

06/09/2010, 10:00 to 12:00 h



## **Press release on the business development in the 1st half of 2010 and outlook for the MAHLE Group**

## Agenda

- Business environment/economic situation in the automotive industry
- Business development in 2010 and outlook
- Development of the MAHLE Group
- Preview of the IAA 2010

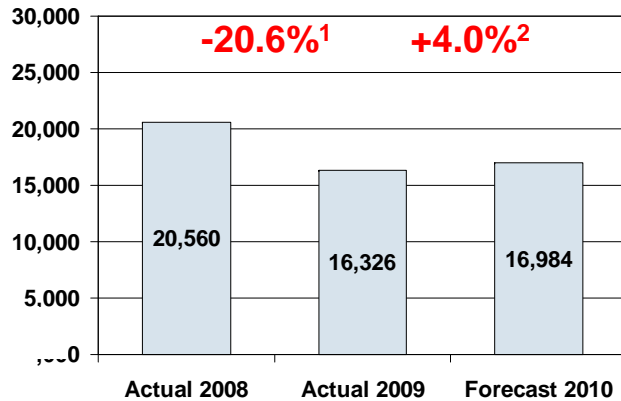
## Business environment/economic situation

### Production of passenger cars and light commercial vehicles 2009/2010 [in thousand pcs.]

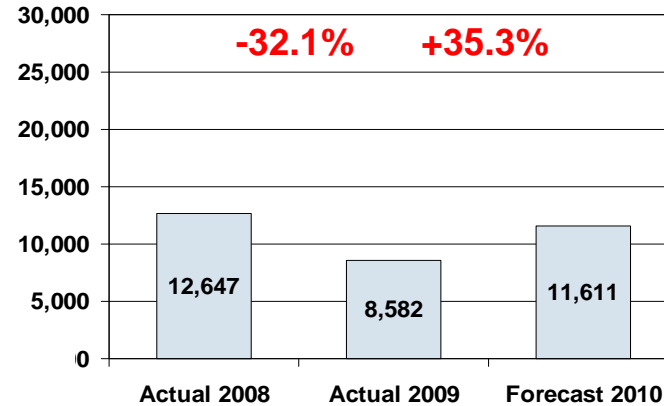
