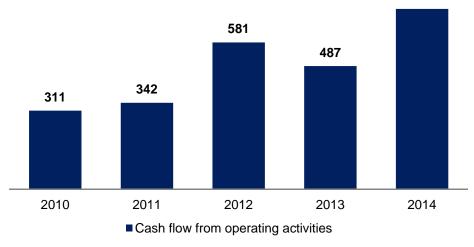
\* Only Q4 Sales of MAHLE Behr were included due to first consolidation

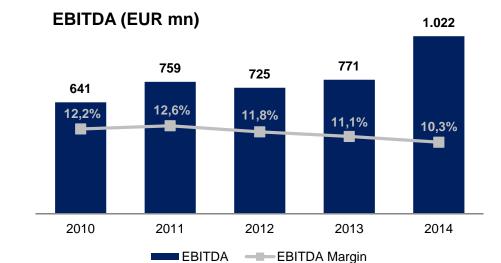
## **Financial Overview**

## Key financial figures and operating performance

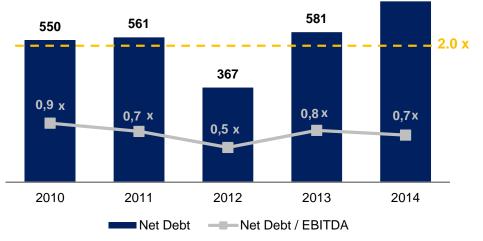


#### Cash flow from operating activities (EUR mn) 713











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- MAHLE's financing strategy is driven by a conservative and risk adverse approach
- MAHLE is committed to sustaining an implicit investment grade rating but has taken the strategic decision not to acquire a public rating
- MAHLE is committed to not exceed an unadjusted Net Debt/EBITDA leverage ratio of 2.0 and to keep its equity ratio above 33%
- Dividend payout to MAHLE GmbH shareholders will remain at around 3% of group net income with a minimum of EUR 3 mn p.a., in addition minority shareholders of subordinated group companies will receive dividends (MML, MAHLE Behr KG)
- MAHLE uses a diverse set of funding instruments to access a broad investor base

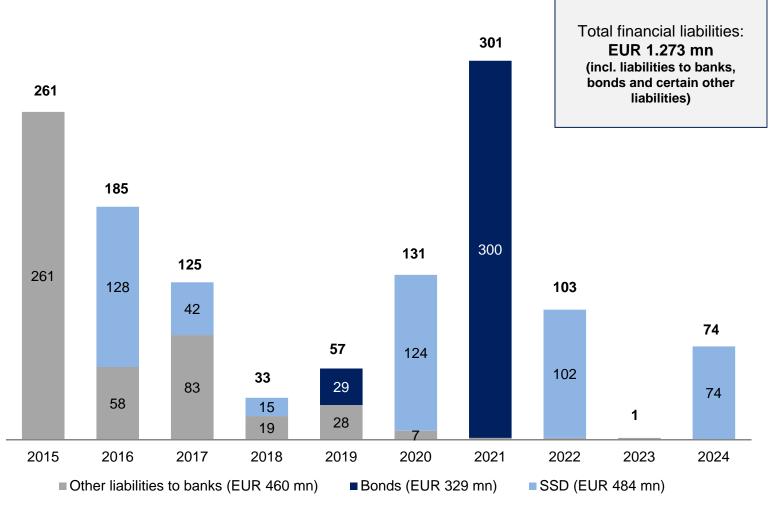
## **Financial Overview**

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



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- MAHLE has continuously increased and diversified its investor base
- MAHLE has a balanced maturity profile
- Liquidity backstop EUR
   1.25 bn RCF maturing
   Dec, 2018
- Other liabilities to banks mostly represent funding in countries like Brazil, India and China



SSD = Schuldscheindarlehen

**Financial Overview** 

## Existing Mid Term Acquisition Funding of Delphi Thermal



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The acquisition price for Delphi's Thermal Management unit has been hedged to EUR and is secured by two term loans



- After the inaugural 7 year EUR 300 mn bond issued in May 2014, MAHLE is evaluating the possibility to return to the Eurobond market to refinance a part of the Term Loans
- Such refinance will have to increase the maturity relative to the acquisition term loan

Financial Overview Key Investment Propositions



- One of the global market leaders in substantially all core products
- Diversified product and customer portfolio with a global footprint
- Technology leader benefiting from global trend of fuel consumption and CO<sub>2</sub> emission reduction
- Important development partner of major automotive OEMs
- Major shareholder with long-term focus on steady development and small dividend requirement
- Strong balance sheet and low leverage profile

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## **Balance Sheet - Assets**



	ACTUAL 12/31/2013		ACTUAL 12/31/2014		CHANGE	
	in million EUR	%	in million EUR	%	in million EUR	
Intangible assets	599.6	9.8%	505.0	7.5%	-94.6	
Property, plant, and equipment	2,167.2	35.4%	2,446.2	36.2%	278.9	
Financial assets	169.3	2.8%	170.5	2.5%	1.2	
Inventories	945.8	15.4%	1,097.4	16.2%	151.6	
Receivables and other assets	1,613.9	26.3%	1,785.4	26.4%	171.6	
Cash and cash equivalents	465.5	7.6%	527.0	7.8%	61.4	
Prepaid expenses	14.5	0.2%	17.3	0.3%	2.8	
Deferred tax assets	134.4	2.2%	170.5	2.5%	36.1	
Plan assets	15.6	0.3%	39.1	0.6%	23.5	
Total	6,125.8	100.0%	6,758.4	100.0%	632.5	

## **Balance Sheet - Equity and liabilities**



	ACTUAL 12/31/2013		ACTUAL 12/31/2014		CHANGE	
	in million EUR	%	in million EUR	%	in million EUR	
Equity	2,207.5	36.0%	2,554.8	37.8%	347.3	
Accruals for pensions and similar obligations	466.3	7.6%	503.2	7.4%	36.9	
Other accruals	1,125.7	18.4%	1,168.2	17.3%	42.5	
Bonds	0.0	0.0%	329.0	4.9%	329.0	
Liabilities to banks	1,046.8	17.1%	898.2	13.3%	-148.6	
Trade payables	797.9	13.0%	888.0	13.1%	90.2	
Other liabilities	481.7	7.9%	416.9	6.2%	-64.8	
Total	6,125.8	100.0%	6,758.4	100.0%	632.5	

## Abbreviated Cash Flow Statement



In million EUR	ACTUAL 1-12/2013	ACTUAL 1-12/2014	CHANGE
Cash funds at the beginning of the period	335.8	465.5	129.7
Cash flow from operating activities	487.5	713.2	225.7
Cash flow from investing activities	-599.2	-604.8	-5.6
Cash flow from financing activities	68.0	-13.0	-81.0
Total cash flow	-43.8	95.4	139.2
Change in cash funds from exchange rate movements and valuation procedures	-41.5	-34.6	6.9
Change in cash funds from changes in the consolidation group	215.0	0.0	-215.0
Cash funds at the end of the period	465.5	526.4	60.9

## **Investor Relations - Contacts**



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