

# J.P. Morgan Auto Conference

August 13, 2014

J.P.Morgan

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Innovation for the Real World

# Forward-looking statements

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This presentation, as well as other statements made by Delphi Automotive PLC (the “Company”), contain forward-looking statements that reflect, when made, the Company’s current views with respect to current events and financial performance. Such forward-looking statements are subject to many risks, uncertainties and factors relating to the Company’s operations and business environment, which may cause the actual results of the Company to be materially different from any future results. All statements that address future operating, financial or business performance or the Company’s strategies or expectations are forward-looking statements. Factors that could cause actual results to differ materially from these forward-looking statements are discussed under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in the Company’s filings with the Securities and Exchange Commission. New risks and uncertainties arise from time to time, and it is impossible for us to predict these events or how they may affect the Company. It should be remembered that the price of the ordinary shares and any income from them can go down as well as up. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events and/or otherwise, except as may be required by law.

Rodney O'Neal

Chief Executive Officer and President

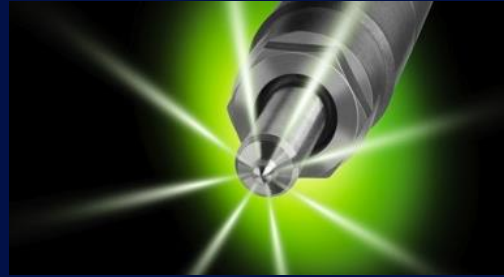
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# Megatrends drive revenue and profit growth



**Safe**  
~20%



**Green**  
~50%



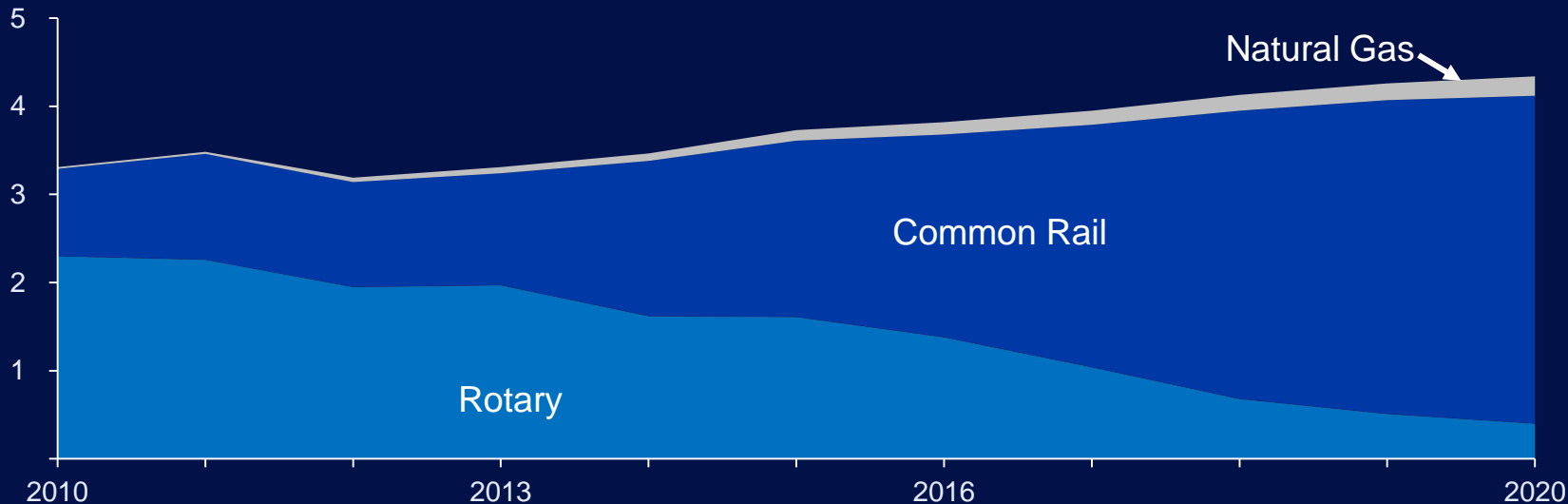
**Connected**  
~30%

Technologies providing solutions to customer challenges



# MD/HD diesel segments rotate to Common Rail

Global on-highway diesel market  
Engine production (millions)