# MAHLE

*Driven by performance*

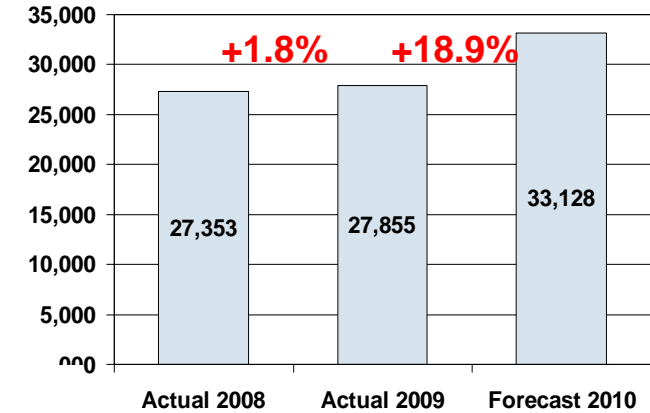
#### Europe



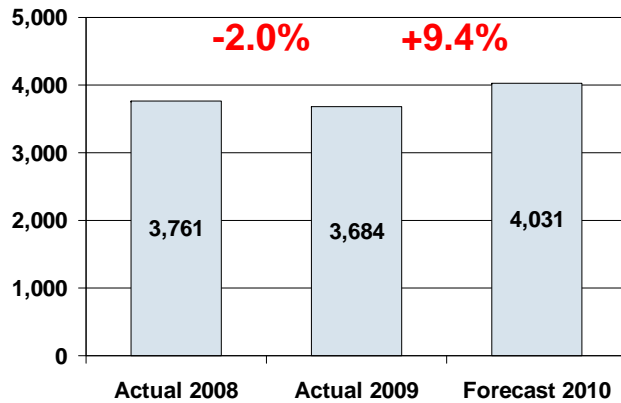
#### NAFTA



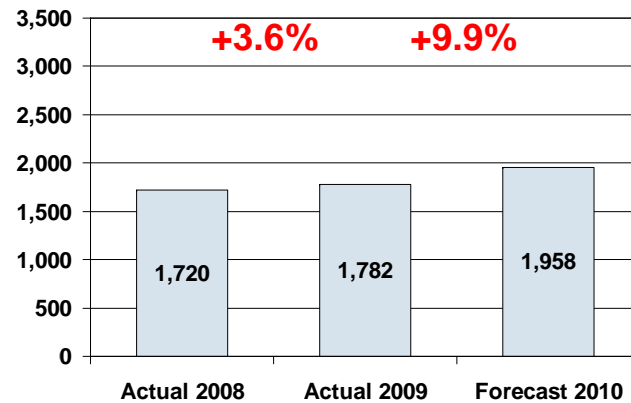
#### Asia/Pacific



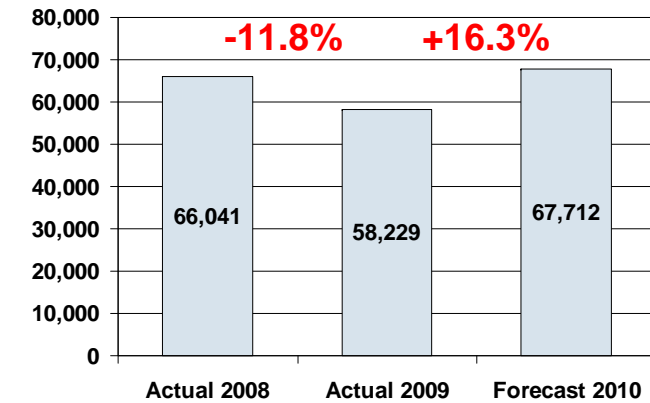
#### Mercosur



#### ROW



#### World market



Source: CSM AutoBase June 2010

<sup>1</sup> Comparison Actual 2009 with Actual 2008

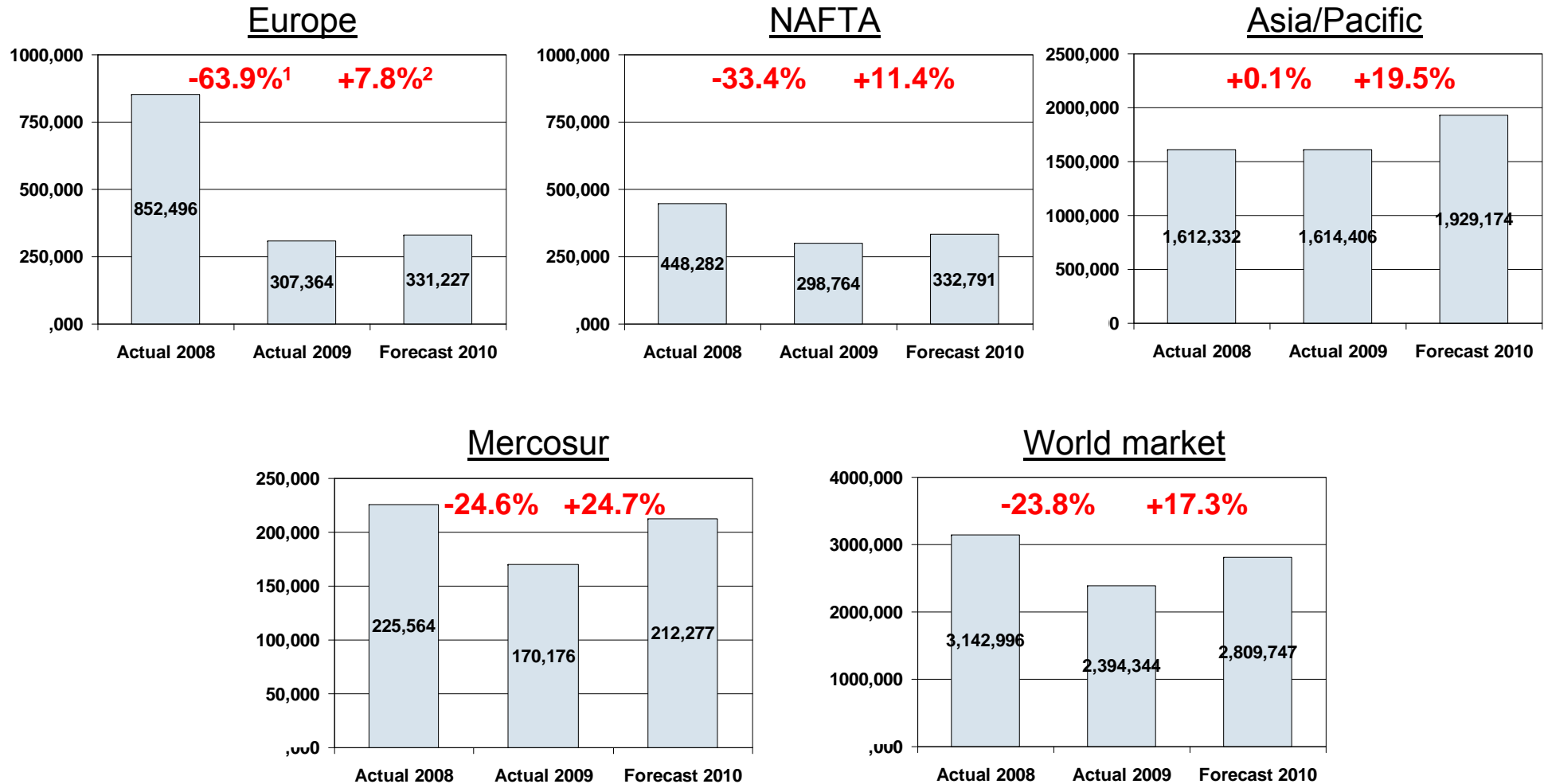
<sup>2</sup> Comparison Forecast 2010 with Actual 2009

