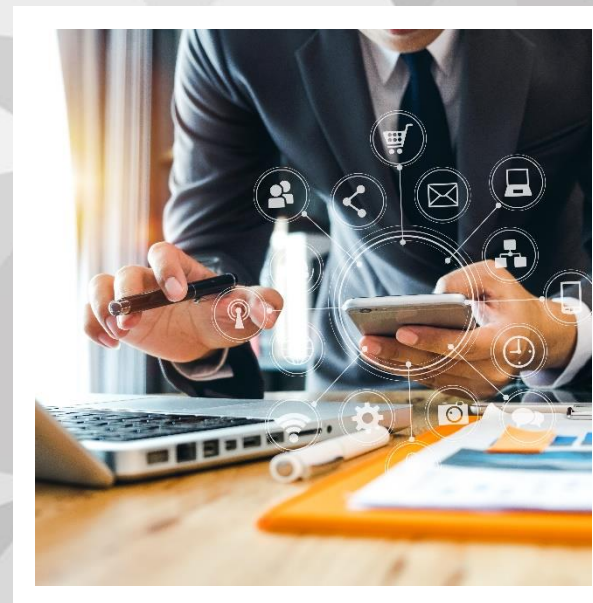


2021/4Q21 Conference Call
MAHLE Metal Leve S.A.

Investor Relations | March 15, 2022



Agenda

- 01 Highlights
- 02 Market Overview
- 03 Net Revenues Performance by Market
- 04 Financial Management
- 05 Capex and Depreciation
- 06 Questions & Answers





2021/4Q21 Conference Call

- **Net Sales Revenue:** R\$3,615.1 million in 2021, 50.5% higher than 2020. 4Q21 was 21.2% higher than 4Q20;
- **Domestic OE:** R\$1,002.3 million in 2021, 62.8% higher than 2020. 4Q21 was 17.0% higher than 4Q20;
- **Original Equipment Exports:** R\$1,261.5 million in 2021, 47.0% higher than 2020. 4Q21 was 15.1% higher than 4Q20;
- **Domestic Aftermarket:** R\$1,051.2 million in 2021, 41.0% higher than 2020. 4Q21 was 21.2% higher than 4Q20;
- **Aftermarket Exports:** R\$300.1 million in 2021, 63.9% higher than 2020. 4Q21 was 73.5% higher than 4Q20;





Key indicators								
(R\$ million)	20201 (a)	2020 (b)	(a/b)	4Q21 (c)	3Q21 (d)	4Q20 (e)	(c/d)	(c/e)
Net revenue	3,615.1	2,402.6	50.5%	941.5	949.5	776.7	-0.8%	21.2%
EBITDA	823.1	296.2	177.9%	164.6	196.4	131.4	-16.2%	25.3%
Adjusted EBITDA	726.4	412.4	76.1%	167.2	185.9	137.1	-10.1%	22.0%
EBITDA margin	22.8%	12.3%	10,5 p.p.	17.5%	20.7%	16.9%	-3.2 p.p.	0,6 p.p.
Adjusted EBITDA margin	20.1%	17.2%	2,9 p.p.	17.8%	19.6%	17.7%	-1.8 p.p.	0,1 p.p.
Profit for the year	566.9	124.5	355.3%	130.8	139.9	100.8	-6.5%	29.8%
Adjusted net income	496.3	203.9	143.4%	131.5	132.4	104.6	-0.7%	25.7%
Net margin	15.7%	5.2%	10,5 p.p.	13.9%	14.7%	13.0%	-0.8 p.p.	0,9 p.p.
Adjusted net margin	13.7%	8.5%	5,2 p.p.	14.0%	13.9%	13.5%	0,1 p.p.	0,5 p.p.