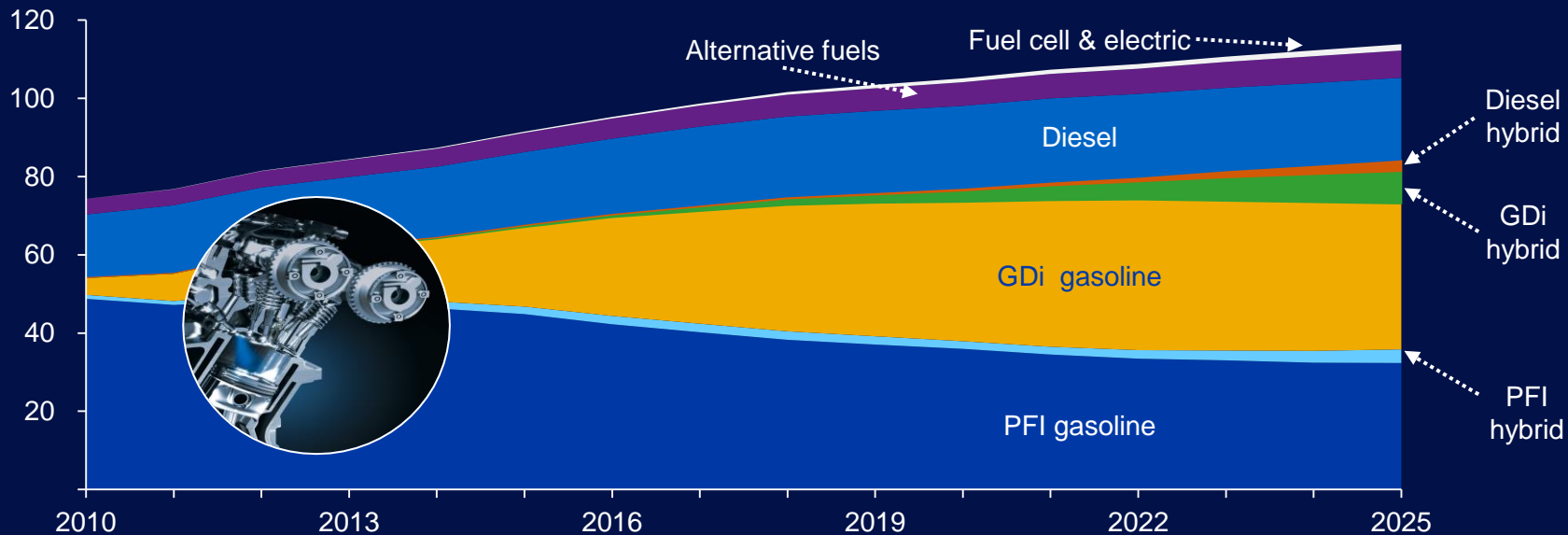


**Common Rail market grows to \$4B at 14% CAGR**



# Passenger car market rotates to Gas Direct injection

Worldwide passenger car vehicles  
(millions)

