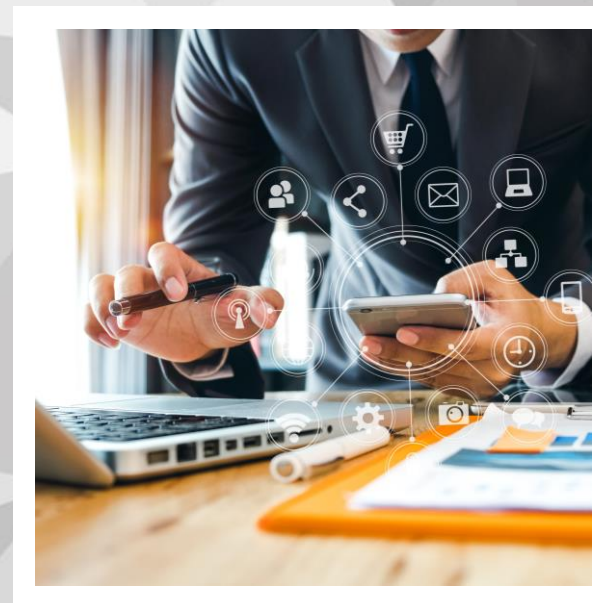


2Q21 Conference Call
MAHLE Metal Leve S.A.

Investor Relations | August 13, 2021



Agenda

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





2Q21 Conference Call

- **Net Sales Revenue:** R\$889.1 million in 2Q21, 146.4% higher than 2Q20. 1H21 was 84.5% higher than 1H20;
- **Domestic Aftermarket:** R\$243.5 million in 2Q21, 115.5% higher than 2Q20. 1H21 was 86.7% higher than 1H20;
- **Domestic OE:** R\$244.7 million in 2Q21, 234.7% higher than 2Q20. 1H21 was 99.8% higher than 1H20;
- **Aftermarket Exports:** R\$70.2 million in 2Q21, 98.3% higher than 2Q20. 1H21 was 75.1% higher than 1H20;
- **Original Equipment Exports:** R\$330.7 million in 2Q21, 137.2% higher than 2Q20. 1H21 was 74.6% higher than 1H20;





Key indicators								
(R\$ million)	2Q21 (a)	1Q21 (b)	2Q20 (c)	(a/b)	(a/c)	1H21 (d)	1H20 (e)	(d/e)
Net revenue	889.1	835.0	360.9	6.5%	146.4%	1,724.1	934.7	84.5%
EBITDA	262.9	199.2	(14.9)	32.0%	-1864.4%	462.1	76.6	503.3%
Adjusted EBITDA	174.1	199.2	14.3	-12.6%	1117.5%	373.3	105.8	252.8%
EBITDA margin	29.6%	23.9%	-4.1%	5,7 p.p.	33,7 p.p.	26.8%	8.2%	18,6 p.p.
Adjusted EBITDA margin	19.6%	23.9%	4.0%	-4,3 p.p.	15,6 p.p.	21.7%	11.3%	10,4 p.p.
Profit for the year	170.0	126.2	(39.5)	34.7%	-530.4%	296.2	(18.0)	-1745.6%
Adjusted net income	106.2	126.2	(17.5)	-15.8%	-706.9%	232.4	4.0	5710.0%
Net margin	19.1%	15.1%	-10.9%	4 p.p.	30 p.p.	17.2%	-1.9%	19,1 p.p.
Adjusted net margin	11.9%	15.1%	-4.9%	-3,2 p.p.	16,8 p.p.	13.5%	0.4%	13,1 p.p.