Brazil & Argentina Registration and Production (2021 x 2020)



Light vehicles (ths)	 Brazil	 Argentina	  Total
Sales	1,471.3 13.0%	334.4 6.9%	2,311.5 1.9%
Production	1,516.5 20.5%	434.8 69.0%	2,505.3 15.9%



Medium and heavy vehicle (ths)	 Brazil	 Argentina	  Total
Sales	106.2 46.0%	14.8 41.1%	157.6 38.1%
Production	132.9 84.6%	2.9 42.2%	180.6 62.1%

18.2%



Total vehicles production

Sources: Anfavea, Adefa, Acaras, IHS and Indec.

Vehicle production in the main exports markets

Vehicle production in the leading export markets (thousands)	Jan-Dec 2021 (A)	Jan-Dec 2020 (B)	A/B
Production of light vehicles	12,941	13,024	-0.6%
Production of medium- and heavy-duty vehicles	577	460	25.4%
North America	13,518	13,484	0.2%
Production of light vehicles	15,674	16,571	-5.4%
Production of medium- and heavy-duty vehicles	588	514	14.5%
Europe	16,262	17,085	-4.8%
Total vehicle production	29,780	30,570	-2.6%

Source: IHS

Net Revenues Performance by Market

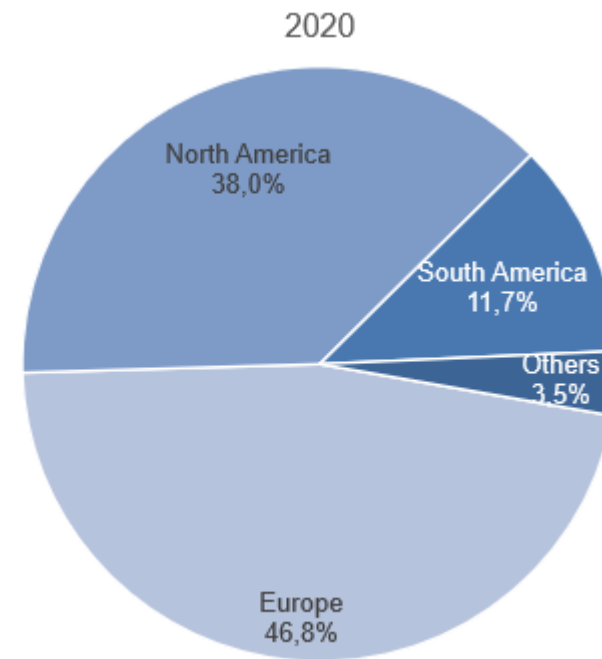
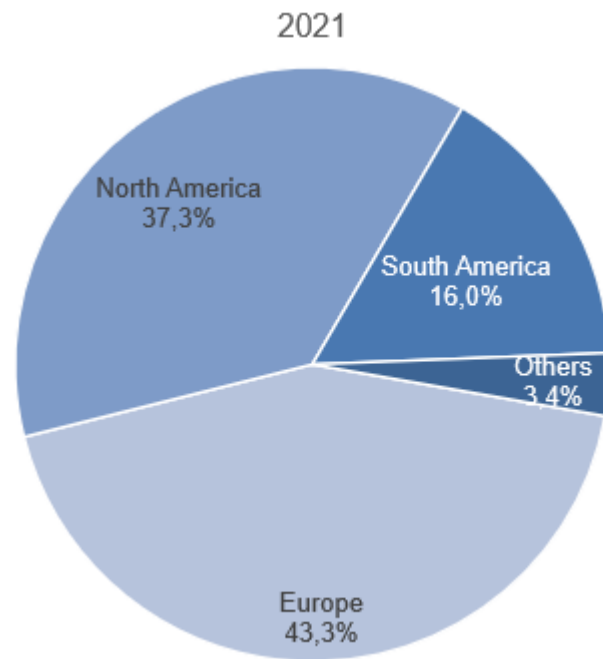
Net revenue by market (in millions of R\$)		2021 (a)	Volume/Price (b)	Exchange rate change (c)	2020 (d)	Volume/price impact % (b/d)	Exchange rate impact % (c/d)	HA (%) (a/d)
Original Equipment	Domestic ¹	1,002.3	398.6	(12.1)	615.8	64.7%	-1.9%	62.8%
	Export	1,261.5	199.7	203.7	858.1	23.3%	23.7%	47.0%
	Subtotal	2,263.8	598.3	191.6	1,473.9	40.6%	13.0%	53.6%
Aftermarket	Domestic ¹	1,051.2	367.5	(61.9)	745.6	49.3%	-8.3%	41.0%
	Export	300.1	108.2	8.8	183.1	59.1%	4.8%	63.9%
	Subtotal	1,351.3	475.7	(53.1)	928.7	51.2%	-5.7%	45.5%
Total		3,615.1	1,074.0	138.5	2,402.6	44.7%	5.8%	50.5%

