



Technology with Vision

HELLA Investor Update

Conference Call, July 25, 2019

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HELLA meets financial targets FY 2018/19; special dividend proposed; guidance FY 2019/20 reflects negative market environment

Executive Summary

A	Preliminary Results FY 2018/19	<ul style="list-style-type: none"> ■ Preliminary growth of adjusted sales HELLA Group at 5.0% YoY ■ Preliminary adjusted EBIT +32.5 mill. EUR (+5.9% YoY) at 585 mill. EUR ■ Preliminary adjusted EBIT margin +0.1pp to 8.4%
B	Dividend Proposal FY 2018/19	<ul style="list-style-type: none"> ■ Regular dividend of EUR 1.05 per share (previous year: EUR 1.05) ■ Special dividend of EUR 2.30 per share proposed to reflect strong balance sheet and the successful Wholesale disposal
C	Guidance FY 2019/20	<ul style="list-style-type: none"> ■ Portfolio and currency adjusted Group sales expected in the range from 6.5 bn. EUR to 7.0 bn. EUR (previous year portfolio adjusted: 6,770 mill. EUR*) ■ Adjusted EBIT margin (excluding restructuring and portfolio effects) expected in the range from 6.5% to 7.5% (previous year portfolio adjusted 8.4%*)

Note: All figures for FY 2018/19 are preliminary. Financial report will be published at August 9th, 2019

* See Backup






HELLA fulfils the company outlook for FY 2018/19: Development of KPIs within given forecast ranges

A. Preliminary Results FY 2018/19

GUIDANCE FY 2018/19

June 1, 2018 to May 31, 2019

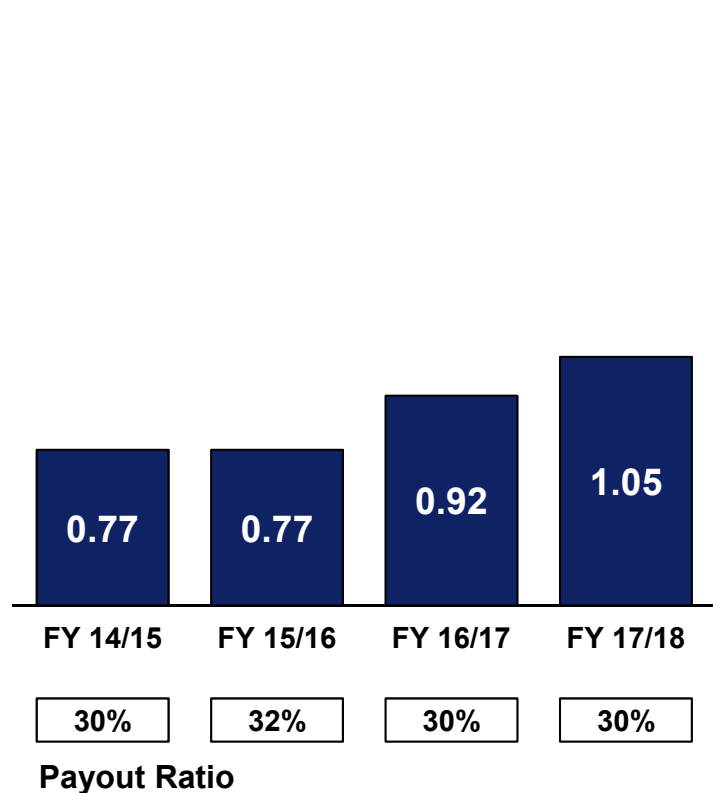
PRELIMINARY RESULTS FY 2018/19

<p>Currency and portfolio adjusted sales growth</p>	<p>At the lower end of the given forecast range from 5 to 10 percent</p>	<ul style="list-style-type: none"> ■ Adjusted growth of 5.0% ■ Adjusted sales at 6,968 mill. EUR 
<p>Adjusted EBIT growth excluding restructuring and portfolio effects</p>	<p>In the lower half of the given forecast range from 5 to 10 percent</p>	<ul style="list-style-type: none"> ■ Growth of 5.9% ■ Adjusted EBIT at 585 mill. EUR 
<p>Adjusted EBIT margin excluding restructuring and portfolio effects</p>	<p>Approximately at the prior year's level</p>	<ul style="list-style-type: none"> ■ Increase by +0.1ppt to 8.4% 

