

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

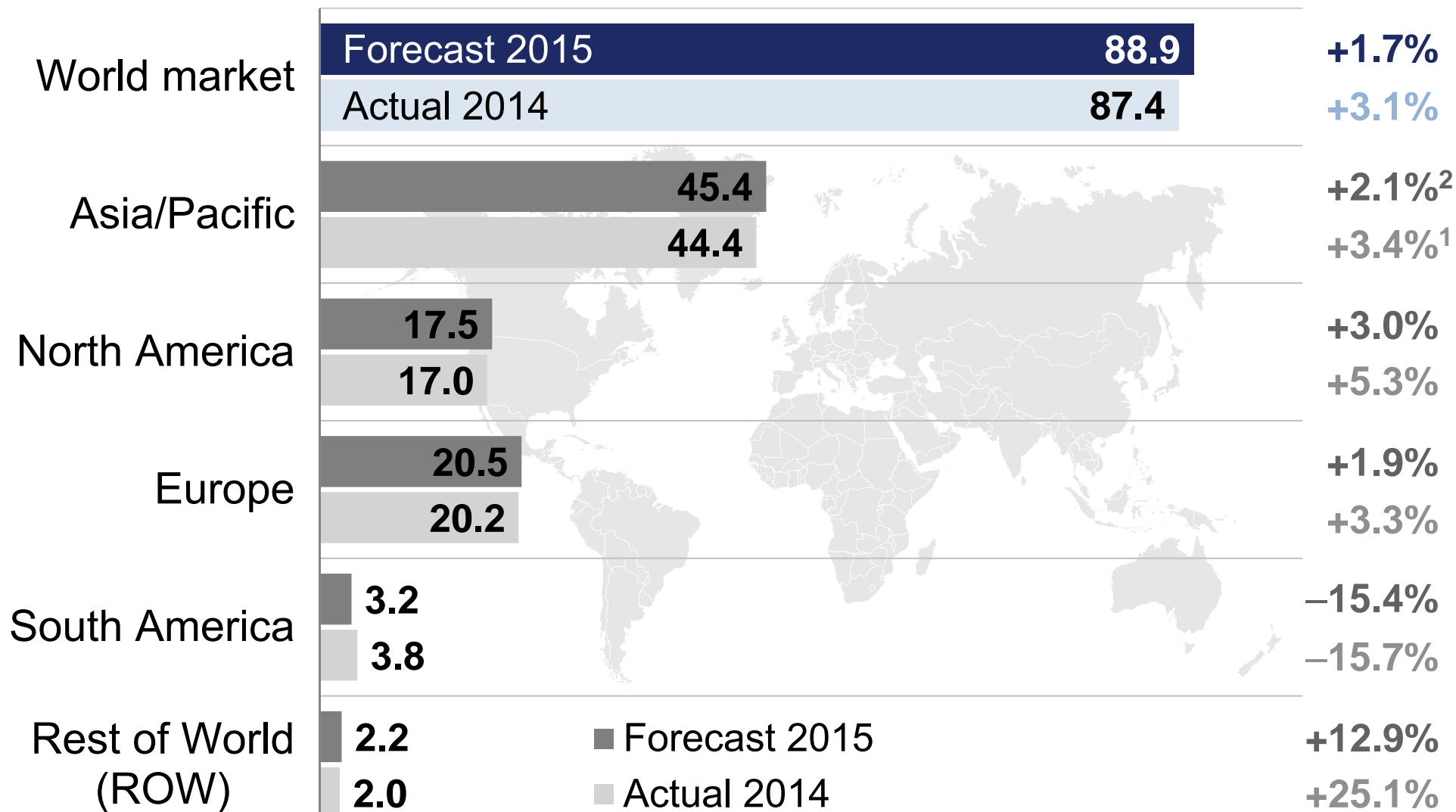
**September 7, 2015**

# Agenda

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

Production of passenger cars and light comm. vehicles  
[in million pcs.]

