Press conference on the business development of the MAHLE Group for the 2016 business year

April 26, 2017
Strategic decisions characterize the 2016 business year
Business development of the MAHLE Group in 2016

Sales development [in million EUR]

Further strong growth of 7.3% in 2016
Business development of the MAHLE Group in 2016
Investments in research and development [in million EUR]

Innovative strength bolstered in new product areas
Strong growth in the strategic Mechatronics business segment
Powertrain technology—MAHLE scenario 2030
Passenger cars and light commercial vehicles worldwide

2030 forecast: production of around 108 million passenger cars and light commercial vehicles—approx. 97 million will run with combustion engines
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Sales: impact of euro exchange rate effect and first consolidation [in million EUR]

- **2016**: 12,322
- **2015**: 11,486

Exchange rate effect: -104
Changes to the consolidation group excluding exchange rate effect: +529
Organic growth: +411

Sales: impact of euro exchange rate effect and first consolidation [in million EUR]

2015: 11,486
2016: 12,322

**Changes**:
- **2015 to 2016**: +836 (+7.3%)

**Graph**:
- 11,486 (2015)
- -104 (exchange rate effect)
- +529 (changes to the consolidation group)
- +411 (organic growth)
- 12,322 (2016)
2016 sales by business segment
[in million EUR]

Group sales 2016: EUR 12,322 million

- Engine Systems and Components: EUR 2,683 million
- Filtration and Engine Peripherals: EUR 2,191 million
- Thermal Management: EUR 4,293 million
- Aftermarket: EUR 899 million
- Mechatronics: EUR 374 million
- Profit centers: EUR 1,882 million

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MAHLE GmbH, Press conference on the 2016 business year, April 26, 2017
2016 sales by region
[in %]

Group sales 2016: EUR 12,322 million

- **Europe**: 50%
- **North America**: 26%
- **Asia/Pacific**: 19%
- **South America**: 5%
- **Africa**: <1%
### Business development of the MAHLE Group in 2016

#### Key earnings figures

<table>
<thead>
<tr>
<th></th>
<th>2016 in million EUR</th>
<th>2015 in million EUR</th>
<th>in % of sales</th>
<th>2015 in million EUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>1,079</td>
<td>1,093</td>
<td>8.8</td>
<td></td>
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<tr>
<td>EBIT</td>
<td>473</td>
<td>511</td>
<td>3.8</td>
<td></td>
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<tr>
<td>Result after taxes</td>
<td>96</td>
<td>153</td>
<td>0.8</td>
<td></td>
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<tr>
<td>Consolidated net income</td>
<td>63</td>
<td>122</td>
<td>0.5</td>
<td></td>
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<td>Equity ratio</td>
<td></td>
<td>33.9</td>
<td>34.0</td>
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Business development of the MAHLE Group in 2016
Capital expenditure on tangible fixed assets (excluding first consolidation)

[in million EUR]

Europe: 47%
North America: 25%
Asia/Pacific: 21%
South America: 7%
Africa: > 1%
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Strategy and technology

With the MAHLE portfolio alone, a further reduction of around ten percent in CO$_2$ emissions can be achieved for the combustion engine.

MAHLE technologies for significant CO$_2$ reductions
The monovalent CNG engine from MAHLE reduces CO$_2$ emissions by 25% (WLTC).

Alternative fuels are the fastest route to reducing CO$_2$.
Fast charging without damaging the batteries through MAHLE battery cooling systems

MAHLE solutions improve the competitiveness of electric vehicles
Integrated and intelligent thermal management is a prerequisite for establishing e-mobility.

Thermal management is an enabler for e-mobility.
Highly efficient drive systems, power electronics, and electric auxiliary components from MAHLE are experiencing global demand.
Strategically, we have taken a major step toward reaching our goal of having the holistic systems competence for electrification and e-mobility within our company.

MAHLE expands its holistic systems competence for e-mobility
With R744 air conditioning systems, we now offer an environmentally-friendly response to the European Union’s refrigerant guidelines.

MAHLE solutions for the environment—even beyond the powertrain technology
MAHLE innovations for combustion engine and electric vehicles