¹ Domestic market comprises Brazil and Argentina.

Net revenue by market (in millions of R\$)		4Q21 (a)	Volume/Price (b)	Exchange rate change (c)	4Q20 (d)	Volume/price impact % (b/d)	Exchange rate impact % (c/d)	HA (%) (a/d)
Original Equipment	Domestic ¹	246.2	36.3	(0.6)	210.5	17.2%	-0.2%	17,0%
	Export	308.2	20.8	19.6	267.8	7.8%	7.3%	15,1%
	Subtotal	554.4	57.1	19.0	478.3	11.9%	4.0%	15,9%
Aftermarket	Domestic ¹	302.8	59.2	(6.2)	249.8	23.7%	-2.5%	21,2%
	Export	84.3	34.5	1.2	48.6	71.0%	2.5%	73,5%
	Subtotal	387.1	93.7	(5.0)	298.4	31.4%	-1.7%	29,7%
Total		941.5	150.8	14.0	776.7	19.4%	1.8%	21,2%

¹ Domestic market comprises Brazil and Argentina.

MAHLE Metal Leve's consolidated exports by region



Summary P&L

Gross margin

Summary of profit and loss accounts (in millions of R\$)	2021 (a)	2020 (b)	HA (%) (a/b)	VA (%) (a)	VA (%) (b)	4Q21 (c)	4Q20 (d)	HA (%) (c/d)	VA (%) (c)	VA (%) (d)
Net sales revenue	3,615.1	2,402.6	50.5%	100.0%	100.0%	941.5	776.7	21.2%	100.0%	100.0%
Cost of sales	(2,620.8)	(1,775.6)	47.6%	-72.5%	-73.9%	(721.3)	(546.9)	31.9%	-76.6%	-70.4%
Gross profit	994.3	627.0	58.6%	27.5%	26.1%	220.2	229.8	-4.2%	23.4%	29.6%

Summary P&L Expenses

▪ Selling expenses:

- Impacted principally by freight and variable selling expenses, considering the increase in net sales revenue between the periods.

▪ General and administrative expenses:

- Impacted principally by the increase in maintenance, materials and utilities expenses.

▪ R&D expenses:

- Due to the COVID-19 pandemic, in 2021 Company was conservative with respect to R&D spending and has focused on developing products that sell quickly.

▪ Other operating income (expenses):

- Non-recurring income from tax credits arising from the exclusion of ICMS from the PIS and COFINS tax base.
- Non-recurring expense from impairment of goodwill of subsidiary MAHLE Argentina S.A. and impairment of MBE2 project in 2020.
- Positive change in Provision for/reversal of labor, civil and tax lawsuits was mainly due to favorable court decisions obtained by the Company.