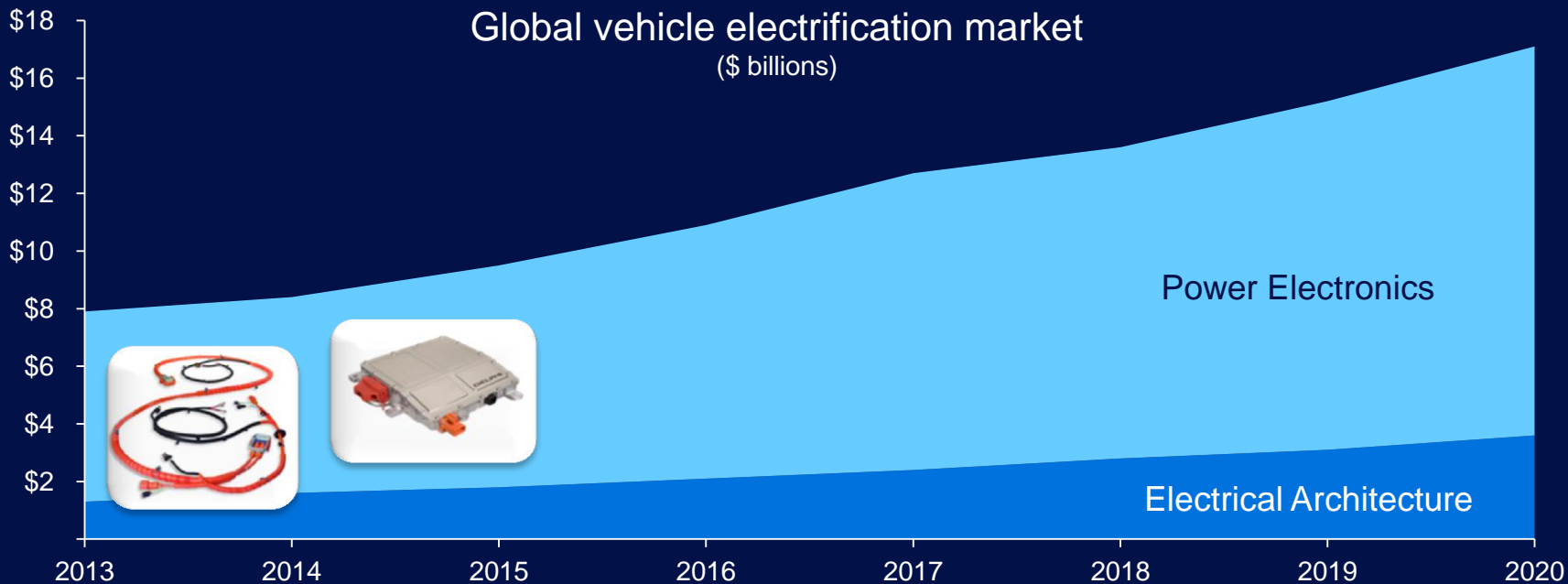


**GDi market grows to \$5B at ~17% CAGR**



# Vehicle electrification continues to grow

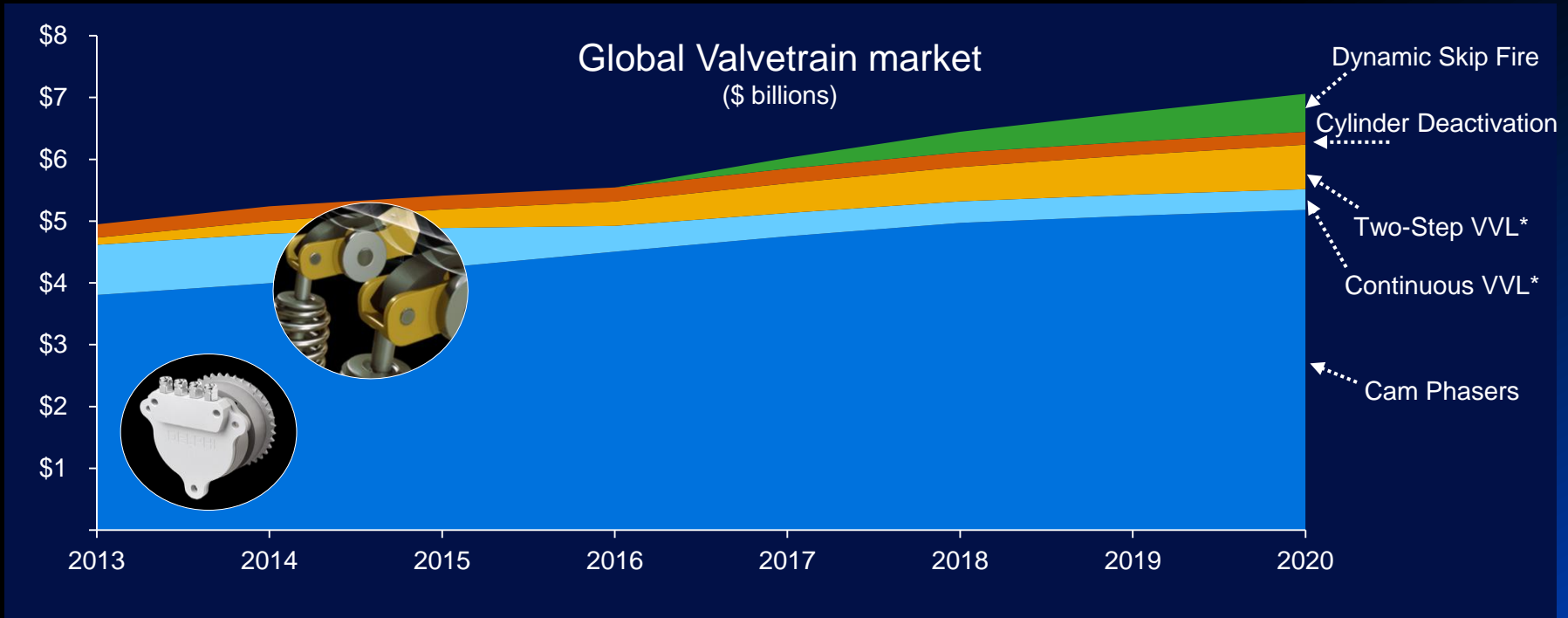
Global vehicle electrification market  
(\$ billions)



