METAIR
INVESTMENTS LIMITED
automotive | industrial | retail

75 years strong

2022 YEAR END RESULTS PRESENTATION

AGENDA

- Welcome
- Opening observations and overview
- Salient features – FY 2022
- Financial and operational review
- Outlook and prospects
- Q & A
- Appendices

OPENING OBSERVATIONS AND OVERVIEW

A SERIES OF ONCE-OFF EXTRAORDINARY EXTERNAL EVENTS WERE EXPERIENCED IN FY'22, AT A TIME WHEN METAIR IS INVESTING HEAVILY FOR FUTURE GROWTH

- Conflict in Ukraine
- Lead and energy prices in Romania and Europe
- Stoppage at Toyota, start-up and recovery from floods
- Hyperinflation in Türkiye
- Mutlu 10 day strike in June, 2 year wage negotiations concluded

OUR TEAMS DID WELL TO MAINTAIN SUPPLY TO CUSTOMERS AND DELIVER ON STRATEGIC PRIORITIES WHICH CONTINUES INTO FY'23

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Operational Excellence

- Effective project management
- Operating efficiencies, impacted by stability of power supply
- Breathe with our customers
- Support customers for their target markets
- Strong volumes despite challenging operating environments

Project Delivery

- Ongoing ramp up to target volumes for Ford
- Sustaining target volumes at planned efficiencies
- Production normalisation
- Supply chain stability, less reliance on airfreight

Financial Performance

- Managing inflation and energy cost
- Cost and working capital control
- Funding, refinancing and cash generation
- Responsible unwinding of gearing levels

Value Creation

- Finalisation of Li-ion strategy and approach
- Delivery on solar, energy and other carbon reduction initiatives
- Enhance profitability and optimize business design
- Focus on organic growth and localization projects
- Board remains committed to monitoring the geo-political environment in Energy Storage and continues to evaluate value unlock opportunities

SALIENT FEATURES

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CORE UNDERLYING OPERATIONAL PERFORMANCE REMAINS STRONG. BOTH BUSINESS VERTICALS PERFORMED WELL RELATIVE TO THEIR CHALLENGING OPERATING ENVIRONMENTS

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REVENUE
increased 10% to
R14bn
[R13.6bn normalised*]
FY'21: R12.6bn

EBITDA**
decreased 58% to
R597m
[R1.5bn normalised*]
FY'21: R1.4bn

EBIT
decreased 61% to
R453m
[R1.2bn normalised*]
FY'21: R1.2bn

NET DEBT
increased to
R2.6bn
Gearing will unwind
Dec'21 R1.3bn

NORMALISATION
excludes non-cash impact of hyperinflation and once-off items

FREE CASH FLOW UTILISED
R664m
FY'21: R229m

HEPS
decreased to a loss of
17cps
[243cps normalised*]
FY'21: 354cps

Debt financing
Strong ongoing support from funders, covenants waived

Achieved a consolidated group
B-BBEE level 1
and all South African subsidiaries at **Level 4 or better**

± 68k tonnes
of lead recycled
FY'21: 62k tonnes

LTIFR
Improved to
0.20
FY'21: 0.29

Supply chain response effective
will conclude in H1'23

Successfully launched all new projects in Automotive Components

Return to production of our major customer following KZN floods and conclusion of BI insurance claim

* Normalised metrics represent management's view of core earnings, after eliminating unusual once off costs and the non-cash impact of hyperinflation accounting

** EBITDA is calculated as earnings before interest, taxes, depreciation and amortisation, includes share of equity earnings and excludes impairments

FINANCIAL AND OPERATIONAL OVERVIEW

FINANCIAL OVERVIEW

FY’22 GROUP FINANCIAL RESULTS AT A GLANCE

Results reflect a difficult operating and trading environment, outlook still remains positive

HEADLINE EARNINGS PER SHARE
decreased 105% to a loss of
17cps [normalised 243cps*]
(FY’21: 354cps)

EBIT
decreased 61% to
R453m
[normalised R1.2bn*]
(FY’21: R1.2bn)

EBIT %
declined 5.9ppt to
3.3%
[normalised 8.6%*]
(FY’21: 9.2%)

EBITDA
(incl. share of assoc. excl. impairment)
R597m [normalised R1.5bn*]
(FY’21: R1.4bn)

Free cash flow
Utilised of
(R664m)
(FY’21: (R229m))

ROIC
4.5%
[normalised 14.0%*]
(FY’21: 16.4%)

Energy Storage

- Mutlu hyperinflation accounting impact was a R208m loss
- Ukraine war proximity to Romania impacted battery volumes, also lag in recovery of high energy costs for Rombat

Automotive Components

- Poor OEM Q1 start ups impacted demand and production efficiencies
- Toyota flooding resulted in >4 month production stoppage
- Navigating short-term cash constraints, ensuring employee wellbeing, ongoing new business preparations and return to production was critical
- Business Interruption insurance claim (‘BI’) for R500m successfully concluded
- Ford model launch was delayed c.3 months, supply chain and complexities
- R420m once-off project and premium airfreight charges was expensed mainly at Hesto

Group

- Debt levels impacted by short-term excess working capital, capital expenditure and lower cash earnings, total net interest charge increased by 160%
- Equity earnings loss of R239m mainly at Hesto
- Therefore a dividend has not been declared

** Normalised metrics represent management’s view of core earnings, after eliminating once-off items and the non-cash impact of hyperinflation accounting*

FINANCIAL HIGHLIGHTS : INCOME STATEMENT

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Reported loss driven by hyperinflation, project costs and high interest charges

R'million	2021	2022	% Change
Revenue	12 621	13 905	10%
EBITDA (incl. share of assoc.)	1 409	586	(58%)
EBITDA (incl. share of assoc. excl. impairm.)	1 409	597	(58%)
Other operating income	204	537	163%
Operating profit	1 159	453	(61%)
Operating profit margin (%)	9,2%	3,3%	(5,9ppt)
Net interest expense	(145)	(377)	(160%)
Net monetary gain arising from hyperinflation in Türkiye		398	
Profit/(loss) after tax	693	(4)	(101%)
Effective tax rate (%)	28,0%	101,7%	(73,7ppt)
ROA (%)	14,1%	2,2%	(11,9ppt)
ROE (%)	17,1%	(0,1%)	(17,2ppt)
ROIC (%)	16,4%	4,5%	(11,9ppt)
ROIC (%) - normalised		14,0%	

Other income breakdown	2021	2022
Government grants and similar	104	142
Derivatives*	18	(19)
Insurance claims on business interruption	51	377
Other	31	42
Other operating income	**204**	**542**

** Refers to mark to market valuation gains/(losses) on forward exchange and similar contracts*

R'million	2021	2022	% Change
Attributable profit/(loss)	675	(40)	(106%)
Headline earnings/(loss)	682	(32)	(105%)
Earnings/(loss) per share (cents per share)	350	(21)	(106%)
Weighted avg. number of shares ('000)	192 715	193 483	0%
Headline earnings/(loss) per share (cents per share)	354	(17)	(105%)
Net debt	(1 328)	(2 577)	(94%)
Dividend per share declared and paid (gross of WHT) (cps)	75	90	20%

- Higher revenue due to stronger OEM production, at high value content, and strong battery export sales from Türkiye
- Project costs of R294m and premium airfreight of R126m
- Group BI claim of R377m, excludes Hesto and costs
- EBIT margin down 6ppt to 3.3% (8.6% normalised margin)
- Net interest expense of R377m, increased borrowings and higher global interest rates
- Net monetary gain of R398m but net loss impact of R208m due to hyperinflation impact
- High effective tax rate mainly due to post tax losses from associates and Turkish statutory tax

