



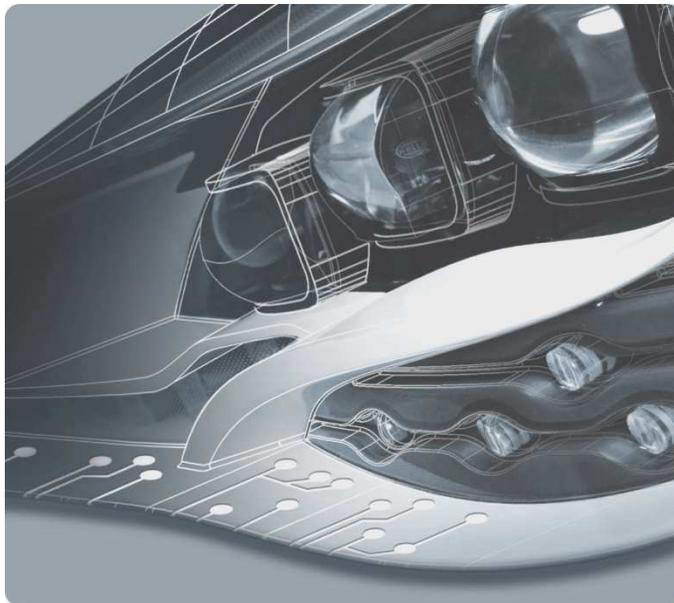
Technology with Vision

HELLA Investor Update

Conference Call on December 8, 2020

Dr. Rolf Breidenbach, CEO

Bernard Schäferbarthold, CFO



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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