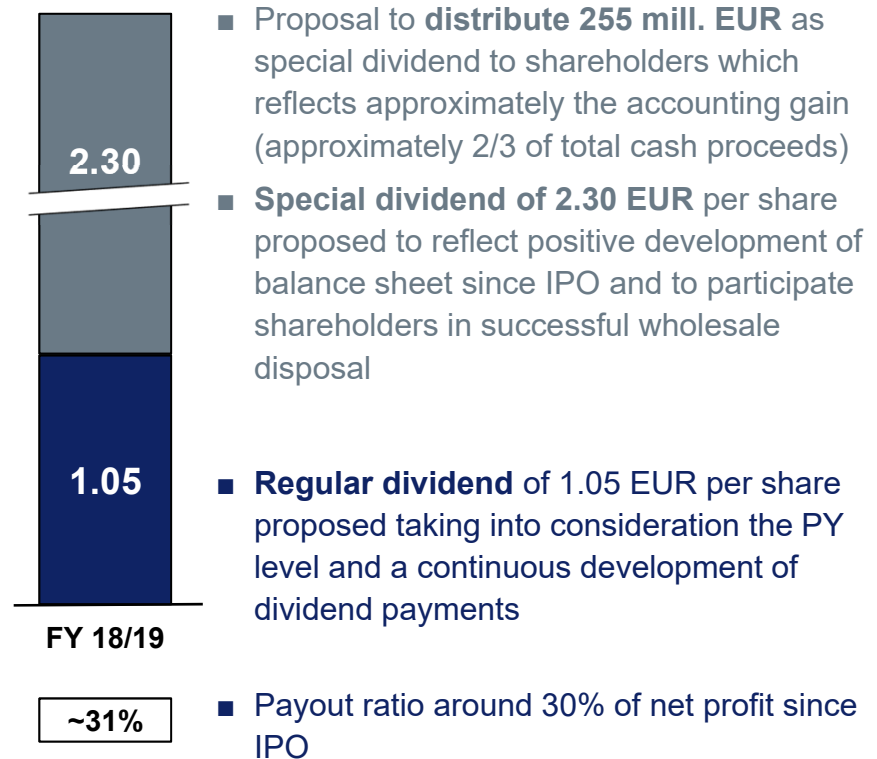
Stable regular dividend and special dividend proposed to let shareholder participate in successful Wholesale disposal

B. Dividend Proposal FY 2018/19

Development of HELLA dividend per share in EUR



Dividend proposal for FY 2018/19 per share in EUR



Dividend proposal reflects positive development of balance sheet since IPO

B. Dividend Proposal FY 2018/19

Development of selective balance sheet ratios HELLA Group

	FY 14/15	FY 15/16	FY 16/17	FY 17/18	FY 18/19 prelim.
EQUITY-RATIO (EX CASH)	49%	48%	49%	51%	60%
CASH (EUR bn.)	1.0	0.9	1.1	1.0	1.4
GROSS DEBT (EUR bn.)	1.1	1.2	1.4	1.2	1.4
NET DEBT (NET CASH) (EUR bn.)	-0.1	-0.2	-0.3	-0.2	+0.1

- **Leverage ratio remains low, actual credit rating** by Moody's (BAA1)
- **Strong financial basis** to further **invest** in **future technologies** and **growth**
- **Almost no impact** on **future EPS**

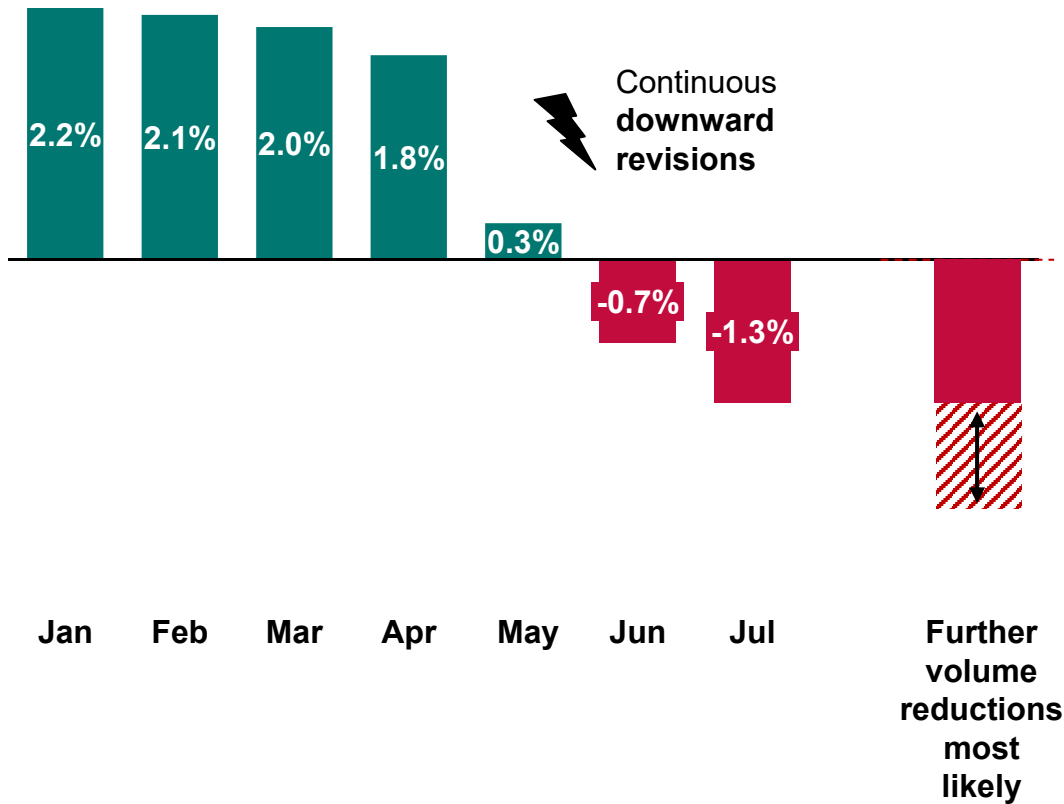
Market outlook characterized by uncertainties and a continuous downward trend in predicted automotive production is expected

