

MAHLE

Driven by performance

Press conference on the business development of the MAHLE Group for the business year 2009

April 19, 2010



Agenda

- Business environment/economic situation in the automotive industry
- Business development in 2009
 - Sales development
 - Income statement
 - Balance sheet
 - Investments
 - Development of headcounts
- Development of the MAHLE Group
- Outlook for the 2010 business year

Worldwide automobile production 2008/2009

[in 1.000]

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	2008		2009	
	Passenger cars & light comm. vehicles	Commercial vehicles (incl. buses)	Passenger cars & light comm. vehicles	Commercial vehicles (incl. buses)
America	16,416	673	12,266	453
- NAFTA	12,659	450	8,586	283
- South America	3,757	223	3,680	170
Asia/Pacific	27,393	1,551	27,122	1,527
- Japan	10,999	199	7,642	106
- China	7,369	863	11,110	1.039
Europe	20,650	881	16,366	325
- Germany	5,467	206	4,813	77
Other countries	1,720	4	1,784	4
Total	66,179	3,109	57,538	2,309

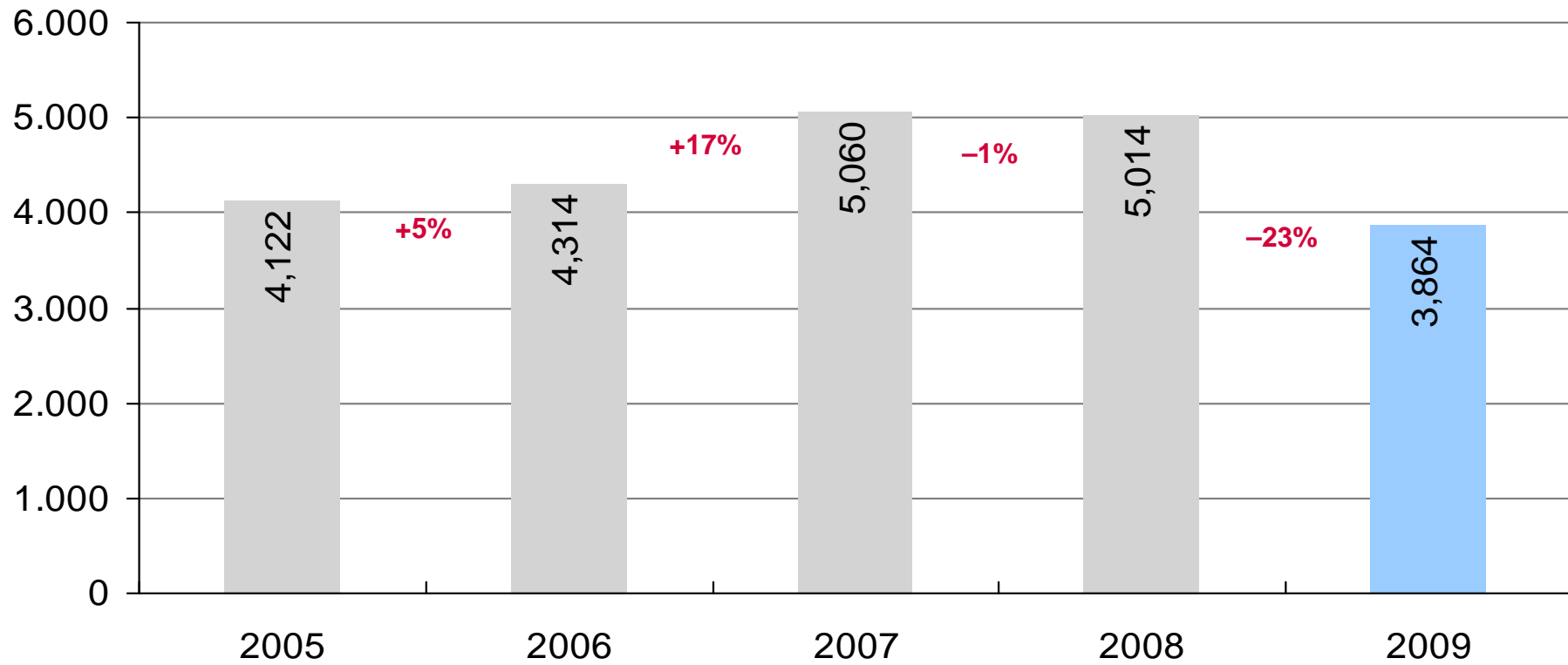
Source: CSM, March 2010

Business development in 2009 – MAHLE Group

Sales development [in million EUR]