**Vehicle electrification market grows to \$17B at ~12% CAGR**



# Variable Valvetrain technology provides efficient alternative



**Valvetrain market grows to \$7B at ~5% CAGR**





# Connectivity and computing drives Infotainment growth

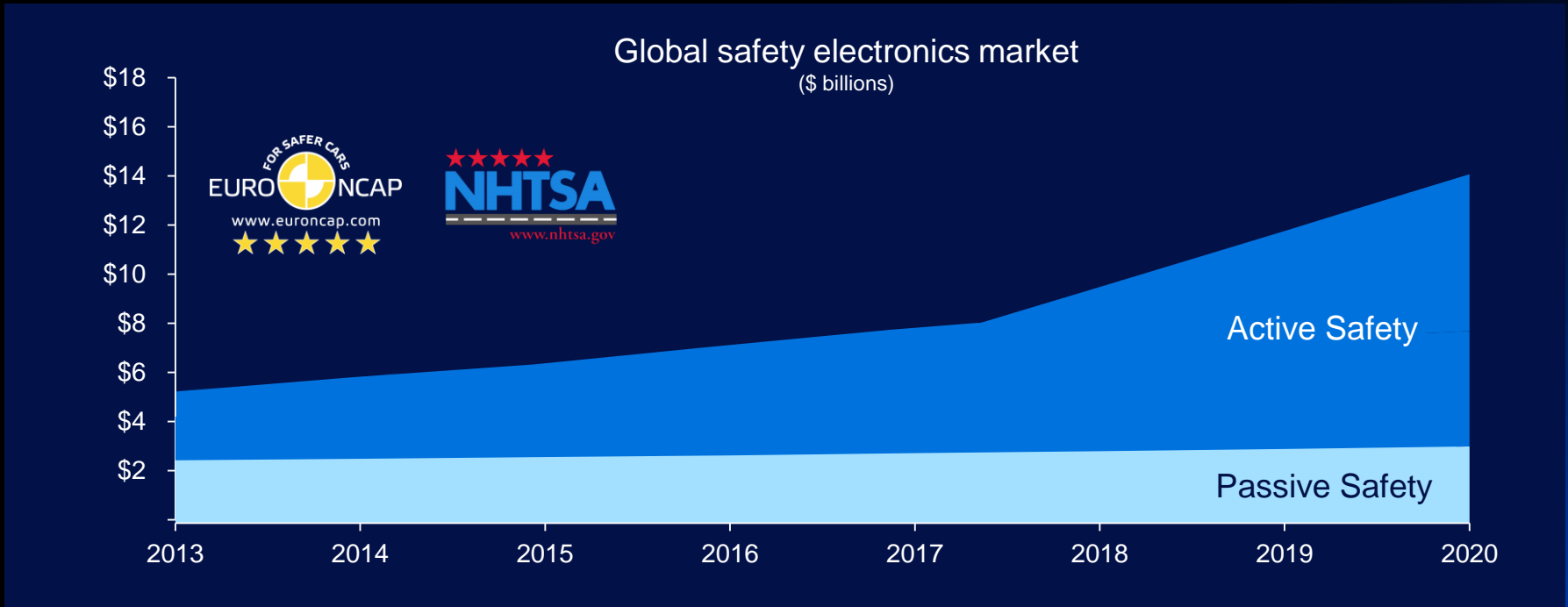
Global Connectivity and Infotainment market (\$ billions)