C. Guidance FY 2019/20 – Market Outlook

Unstable market environment

Global Light Vehicle Production

Comparison of IHS LVP estimates Forecast for Fiscal Year 2019/20



- **High uncertainties** in market environment, especially due to **global trade restrictions/tensions** and unclear **Brexit**
- **Global declining economic expectations**, especially **further demand decline** in **China**
- **CY 2019 IHS LVP -4.5%** expected as of July 2019
- Further **high volatility**
- **No recovery** in **H2 FY 19/20** expected, further **downward revisions** in upcoming forecasts most likely

Despite declining industry trend and further high uncertainties, HELLA still expects to outperform the market

C. Guidance FY 2019/20 – Company Outlook

Against the backdrop of declining sector-specific framework and high insecurities HELLA is currently expecting the following for FY 2019/20:



GUIDANCE

Fiscal Year 2019/20

June 1, 2019 to May 31, 2020

Currency and portfolio
adjusted **sales**

In the range
from **6.5 to 7.0 billion EUR**

Adjusted **EBIT margin**
excluding restructuring and
portfolio effects

In the range
from **6.5% to 7.5%**



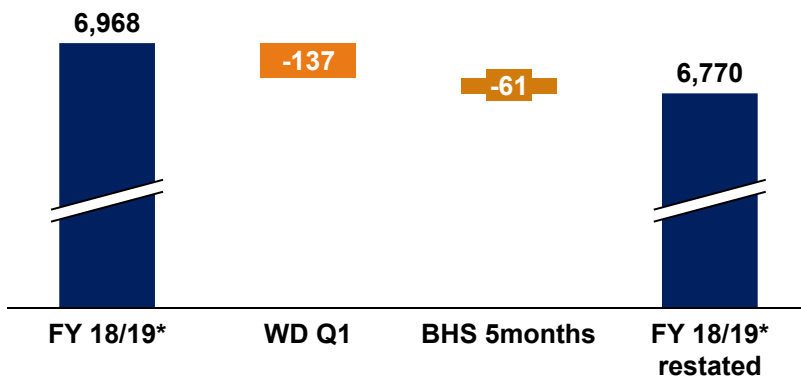


BACKUP



FY 2018/19 sales and adjusted EBIT need to be restated due to portfolio changes in Aftermarket Backup – Restatements

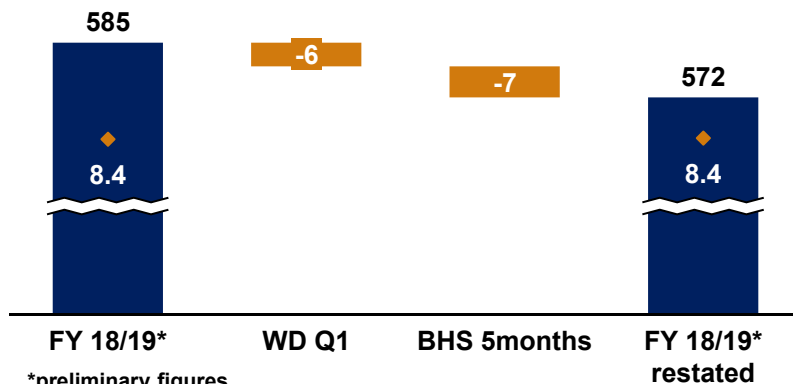
Bridge HELLA Group sales in EUR millions



COMMENT

- As basis for FY 2019/20 guidance, **3 months Wholesale sales of 137 mill. EUR need to be excluded** from FY 2018/19
- Furthermore, termination of **Behr HELLA Service (BHS) JV** at 31.12.2019: **5 months JV contribution of 61 mill. EUR need to be excluded**

Bridge HELLA Group adjusted EBIT in EUR millions



COMMENT

- Respective EBIT contribution of **Wholesale** business **approx. 6 mill. EUR EBIT to be excluded** from FY 2018/19 numbers
- For **BHS JV**, around **7 mill. EUR EBIT contribution thereof ~ 3 mill. EUR at equity result missing**



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