Brazil & Argentina Registration and Production (1H21 x 1H20)



Light vehicles (ths)	 Brazil	 Argentina	  Total
Sales	1,007.9 31.7%	172.4 40.0%	1,180.3 32.9%
Production	1,063.4 55.1%	193.6 123.9%	1,257.0 62.8%



Medium and heavy vehicle (ths)	 Brazil	 Argentina	  Total
Sales	66.3 52.1%	7.5 64.5%	73.8 53.3%
Production	85.0 94.6%	1.4 224.5%	86.4 95.8%

64.6%



Total vehicles production

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

Vehicle production in the main exports markets

Vehicle Production in the main export market (in thousands)	Jan-Jun 2021 (A)	Jan-Jun 2020 (B)	A/B
Production of Light vehicle	6,871	5,156	33.3%
Production of medium and heavy vehicle	288	203	41.9%
North America	7,159	5,359	33.6%
Production of Light vehicle	9,191	6,964	32.0%
Production of medium and heavy vehicle	298	221	34.8%
Europe	9,488	7,185	32.1%
Total Vehicle Production	16,648	12,545	32.7%

Source: IHS

Net Revenues Performance by Market

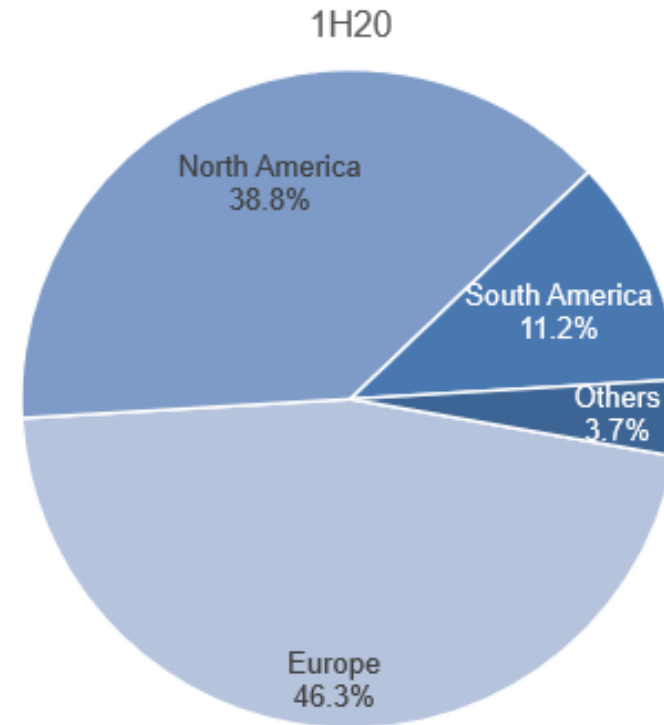
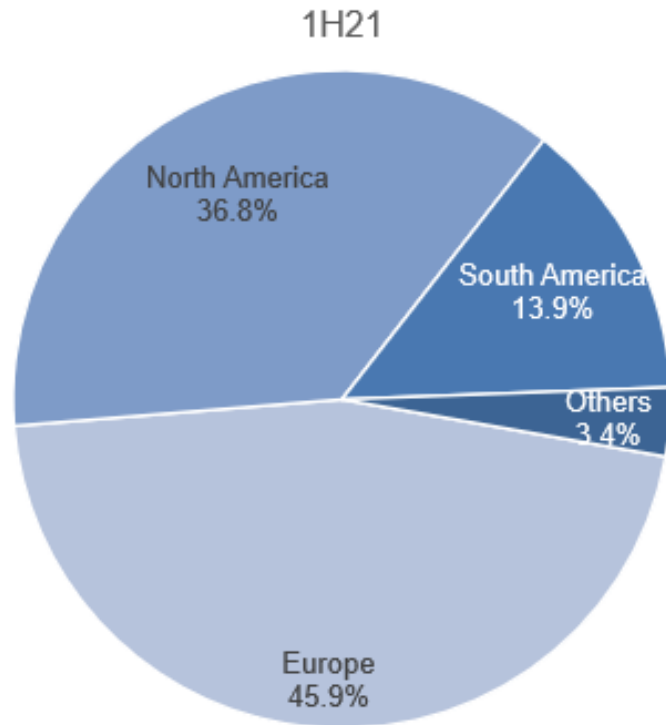
Net revenue by market (R\$ Million)		1Q21 (a)	Volume/Price (b)	FX-Variation (c)	2Q20 (d)	% volume/price impact (b/d)	% FX-impacts (c/d)	H.A. (%) (a/d)
Original equipment	Domestic ¹	244.7	176.5	(4.9)	73.1	241.4%	-6.7%	234.7%
	Export	330.7	118.5	72.8	139.4	85.0%	52.2%	137.2%
	Subtotal	575.4	295.0	67.9	212.5	138.8%	32.0%	170.8%
Aftermarket	Domestic ¹	243.5	154.4	(23.9)	113.0	136.6%	-21.1%	115.5%
	Export	70.2	31.8	3.0	35.4	89.8%	8.5%	98.3%
	Subtotal	313.7	186.2	(20.9)	148.4	125.5%	-14.1%	111.4%
Total		889.1	481.2	47.0	360.9	133.3%	13.1%	146.4%