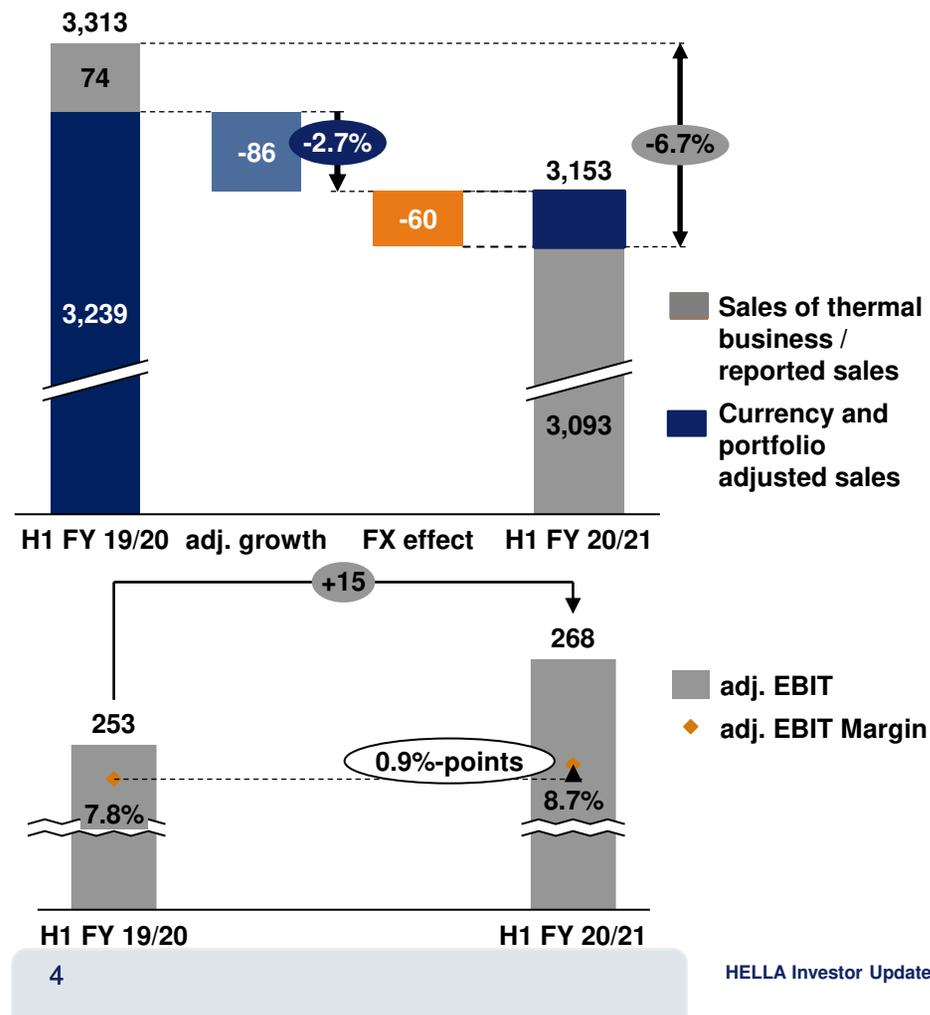
Executive Summary

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

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

A. H1 FY 2020/21 – preliminary results

Preliminary financials



Comments

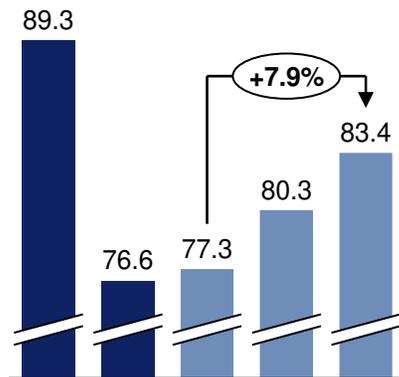
- **Strong market devolvement** with better-than-expected LVP drove Group sales
- **Preliminary currency- and portfolio-adjusted group sales H1 FY 2020/21 -2.7% to 3.2 billion EUR, Q2 +4.4% to 1.8 billion EUR**
- **H1 FY 2020/21 preliminary adj. EBIT margin increased 0.9%-points to 8.7%, Q2 +3.8%-points 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)

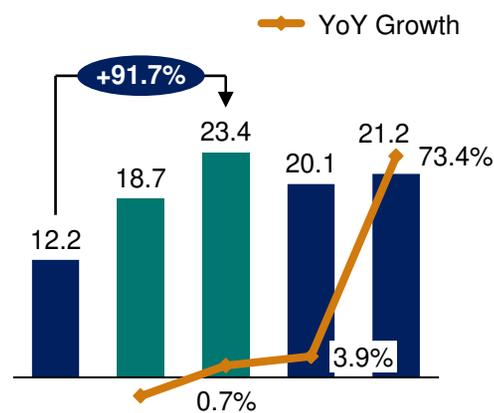


IHS ESTIMATES AS OF

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)



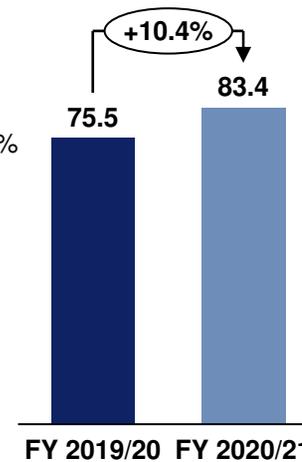
IHS (NOVEMBER) FOR:

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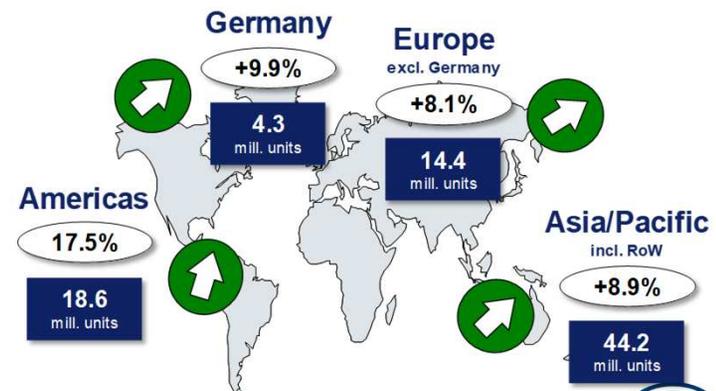
- Q1 and Q2 FY 20/21 have shown significant growth after restart of OE production
- H1 FY 20/21 LVP better than expected compared to the beginning of the FY 20/21, driven by China growing at 9.1%YoY
- LVP growth expected in Q3 and especially in Q4

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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