FINANCIAL HIGHLIGHTS : BALANCE SHEET & WORKING CAPITAL

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High net debt and working capital levels will unwind into FY'24. Non-current assets increased significantly, strong Mutlu non-monetary asset base protects against hyperinflation from a net asset point of view

R'million	2021	2022
Non-current assets	3 539	5 341
Property, plant and equipment	2 637	3 771
Intangible assets	284	1 040
Other non-current assets	618	530
Current assets	5 536	7 491
Inventory	1 959	2 689
Trade and other receivables	1 978	2 875
Contract assets	511	620
Cash and cash equivalents	1 078	1 299
Other current assets	10	8
Total assets	9 075	12 832
Total equity	3 874	5 197
Non-current liabilities	2 242	912
Borrowings and financial liabilities	1 849	350
Post employment benefits	73	93
Deferred taxation	174	333
Deferred grant income	105	89
Provision for liabilities and charges	41	47
Current liabilities	2 959	6 723
Trade and other payables	2 156	2 996
Contract liabilities	50	12
Borrowings and financial liabilities	478	3 235
Provision for liabilities and charges	98	110
Bank overdrafts	116	318
Other current liabilities	61	52
Total liabilities	5 201	7 635
Total equity and liabilities	9 075	12 832

R'million	2021	2022
Inventory	1 959	2 689
Trade and other receivables	1 978	2 875
Trade and other payables	(2 156)	(2 996)
Contract assets/liabilities - net	461	608
Total net working capital	2 242	3 176

Days	2021	2022
Inventory	57	71
Trade and other receivables	57	75
Trade and other payables	(62)	(79)
Contract assets/liabilities - net	13	16
Total days	65	83

All days calculations based on turnover

- Non-current assets increased due to Ford's new business investments and Mutlu hyperinflation uplift
- Working capital levels higher due to flood impact, inventory supply chain disruption mitigations, model ramp up, Mutlu seasonality cycle and higher commodity prices
- NAV (equity) uplift (through FCTR) is due to hyperinflation restatements of Mutlu
- Majority of SA debt classified current, technical covenant breach at Dec'22

CAPITAL AND DEBT STRUCTURE

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We received strong support from our funders who waived covenant breaches. Our balance sheet remains resilient and gearing levels will reduce post new model launches as earnings are generated

%	2021	2022
Debt* : Equity	61%	70%
Net debt** : Equity	35%	51%

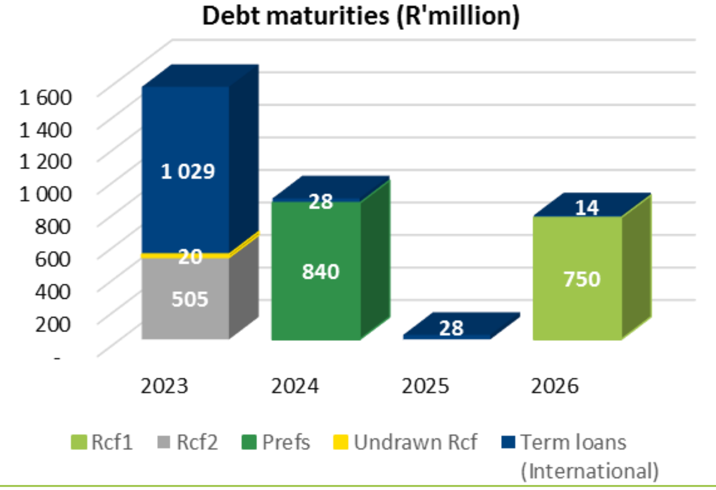
	2021	2022	2022 Normalised
Net debt** (R'million)	1 328	2 577	2 388
Net debt** : EBITDA (incl. share of assoc.)	0,9	4,4	1,6

* *Interest bearing borrowings*

** *Includes overdrafts and cash equivalents*

Financial covenant ratio	Covenant level	2021	2022	2022 Normalised
Dividend and interest cover ratio	Not less than 3X	8,83	1,54	3,61
Total Net borrowings to adjusted EBITDA ratio	Not more than 2.5X	1,48	4,95	2,05
Priority Debt covenant	Not more than 1X	0,43	2,27	1,01

We adjusted EBITDA and net debt to consider the unusual items in the current period.



- Net cash of R980m (FY'21: R962m) on hand, but net debt increased to R2.6bn (FY'21: R1.3bn)
- High gearing due to operational requirements and funding taken up for new projects, including Hesto
- Funders remain supportive
- Covenant ratios will be adjusted favourably for FY'23
- Maturity of RCF2 extended until April '24, at current pricing
- Refinancing of entire SA funding will be initiated during FY'23

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ASSESSING UNDERLYING PERFORMANCE: NORMALISING THE RESULT

NORMALISED EARNINGS AND HEPS

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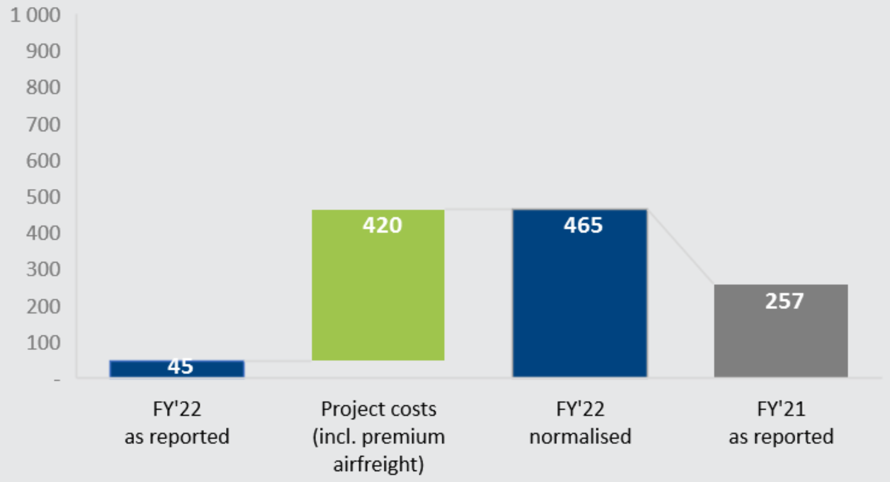
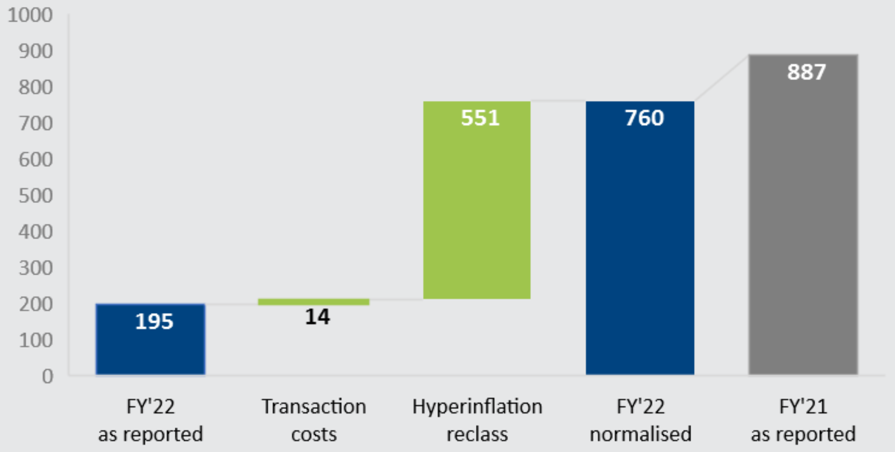
Core earnings were robust, considering impact of Rombat's challenging environment, Turkish Lira devaluations and higher interest costs

