



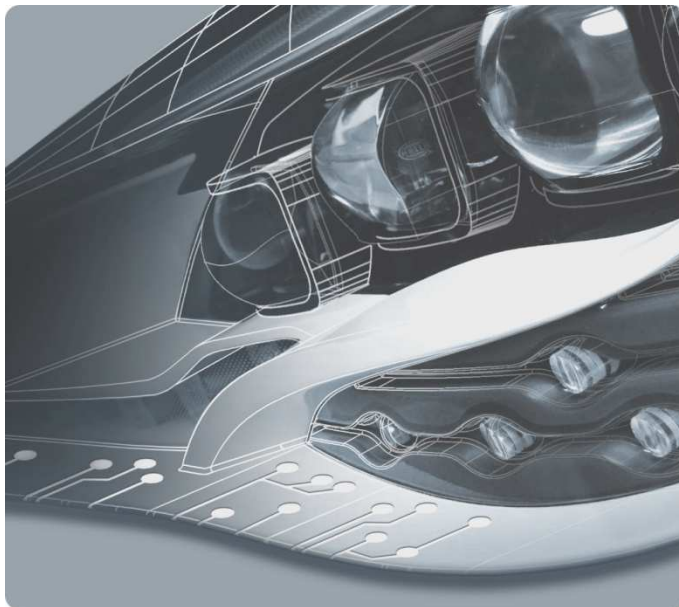
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# HELLA Investor Update

Conference Call on December 8, 2020

**Dr. Rolf Breidenbach, CEO**

**Bernard Schäferbarthold, CFO**



## Disclaimer

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# Preliminary results for Q2 FY 2020/21 well above PY; outlook for FY 2020/21 raised due to better-than-expected market development