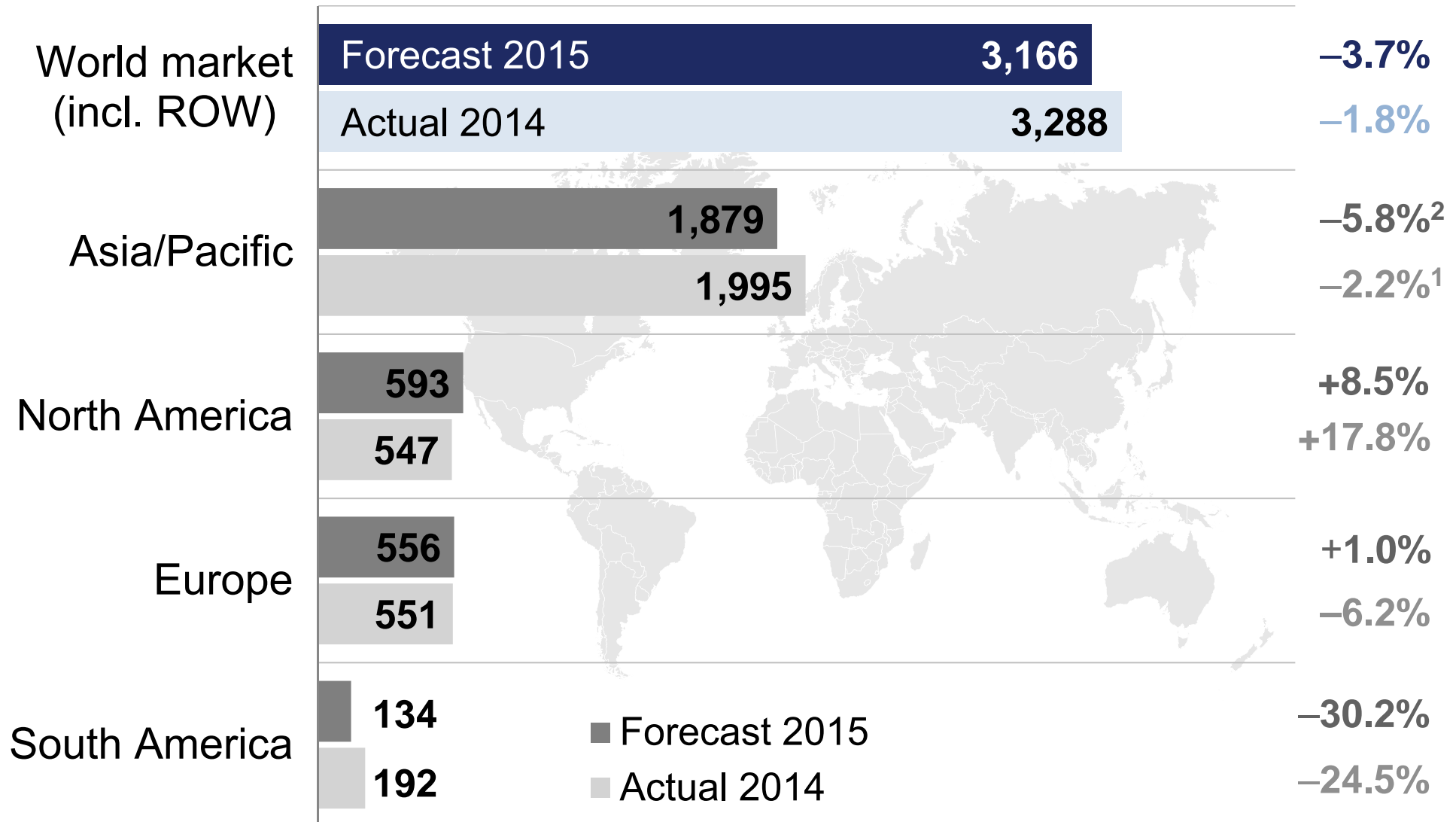
*Driven by performance*



Source: IHS AutoInsight August 2015 <sup>1</sup> Comparison Actual 2014 with Actual 2013 <sup>2</sup> Comparison Forecast 2015 with Actual 2014

Production of heavy commercial vehicles and buses (>6 t)  
[in thousand pcs.]