¹ Domestic market includes Brazil and Argentina.

Net revenue by market (R\$ Million)		1S21 (a)	Volume/Price (b)	FX-Variation (c)	1S20 (d)	% volume/price impact (b/d)	% FX-impacts (c/d)	H.A. (%) (a/d)
Original equipment	Domestic ¹	478.7	246.3	(7.2)	239.6	102.8%	-3.0%	99.8%
	Export	634.8	123.8	147.5	363.5	34.1%	40.5%	74.6%
	Subtotal	1,113.5	370.1	140.3	603.1	61.4%	23.2%	84.6%
Aftermarket	Domestic ¹	481.0	259.7	(36.3)	257.6	100.8%	-14.1%	86.7%
	Export	129.6	45.0	10.6	74.0	60.8%	14.3%	75.1%
	Subtotal	610.6	304.7	(25.7)	331.6	91.9%	-7.8%	84.1%
Total		1,724.1	674.8	114.6	934.7	72.2%	12.3%	84.5%

¹ Domestic market includes Brazil and Argentina.

MAHLE Metal Leve's consolidated exports by region



Summary P&L

Gross margin

Summary P&L (R\$ million)	2Q21	2Q20	H.A.	V.A.	V.A.	1H21	1H20	H.A.	V.A.	V.A.
	(a)	(b)	(%) (a/b)	(%) (a)	(%) (b)	(c)	(d)	(%) (c/d)	(%) (c)	(%) (d)
Net sales revenue	889.1	360.9	146.4%	100.0%	100.0%	1,724.1	934.7	84.5%	100.0%	100.0%
Cost of sales	(628.0)	(317.0)	98.1%	-70.6%	-87.8%	(1,206.8)	(729.1)	65.5%	-70.0%	-78.0%
Gross profit	261.1	43.9	494.8%	29.4%	12.2%	517.3	205.6	151.6%	30.0%	22.0%

Summary P&L Expenses

▪ Selling expenses:

- Impacted principally by freight and variable selling expenses and increased by 146.4% against growth of 84.5% of net sales revenue, respectively in 2Q21 and 1H21 (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 2Q21 resulting from the exclusion of ICMS from the PIS and COFINS calculation basis.

Summary P&L (R\$ million)	2Q21	2Q20	H.A.	V.A.	V.A.	1H21	1H20	H.A.	V.A.	V.A.
	(a)	(b)	(%) (a/b)	(%) (a)	(%) (b)	(c)	(d)	(%) (c/d)	(%) (c)	(%) (d)
Net sales revenue	889.1	360.9	146.4%	100.0%	100.0%	1,724.1	934.7	84.5%	100.0%	100.0%
Selling and distribution expenses	(59.7)	(34.3)	74.1%	-6.7%	-9.5%	(108.3)	(77.5)	39.7%	-6.3%	-8.3%
General and administrative expenses	(24.1)	(19.4)	24.2%	-2.7%	-5.4%	(51.7)	(44.7)	15.7%	-3.0%	-4.8%
Technology and product development expenses	(10.9)	(11.0)	-0.9%	-1.2%	-3.0%	(26.8)	(30.2)	-11.3%	-1.6%	-3.2%
Other operating income (expenses)	60.6	(36.9)	-264.2%	6.8%	-10.2%	55.9	(45.6)	222.6%	3.2%	-4.9%
SG&A expenses to net sales revenue	9.4%	14.9%	-5,5 p.p.			9.3%	13.1%	-3,8 p.p.		

