

2023 Financial Results Video Conference Call
MAHLE Metal Leve S.A.

LEVE3 | Segment: “Novo Mercado” at B3

Investor Relations | March 12, 2024



Agenda

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New CFO

- Claudio Braga, Chief Financial Officer (CFO)
 - He took over as Chief Financial Officer at MAHLE Metal Leve S.A. on January 2, 2024.
 - He worked at the Schaeffler Group between 2004 and 2023, and from 2019 until his leaving he was CFO for South America, responsible for the group's units in Brazil, Argentina, Chile, Peru and Colombia.
 - He has also worked as CFO for Mexico, South Korea and Corporate Controller for South America.
 - Previously, he worked as Brazil Controller for the Leoni Group from 2000 to 2004.



2023 / Q4 2023 Videoconference

▪ Net Sales Revenue:

- R\$ 4,338.8 million in 2023, an increase of 2.7% compared to 2022.
- In Q4 2023 was 8.9% lower R\$ 3,322.3 million, which represents an increase of 6.9% lower than Q3 2022.

▪ Distributions to shareholders:

- In 2023 were paid R\$ 1,358.0 million relating to:
 - Profit reserves: R\$507.4 million;
 - Dividends and Interest on Equity: R\$850.6 million, of which R\$351.2 million refers to 2022, and R\$499.4 million in anticipation of 2023.

▪ Key indicators:

(in BRL million, except percentages)	2023 (a)	2022 (b)	(a/b)	Q4 2023 (c)	Q4 2022 (d)	(c/d)
Net sales revenue	4,338.8	4,224.0	2.7%	1,016.5	1,115.8	-8.9%
Ajusted EBITDA ¹	917.7	845.0	8.6%	156.9	202.0	-22.3%
Ajusted EBITDA margin ¹	21.2%	20.0%	1.2 p.p.	15.4%	18.1%	-2.7 p.p.
Ajusted Net profit ¹	748.3	582.6	28,4%	154.1	142.9	7.8%
Ajusted Net margin ¹	17.2%	13.8%	3.4 p.p.	15.2%	12.8%	2.4 p.p.

¹ adjustments in 2022, as published in the 2022 and 2023 Financial Statements.

Brazil & Argentina Registration and Production

Vehicle production in North America and Europe

2023 x 2022		Vehicle (ths)	 Brazil	 Argentina	 Total
Sales	Light		2,180.2 11.2%	406.9 8.2%	2,587.1 10.7%
	Medium and heavy		128.5 -10.8%	14.2 -3.4%	142.7 -10.1%
Production	Light		2,203.7 1.3%	610.7 13.7%	2,814.4 3.7%
	Medium and heavy		121.1 -37.5%	6.7 -8.4%	127.8 -36.4%
2023 x 2022		Vehicle (ths)	 Europe	 North America	 Total
Production	Light		17,766.9 12.3%	15,587.8 9.0%	33,354.7 10.7%
	Medium and heavy		696.2 13.8%	658.9 8.0%	1,355.1 10.9%

Net Revenues Performance by Market

Net sales by market (in BRL million, except percentages)	2023 (a)	2022 (b)	(a/b)	Q4 2023 (c)	Q4 2022 (d)	(c/d)
Original Equipment – Domestic market	1,148.1	1,224.6	-6.2%	252.1	299.8	-15.9%
Original Equipment – Export market	1,332.1	1,299.0	2.5%	300.6	356.3	-15.6%
Subtotal	2,480.2	2,523.6	-1.7%	552.7	656.1	-15.8%
Aftermarket – Domestic market	1,609.9	1,378.9	16.7%	408.3	394.0	3.6%
Aftermarket – Export market	248.7	321.5	-22.6%	55.5	65.7	-15.5%
Subtotal	1,858.6	1,700.4	9.3%	463.8	459.7	0.9%
Total	4,338.8	4,224.0	2.7%	1,016.5	1,115.8	-8.9%

Summary P&L

Gross margin and expenses

Summary of the income statement (in BRL million, except %)	2023 (a)		2022 (b)		(a/b)	Q4 2023 (c)		Q4 2022 (d)		(c/d)
Net sales	4,338.8	100.0%	4,224.0	100.0%	2.7%	1,016.5	100.0%	1,115.8	100.0%	-8.9%
Cost of sales	(3,067.3)	-70.7%	(3,090.9)	-73.2%	-0.8%	(750.3)	-73.8%	(839.2)	-75.2%	-10.6%
Gross profit	1,271.5	29.3%	1,133.1	26.8%	12.2%	266.2	26.2%	276.6	24.8%	-3.8%
Selling and distribution expenses	(332.0)	-7.7%	(312.9)	-7.4%	6.1%	(81.9)	-8.1%	(92.8)	-8.3%	-11.7%
General and administrative expenses	(127.8)	-2.9%	(110.1)	-2.6%	16.1%	(32.7)	-3.2%	(30.5)	-2.7%	7.2%
Research and development expenses	(58.2)	-1.3%	(44.2)	-1.0%	31.7%	(15.4)	-1.5%	(9.0)	-0.8%	71.1%
Other operating income (expenses), net	(8.3)	-0.2%	(39.9)	-0.9%	-79.2%	0.0	0.0%	(29.7)	-2.7%	-100.0%