Business Vertical

AC normalised PBIT (R'm)

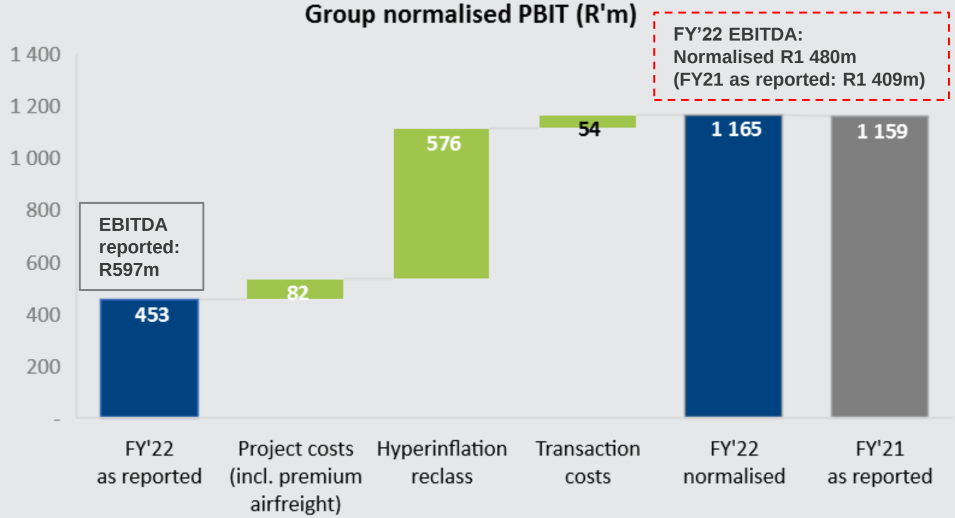


ES normalised PBIT (R'm)

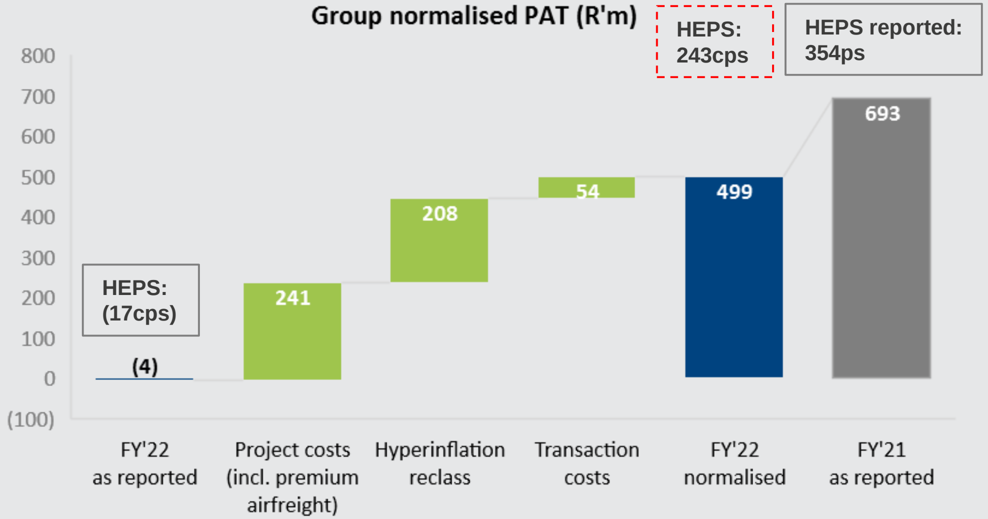


Group

Group normalised PBIT (R'm)



Group normalised PAT (R'm)



NORMALISED PERSPECTIVES

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On a normalised earnings basis, gearing amounts to 1.6x and we expect gearing levels to reduce by December 2023

EBITDA and HEPS perspective for FY22

ZAR in millions / cps	EBITDA	HEPS
Preliminary EBITDA (post hyper-inflation)	826	
Equity earnings (losses)	(229)	
EBITDA incl. associate earnings	**597**	**(0,17)**
Normalisation adjustments		
Non-cash impact due to hyperinflation accounting	495	1,08
EBITDA / HEPs pre-hyperinflation	**1 092**	**0,91**
Project costs incurred ahead of project launch (ex Hesto)	82	0,31
Hesto proportionate (74.9%) share of project costs	252	0,94
Transaction costs	54	0,28
Normalised FY22	**1 480**	**2,43**
Reported FY21	**1 409**	**3,54**

Net debt and gearing perspective at 31 December 2022

ZAR in millions	Net debt	Gearing (Net debt : EBITDA)
Net debt and gearing reported	2 577	4,4
Normalised net debt and gearing	**2 388**	**1,6**

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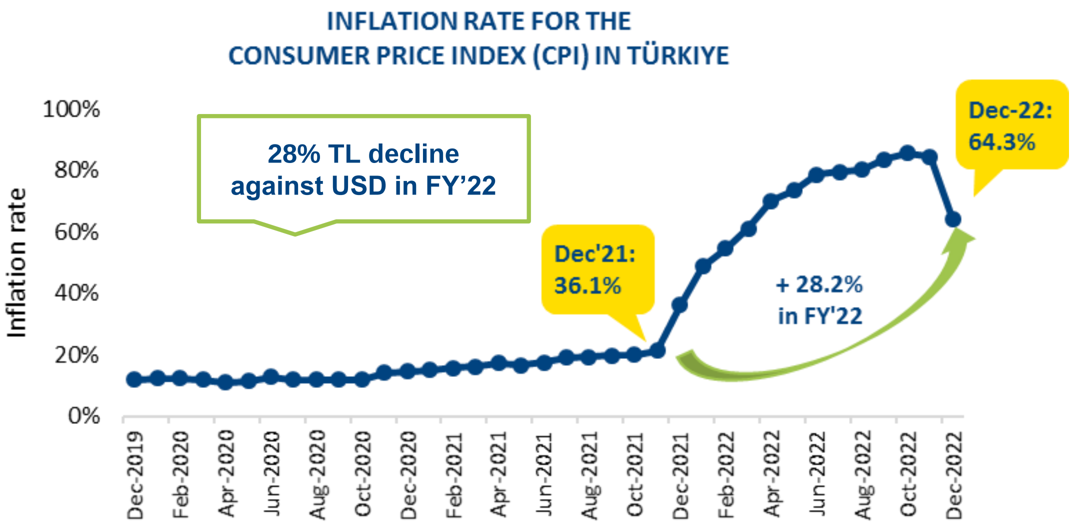
ENERGY STORAGE MAIN IMPACT: IAS 29, HYPERINFLATION ACCOUNTING IN TÜRKIYE

IAS 29 ADOPTED BY MUTLU IN FY'22

Hyperinflation recap.

Türkiye's inflation rate rose to 64.3% in FY'22, accelerating dramatically in the beginning of 2022. Inflation levels breached 100% over a 3 year cumulative period in Q2 and amongst other factors, triggered hyperinflation accounting (IAS 29). Results and financial position of Mutlu are 'indexed' to purchasing power current. Adjustments are non-cash in nature but distorts profitability.



