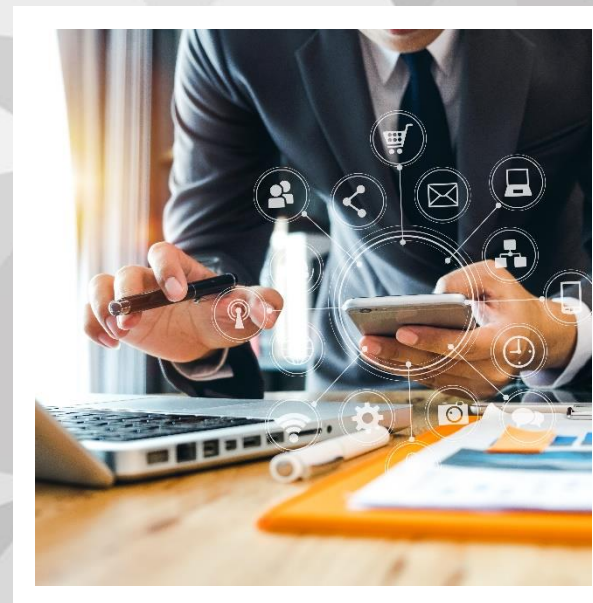


3Q21 Conference Call
MAHLE Metal Leve S.A.

Investor Relations | November 12, 2021



Agenda

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





3Q21 Conference Call

- **Net Sales Revenue:** R\$949.5 million in 3Q21, 37.4% higher than 3Q20. 9M21 was 64.4% higher than 9M20;
- **Domestic Aftermarket:** R\$267.4 million in 3Q21, 12.3% higher than 3Q20. 9M21 was 50.9% higher than 9M20;
- **Domestic OE:** R\$277.4 million in 3Q21, 67.4% higher than 3Q20. 9M21 was 86.6% higher than 9M20;
- **Aftermarket Exports:** R\$86.2 million in 3Q21, 42.5% higher than 3Q20. 9M21 was 60.4% higher than 9M20;
- **Original Equipment Exports:** R\$318.5 million in 3Q21, 40.4% higher than 3Q20. 9M21 was 61.5% higher than 9M20;





Key indicators								
(R\$ million)	3Q21 (a)	2Q21 (b)	3Q20 (c)	(a/b)	(a/c)	9M21 (d)	9M20 (e)	(d/e)
Net revenue	949.5	889.1	691.2	6.8%	37.4%	2,673.6	1,625.9	64.4%
EBITDA	196.4	262.9	88.2	-25.3%	122.6%	658.5	164.8	299.6%
Adjusted EBITDA	185.9	174.1	169.5	6.8%	9.7%	559.2	275.3	103.1%
EBITDA margin	20.7%	29.6%	12.8%	-8.9 p.p.	7.9 p.p.	24.6%	10.1%	14.5 p.p.
Adjusted EBITDA margin	19.6%	19.6%	24.5%	0 p.p.	-4.8 p.p.	20.9%	16.9%	4.0 p.p.
Profit for the period	139.9	170.0	41.7	-17.7%	235.6%	436.1	23.7	1740.1%
Adjusted net income	132.4	106.2	95.4	24.7%	38.8%	364.8	99.4	267.0%
Net margin	14.7%	19.1%	6.0%	-4.4 p.p.	8.7 p.p.	16.3%	1.5%	14.8 p.p.
Adjusted net margin	13.9%	11.9%	13.8%	2.0 p.p.	0.2 p.p.	13.6%	6.1%	7.5 p.p.

