

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

Investor Relations | August 10, 2023



Agenda

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Q2 2023 Videoconference

- **Net Sales Revenue:** R\$ 1,120.7 million in Q2 2023, an increase of 9.9% compared to Q2 2022. In H1 2023 was R\$ 2,142.9 million, which represents an increase of 12.2% compared to H1 2022.

Company's performance by market:	Q2 2023 x Q2 2022	H1 2023 x H1 2022
Original Equipment – Domestic Market	↓ 2.8%	↑ 2.8%
Original Equipment – Export Market	↑ 17.9%	↑ 15.1%
Aftermarket – Domestic Market	↑ 23.4%	↑ 28.2%
Aftermarket – Export Market	↓ 25.7%	↓ 23.3%
Total change in revenue:	↑ 9.9%	↑ 12.2%




- **Distributions to shareholders:** In 2023, until the present date, the Company has paid out R\$ 559.0 million in dividends and IoC.




Key indicators:

(R\$ milhões, exceto %)	Q2 2023 (a)	Q1 2023 (b)	Q2-2022 (c)	(a/b)	(a/c)	H1 2023 (d)	H1 2022 (e)	(a/b)
Receita Líquida de vendas	1,120.7	1,022.2	1,019.4	9.6%	9.9%	2,142.9	1,909.4	12.2%
EBITDA	254.2	260.1	181.5	-2.3%	40.1%	514.3	360.0	42.9%
Margem EBITDA	22.7%	25.4%	17.8%	-2.7 p.p.	4.9 p.p.	24.0%	18.9%	5.1 p.p.
Lucro Líquido	193.1	186.0	114.9	3.8%	68.1%	379.1	237.9	59.4%
Margem líquida	17.2%	18.2%	11.3%	-1.0 p.p.	5.9 p.p.	17.7%	12.5%	5.2 p.p.

Brazil & Argentina Registration and Production

Vehicle production in North America and Europe

H1 2023 x H1 2022		Vehicle (ths)	 Brazil	 Argentina	 Total		
Sales	Light	934.7	9.6%	206.9	14.1%	1,141.5	10.4%
	Medium and heavy	63.9	-1.6%	7.3	-5.2%	71.2	-2.0%
Production	Light	1,075.3	6.8%	295.8	21.4%	1,371.0	9.7%
	Medium and heavy	56.7	-33.4%	3.1	-11.3%	59.9	-32.5%

H1 2023 x H1 2022		Vehicle (ths)	 Europe	 North America	 Total		
Production	Light	9,050.1	14.8%	7,917.1	11.5%	16,967.2	13.2%
	Medium and heavy	320.4	10.3%	350.3	25.9%	670.7	17.9%

Net Revenues Performance by Market

Net sales by market (in BRL million, except percentages)	Q2 2023 (a)	Q2 2022 (b)	(a/b)	H1 2023 (c)	H1 2022 (d)	(c/d)
Original Equipment – Domestic market	295.4	303.8	-2.8%	585.4	569.3	2.8%
Original Equipment – Export market	357.2	302.9	17.9%	674.1	585.5	15.1%
Subtotal	652.6	606.7	7.6%	1.259.5	1.154.8	9.1%
Aftermarket – Domestic market	405.8	328.8	23.4%	758.0	591.1	28.2%
Aftermarket – Export market	62.3	83.9	-25.7%	125.4	163.5	-23.3%
Subtotal	468.1	412.7	13.4%	883.4	754.6	17.1%
Total	1,120.7	1,019.4	9.9%	2,142.9	1,909.4	12.2%

Summary P&L

Gross margin and expenses

Summary of the income statement (in BRL million, except %)	Q2 2023 (a)		Q2 2022 (b)		(a/b)	H1 2023 (c)		H1 2022 (d)		(c/d)
Net sales	1,120.7	100.0%	1,019.4	100.0%	9.9%	2,142.9	100.0%	1,909.4	100.0%	12.2%
Cost of sales	(781.5)	-69.7%	(760.3)	-74.6%	2.8%	(1,485.7)	-69.3%	(1,414.2)	-74.1%	5.1%
Gross profit	339.2	30.3%	259.1	25.4%	30.9%	657.2	30.7%	495.2	25.9%	32.7%
Selling and distribution expenses	(87.5)	-7.8%	(77.2)	-7.6%	13.3%	(163.1)	-7.6%	(134.5)	-7.0%	21.3%
General and administrative expenses	(32.0)	-2.9%	(30.2)	-3.0%	6.0%	(61.2)	-2.9%	(53.4)	-2.8%	14.6%
Research and development expenses	(14.4)	-1.3%	(11.3)	-1.1%	27.4%	(27.3)	-1.3%	(22.7)	-1.2%	20.3%
Other operating income (expenses), net	(3.6)	-0.3%	(7.6)	-0.7%	-52.6%	(0.4)	0.0%	(12.3)	-0.6%	-96.7%

Net financial result

Finance income and costs (in BRL million)	Q2 2023 (a)	Q2 2022 (b)	Change (a-b)	H1 2023 (c)	H1 2022 (d)	Change (c-d)
Interest income on financial investments	28.3	10.9	17.4	51.0	20.7	30.3
Interest expense on loans and borrowings	(4.4)	(2.9)	(1.5)	(8.7)	(5.3)	(3.4)
Other interest income	2.3	4.3	(2.0)	7.4	8.7	(1.3)
Net interest income (i)	26.2	12.3	13.9	49.7	24.1	25.6
1. Exchange rate effects on accounts receivable/accounts payable (1.1. + 1.2.)	(15.8)	2.4	(18.2)	(30.9)	(13.1)	(17.8)
1.1. Exchange rate effects	(24.8)	4.9	(29.7)	(50.9)	(31.7)	(19.2)
1.2. FX-hedge	9.0	(2.5)	11.5	20.0	18.6	1.4
2. Exchange rate effects on foreign exchange contracts (ACC) / export credit notes (NCE)	26.1	(4.7)	30.8	39.5	22.9	16.6
3. Other transactions	(1.9)	(3.1)	1.2	(3.2)	(25.4)	22.2
Net foreign exchange gains (losses) and gain (loss) on derivatives (ii) - (1+2+3)	8.4	(5.4)	13.8	5.4	(15.6)	21.0
Net effects from inflation adjustments	(3.6)	(8.5)	4.9	(7.3)	(14.1)	6.8
Other	(1.6)	(3.3)	1.7	(3.6)	(3.3)	(0.3)
Net effects from inflation adjustments + Other (iii)	(5.2)	(11.8)	6.6	(10.9)	(17.4)	6.5
Net finance income (costs) (i + ii + iii)	29.4	(4.9)	34.3	44.2	(8.9)	53.1

Indebtedness

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

Net cash (R\$ million, except %)	June 30, 2023 (a)		December 31, 2022 (b)		Change (a-b)
Cash and cash equivalents / bank balances / loans / marketable securities (i):	309.3		505.5		(196.1)
Borrowings (ii):	(449.3)		(414.1)		(35.2)
<i>Short-term</i>	(188.7)	42.0%	(209.9)	50.7%	21.2
<i>Long-term</i>	(260.6)	58.0%	(204.2)	49.3%	(56.4)
Loans from related parties (iii)	(15.2)		-		(15.2)
Net cash (i - ii):	(155.2)		91.3		(246.5)

Questions & Answers