4 steps:

1) Restatement of Mutlu opening balance sheet
2) Re-indexing of non-monetary items
3) Re-indexing of retained income
4) Reclassification of current period income statement

From 2013 to 2021

1) Restate prior year closing balance sheet and re-index to general purchasing power at 31 December 2021: All through OCI

From 2022 onwards

Monetary items (FY'22): are already expressed in current purchasing power	2) Non-monetary items (FY'22): are not expressed in current purchasing power	3) Opening retained income /equity (FY'22): not expressed at current purchasing power
No restating required	Therefore restating required: through P/L as a ***non-monetary gain or loss***	Therefore, restating required: through P/L as a ***non-monetary gain or loss***

RESTATEMENT OF INVENTORY AND COST OF GOODS SOLD

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Simply applying average indexing on cost of sales is not correct. Cost of sales is re-expressed from the date of production and not date of sale and dependant on inventory cycle. Days on hand can range between 60-90 days, depending on stage of production, date of raw material purchases and seasonality

Restatement of opening inventories

Restatement of purchases

Restatement of closing inventories

= Calculation of the inventory used in the production process (derived)

Indexing inventory cost of sales for a longer period of time when compared to sales results in a significant portion of gross profit expressed as a non-monetary gain

Revenue is rebased using average inflations rates (17%) in FY'22, being the average date of sale occurrence.

Cost of goods sold is rebased from the date of production and not date of sale and causes a timing mismatch.

Average inflation for the period November 2021 to November 2022 (i.e. the period in which the cost was incurred for FY'22 revenue) was 34%.

Restating required: through P/L as a
non-monetary gain or loss

NON-CASH HYPERINFLATION IMPACT OF R208M TO NET PROFIT AFTER TAX

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IAS 29 increases Mutlu's non-monetary assets by c.22% (R1.8bn), using CPI tables since acquisition. A foreign currency translation gain of c. R1.8bn arises in other comprehensive income. Mutlu operating profit 're-expressed' as a financial gain (R398m), but balance sheet indexing causes a R208m loss impact for the year

BALANCE SHEET (R'm)	FY'22 Pre-IAS29	IAS29 Impact	FY'22 Reported
ASSETS			
Non current assets	3 621	*1 720*	**5 341**
Property, plant and equipment	2 876	*894*	**3 771**
Intangible assets	214	*826*	**1 040**
Investments in associates	301	-	**301**
Loan to associate	193	-	**193**
Deferred taxation	37	-	**37**
Current assets	7 411	*80*	**7 492**
Inventory	2 611	*78*	**2 689**
Trade and other receivables	2 873	*2*	**2 875**
Contract assets	620	-	**620**
Taxation	7	-	**7**
Derivative financial assets	2	-	**2**
Cash and cash equivalents	1 299	-	**1 299**
Total assets	11 032	*1 800*	**12 832**
EQUITY AND LIABILITIES			
Total equity	3 555	*1 643*	**5 197**
Non current liabilities	755	*158*	**912**
Borrowings	350	-	**350**
Post employment benefits	93	-	**93**
Deferred taxation	176	*158*	**333**
Deferred grant income	89	-	**89**
Provisions for other liabilities & charges	47	-	**47**
Current liabilities	6 723	*0*	**6 723**
Total liabilities	7 477	*158*	**7 635**
Total equity and liabilities	11 032	*1 800*	**12 832**

INCOME STATEMENT (R'm)	FY'22 Pre-HI	IAS29 Impact	FY'22 Reported	
Revenue	13 619	*286*	**13 905**	
Cost of sales	(11 858)	(809)	**(12 667)**	
Gross profit	1 761	(523)	**1 238**	
Other operating income	537	0	**537**	
Distribution, administrative and other operating costs	(1 269)	(53)	**(1 323)**	
Operating profit	1 029	(576)	**453**	
Interest income	34	0	**34**	
Interest Expense	(392)	(18)	**(411)**	
Net monetary gain arising from hyperinflation in Türkiye	-	398	**398**	E
Share of results and impairment of associates	(239)	-	**(239)**	
Profit before tax	431	(196)	**235**	
Taxation	(227)	(12)	**(239)**	
Profit/(loss) for the period	204	(208)	**(4)**	D
Attributable to:				
Equity holders of the company	168	(208)	**(40)**	
Non-controlling interest	(36)	-	**(36)**	
Basic earnings/(loss) per share (cents)	0,87	(1,07)	**(0,21)**	
Headline earnings/(loss) per share (cents)	0,91	(1,07)	**(0,17)**	
Headline earnings/(loss)	176	(208)	**(32)**	

Mutlu hyperinflation impact on consolidated results

ZAR in millions	EBIT	EBITDA	PAT	
Income statement indexing	**(576)**	**(495)**	**-**	***A***
Income statement re-expression	(576)	(495)	(606)	
Non-cash net monetary gain (pre balance sheet impact)			606	***C***
Balance sheet restatements (re-indexing)			**(208)**	***B***
Monetary gain associated with net non monetary assets			185	
Monetary loss associated with retained income			(393)	
Net profit after tax impact of hyperinflation			**(208)**	***D =(A+B)***
Net monetary gain derived within income statement			***398***	***E =(B+C)***

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OPERATIONAL OVERVIEW

BUSINESS VERTICAL OVERVIEW - REPORTED

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	ENERGY STORAGE VERTICAL 2021		ENERGY STORAGE VERTICAL 2022	AUTOMOTIVE COMPONENTS VERTICAL 2021		AUTOMOTIVE COMPONENTS VERTICAL 2022	METAIR INVESTMENTS LIMITED 2021		METAIR INVESTMENTS LIMITED 2022
Revenue	R7.5bn 53% contribution	14%	R8.6bn 55% contribution	R6.7bn 47% contribution	5%	R7.1bn 45% contribution	R12.6bn	10%	R13.9bn
Operating Profit	R887m 78% contribu8tion	78%	R195m 81% contribution	R257m 22% contribution	83%	R45m 19% contribution	R1.16bn	61%	R453m
EBITDA *	R1.07bn	62%	R407m	R419m	37%	R265m	R1.41bn	58%	R597m
EBIT	EBIT: 11.7%		EBIT: 2.3%	EBIT: 3.8%		EBIT: 0.6%	EBIT: 9.2%		EBIT: 3.3%

* *Group EBITDA includes share of associate earnings but excludes impairment charges*

BUSINESS VERTICAL OVERVIEW - NORMALISED

	ENERGY STORAGE VERTICAL 2021		ENERGY STORAGE VERTICAL 2022 Normalised	AUTOMOTIVE COMPONENTS VERTICAL 2021		AUTOMOTIVE COMPONENTS VERTICAL 2022 Normalised	METAIR INVESTMENTS LIMITED 2021		METAIR INVESTMENTS LIMITED 2022 Normalised
Revenue	**R7.5bn** 53% contribution	10%	**R8.3bn** 54% contribution	**R6.7bn** 47% contribution	5%	**R7.1bn** 46% contribution	**R12.6bn**	8%	**R13.6bn**
Operating Profit	**R887m** 78% contribu8tion	14%	**R760m** 62% contribution	**R257m** 22% contribution	80%	**R465m** 38% contribution	**R1.16bn**	1%	**R1.17bn**
EBITDA *	**R1.07bn**	14%	**R915m**	**R419m**	64%	**R685m**	**R1.41bn**	5%	**R1.48bn**
EBIT	EBIT: 11.7%		EBIT: 9.1%	EBIT: 3.8%		EBIT: 6.6%	EBIT: 9.2%		EBIT: 8.6%