Net financial result

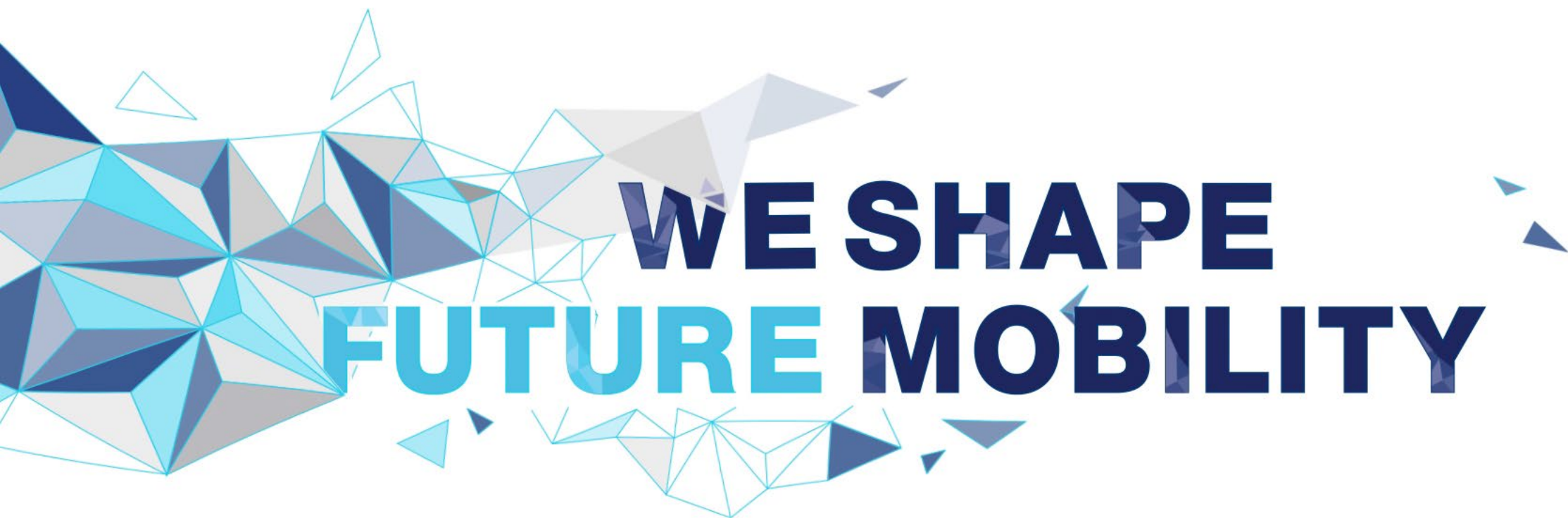
Finance income and costs (in BRL million)	2023 (a)	2022 (b)	Change (a-b)	Q4 2023 (c)	Q4 2022 (d)	Change (c-d)
Interest income on financial investments	87.3	53.8	33.5	(10.5)	22.7	(33.2)
Interest expense on loans and borrowings	(23.3)	(13.7)	(9.6)	(9.3)	(3.2)	(6.1)
Other interest income	11.0	18.6	(7.7)	(0.4)	4.9	(5.3)
Net interest income (i)	75.0	58.7	16.2	(20.2)	24.4	(44.6)
1. Exchange rate effects on accounts receivable/accounts payable (1.1. + 1.2.)	(21.5)	(57.0)	35.5	26.2	(32.7)	58.9
1.1. Exchange rate effects	(52.0)	(75.6)	23.6	17.2	(31.2)	48.4
1.2. FX-hedge	30.5	18.6	11.9	9.0	(1.5)	10.5
2. Exchange rate effects on foreign exchange contracts (ACC) / export credit notes (NCE)	70.1	44.4	25.7	15.8	(2.1)	17.9
3. Other transactions	(2.3)	(27.4)	25.1	(1.7)	(0.5)	(1.2)
Net foreign exchange gains (losses) and gain (loss) on derivatives (ii) - (1+2+3)	46.3	(40.0)	86.3	40.3	(35.3)	75.6
Net effects from inflation adjustments	8.3	(23.0)	31.3	10.3	(4.9)	15.1
Other	(7.8)	(4.8)	(2.9)	(2.4)	(0.7)	(1.6)
Net effects from inflation adjustments + Other (iii)	0.5	(27.8)	28.3	7.9	(5.6)	13.5
Net finance income (costs) (i + ii + iii)	121.8	(9.1)	130.9	28.0	(16.5)	44.5

Indebtedness

- The **Net cash** is shown below:

Net assets and liabilities position (in BRL million)	December 31, 2023 (a)	December 31, 2022 (b)	Change (a-b)	Debt % (a)	Debt % (b)
Cash and cash equivalents / bank balances / loans / marketable securities (i):	383.3	505.5	(122.2)		
Borrowings (ii):	(851.2)	(414.1)	(437.1)	100.0%	100.0%
<i>Short-term</i>	(314.7)	(209.9)	(104.8)	37.0%	50.7%
<i>Long-term</i>	(536.5)	(204.2)	(332.3)	63.0%	49.3%
Net cash (i - ii):	(467.9)	91.4	(559.3)		

Questions & Answers



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Thanks for your attention.

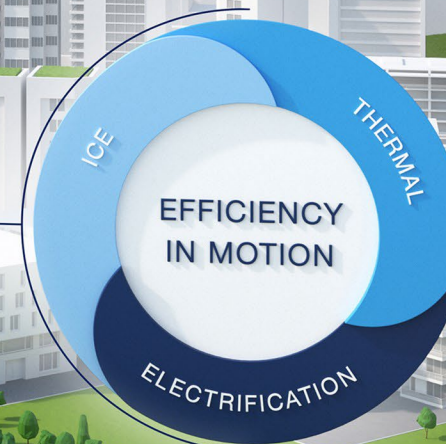
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