*Driven by performance*



Source: IHS AutoInsight August 2015 <sup>1</sup> Comparison Actual 2014 with Actual 2013 <sup>2</sup> Comparison Forecast 2015 with Actual 2014

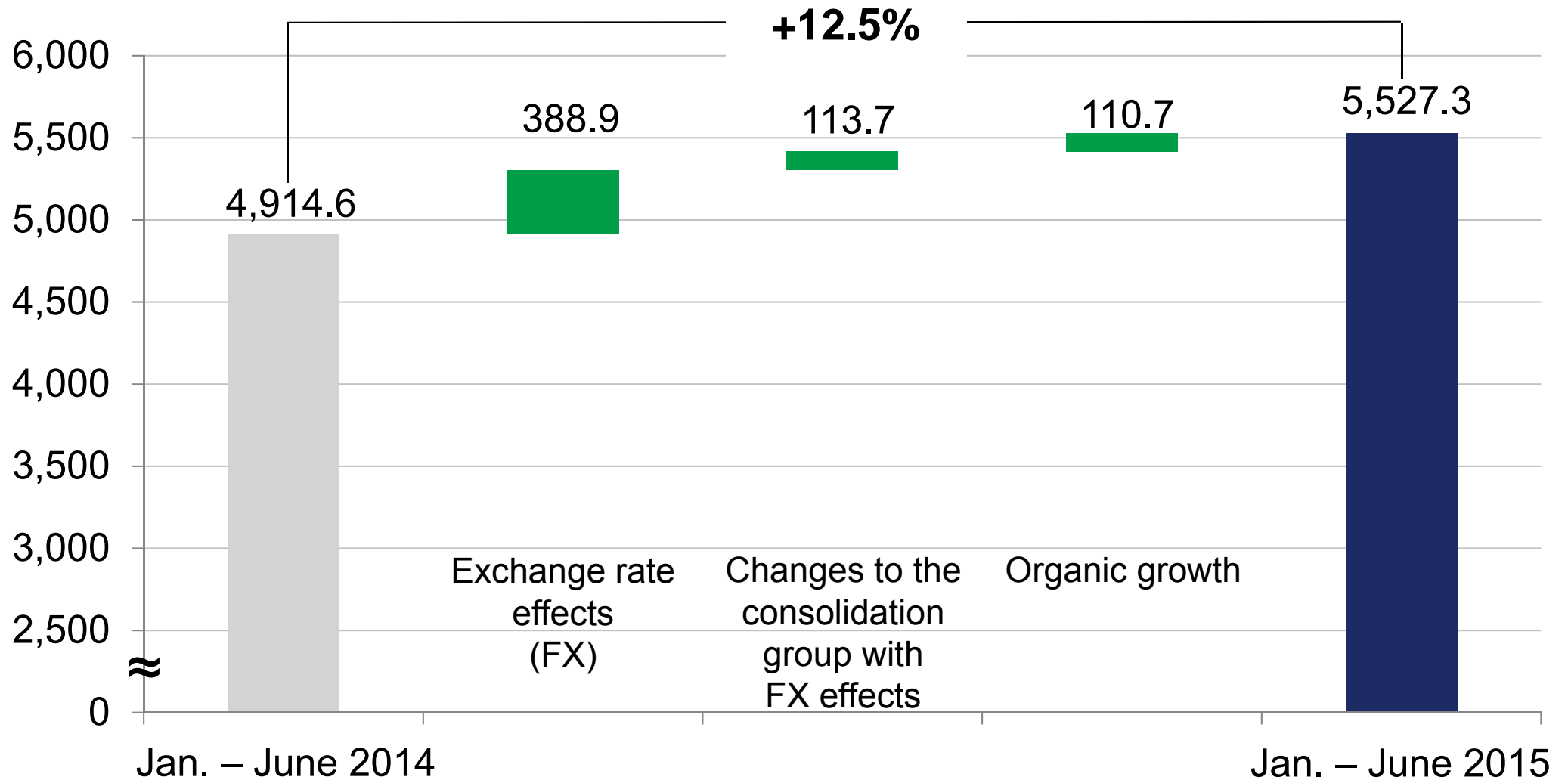
# Business development in 2015



## Sales in comparison with previous year – 1st half-year

[million EUR]