Connectivity market grows to \$14B at ~25% CAGR



# Active Safety past the tipping point



**Active Safety market grows to \$14B at ~35% CAGR**

# Market relevant technologies

## PACE Awards



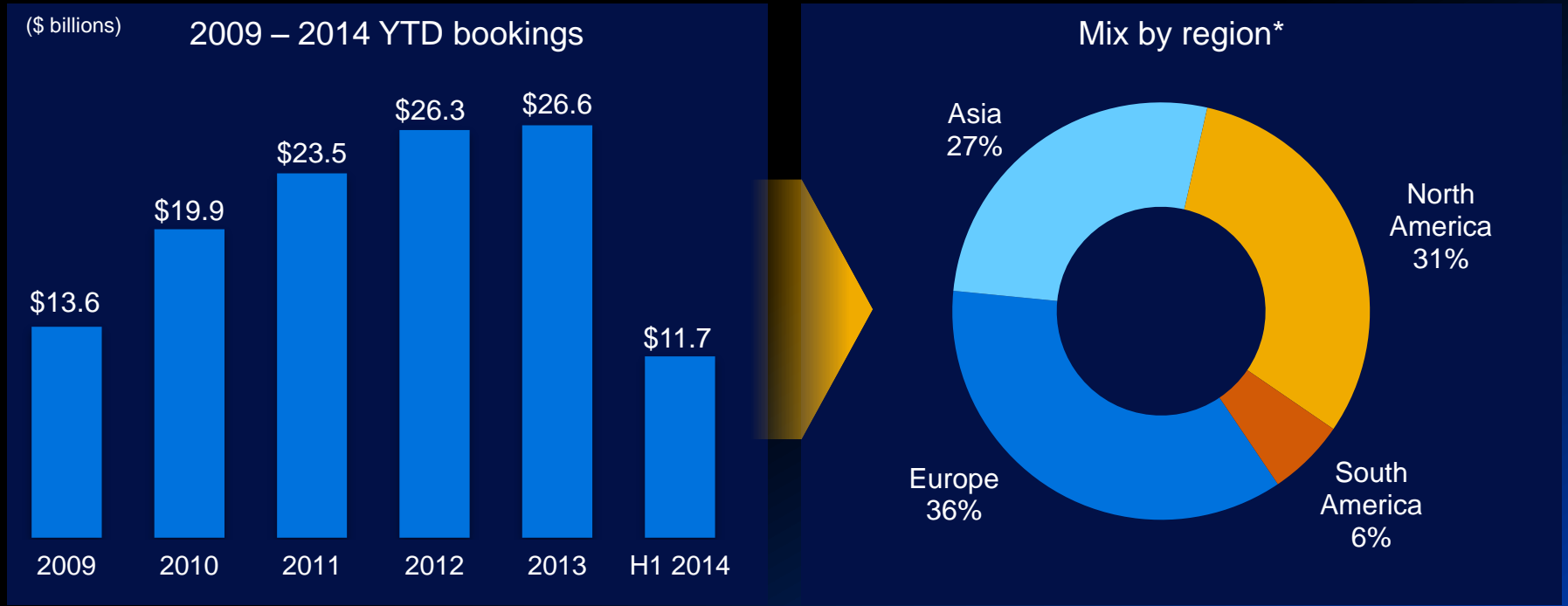
## Top 100 Global Innovators



THOMSON REUTERS

**TOP 100**  
GLOBAL INNOVATORS

# Strong new business bookings



**On track to deliver ~\$26 billion of bookings**

\*Mix by region from 2009 through Q2 2014 YTD

Note: Bookings = lifetime gross program revenues awarded, based upon expected volumes and pricing