Brazil & Argentina Registration and Production (9M21 x 9M20)



Light vehicles (ths)	 Brazil	 Argentina	  Total
Sales	1,471.3 13.0%	248.6 18.9%	1,719.8 13.8%
Production	1,516.5 20.5%	307.4 85.5%	1,823.9 28.1%



Medium and heavy vehicle (ths)	 Brazil	 Argentina	  Total
Sales	106.2 46.0%	11.6 50.8%	117.8 46.5%
Production	132.9 84.6%	2.2 95.9%	135.0 84.8%

30.9%



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-Sep 2021 (A)	Jan-Sep 2020 (B)	A/B
Production of light vehicles	9,882	9,173	7.7%
Production of medium- and heavy-duty vehicles	444	332	33.4%
North America	10,326	9,505	8.6%
Production of light vehicles	12,330	11,329	8.8%
Production of medium- and heavy-duty vehicles	443	344	28.8%
Europe	12,773	11,673	9.4%
Total vehicle production	23,099	21,179	9.1%

Source: IHS

Net Revenues Performance by Market

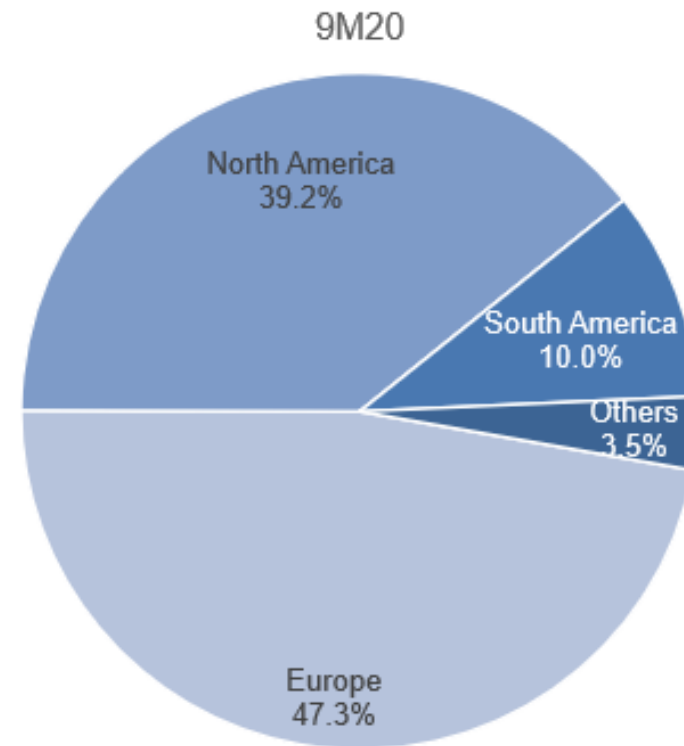
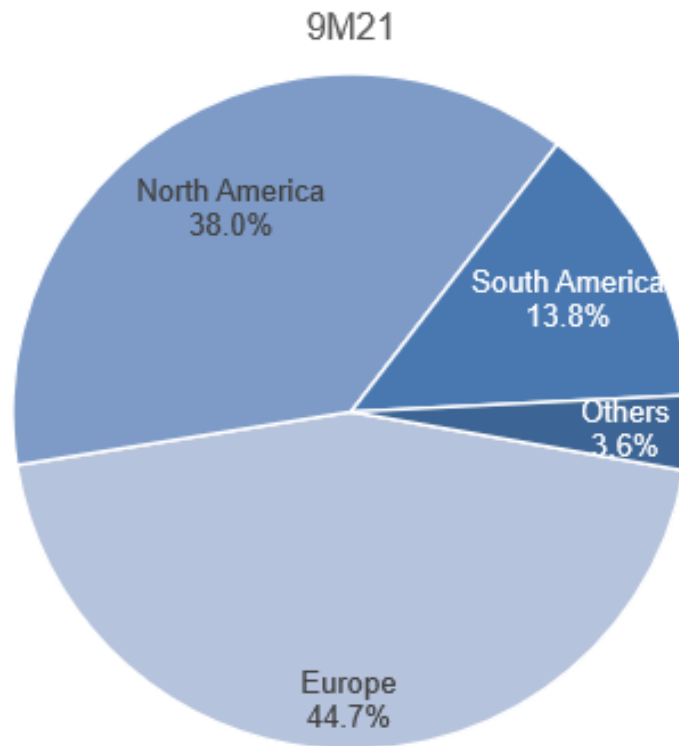
Net revenue by market (in millions of R\$)		3Q21 (a)	Volume/Price (b)	Exchange rate change (c)	3Q20 (d)	Volume/price impact % (b/d)	Exchange rate impact % (c/d)	HA (%) (a/d)
Original Equipment	Domestic ¹	277.4	116.0	(4.3)	165.7	70.0%	-2.6%	67,4%
	Export	318.5	55.1	36.6	226.8	24.3%	16.1%	40,4%
	Subtotal	595.9	171.1	32.3	392.5	43.6%	8.2%	51,8%
Aftermarket	Domestic ¹	267.4	48.6	(19.4)	238.2	20.4%	-8.1%	12,3%
	Export	86.2	28.7	(3.0)	60.5	47.4%	-4.9%	42,5%
	Subtotal	353.6	77.3	(22.4)	298.7	25.9%	-7.5%	18,4%
Total		949,5	248.4	9.9	691.2	35.9%	1.5%	37.4%