Summary P&L (R\$ million)	2021 (a)	2020 (b)	H.A. (% (a/b)	V.A. (% (a)	V.A. (% (b)	4Q21 (c)	4Q20 (d)	H.A. (% (c/d)	V.A. (% (c)	V.A. (% (d)
Net sales revenue	3,615.1	2,402.6	50.5%	100.0%	100.0%	941.5	776.7	21.2%	100.0%	100.0%
Selling and distribution expenses	(232.3)	(165.9)	40.0%	-6.4%	-6.9%	(60.2)	(47.0)	28.1%	-6.4%	-6.1%
General and administrative expenses	(109.8)	(95.4)	15.1%	-3.0%	-4.0%	(31.4)	(26.5)	18.5%	-3.3%	-3.4%
Technology and product development expenses	(51.5)	(64.1)	-19.7%	-1.4%	-2.7%	(10.9)	(20.8)	-47.6%	-1.2%	-2.7%
Other operating income (expenses)	74.6	(148.0)	150.4%	2.1%	-6.2%	12.6	(41.2)	-130.6%	1.3%	-5.3%

Net financial result

Net finance income/(costs) (in millions of R\$)	2021 (a)	2020 (b)	Change (a-b)	4Q21 (c)	4Q20 (d)	Change (c-d)
Interest income on financial investments	25.1	15.4	9.7	8.3	6.8	1.5
Interest expense on loans and borrowings	(14.8)	(25.7)	10.9	(2.6)	(7.4)	4.8
Other interest income/(expense)	11.6	(0.3)	11.9	2.2	(0.1)	2.3
Net interest income/(expense) (i)	21.9	(10.6)	32.5	7.9	(0.7)	8.6
1. Effect of movements in exchange rates on accounts receivable/accounts payable (1.1. + 1.2.)	(16.4)	28.6	(45.0)	(2.5)	(9.2)	6.7
1.1. Effect of movements in exchange rates	(10.9)	55.3	(66.2)	1.0	(11.3)	12.3
1.2. Foreign exchange hedge	(5.4)	(26.7)	21.3	(3.5)	2.1	(5.5)
2. Effect of movements in exchange rates on advances on foreign exchange contracts (ACC)	15.1	(68.9)	84.0	4.6	9.7	(5.1)
3. Other transactions	1.5	(4.9)	6.4	0.6	(4.4)	5.0
Net effect of movements in exchange rates and loss on derivatives (ii) - (1+2+3)	0.1	(45.2)	45.3	2.7	(3.9)	6.6
Net monetary variation	(27.0)	(24.8)	(2.2)	(6.0)	(6.1)	0.1
Other	(4.0)	(5.4)	1.4	(1.4)	(1.7)	0.3
Net monetary variation + Other (iii)	(31.0)	(30.2)	(0.8)	(7.4)	(7.8)	0.4
Net finance income/(costs) (i + ii + iii)	(8.9)	(86.0)	77.1	3.2	(12.4)	15.6

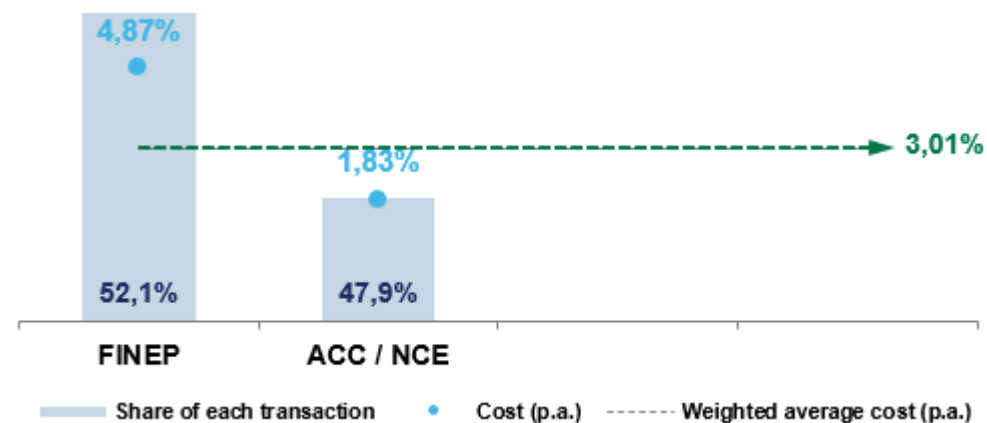
Averages	2021 (a)	2020 (b)	Change (a-b)	4Q21 (c)	4Q20 (d)	Change (c-d)
Investment interest rate	9.8%	3.5%	6.3%	13.7%	3.8%	9.9%
Cost of debt	3.7%	4.1%	-0.4%	3.1%	4.3%	-1.2%
Investments (in millions of R\$)	282.0	384.1	(102.1)	291.4	491.0	(199.6)
Debt (in millions of R\$)	(273.7)	(590.2)	316.5	(255.2)	(568.3)	313.1