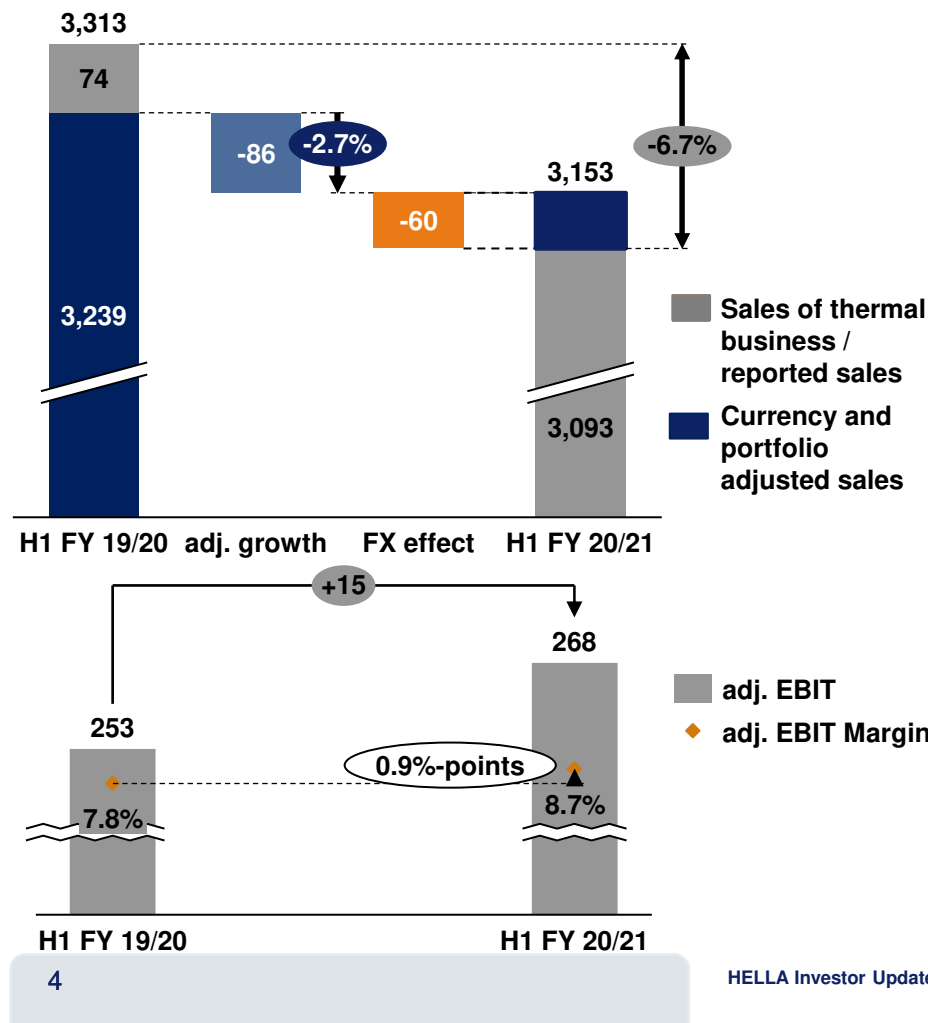
## Executive Summary

<p><b>A</b></p>	<p><b>PRELIM. RESULTS</b> H1 FY 2020/21</p>	<ul style="list-style-type: none"> <li>■ <b>Preliminary currency- and portfolio-adjusted sales</b> HELLA Group <b>Q2 FY 2020/21</b> at <b>1.8 billion EUR</b> (PY 1.7 billion EUR), <b>prelim. H1 FY 2020/21</b> at <b>3.2 billion EUR</b> (PY 3.2 billion EUR)</li> <li>■ <b>Preliminary adjusted Q2 FY 2020/21 EBIT</b> at <b>212 million EUR</b> (PY 142 million EUR), <b>prelim. H1 FY 2020/21</b> at <b>268 million EUR</b> (PY 253 mill. EUR)</li> <li>■ <b>Preliminary adjusted Q2 FY 2020/21 EBIT margin</b> at <b>12.1 percent</b> (+3.8%-points), <b>prelim. H1 FY 2020/21 EBIT margin</b> at <b>8.7 percent</b> (+0.9%-points)</li> </ul>
<p><b>B</b></p>	<p><b>GUIDANCE</b> FY 2020/21</p>	<ul style="list-style-type: none"> <li>■ Very <b>positive YTD development</b> and <b>better-than-expected market expectation</b> led to <b>raise</b> of original <b>guidance</b> given August 2020 despite high uncertainties in the market for the upcoming quarters</li> <li>■ HELLA now expects <b>Group currency- and portfolio-adjusted sales in the range from 6.1 billion EUR to 6.6 billion EUR</b> (previously 5.6 billion EUR to 6.1 billion EUR)</li> <li>■ <b>Adj. EBIT margin expected in the range of around 6.0% to 8.0%</b> (previously: 4.0% to 6.0%), additional <b>income</b> from the sale of the <b>camera software business expected</b></li> <li>■ <b>Guidance assumes</b> that there will be <b>no further COVID-19 lockdowns</b> that have a material impact on HELLA's business</li> </ul>

# Faster market recovery and consistent cost management approach supported strong financial performance

## A. H1 FY 2020/21 – preliminary results

### Preliminary financials



### Comments

- **Strong market devolvement** with better-than-expected LVP drove Group sales
- **Preliminary currency- and portfolio-adjusted group sales H1 FY 2020/21 -2.7% to 3.2 billion EUR, Q2 +4.4% to 1.8 billion EUR**
- **H1 FY 2020/21 preliminary adj. EBIT margin increased 0.9%-points to 8.7%, Q2 +3.8%-points to 12.1%**
- **Preliminary H1 FY 20/21 adj. EBIT at 268 million EUR (+15 million EUR), Q2 at 212 million EUR (+70 million EUR)**
- **Fast recovery, clear customer & technology focus and stringent cost management led to increase of profitability in Q2**
- **HELLA on track but part of recovery only snapshot** with volatile markets and increasingly intense competition
- **Restart and ramp-up of activities** in the coming months

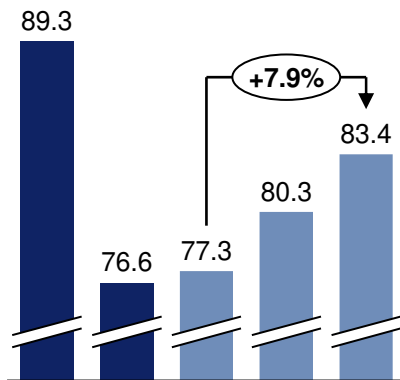


# Improved market outlook but recovery still volatile depending on COVID-19 pandemics

## B. Guidance FY 2020/21 – market outlook

### Still volatile market environment

GLOBAL IHS ESTIMATES FOR FY 20/21 (MILLION UNITS)