¹ Domestic Market comprises Brazil and Argentina.

Net revenue by market (in millions of R\$)		9M21 (a)	Volume/Price (b)	Exchange rate change (c)	9M20 (d)	Volume/price impact % (b/d)	Exchange rate impact % (c/d)	HA (%) (a/d)
Original Equipment	Domestic ¹	756.1	362.3	(11.5)	405.3	89.4%	-2.8%	86,6%
	Export	953.3	178.9	184.1	590.3	30.3%	31.2%	61,5%
	Subtotal	1.709.4	541.2	172.6	995.6	54.4%	17.3%	71,7%
Aftermarket	Domestic ¹	748.4	308.3	(55.7)	495.8	62.2%	-11.3%	50,9%
	Export	215.8	73.7	7.6	134.5	54.8%	5.6%	60,4%
	Subtotal	964.2	382.0	(48.1)	630.3	60.6%	-7.6%	53,0%
Total		2.673,6	923.2	124.5	1.625.9	56.8%	7.6%	64.4%

¹ Domestic Market comprises Brazil and Argentina.

MAHLE Metal Leve's consolidated exports by region



Summary P&L

Gross margin

Summary P&L (R\$ million)	3Q21 (a)	3Q20 (b)	H.A. (%) (a/b)	V.A. (%) (a)	V.A. (%) (b)	9M21 (c)	9M20 (d)	H.A. (%) (c/d)	V.A. (%) (c)	V.A. (%) (d)
Net sales revenue	949.5	691.2	37.4%	100.0%	100.0%	2,673.6	1,625.9	64.4%	100.0%	100.0%
Cost of sales	(692.7)	(499.6)	38.7%	-73.0%	-72.3%	(1,899.5)	(1,228.7)	54.6%	-71.0%	-75.6%
Gross profit	256.8	191.6	34.0%	27.0%	27.7%	774.1	397.2	94.9%	29.0%	24.4%

Summary P&L Expenses

▪ Selling expenses:

- Impacted principally by freight and variable selling expenses and increased by 37.4% against growth of 64.4% of net sales revenue, respectively in 3Q21 and 9M21 (compared to the same periods in 2020).

▪ General and administrative expenses:

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

▪ R&D expenses:

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

▪ Other operating income (expenses):

- The main impact refers to the non-recurring revenue from tax credits in 9M21 resulting from the exclusion of ICMS from the PIS and COFINS calculation basis.