# Business environment/economic situation

## Production of heavy commercial vehicles and buses (>6 t) 2009/2010 [in pcs.]



Driven by performance



Source: CSM AutoBase June 2010

<sup>1</sup> Comparison Actual 2009 with Actual 2008

<sup>2</sup> Comparison Forecast 2010 with Actual 2009

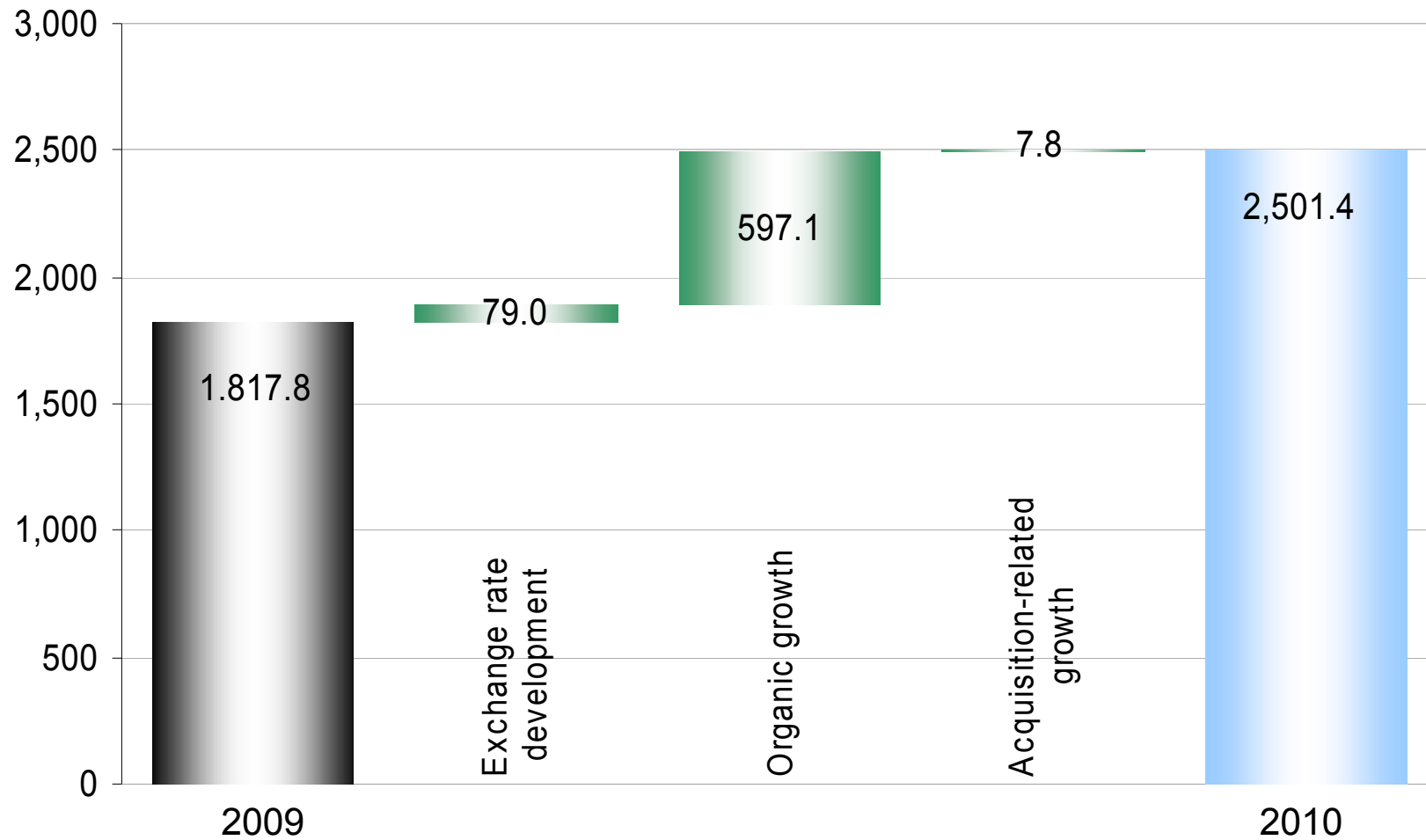
# Business development in 2010 – MAHLE Group

## Sales in comparison with previous year – 1st half-year

[Mio. EUR]