**Kevin Clark**

Chief Financial Officer and Executive Vice President

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# Financial strategy

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## Disciplined revenue growth

- Accelerate introduction of market relevant products
- Diversify customer base and grow share of market
- Continue rotation to high growth China

## Optimize cost structure

- Continue footprint rotation to best cost countries
- Increase flexibility of workforce
- Continue manufacturing and material cost reductions

## Increase cash flow

- Increase operating leverage to enhance cash flow conversion
- Continue balanced and disciplined capital deployment

**Delivering industry-leading shareholder returns**

# Strong revenue growth

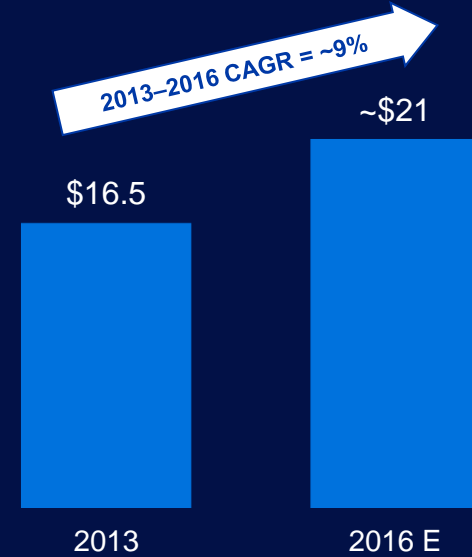
(\$ billions)

2010 – 2013 revenue growth



(\$ billions)

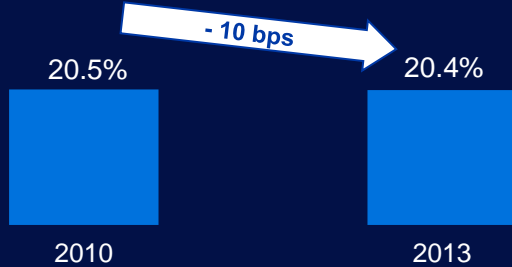
2013 – 2016 revenue growth



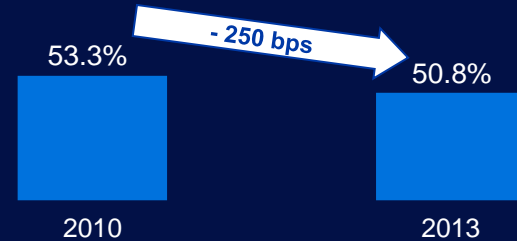
Driven by market share gains and vehicle content growth

# Industry-leading cost structure

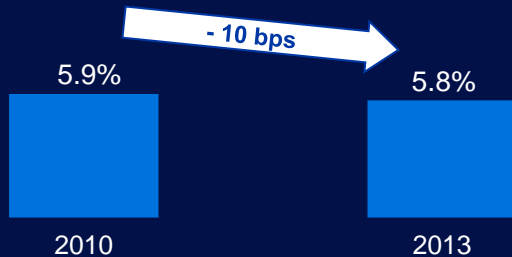
## Manufacturing expense % of revenue



## Material cost % of revenue



## SG&A % of revenue



## Engineering % of revenue



Foundation for margin expansion and cash flow generation



# Capital allocation strategy

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## Capital expenditures

- Continue to reinvest in business to generate growth

## Dividends

- Increase dividend roughly in-line with earnings growth

## M&A

- Disciplined pursuit of transactions that are accretive to value

## Share repurchases

- Accelerate pace of share repurchases

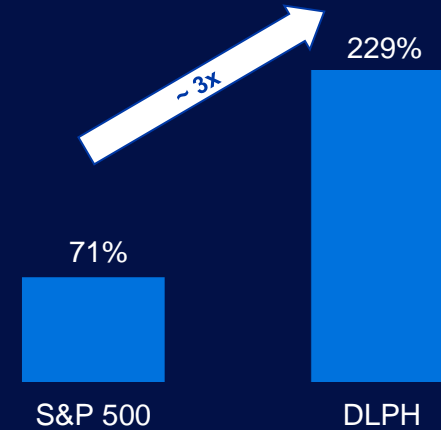
**Capital deployment drives shareholder returns**