Net financial result

Finance income and costs (R\$ million)	2Q21 (a)	2Q20 (b)	Var. (a-b)	1H21 (c)	1H20 (d)	Var. (c-d)
Interest income on financial investments	3.8	2.8	1.0	9.3	4.2	5.1
Interest on loans	(2.3)	(7.0)	4.7	(9.7)	(10.9)	1.2
Other income	8.2	0.5	7.7	7.9	1.8	6.1
Finance costs, net	9.7	(3.7)	13.4	7.5	(4.9)	12.4
1. Accounts receivable / Accounts payable Exchange Var. (1.1. + 1.2.)	(16.3)	(1.2)	(15.1)	(14.4)	24.6	(39.0)
1.1. Exchange Variation	(32.5)	5.4	(37.9)	(19.1)	55.5	(74.6)
1.2. FX-Hedging	16.2	(6.6)	22.8	4.7	(30.9)	35.6
2. ACC Exchange Variation	10.9	(15.0)	25.9	10.2	(75.8)	86.0
3. Other transactios	(8.7)	7.9	(16.6)	(6.8)	10.4	(17.2)
Exchange variation and Gain (loss) on derivatives (ii) - (1+2+3)	(14.1)	(8.3)	(5.8)	(11.0)	(40.8)	29.8
Monetary variation, net	(7.3)	(6.2)	(1.1)	(12.6)	(11.9)	(0.7)
Other	(0.3)	(1.6)	1.3	(1.9)	(2.8)	0.9
Monetary variation, net + Others (iii)	(7.6)	(7.8)	0.2	(14.5)	(14.7)	0.2
Finance income (costs) (i + ii + iii)	(12.0)	(19.8)	7.8	(18.0)	(60.4)	42.4

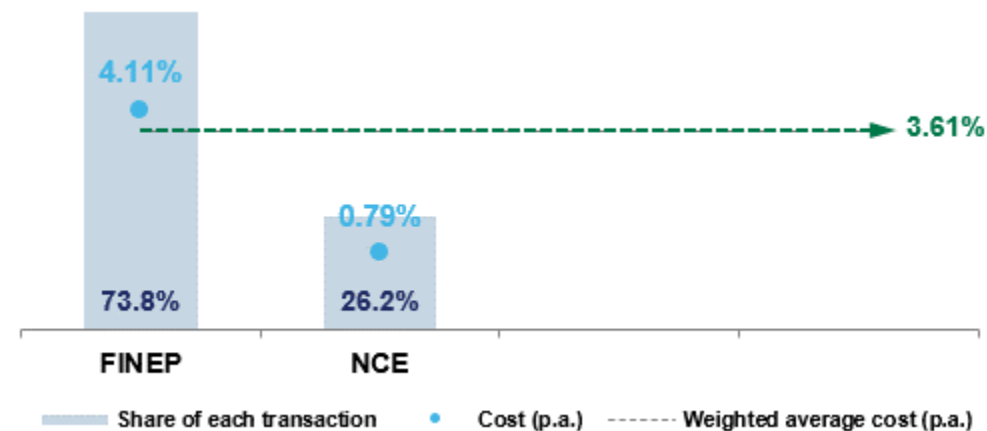
Interest rates and volumes (average)	2Q21 (a)	2Q20 (b)	Var. (a-b)	1H21 (c)	1H20 (d)	Var. (c-d)
Investment Yield	11.1%	3.2%	7,9 p.p.	6.9%	3.4%	3,5 p.p.
Cost of debt	3.5%	4.2%	-0,7 p.p.	4.0%	4.0%	0 p.p.
Investments - average (R\$ million)	190.4	403.4	-52.8%	155.1	338.0	-54.1%
Average debt (R\$ million)	(198.6)	(668.4)	-70.3%	(156.2)	(594.6)	-73.7%