*Driven by performance*



# Business development in 2010 – MAHLE Group

## Sales contribution by region

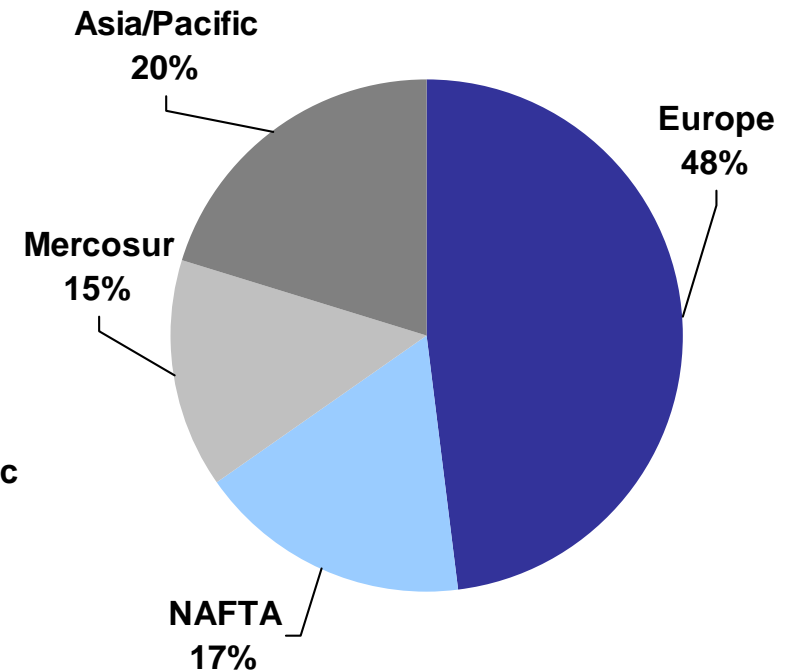
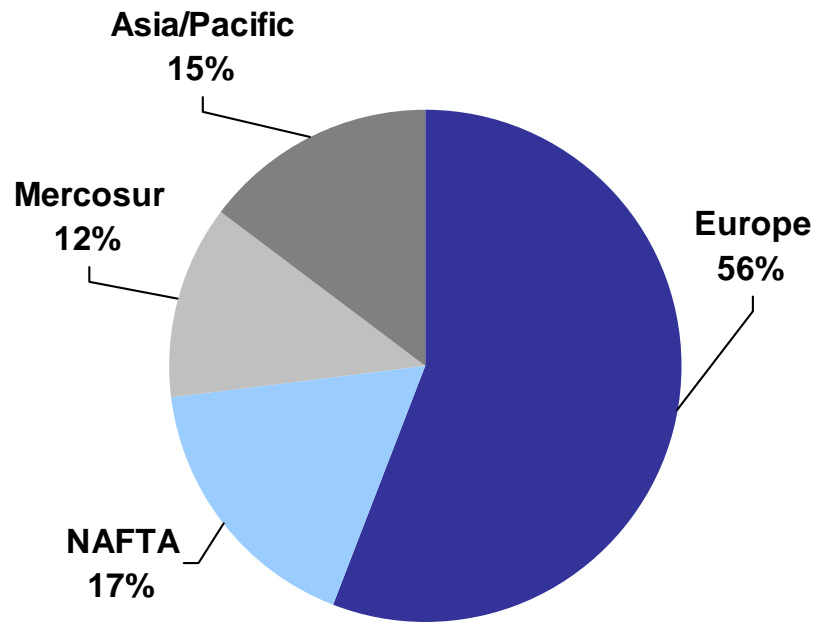
1st half-year 2008 – 1st half-year 2010



