Half-year press conference on the business development in the 1st half of 2015 and outlook for the MAHLE Group

September 7, 2015
Agenda

- Development automotive industry
- Business development in 2015 and outlook
- Strategic development of the MAHLE Group
- Preview of the IAA 2015
## Development automotive industry

### Production of passenger cars and light comm. vehicles

[ in million pcs.]

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>World market</td>
<td>88.9</td>
<td>87.4</td>
<td>+1.7%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>45.4</td>
<td>44.4</td>
<td>+2.1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>+3.4%</td>
</tr>
<tr>
<td>North America</td>
<td>17.5</td>
<td>17.0</td>
<td>+3.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>+5.3%</td>
</tr>
<tr>
<td>Europe</td>
<td>20.5</td>
<td>20.2</td>
<td>+1.9%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>+3.3%</td>
</tr>
<tr>
<td>South America</td>
<td>3.2</td>
<td>3.8</td>
<td>–15.4%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>–15.7%</td>
</tr>
<tr>
<td>Rest of World (ROW)</td>
<td>2.2</td>
<td>2.0</td>
<td>+12.9%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>+25.1%</td>
</tr>
</tbody>
</table>

Source: IHS AutoInsight August 2015

1 Comparison Actual 2014 with Actual 2013
2 Comparison Forecast 2015 with Actual 2014
## Development automotive industry

### Production of heavy commercial vehicles and buses (>6 t)

[In thousand pcs.]

<table>
<thead>
<tr>
<th>Region</th>
<th>Forecast 2015</th>
<th>Actual 2014</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>World market (incl. ROW)</td>
<td>3,166</td>
<td>3,288</td>
<td>-3.7%</td>
</tr>
<tr>
<td>South America</td>
<td>134</td>
<td>192</td>
<td>-30.2%</td>
</tr>
<tr>
<td>Europe</td>
<td>556</td>
<td>551</td>
<td>-6.2%</td>
</tr>
<tr>
<td>North America</td>
<td>593</td>
<td>547</td>
<td>+17.8%</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>1,879</td>
<td>1,995</td>
<td>-5.8%</td>
</tr>
</tbody>
</table>

Source: IHS AutoInsight August 2015  
1 Comparison Actual 2014 with Actual 2013  
2 Comparison Forecast 2015 with Actual 2014
Sales in comparison with previous year – 1st half-year
[million EUR]
Business development in 2015

Sales per region
1st half-year 2014 – 1st half-year 2015

Total: EUR 5,527 million

- **Asia/Pacific**: 19% (+2)**
  - 1,023*

- **South America**: 6% (-1)
  - 310

- **North America**: 24% (+1)
  - 1,326

- **Europe**: 51% (-2)
  - 2,843

- **South Africa**: 0.5% (+/-0)
  - 25

* in million EUR
** Values in brackets represent the year-on-year change in the share of group sales.
Business development in 2015 and outlook

Sales development
[million EUR]
### Business development in 2015

#### KPI 1st half-year 2015

<table>
<thead>
<tr>
<th>KPI</th>
<th>1st half-year 2014</th>
<th>1st half-year 2015</th>
<th>Difference in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales*</td>
<td>4,914.6</td>
<td>5,527.3</td>
<td>+12.5</td>
</tr>
<tr>
<td>Result from ordinary activities*</td>
<td>217.1</td>
<td>219.6</td>
<td>+1.2</td>
</tr>
<tr>
<td>EBIT*</td>
<td>276.9</td>
<td>324.5</td>
<td>+17.2</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>5.6</td>
<td>5.9</td>
<td>-</td>
</tr>
<tr>
<td>Net income for the half-year*</td>
<td>146.1</td>
<td>130.0</td>
<td>–11.0</td>
</tr>
<tr>
<td>Capital expenditure on tangible fixed assets (without first consolidation)*</td>
<td>178.4</td>
<td>214.2</td>
<td>+20.1</td>
</tr>
<tr>
<td>Headcount (as at June 30)</td>
<td>63,519</td>
<td>66,992**</td>
<td>+5.5</td>
</tr>
</tbody>
</table>

* in million Euro  ** w/o Delphi Thermal, Kokusan Denki
MAHLE Letrika
Facts and Figures

- Portfolio: electric motors, alternators, starter motors as well as electric and mechatronic drive systems

- 7 Production and development locations in
  - Slovenia
  - Bosnia and Herzegovina
  - Belarus
  - China
  - Brazil

- Employees: around 2,500

- Sales 2014: around EUR 240 million
Integration Kokusan Denki
Facts and Figures

Portfolio:
- Electric motors for braking/driving dynamics control and steering assistance
- Two-wheeled vehicle engine components

3 Production locations in
- Japan: Numazu, Gotemba and Akita
- Thailand: Samut Prakan

Employees: around 800

Sales 2014: around EUR 130 million
Strategic development of the MAHLE Group

Integration Delphi Thermal

Facts and Figures

- Portfolio: air conditioning modules and compressors, cooling components

- 13 Production locations in
  - Europe: Poland, Slovakia, Hungary
  - North America: USA, Mexico
  - South America: Brazil
  - Asia: China, India

- 3 major development locations in Luxembourg and the USA

- Employees: around 7,600

- Sales 2014: around US-Dollar 1.2 billion
Preview of the IAA 2015

iCAS – integrated Charge Air Subcooling
Preview of the IAA 2015

Electric coolant pump
Preview of the IAA 2015

MAHLE steel piston for high-performance diesel engines

MONOTHERM® piston
Preview of the IAA 2015

Visit us at the IAA

Hall 8, C40

Our key messages of the IAA 2015:

- Clean Air
- Fuel Efficiency
- Driving Pleasure