*Driven by performance*



# Business development in 2015

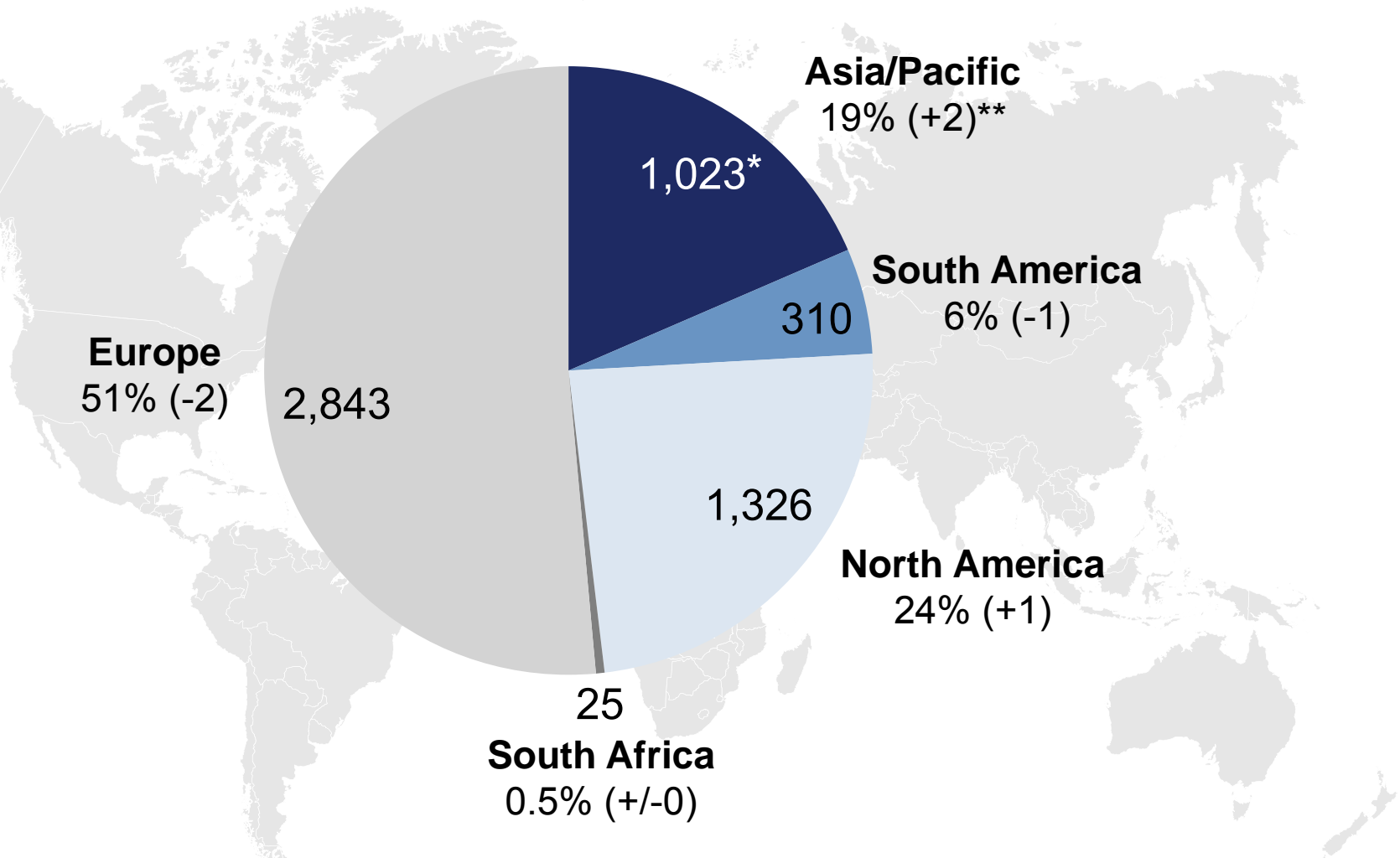
## Sales per region

1st half-year 2014 – 1st half-year 2015



*Driven by performance*