Indebtedness

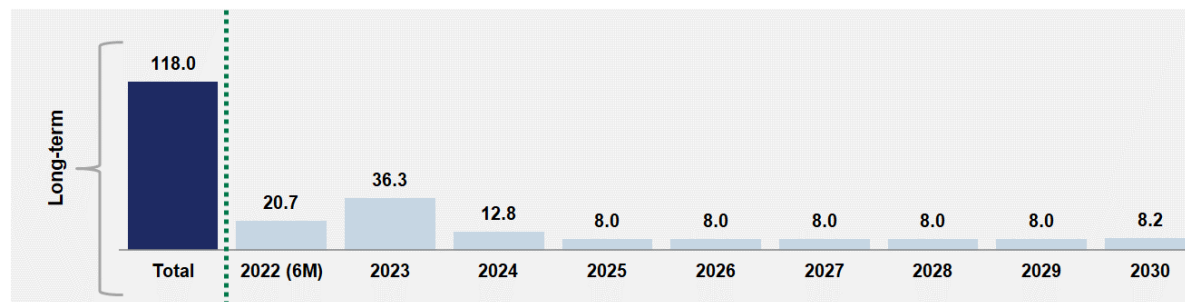
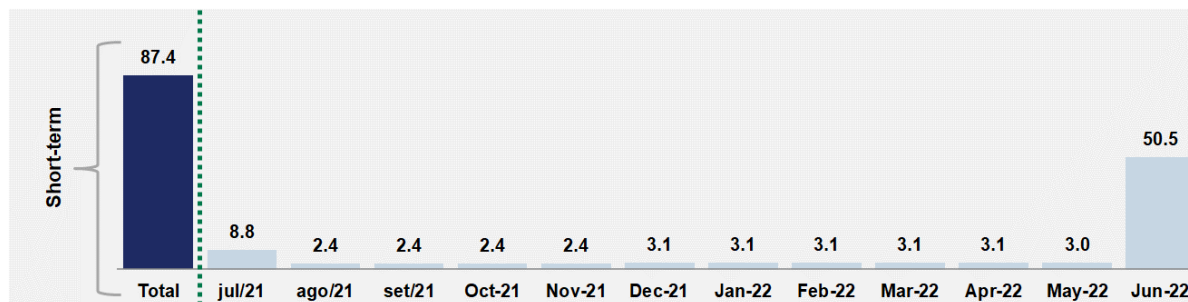
- The **Net indebtedness** is shown below:

Net debt (R\$ million)	06.30.2021 (a)	12.31.2020 (b)	Variation (a-b)	% Debt (a)	% Debt (b)
Cash / banks / cash investments/ Loans to related parties (i):	295.2	685.5	(390.3)		
Liabilities (ii)	(205.4)	(552.3)	346.9	100%	100%
Short-term	(87.4)	(402.4)	315.0	43%	73%
Long-term	(118.0)	(149.9)	31.9	57%	27%
Net position (i - ii)	89.8	133.2	(43.4)		

- The chart below shows our borrowings **by type** with respective **costs**, and weighted average cost in the end of 2Q21:



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



Capex and Depreciation

CAPEX & Depreciation (R\$ million)	1H21	1H20
Capex	26.9	8.6
Total depreciation	50.9	51.4
Capex	1H21	1H20
% of Net sales revenue	1.6%	0.9%
% of Depreciation	52.8%	16.7%
Net sales revenue	1,724.1	934.7

Questions & Answers