# Returning value to shareholders

Share repurchases and dividends  
(\$ millions)

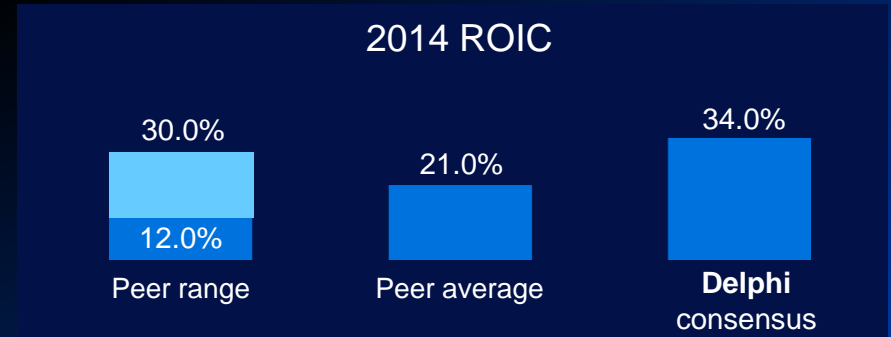
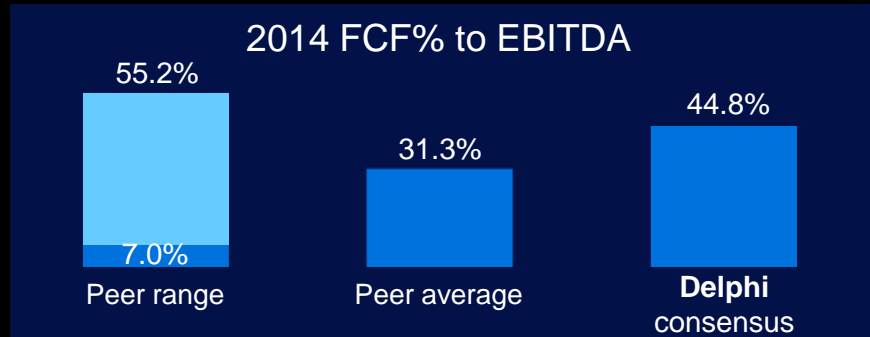
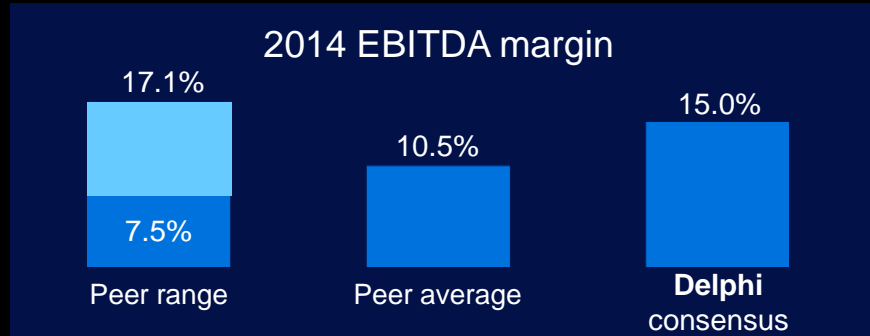


Total shareholder returns\*  
IPO – Q2 2014



**Cash deployment contributing to strong shareholder returns**

# Financial metrics comparison



**Industry-leading financial metrics**

Note: Range and averages are for a peer group consisting of: ALV, BWA, HAR, JCI, LEA, TEN, TRW and VC (excludes outliers); data represents Capital IQ consensus estimates and J.P. Morgan Equity Research

# Investment overview

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- Well positioned in a transformed and growing industry
- Significant global scale
- Industry-leading cost structure
- Significant margin expansion and cash flow generation
- Balanced and disciplined capital allocation

**Delivering industry-leading shareholder returns**

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