Summary P&L (R\$ million)	3Q21 (a)	3Q20 (b)	H.A. (%) (a/b)	V.A. (%) (a)	V.A. (%) (b)	9M21 (c)	9M20 (d)	H.A. (%) (c/d)	V.A. (%) (c)	V.A. (%) (d)
Net sales revenue	949.5	691.2	37.4%	100.0%	100.0%	2,673.6	1,625.9	64.4%	100.0%	100.0%
Selling and distribution expenses	(63.8)	(41.4)	54.1%	-6.7%	-6.0%	(172.1)	(118.9)	44.7%	-6.4%	-7.3%
General and administrative expenses	(26.7)	(24.2)	10.3%	-2.8%	-3.5%	(78.4)	(68.9)	13.8%	-2.9%	-4.2%
Technology and product development expenses	(13.8)	(13.1)	5.3%	-1.5%	-1.9%	(40.6)	(43.3)	-6.2%	-1.5%	-2.7%
Other operating income (expenses)	6.1	(61.2)	-110.0%	0.6%	-8.9%	62.0	(106.8)	158.1%	2.3%	-6.6%
SG&A expenses to net sales revenue	9.5%	9.5%	0 p.p.			9.4%	11.6%	-2,2 p.p.		

Net financial result

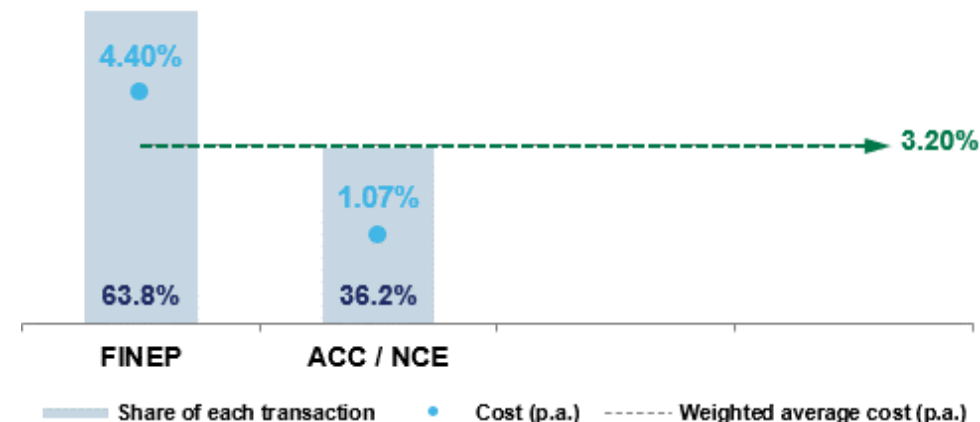
Net finance income/(costs) (in millions of R\$)	3Q21 (a)	3Q20 (b)	Change (a-b)	9M21 (c)	9M20 (d)	Change (c-d)
Interest income on financial investments	7.5	2.0	5.5	16.8	6.2	10.6
Interest expense on loans and borrowings	(2.5)	(7.0)	4.5	(12.2)	(17.9)	5.7
Other interest income	1.5	0.0	1.5	9.4	1.8	7.6
Net interest income (expense) (i)	6.5	(5.0)	11.5	14.0	(9.9)	23.9
1. Effect of movements in exchange rates on accounts receivable/accounts payable (1.1. + 1.2.)	(37.7)	7.1	(44.8)	(13.9)	31.8	(45.7)
1.1. Effect of movements in exchange rates	(32.9)	11.0	(43.9)	(11.9)	66.6	(78.5)
1.2. Foreign exchange hedge	(4.8)	(3.9)	(0.9)	(2.0)	(34.8)	32.8
2. Effect of movements in exchange rates on advances on foreign exchange contracts (ACC)	40.5	(12.1)	52.6	10.5	(88.0)	98.5
3. Other transactions	5.7	4.5	1.3	(0.9)	14.8	(14.0)
Net effect of movements in exchange rates and loss on derivatives (ii) - (1+2+3)	8.5	(0.5)	9.1	(2.5)	(41.4)	38.9
Net monetary variation	(8.4)	(8.7)	0.3	(21.0)	(19.3)	(1.7)
Other	(0.7)	1.0	(1.6)	(2.6)	(3.1)	0.5
Net monetary variation + Other (iii)	(9.1)	(7.7)	(1.3)	(23.6)	(22.4)	(1.2)
Net finance income/(costs) (i + ii + iii)	5.9	(13.2)	19.3	(12.1)	(73.7)	61.6
Averages	3Q1 (a)	3Q20 (b)	Change (a-b)	9M21 (c)	9M20 (d)	Change (c-d)
Investment interest rate	13.0%	2.9	10.1 p.p.	8.5%	3.3%	5.1 p.p.
Cost of debt	3.3%	4.2%	-0.9 p.p.	3.9%	4.0%	-0.1 p.p.
Investments (in millions of R\$)	216.0	425.1	-49.2%	278.8	348.5	-20.0%
Debt (in millions of R\$)	(214.9)	(617.1)	-65.2%	(279.9)	(597.5)	-53.2%