Indebtedness

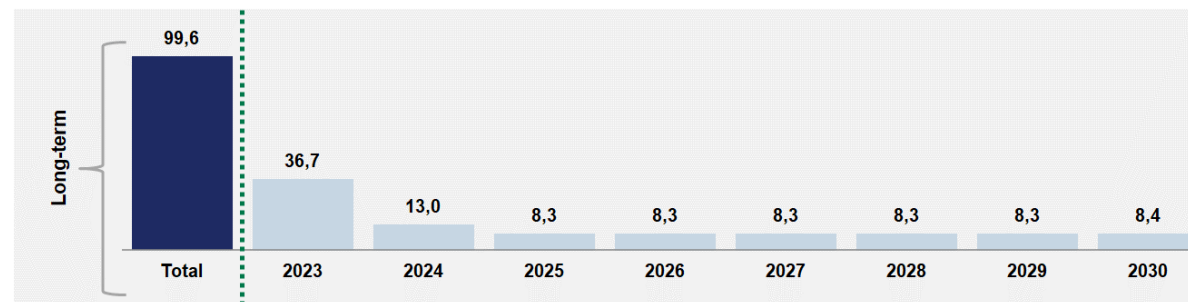
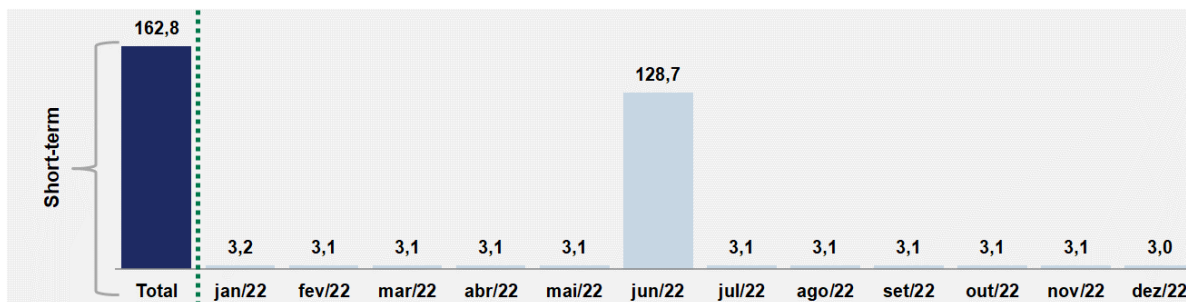
- The **Net cash** is shown below:

Net cash (in millions of R\$)	December 31, 2021 (a)	December 31, 2020 (b)	Change (a-b)	Debt % (a)	Debt % (b)
Cash / banks / financial investments / loans(i):	508.8	685.5	(176.7)		
Loans and borrowings (ii):	(262.4)	(552.3)	289.9	100%	100%
Short-term	(162.8)	(402.4)	239.6	62%	73%
Long-term	(99.6)	(149.9)	50.3	38%	27%
Net cash (i - ii):	246.4	133.2	113.2		

- The chart below shows our borrowings **by type** with respective **costs**, and weighted average cost in the end of 2021:



- Below is presented the **maturities** of short-term and long-term indebtedness (R\$ million):



Capex and Depreciation

Capex & Depreciation (in millions of R\$)	2021	2020
Capex	85.7	68.6
Total depreciation	102.5	103.3
Capex	2021	2020
% of net sales revenue	2.4%	2.9%
% of depreciation	83.6%	66.4%
Net sales revenue	3,615.1	2,402.6

Questions & Answers