**Total: EUR 5,527 million**



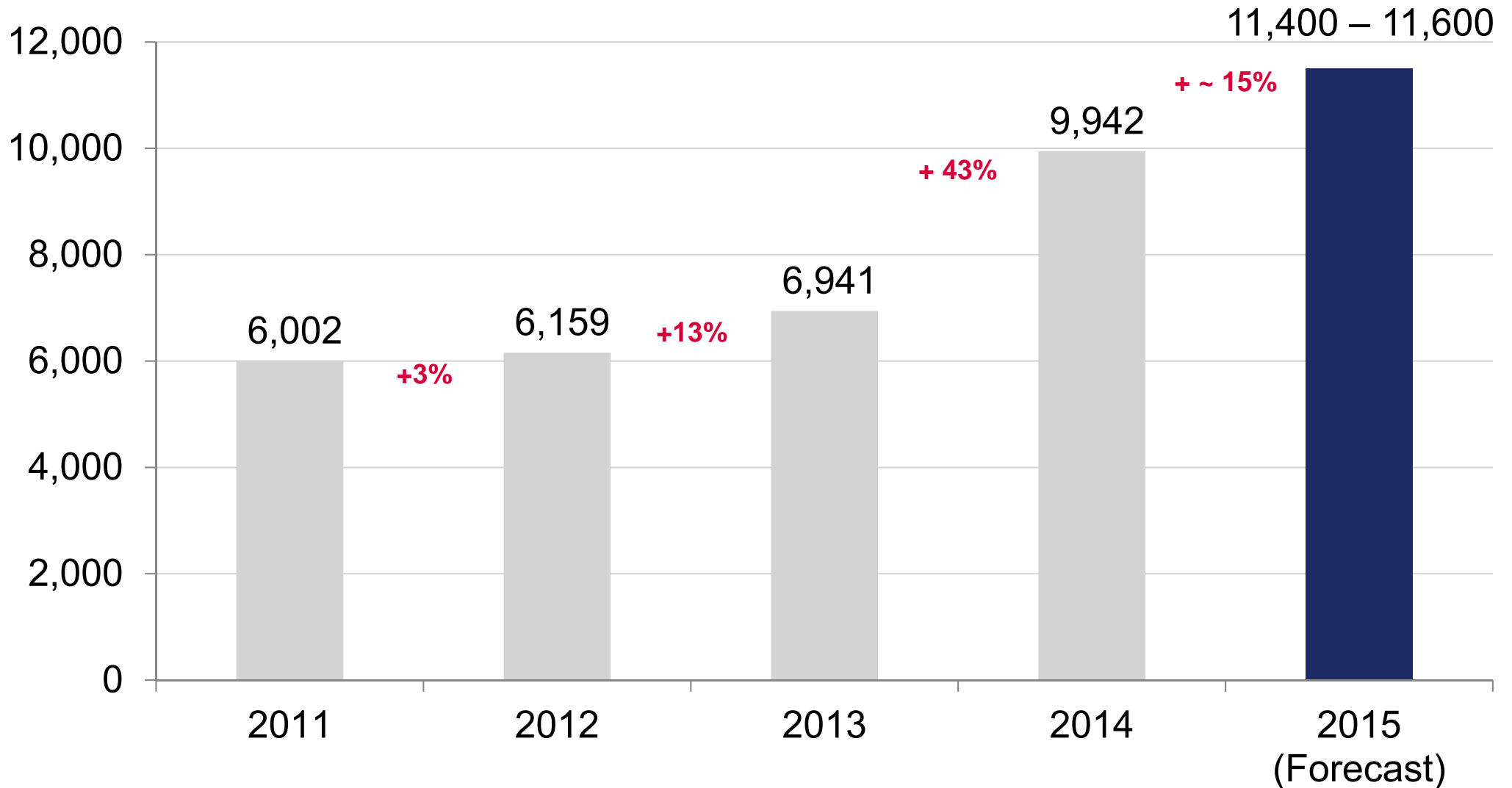
\* in million EUR

\*\* Values in brackets represent the year-on-year change in the share of group sales.