Indebtedness

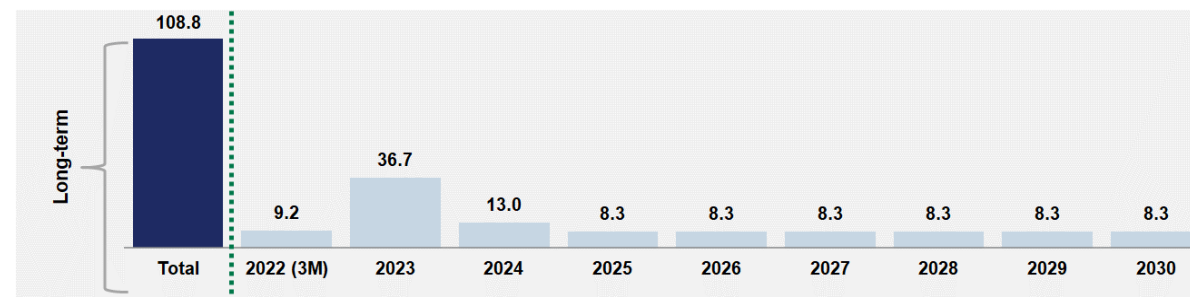
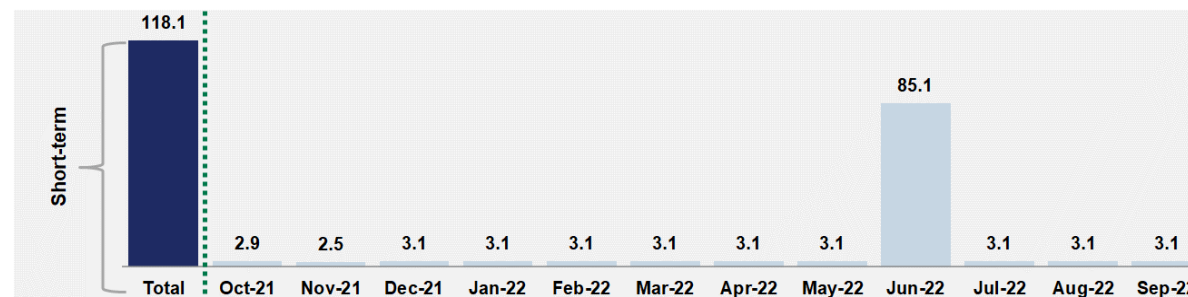
- The **Net indebtedness** is shown below:

Net financial position (in millions of R\$)	September 30, 2021 (a)	December 31, 2020 (b)	Change (a-b)	Debt % (a)	Debt % (b)
Cash / banks / financial investments / loans (i):	404.8	685.5	(280.7)		
Loans and borrowings (ii):	(226.9)	(552.3)	325.4	-100%	-100%
Short-term	(118.1)	(402.4)	284.3	52%	73%
Long-term	(108.8)	(149.9)	41.1	48%	27%
Net financial position (i - ii):	177.9	133.2	44.7		

- The chart below shows our borrowings **by type** with respective **costs**, and weighted average cost in the end of 3Q21:



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



Capex and Depreciation

Capex & Depreciation (in millions of R\$)	9M21	9M20
Capex	44.7	17.5
Total depreciation	75.9	78.2
Capex	9M21	9M20
% of net sales revenue	1.7%	1.1%
% of depreciation	58.9%	22.4%
Net sales revenue	2,673.6	1,625.9

Questions & Answers