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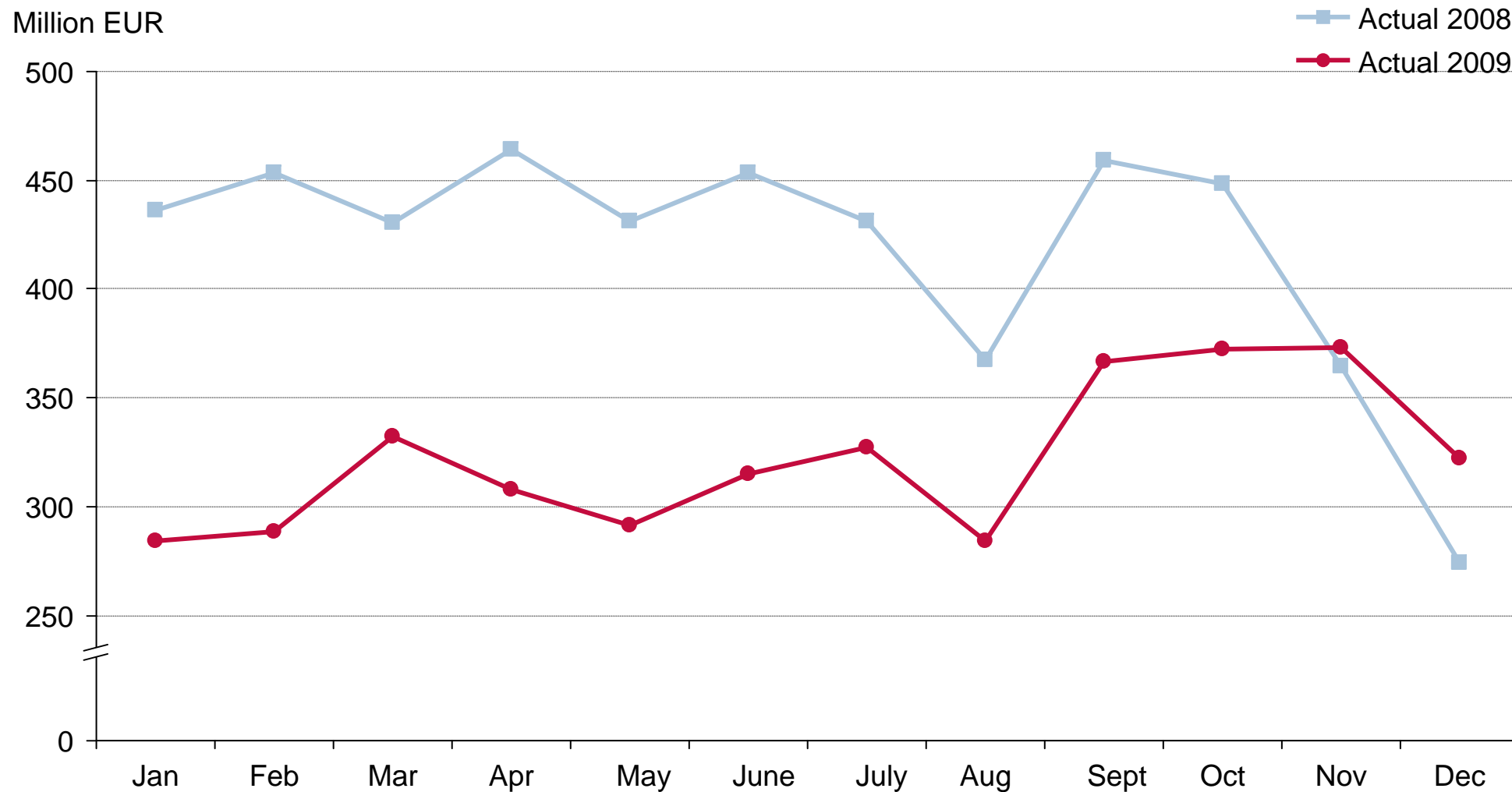


Business development in 2009 – MAHLE Group

Consolidated sales on monthly level

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Business development in 2009 – MAHLE Group