## Sales development

[million EUR]

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

\* in million Euro    \*\* w/o Delphi Thermal, Kokusan Denki



## MAHLE Letrika Facts and Figures



*Driven by performance*

- 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

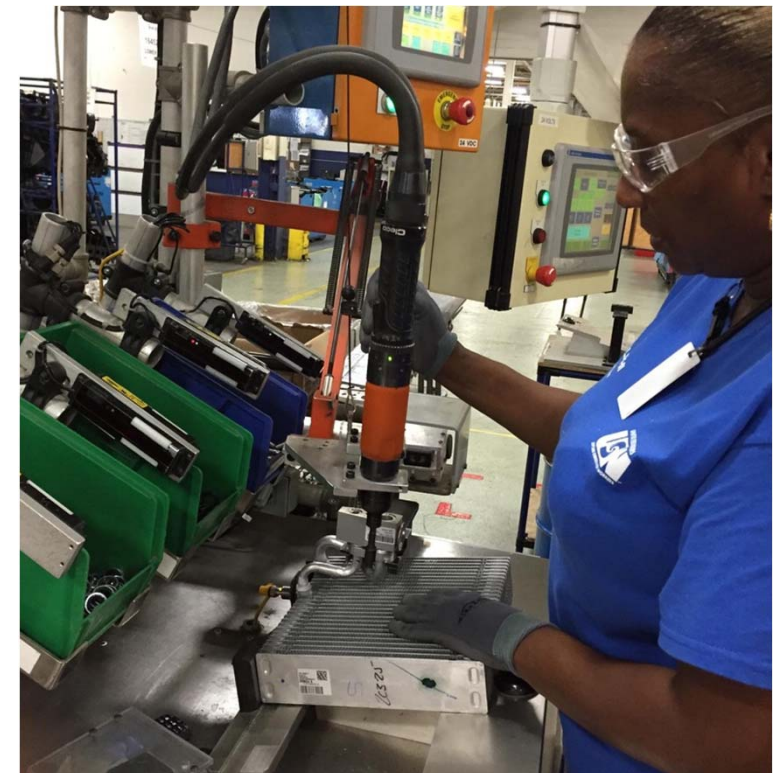
- Portfolio:
  - Electric motors for braking/ driving dynamics control and steering assistance
  - Two-wheeled vehicle engine components
  
- 3 Production locations in
  - Japan: Numazu, Gotemba and Akita
  - Thailand: Samut Prakan
  