* *Group EBITDA includes share of associate earnings but excludes impairment charges*

AUTOMOTIVE COMPONENTS

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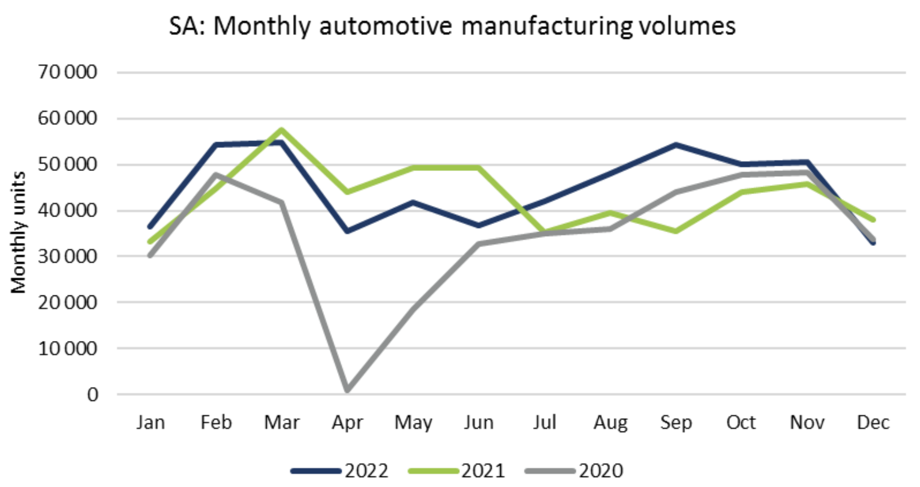
Market volumes increased by 7% but key customers overall flat due to production challenges, stoppages and flood impact at Toyota. Volume variability and instability also impacted efficiencies

Revenue	PBIT	EBITDA
5%	83%	37%
R7.1bn	R45m	R265m

Free cash flow	PBIT %	ROIC
	3.2ppt	9.4ppt
-R842m	0.6%	1.3% (normalised 14.3%)

- Auto margins came under pressure from expected manufacturing launch inefficiencies, premium airfreight and project costs
- Project costs of R337m at Hesto and R82m at other companies ahead of Ford launch
- Hesto incurred premium air-freight costs of R126m and Ford requested extended production into Dec'22
- Normalised EBIT was R465m, at a margin of 6.6%



OEM	2021	2022	Change	%
Toyota	128 223	115 327	(12 896)	(10%)
Ford	87 174	92 166	4 992	6%
VW	129 119	134 864	5 745	4%
MBSA	47 336	87 023	39 687	84%
BMW	61 580	61 823	243	0%
Nissan	22 747	24 800	2 053	9%
Isuzu	20 417	21 884	1 467	7%
Other	6 747	2 681	(4 066)	(60%)
Total volumes	**503 343**	**540 568**	**37 225**	**7%**

Key customers 0.6%

Volumes based on internal factory intel

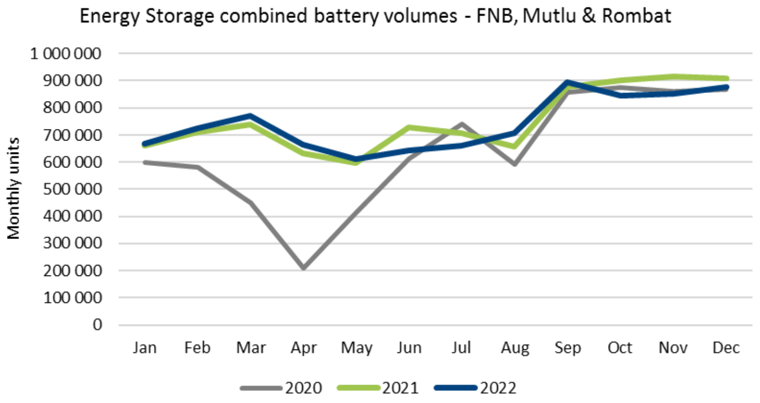
ENERGY STORAGE

Auto battery volumes benefitted from higher exports and OEM sales at Mutlu. Revenue up 14%, sales price and export growth in hard currency. Auto batteries sold represent 104% of pre-Covid levels

Revenue	PBIT	EBITDA
14%	78%	62%
R8.6bn	R195m	R407m

Free cash flow	PBIT %	ROIC
	9.4ppt	20.6ppt
-R223m	2.3%	4.9% (normalised 20.4%)

- Mutlu's local currency EBIT was c.44% stronger, at a margin of 12% (FY'21: 16.5%)
- The devaluation of the TL against the ZAR (41% from FY'21) resulted in R530m EBIT pre-hyperinflation (FY'21: R643m)
- Lag in energy cost recoveries and lower export volumes impacted Rombat profitability, down 54% to R39m at a margin of 2.2% (FY'21: 5%)
- FNB margins at 8.8%, operating profit of R177m (FY'21: R156m)
- Industrial business trade migration slowly taking shape, supply chain disruptions impacted imported stock availability
- FNB is a strategic focus area for the vertical



Sales channel

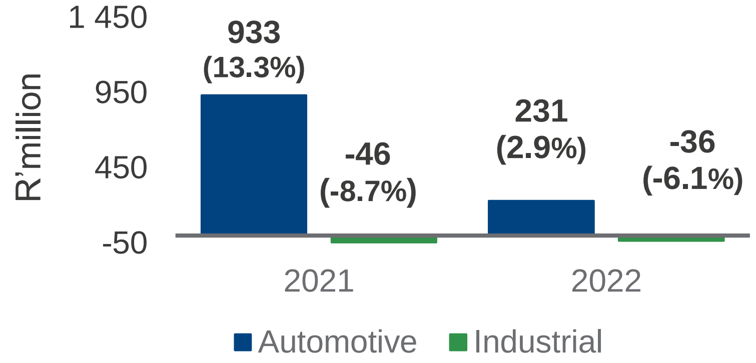
'000s	2021	2022	Change	%
Mutlu	**4 682**	**4 934**	**252**	**5%**
- OEM	1 483	1 645	162	11%
- Local AM	1 736	1 552	(184)	(11%)
- Export AM	1 455	1 706	250	17%
- Industrial	8	31	23	288%
Rombat	**2 623**	**2 277**	**(347)**	**(13%)**
- OEM	411	481	70	17%
- Local AM	513	429	(84)	(16%)
- Export AM	1 699	1 366	(333)	(20%)
FNB	**1 732**	**1 712**	**(20)**	**(1%)**
- OEM	358	361	3	1%
- Local AM	907	922	15	2%
- Export AM	267	263	(4)	(2%)
- Industrial	200	166	(34)	(17%)
Total units	**9 037**	**8 922**	**(115)**	**(1%)**
Total auto battery units	**8 829**	**8 725**	**(104)**	**(1%)**