Financial statements

Income statement



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	2008 million EUR	2009 million EUR	Difference million EUR
Sales	5,013.7	3,864.0	-1,149.7
Cost of sales	-4,035.3	-3,199.9	835.4
Gross profit on sales	978.4	664.1	-314.3
Selling expenses, general administrative expenses and expenses for research and development	-848.6	-740.0	108.5
Other operating income	244.5	197.0	-47.5
Other operating expenses	-205.5	-205.2	0.3
Financial result	-83.5	-80.6	2.9
Income from ordinary business activities	85.3	-164.7	-250.0
Extraordinary result	0.0	-150.4	-150.4
Taxes	-63.5	-64.2	-0.7
Net income/loss	21.8	-379.3	-401.1

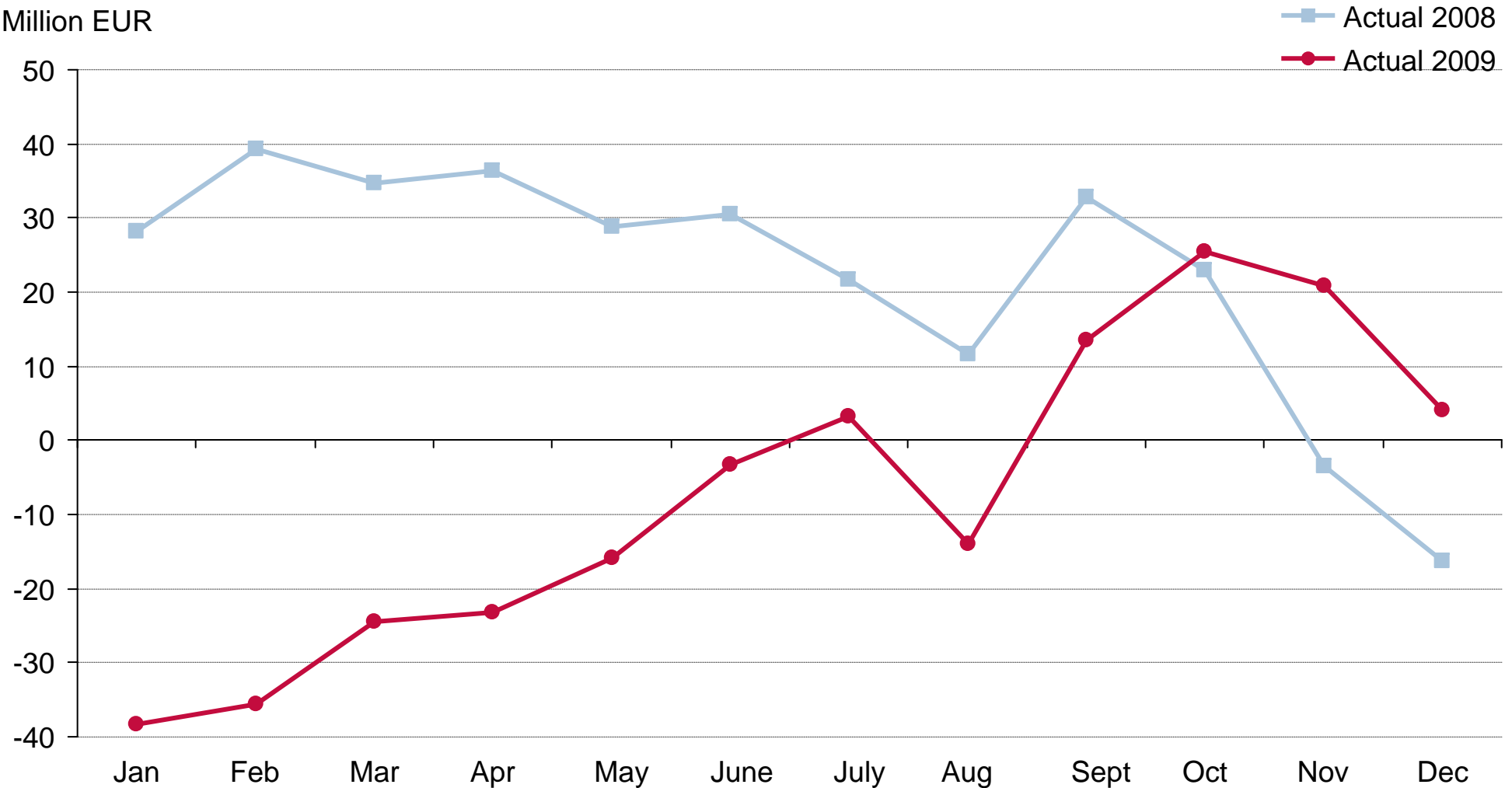
Business development in 2009 – MAHLE Group