- Employees: around 800
  
- Sales 2014: around EUR 130 million



- 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



Air conditioning compressor

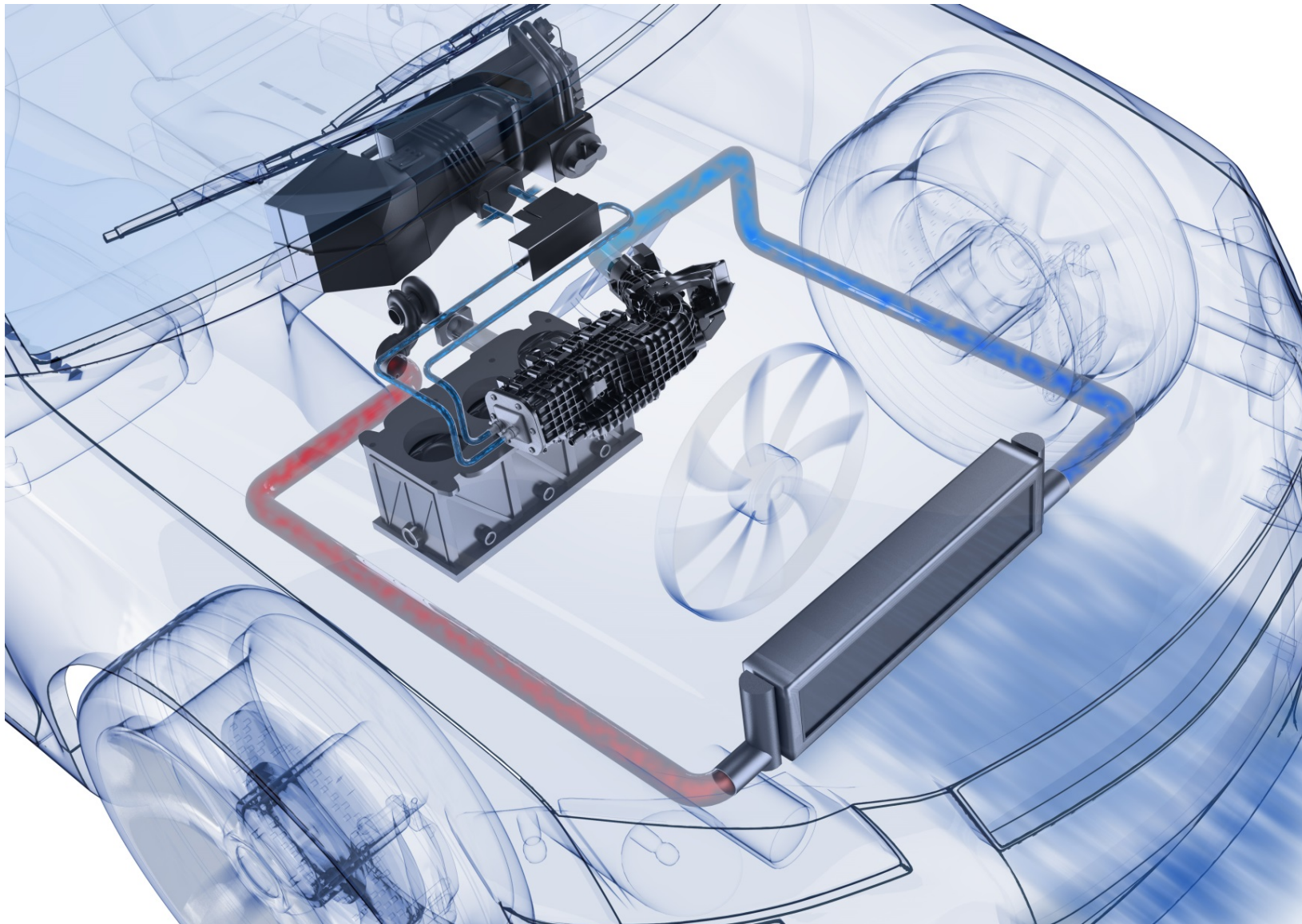


Preview of the IAA 2015

## iCAS – integrated Charge Air Subcooling

**MAHLE**

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# Preview of the IAA 2015 Electric coolant pump

# MAHLE

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Preview of the IAA 2015

# MAHLE steel piston for high-performance diesel engines

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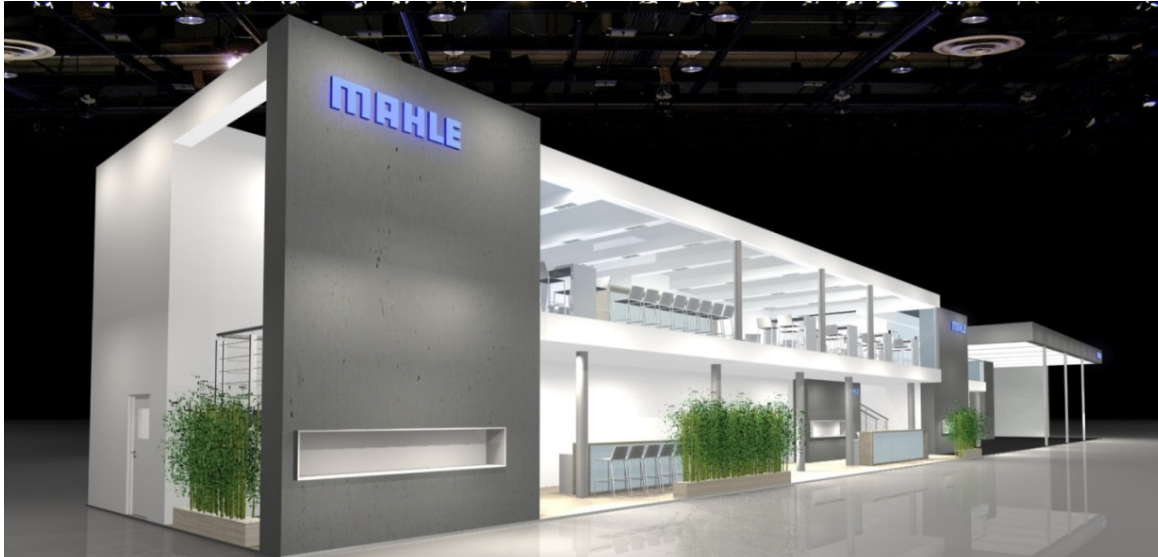
MONOTHERM<sup>®</sup> piston

Preview of the IAA 2015

Visit us at the IAA

**MAHLE**

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Hall 8, C40

Our key messages  
of the IAA 2015:

- Clean Air
- Fuel Efficiency
- Driving Pleasure