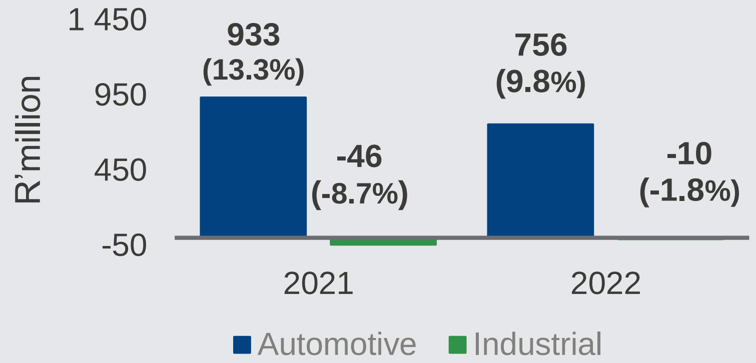
ENERGY STORAGE SEGMENT ANALYSIS

Strong local currency operating profit growth at Mutlu and FNB

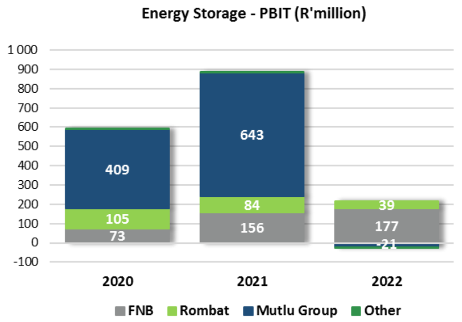
Reported	Pre Hyperinflation

PBIT

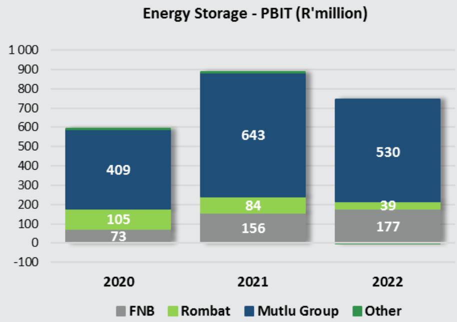




PBIT Breakdown

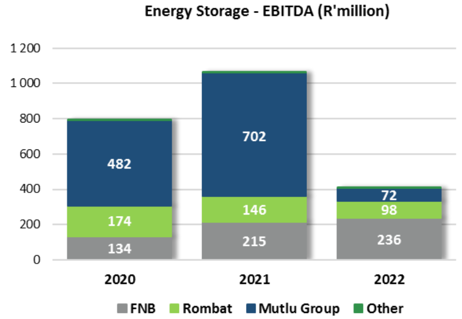


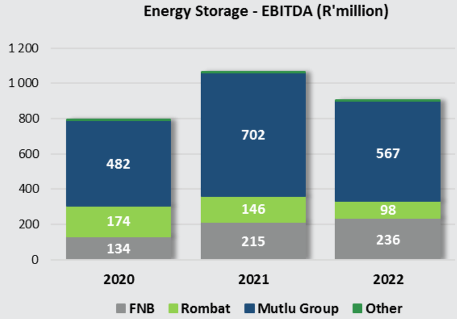
PBIT variance (in local currency)	
Mutlu	(103%)
Rombat	(53%)
FNB	14%



PBIT variance (in local currency)	
Mutlu	44%
Rombat	(53%)
FNB	14%

EBITDA Breakdown





CAPITAL EXPENDITURE AND COMMITMENTS (INCLUDING HESTO)

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R750m allocated for FY'23, includes new technology investments and localisation projects

Capital expenditure spend

Vertical R'million	Maintenance & general	Efficiency & expansion	Health, safety & environ.	Total
Automotive Components	62	796	10	868
Energy Storage	96	162	29	287
Total capital expenditure	**158**	**958**	**39**	**1 155**
Hesto (included above)		534		534

Capital commitments to be undertaken

Vertical R'million	Maintenance & general	Efficiency & expansion	Health, safety & environ.	Total
Automotive Components	216	160	25	401
Energy Storage	146	157	46	349
Total capital commitments	**362**	**317**	**71**	**750**
Hesto (included above)	54	18	7	79

- R1.2bn of approved spend was undertaken in the year
- Mainly spent on future growth and new models
  - All major projects remain on track per plan
  - Majority of capex spend at Hesto, Lumotech, Unitrade and Automould for the new Ford Ranger model
  - Energy Storage capacity and efficiency enhancements, mostly in absorbent glass mat ('AGM') technology due to customer demand and charging facilities
- Expansion capex committed includes further wire, suspension and lighting localization projects in Auto Components
- Energy Storage planned expansion capex includes heavy-duty line automation and energy saving projects at Rombat
- Overall planned maintenance capex broadly in line with depreciation
- Funding has been secured and raised at subsidiary level

FORD NEW BUSINESS PROGRESS UPDATE

PROJECT WAS LAUNCHED, DESPITE INDUSTRY DISRUPTIONS AND DELAYS

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Capital expenditure within budget and further business secured for wire localisation. Once off projects costs significant at Hesto, due to ramp up complexities and December production required by customer

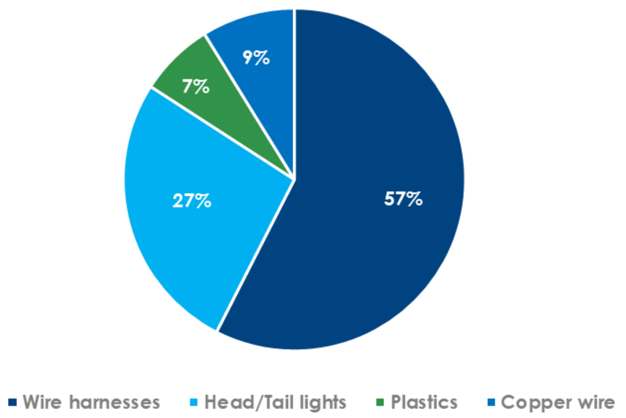
Overview (includes Hesto)

- Customer design changes, product complexity and additional portfolio offerings introduced since initial awarding of business
- Increased complexity also added additional upfront project costs than initially expected
- Significant additional revenue secured, resulting in c. R60bn over model life
- Total project and capital investment now c. R1.8bn
- Majority invested at Hesto, c. R1.2bn and R0.6bn for other subsidiaries
- Hesto ramp up phase to conclude in Q2' FY'23

Category of spend (R'm):	Group		Hesto (74.9% associate)			Other subsidiaries		
Capital investment	Expected	Actual	Expected	Actual	Variance	Expected	Actual	Variance
Land and buildings	**345**	**355**	220	246	26	125	109	-17
Plant and machinery	**739**	**636**	310	280	-30	429	356	-73
Total capital expenditure	**1 084**	**991**	530	526	4	554	465	89
Other costs for recovery	Expected	Actual	Expected	Actual	Variance	Expected	Actual	Variance
Total project costs*	**520**	**711**	440	618	178	80	93	13
Technical aid assistance	**76**	**76**	76	76	-	-	-	-
Total	**596**	**787**	516	694	178	80	93	13
Investment (pre-working capital)	**1 680**	**1 778**	**1 046**	**1 220**	**174**	**634**	**558**	**-76**

**Project costs are incurred ahead of model launch and recovered over project life. A portion of total project costs incurred, ranging between 35% - 45% are capitalised based on accounting criteria.*

Revenue share *(includes Hesto) - c. R60bn*



Metair's significant product portfolio supplied (excludes carry over suspension and batteries business)

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OUTLOOK AND PROSPECTS

KEY TAKEAWAYS AND OUTLOOK

WE HAVE A SOLID PLATFORM FOR GROWTH IN AUTO, WHILE ENERGY REMAINS RESILIENT AND WELL PLACED TO NAVIGATE THROUGH EXTERNAL MARKET CHALLENGES

Short-term focus

- Project ramp up and delivery
- Investment in future growth could still bring short-term margin pressure
- Conclusion of executive appointments/succession