*Driven by performance*

**Total 2,669 million EUR**

**Total 2,501 million EUR**



- Europe
- NAFTA
- Mercosur
- Asia/Pacific

**1 – 6/2008**

**1 – 6/2010**

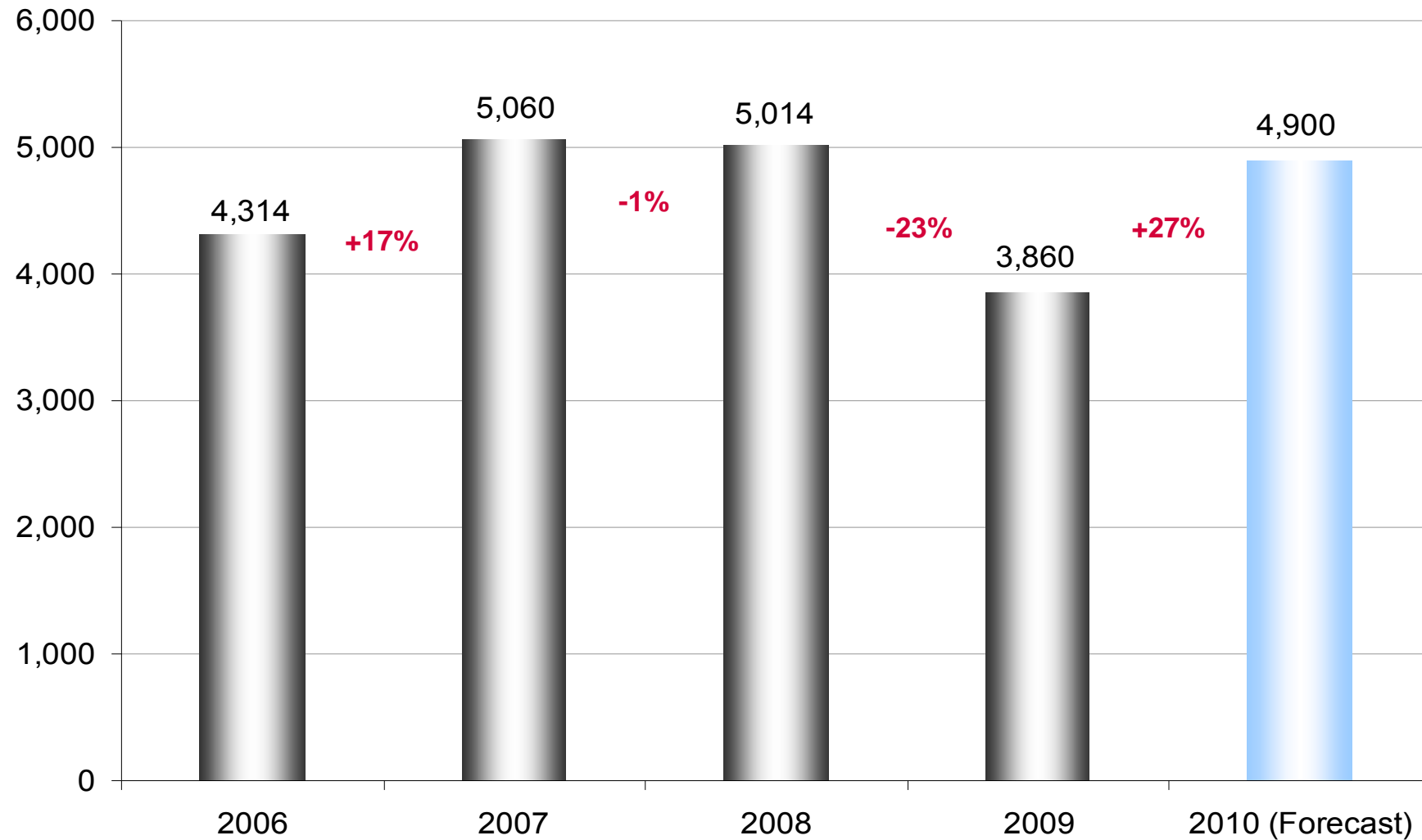
# Business development in 2010 – MAHLE Group