Operating result before interests and extraordinary expenses on monthly level

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Million EUR



Business development in 2009 – MAHLE Group

Financial statements

Balance sheet



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	2008		2009			2008		2009	
	million EUR	%	million EUR	%		million EUR	%	million EUR	%
Assets					Equity and liabilities				
Intangible assets	315.8	8.1	260.9	7.4	Equity	1,511.2	38.7	1,156.9	32.8
Tangible fixed assets	1,569.5	40.2	1,491.2	42.3	Provisions f. pensions	403.7	10.3	403.2	11.4
Financial assets	35.1	0.9	40.7	1.2	Other accruals	705.8	18.1	695.3	19.7
Inventories	759.7	19.4	575.6	16.3	Liabilities to banks	687.3	17.6	758.6	21.5
Receiv./other assets	966.6	24.7	885.4	25.1	Trade payables	438.5	11.2	339.9	9.6
Liquid assets (incl. bonds)	245.8	6.3	261.4	7.4	Other liabilities	160.9	4.1	172.1	4.9
Other assets	14.9	0.4	10.8	0.3					
Balance sheet total	3,907.4	100.0	3,526.0	100.0	Balance sheet total	3,907.4	100.0	3,526.0	100.0

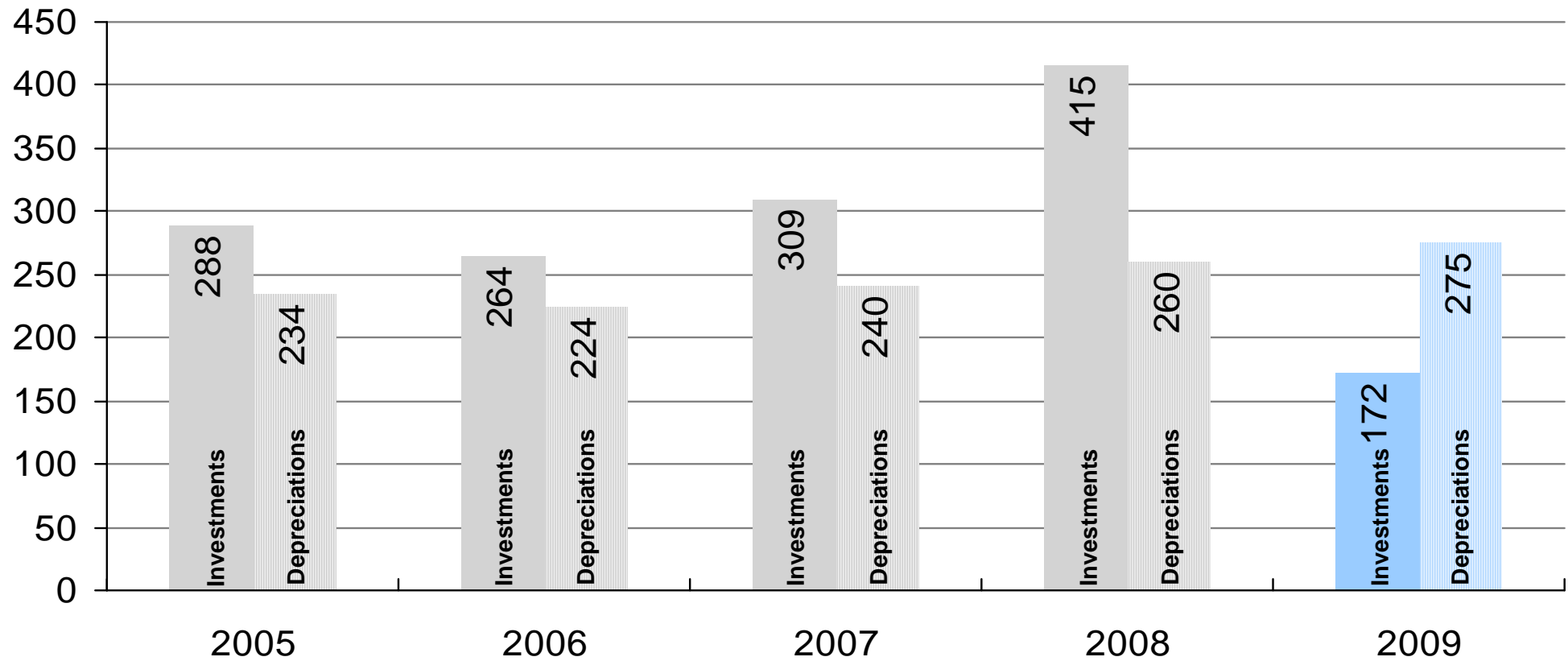
Business development in 2009 – MAHLE Group