Automotive Components

- Deliver successful launches of new models
- Strong operational performance, growth in OEM customer volumes
- Long-term fundamentals are still strong across our businesses
- Metair market guidance of EBIT between 7% and 9% once production stabilises

Energy Storage

- Volume outlook positive, dependent on geo-political stability
- Continued focus on hard currency export markets
- Expansion of traded industrial model
- Inflationary pressures across Europe may impact local consumer demand
- Turkish business closely monitored, challenging conditions

Value Creation Opportunities

- Strategic options to unlock short term value has been suspended, largely due to the geo-political climate in Eastern Europe and global financial instability
- Significant projects/business secured that will drive long-term value
- Actively work towards additional value creation opportunities and portfolio optimisation

Q & A

APPENDICES

ENERGY STORAGE VOLUMES (ROUNDED)

METAIR INVESTMENTS LIMITED
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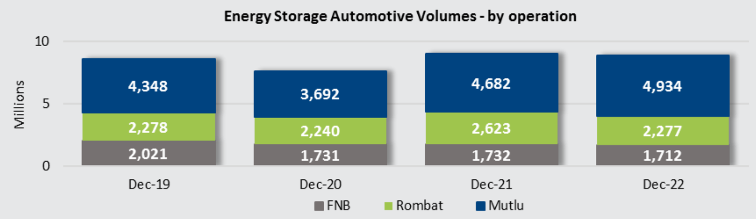
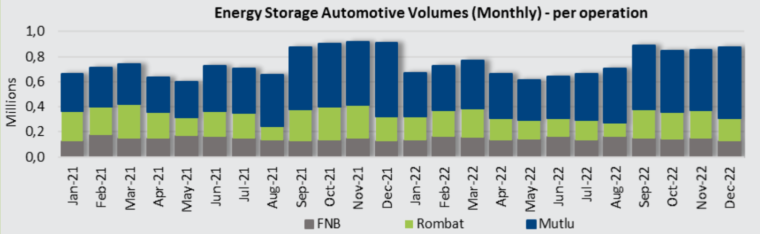
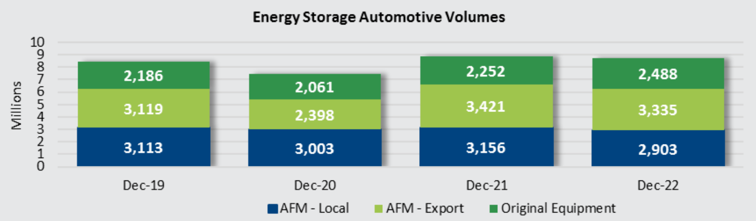
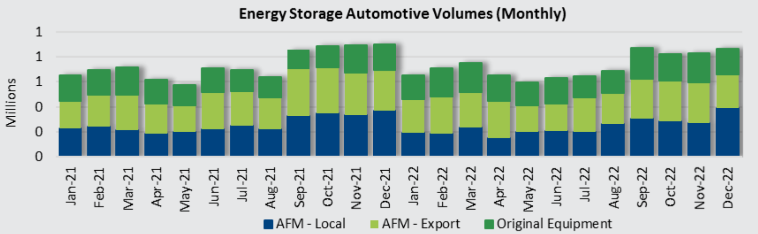
1. Total volumes by operation (including industrial)



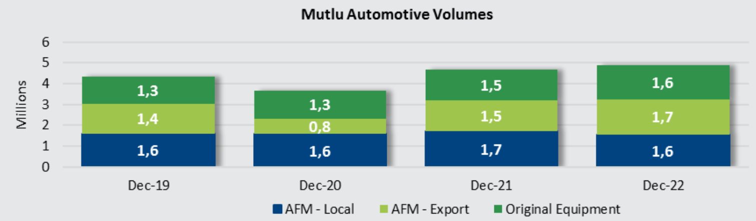


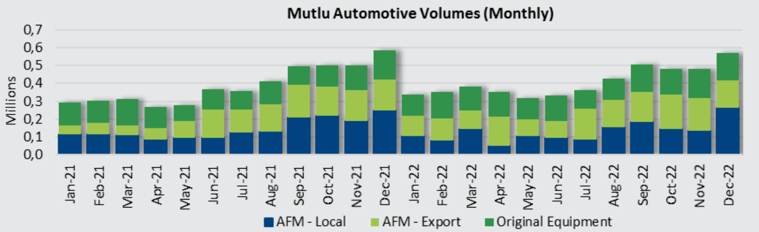
2. Automotive volumes by market



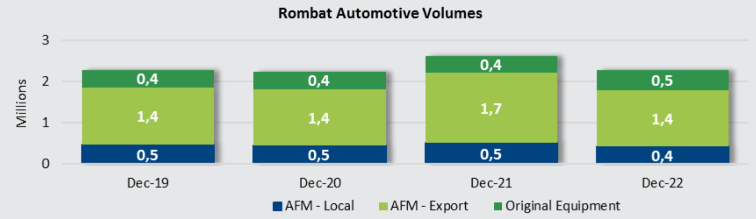


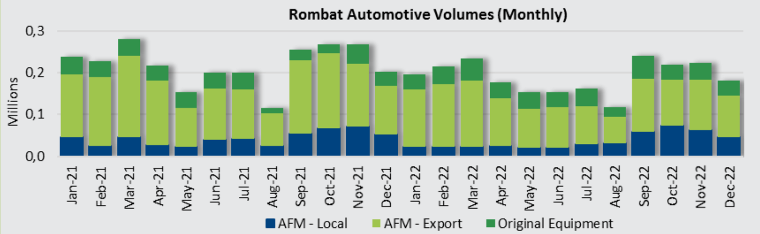
3. Mutlu automotive volumes



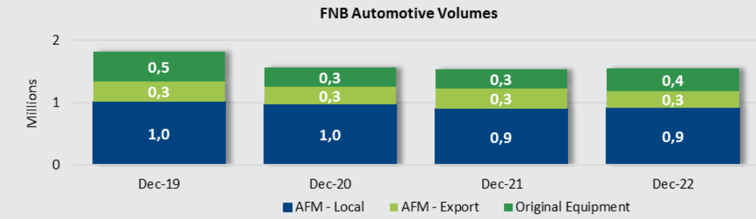


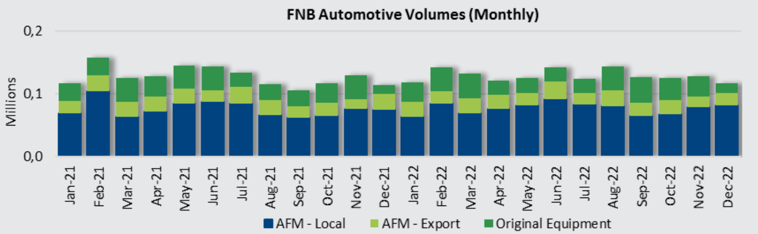
4. Rombat automotive volumes



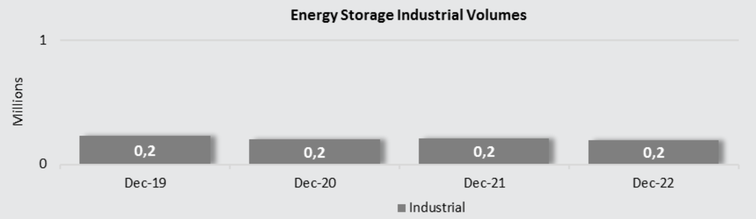


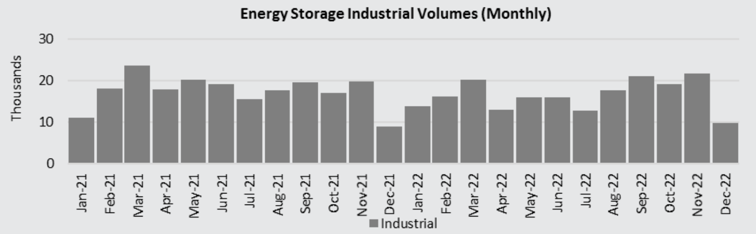
5. First National Battery automotive volumes