## Sales development

[million Euro]



*Driven by performance*

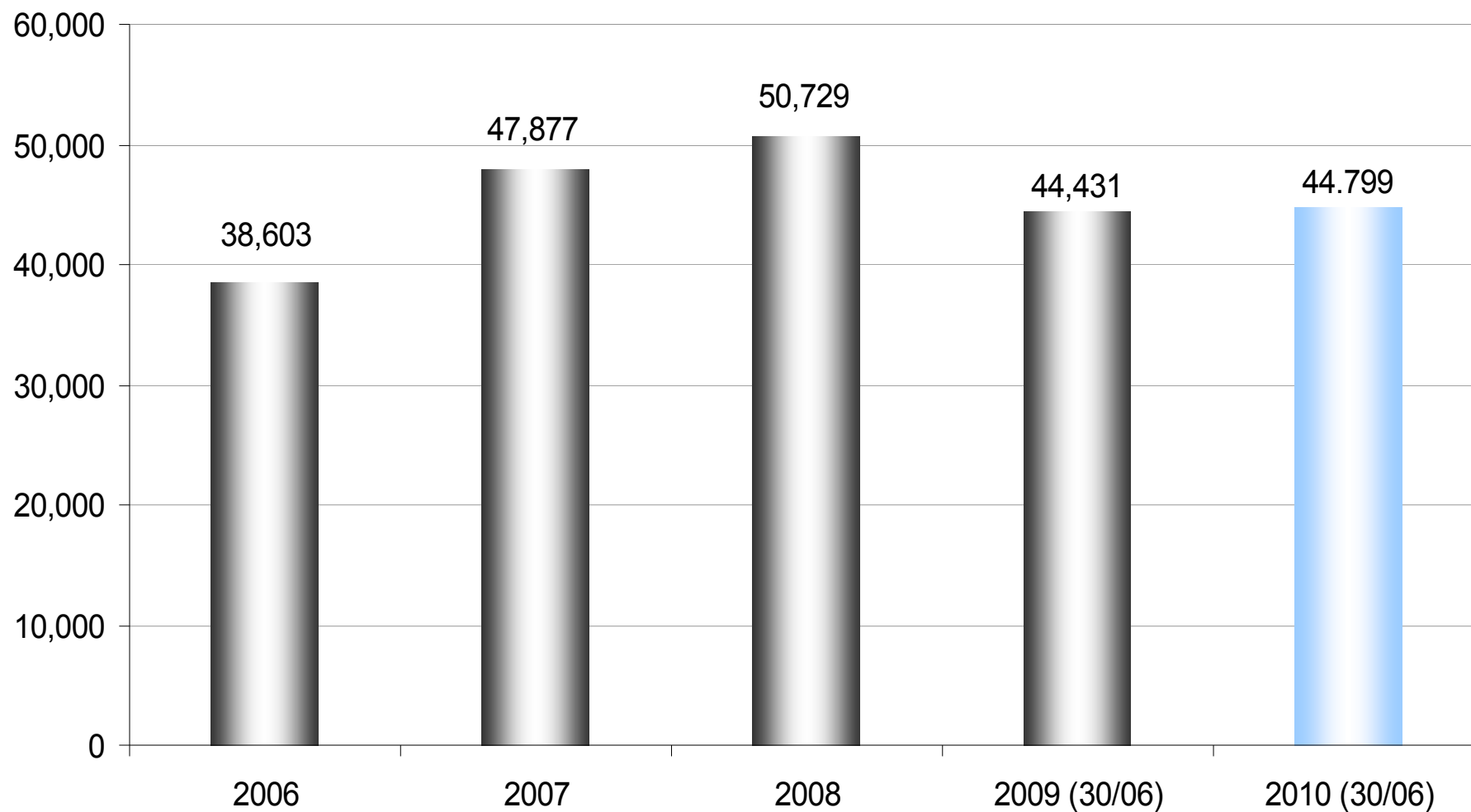


## Business development in 2010 – MAHLE Group

### Headcount development

**MAHLE**

*Driven by performance*



Development of the MAHLE Group

MAHLE Behr Industry in Stuttgart/Germany

**MAHLE**

*Driven by performance*

### **MAHLE implements take-over of majority share in Behr Industry**

In 2009, the industry division of Behr Group achieved sales of 178 million euros and currently employs approximately 950 employees in five locations in Germany and the USA.



MAHLE Behr Industry in Stuttgart/Germany



MAHLE Behr Industry in Reichenbach/Germany

# Development of the MAHLE Group

## MAHLE and Behr sign share agreement

### Production locations



*Driven by performance*



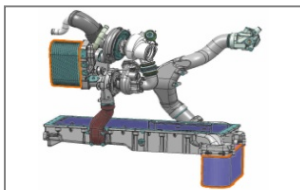
### Behr product and technology

#### Products

##### Indirect charge air cooling for passenger cars



##### Indirect charge air cooling for Heavy Duty Vehicles



##### Exhaust gas cooling



#### Description

- Indirect charge air cooling increases power output, increases efficiency and reduces emissions of turbocharged engines
- To further reduce emissions it is possible to implement control strategies for the charge air temperature

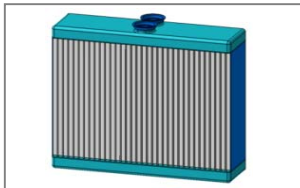
- Heavy Duty Vehicles benefit from turbocharging and indirect charge air cooling significantly, e.g. exhaust gas aftertreatment like SCR may not be necessary

- Cooled exhaust gas recirculation (EGR) reduces emissions without need of additional reducing agents, e.g. urea
- Cooled EGR can be combined with other emission reduction systems or can be used solely to comply with emission regulation

## Behr product and technology

### Product

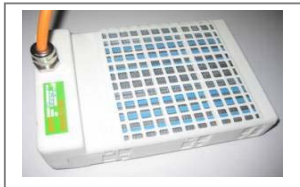
#### Behr HIPEX



### Description

- High power radiator, operates with low volume flows
- Integrating HIPEX in a modified heating circuit reduces thermal losses significantly and uses the engine's heat more efficiently
- Implementing vehicle cabin climate control in the Thermal Management strategy of the complete vehicle reduces volume flows and peripheral equipment costs

#### High voltage PTC



- Usage for battery electric vehicles (BEVs) with voltage levels up to 300 Volts
- Information: BEV do not generate the heat to warm up the vehicle cabin

#### Heat pump



- Heat pumps can be used for BEVs instead of high voltage PTCs. A high voltage PTC reduces the vehicle's operating range due to its power consumption
- In average 20 per cent of the electrical energy available in BEVs is used to warm up the vehicle cabin. A heat pump can reduce this figure almost by half