Development of capital expenditure on fixed assets – investments/depreciations

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Million EUR



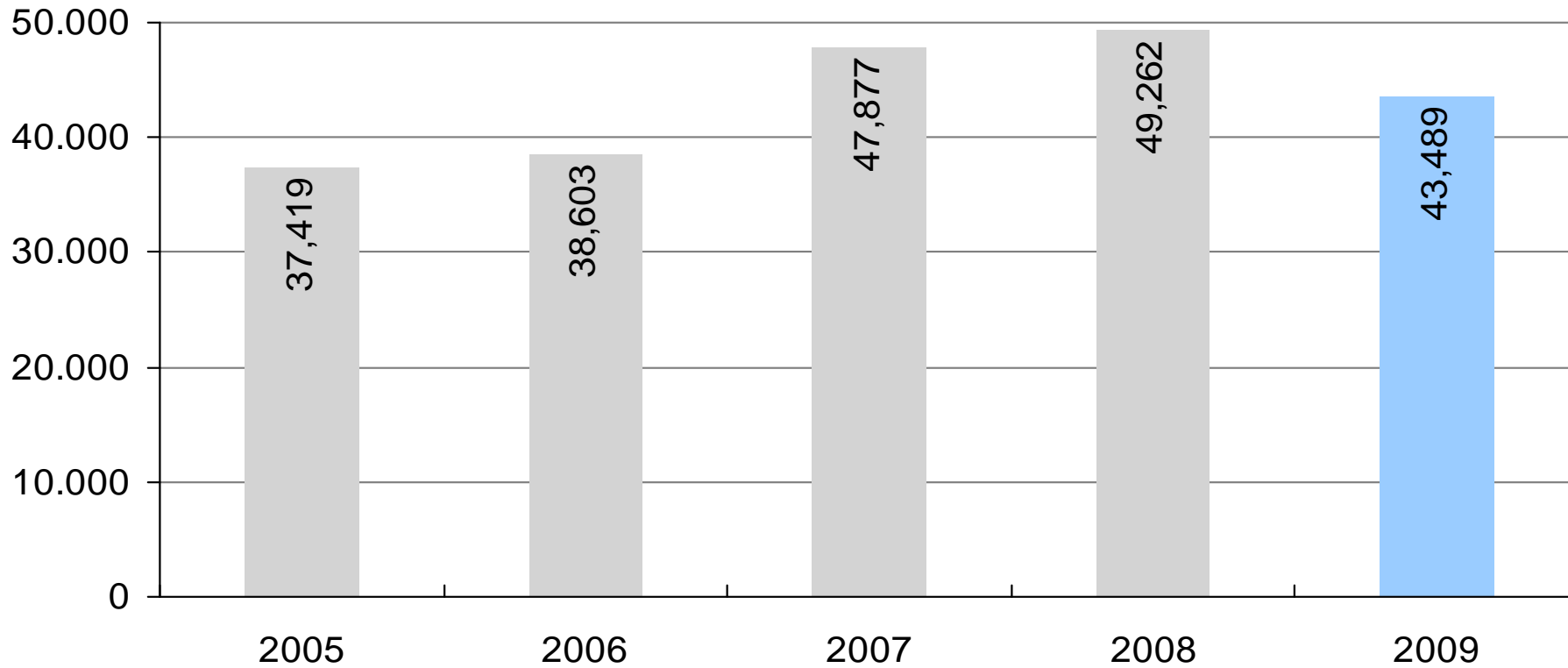
Business development in 2009 – MAHLE Group

Development of headcounts

[as at Dec. 31]



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Business development in 2009 – MAHLE Group