6. Industrial volumes





COMBINED BATTERY VOLUMES: FNB, MUTLU AND ROMBAT (ROUNDED)

METAIR INVESTMENTS LIMITED
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Original equipment

Aftermarket

Industrial

Battery units ('000)	2021	2022	Change	% Change
Automotive original equipment	**2 252**	**2 487**	**235**	**10%**
- Local	**1 846**	**1 900**	54	3%
- Export	**406**	**587**	181	45%
Automotive aftermarket	**6 577**	**6 238**	**(339)**	**(5%)**
- Local	**3 156**	**2 903**	(253)	(8%)
- Export	**3 421**	**3 335**	(86)	(3%)
Total automotive units	**8 829**	**8 725**	**(104)**	**(1%)**
Industrial	**208**	**197**	**(11)**	**(5%)**
- Local	**200**	**194**	(6)	(3%)
- Export	**8**	**3**	(5)	(63%)
Total	**9 037**	**8 922**	**(115)**	**(1%)**

FIRST NATIONAL BATTERY VOLUMES

METAIR INVESTMENTS LIMITED
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Original equipment

Aftermarket

Industrial

FNB Battery units ('000)	2021	2022	Change	% Change
Automotive original equipment	**358**	**361**	**3**	**1%**
- Local	**358**	**361**	3	1%
Automotive aftermarket	**1 174**	**1 185**	**11**	**1%**
- Local	**907**	**922**	15	2%
- Export	**267**	**263**	(4)	(2%)
Total automotive units	**1 532**	**1 546**	**14**	**1%**
Industrial	**200**	**166**	**(34)**	**(17%)**
- Local	**192**	**163**	(29)	(15%)
- Export	**8**	**3**	(5)	(63%)
Total	**1 732**	**1 712**	**(20)**	**(1%)**

MUTLU BATTERY VOLUMES

Original equipment

Aftermarket

Industrial

Mutlu Battery units ('000)	2021	2022	Change	% Change
Automotive original equipment	1 483	1 645	**162**	**11%**
- Local	1 077	1 149	72	7%
- Export	406	496	90	22%
Automotive aftermarket	3 191	3 258	**67**	**2%**
- Local	1 736	1 552	(184)	(11%)
- Export	1 455	1 706	251	17%
Total automotive units	4 674	4 903	**229**	**5%**
Industrial	8	31	**23**	**288%**
- Local	8	31	23	288%
Total	4 682	4 934	**252**	**5%**

ROMBAT BATTERY VOLUMES

Original equipment

Aftermarket

Rombat Battery units ('000)	2021	2022	Change	% Change
Automotive original equipment	411	481	70	17%
- Local	411	390	(21)	(5%)
- Export		91	91	
Automotive aftermarket	1 212	1 795	(417)	(19%)
- Local	513	429	(84)	(16%)
- Export	1 699	1 366	(333)	(20%)
Total automotive units	2 623	1 712	(16)	(4%)
Total	2 623	2 276	(347)	(13%)

VEHICLE PRODUCTION PER OEM IN SOUTH AFRICA

OEM	2015	2016	2017	2018	2019	2020	2021	2022	% Change
TSAM	133 497	122 115	128 578	139 307	138 781	103 461	128 223	**115 327**	(10%)
FMCSA	73 735	86 496	93 817	105 099	94 756	65 503	87 174	**92 166**	6%
VW SA	121 583	120 799	108 156	133 543	157 961	114 158	129 119	**134 864**	4%
MBSA	105 473	116 783	118 277	99 740	86 475	51 558	47 336	**87 023**	84%
BMW	72 165	63 473	53 337	47 773	69 518	42 244	61 580	**61 823**	0%
Nissan	36 179	28 844	31 712	34 504	33 426	19 307	22 747	**24 800**	9%
Isuzu	41 209	31 157	27 511	19 862	20 225	15 824	20 417	**21 884**	7%
Other	1 713	2 276	2 469	3 972	13 701	4 915	6 747	**2 681**	(60%)
Total	**585 554**	**571 943**	**563 857**	**583 800**	**614 843**	**416 970**	**503 343**	**540 568**	**7%**

Source: Metair internal data

VEHICLE PRODUCTION PER OEM IN TURKEY

OEM	2015	2016	2017	2018	2019	2020	2021	2022
Oyal Renault	339 240	339 950	365 002	336 778	342 777	308 568	248 000	**247 100**
Ford	334 622	333 765	373 005	373 702	369 035	327 936	348 029	**376 476**
Tofaş	278 254	383 495	384 174	301 750	264 196	250 630	228 544	**263 747**
Hyundai	226 500	230 010	226 979	203 000	177 993	137 034	162 095	**208 100**
Toyota	115 893	151 236	279 902	257 084	251 949	219 391	230 421	**216 735**
Turk Traktor	47 536	46 031	48 302	34 114	22 745	34 337	48 560	**44 619**
Mercedes Benz Turk	23 941	14 109	17 143	20 856	16 630	16 959	24 092	**28 914**
Honda	12 667	15 162	28 742	38 319	24 236	25 868	21 733	
Others	31 381	22 406	26 323	22 233	15 582	15 234	20 169	**18 935**
Aios (Isuzu)	11 162	5 240	6 366	4 461	3 380	2 896	4 066	**5 149**
Otokar	4 613	2 364	2 707	2 369	1 839	1 965	2 237	**3 677**
TEMSA	2 922	2 613	3 539	2 549	1 273	758	1 862	**2 457**
Hattat Tarim	3 702	4 715	5 539	3 572	1 154	3 766	6 943	**4 922**
Karsan	7 239	5 648	6 027	6 724	5 013	3 106	3 437	**686**
MAN	1 743	1 826	2 145	2 558	2 923	2 743	1 624	**2 044**
Total	**1 410 034**	**1 536 164**	**1 749 572**	**1 587 836**	**1 485 143**	**1 335 957**	**1 331 643**	**1 404 626**

VEHICLE PRODUCTION PER OEM IN ROMANIA

OEM	2015	2016	2017	2018	2019	2020	2021	2022
Renault Dacia	342 856	338 593	313 883	335 262	349 528	**259 199**	257 405	**314 228**
Ford	68 339	52 829	49 771	141 507	140 884	**179 008**	163 350	**195 237**
Total	**411 195**	**391 422**	**363 654**	**476 769**	**490 412**	**438 207**	**420 755**	**509 465**

DISCLAIMER

The information supplied herewith is believed to be correct but the accuracy thereof at the time of going to print is not guaranteed.

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Provision of this data does not obviate the need to make further appropriate enquiries and inspections.

The financial information has not been reviewed or reported on by the company's external auditors, and shareholders are advised that any forecast financial information contained in this announcement has not been reviewed or reported on by the company's auditors and is the responsibility of the directors of the company.