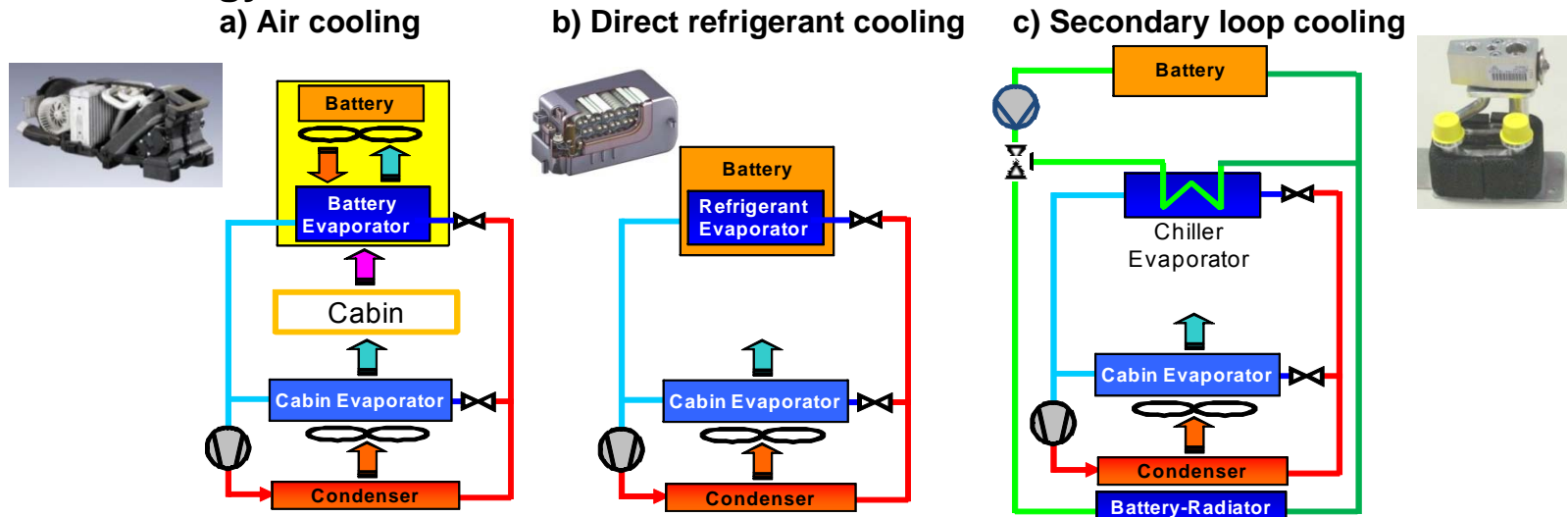
# Development of the MAHLE Group

## Integration of powertrain thermal management and vehicle cabin climate control for future vehicles



Driven by performance

### Behr product and technology



Simplicity of interface battery ↔ cooling system	+	0	0
Package	--	++	0
Simplicity of system, weight	0	++	-
Acoustics	-	+	+
Energy efficiency	0	0	++
Integration of heating function	0	--	++

### Target Applications

HEV (SUV), EV

HEV, PHEV

EV, PHEV, HEV

**MAHLE**

*Driven by performance*



Preview of the IAA 2010

## Innovative cooling and air-conditioning solutions by MAHLE Behr Industry

**MAHLE**

*Driven by performance*

In today's engines, thermal management plays an increasingly important role. Following its acquisition of Behr Industry, MAHLE is now active in the market of complete cooling and air-conditioning solutions for off-highway vehicles and industrial applications.



Cooling module for building and agricultural machines

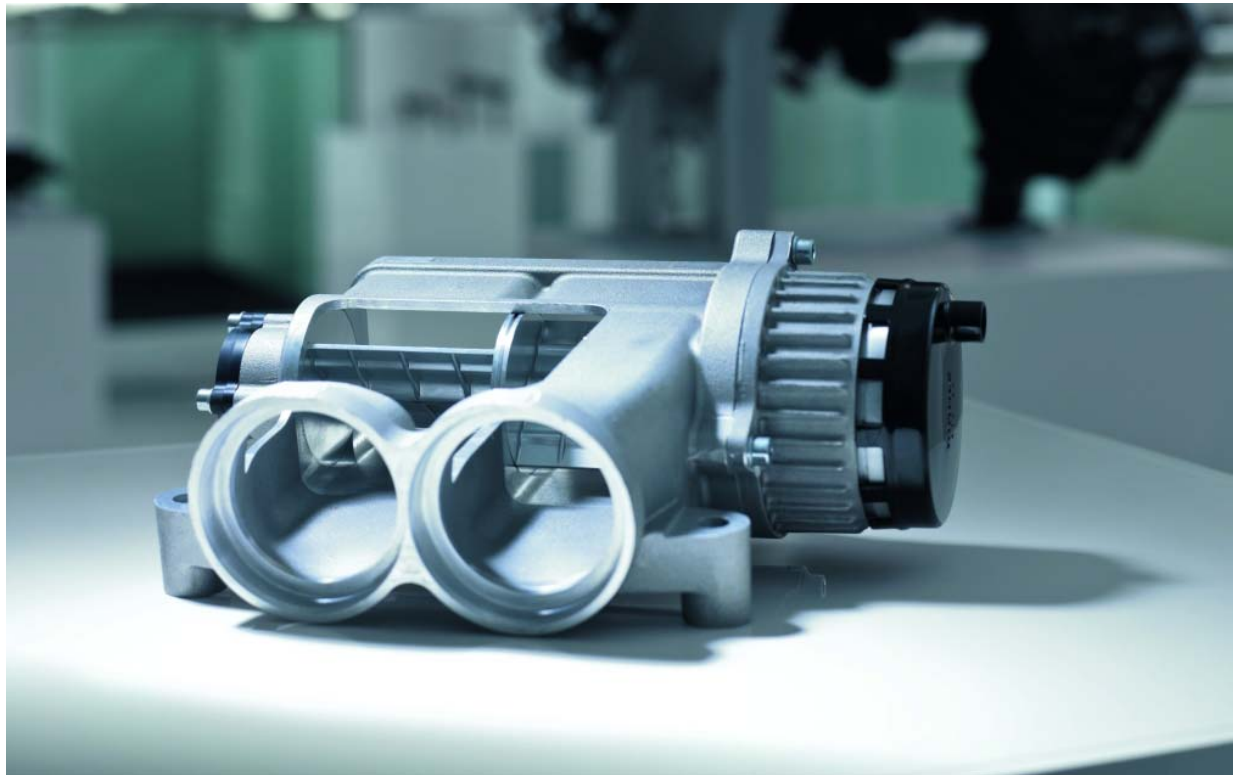
Preview of the IAA 2010

## Exhaust gas recirculation combined with reduced fuel consumption

**MAHLE**

*Driven by performance*

Better fuel economy and lower pollution emissions are top priority on the development agenda. With innovative demand-controlled exhaust gas recirculation, MAHLE is able to reduce NO<sub>x</sub> emissions while lowering fuel consumption.