Development of headcounts by regions

[as at Dec. 31]

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	2008	2009	Variance in %
Europe	21,480	19,512	-9.2
<i>Thereof Germany</i>	9,284	8,631	-7.0
North America	6,788	5,428	-20.0
South America	12,090	10,314	-14.7
Asia/Pacific	8,904	8,235	-7.5
Total	49,262	43,489	-11.7

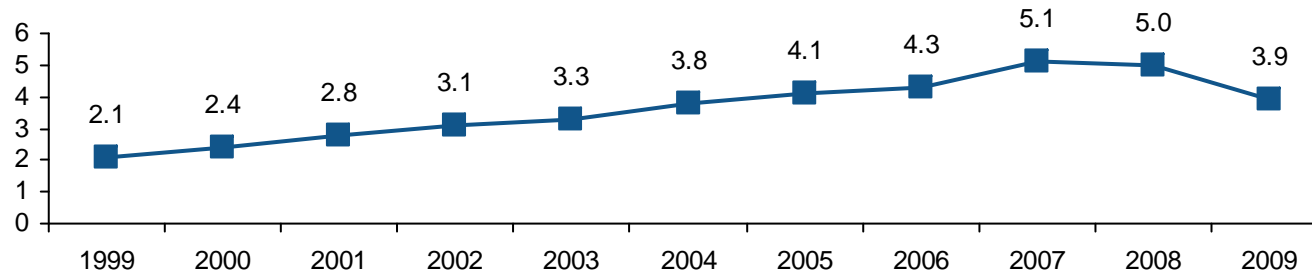
Business development in 2009 – MAHLE Group

Trends at MAHLE

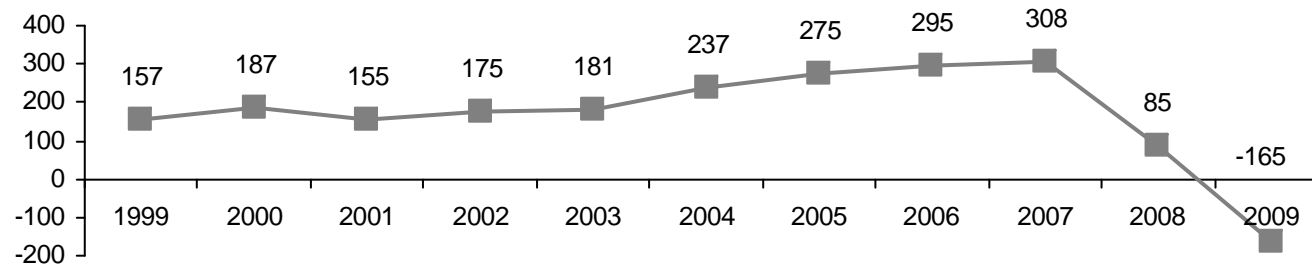


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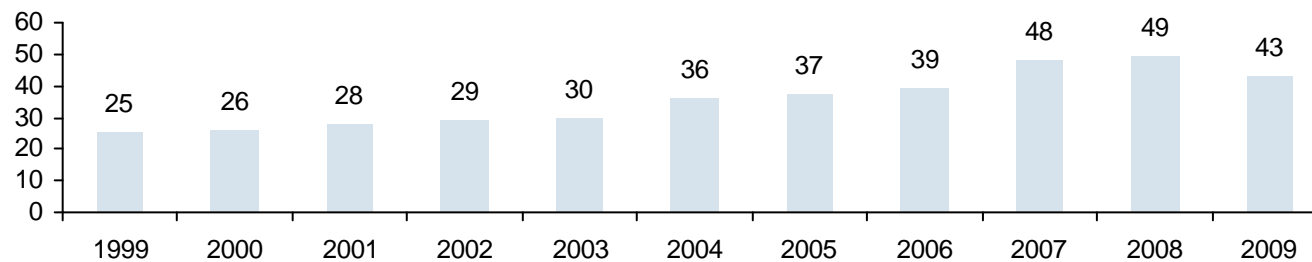
Sales in billion EUR



Income from ordinary business activities in million EUR (profit before taxes)



Employees in thousand



Development of the MAHLE Group

MAHLE acquires automotive business of KTM-Kühler
Aerial photo of the location in Mattighofen/Austria

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Development of the MAHLE Group