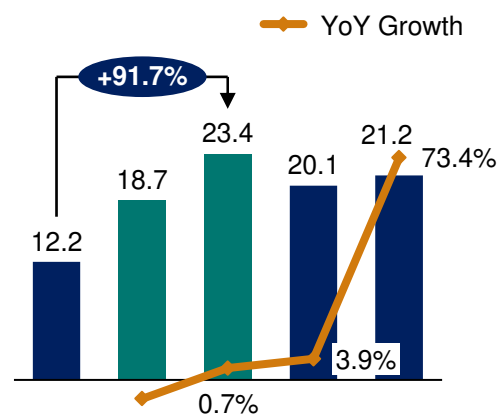


IHS ESTIMATES AS OF

Jan 20	May 20	July 20	Sep 20	Nov 20
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- Stabilization of IHS estimates since July 2020 and improved industry outlook
- Still uncertainties with respect to the LVP in upcoming quarters
- Insecurities especially for European market

IHS (JULY 20) LVP PER QUARTER (MILLION UNITS)



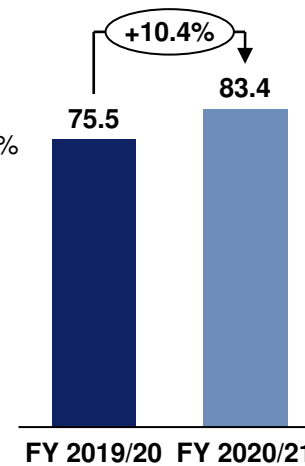
IHS (NOVEMBER) FOR:

Q4 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21
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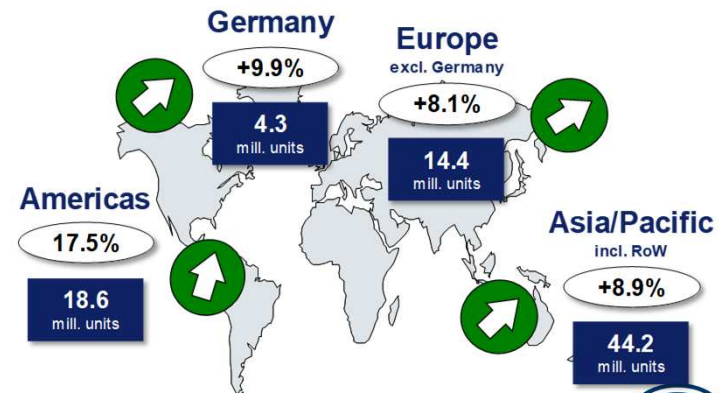
- Q1 and Q2 FY 20/21 have shown significant growth after restart of OE production
- H1 FY 20/21 LVP better than expected compared to the beginning of the FY 20/21, driven by China growing at 9.1%YoY
- LVP growth expected in Q3 and especially in Q4

### IHS as of November 16, 2020:

GLOBAL IHS LVP FOR FY 20/21 (MILLION UNITS)



- Improved IHS outlook again with expected growth of 10.4% to 83.4 million units
- Recovery tied to H2 FY 20/21 with expected growth of 30.8%, H1 FY 20/21 down -4.3%
- Germany and NSA with highest growth in H2 of 40.5% and 57.7%
- HELLA still assumes that the global LVP will only return to 2017/2018 levels in the medium term



# New outlook for the fiscal year 2020/21 reflects positive current trading and better-than-expected market development

## B. Guidance FY 2020/21 – company outlook

### Outlook



### GUIDANCE

Fiscal Year 2020/21

June 1, 2020 to May 31, 2021

Currency and portfolio adjusted  
**Group sales**

In the range from  
**6.1 billion to 6.6 billion EUR**

Adjusted **EBIT margin**  
excluding restructuring, the expected income from the sale of the camera software business and portfolio effects

In the range of around  
**6.0% to 8.0%**

### Comments

- The new **guidance** for **FY 2020/21** assumes that there will be **no further COVID-19 lockdowns** that have a **material impact on HELLA's business**
- **Adj. EBIT** does **not include** the expected **approx. 100 million EUR extraordinary** (pre-tax) **gain from sale of software** business to Car.Software Org of Volkswagen AG. This effect will **increase** the adj. EBIT
- **Market environment** still remains **very volatile**
- **Reduced mid-term market volumes, increasing competition** and the **ongoing transformation of mobility** make **continuation of structural measures crucially important**
- Consistent **measures** in order to **strengthen long-term competitiveness** and **secure market leading position** for the **long term**





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# Thanks for your attention

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