Charge air valve (SLV)

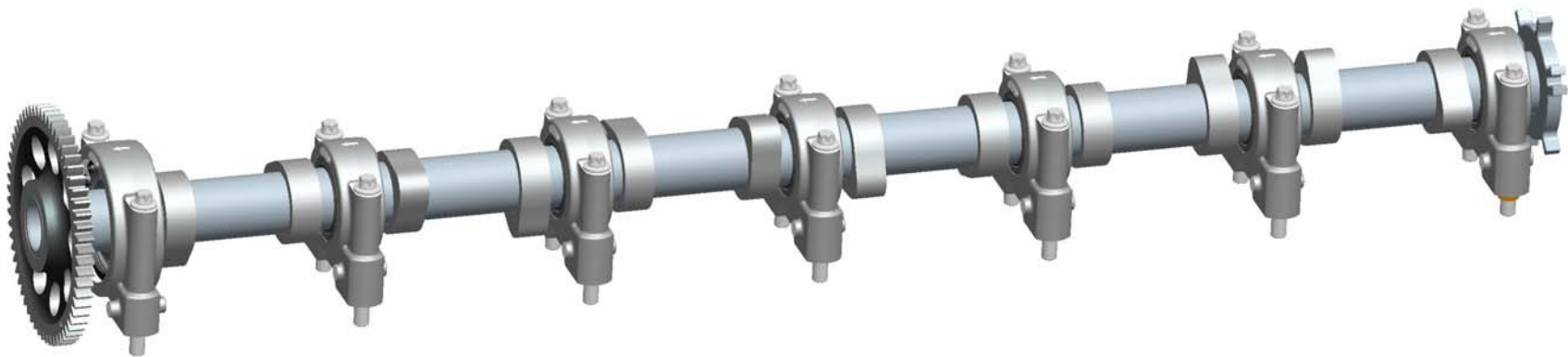
Preview of the IAA 2010

## State-of-the-art mechanical system lowers CO<sub>2</sub> emissions

**MAHLE**

*Driven by performance*

Lightweight composite camshafts fitted with low-friction rolling bearings offer significant CO<sub>2</sub> savings potential in commercial vehicle engines.



Rolling bearing camshaft

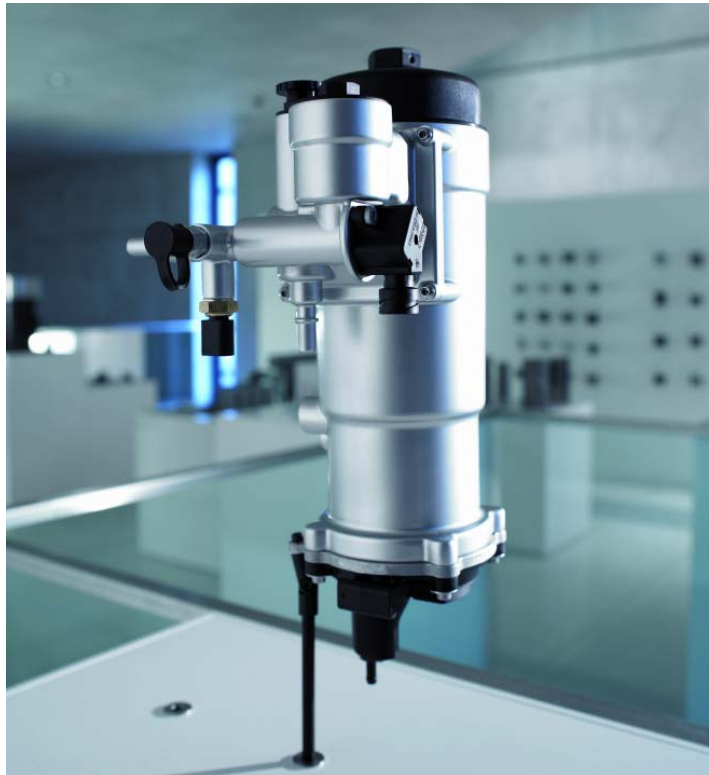
Preview of the IAA 2010

## Filtration is environmental protection

**MAHLE**

*Driven by performance*

The environmental compatibility of commercial vehicle diesel engines is defined primarily by an optimal combustion process with low pollution emissions. However, other media in the engine must also undergo intensive treatment with a view to sustainable environmental protection—the fuel and engine oil, for example.



BlueDrain<sup>®</sup> system

**MAHLE**

*Driven by performance*

**Thank you for your attention.**