MAHLE takes over majority share in Behr Industry
Aerial photo of the location in Reichenbach/Germany

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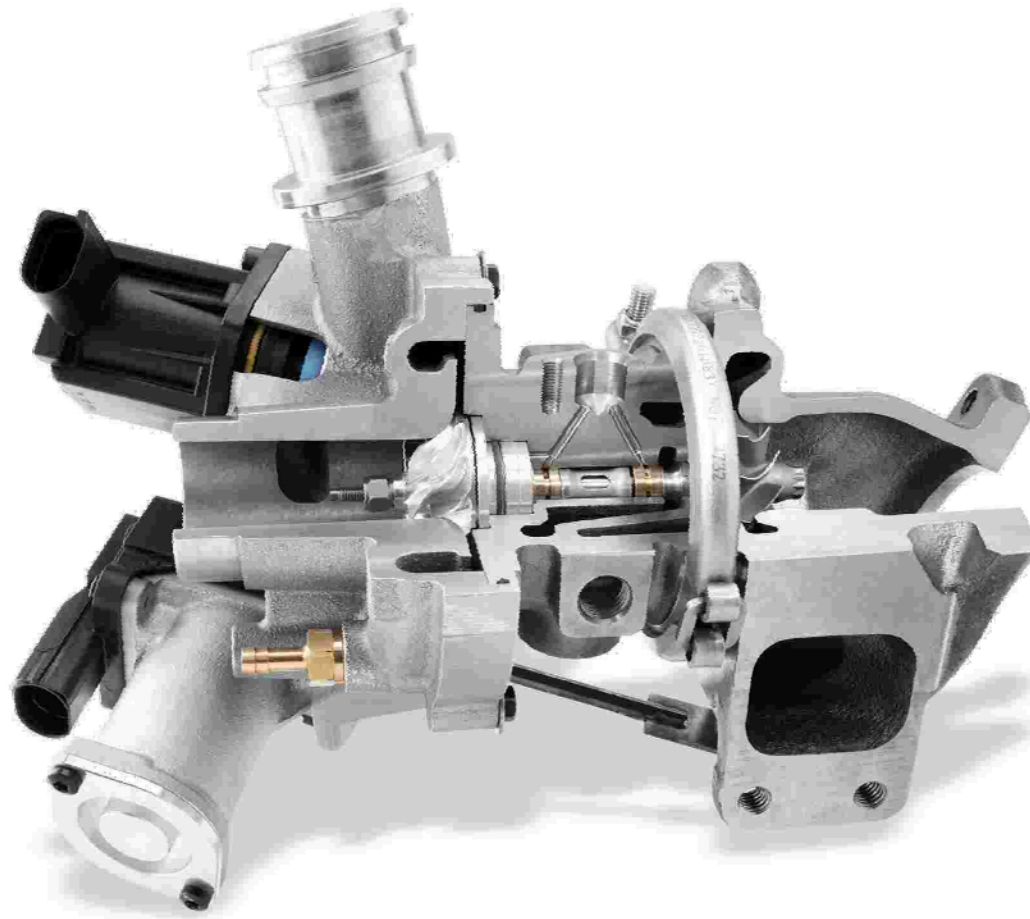


Development of the MAHLE Group

First high-volume orders of exhaust gas turbochargers
for Bosch Mahle Turbo Systems

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Development of the MAHLE Group

Location of Bosch Mahle Turbo Systems in
Stuttgart/Germany

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Development of the MAHLE Group

Location of Bosch Mahle Turbo Systems in
St. Michael/Austria

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Worldwide automobile production 2009/2010

[in 1.000]

Driven by performance

	2009		2010	
	Passenger cars & light comm. vehicles	Commercial vehicles (incl. buses)	Passenger cars & light comm. vehicles	Commercial vehicles (incl. buses)
America	12,266	453	14,968	522
- NAFTA	8,586	283	10,911	328
- South America	3,680	170	4,057	194
Asia/Pacific	27,122	1,527	30,759	1,710
- Japan	7,642	106	8,632	161
- China	11,110	1039	12,407	1.113
Europe	16,366	325	16,514	367
- Germany	4,813	77	4,596	87
Other countries	1,784	4	1,897	4
Total	57,538	2,309	64,138	2,603

Source: CSM, March 2010

Worldwide automobile production 2008/2010

[in 1.000]

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