# **APTIV**

### Kevin Clark

President and Chief Executive Officer

### Joseph Massaro

Chief Financial Officer and Senior Vice President, Business Operations



### **Forward Looking Statements**

This presentation, as well as other statements made by Aptiv PLC (the "Company"), contain forward-looking statements that reflect, when made, the Company's current views with respect to current events, certain investments and acquisitions 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 include, but are not limited to, the following: global and regional economic conditions, including conditions affecting the credit market and resulting from the United Kingdom's exit from the European Union, commonly referred to as "Brexit"; uncertainties posed by the novel coronavirus (COVID-19) pandemic and the difficulty in predicting its future course and its impact on the global economy and the Company's future operations; fluctuations in interest rates and foreign currency exchange rates; the cyclical nature of global automotive sales and production; the potential disruptions in the supply of and changes in the competitive environment for raw material and other components integral to the Company's products, including the current semiconductor supply shortage; the Company's ability to maintain contracts that are critical to its operations; potential changes to beneficial free trade laws and regulations such as the United States-Mexico-Canada Agreement; the ability of the Company to integrate and realize the expected benefits of recent transactions; the ability of the Company to attract, motivate and/or retain key executives; the ability of the Company to avoid or continue to operate during a strike, or partial work stoppage or slow down by any of its unionized employees or those of its principal customers; and the ability of the Company to attract and retain customers. Additional factors 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.

## **Aptiv Today**

### **2021 FINANCIAL OUTLOOK**

\$ Billions, except per share amount



**\$16.3** REVENUE

~10% GROWTH-OVER-MARKET



**\$2.4** EBITDA



\$3.75 EARNINGS PER SHARE



\$1.8 OPERATING CASH FLOW

### LEADING PORTFOLIO ALIGNED WITH INDUSTRY MEGATRENDS...



SAFE

A FUTURE WITH ZERO ACCIDENTS



GREEN

A FUTURE WITH ZERO EMISSIONS



### ...ENABLING THE FUTURE OF MOBILITY



LEADING ADAS SUPPLIER



LEADING AUTO SW PLAYER



TOP HV SIGNAL AND POWER SUPPLIER



SHIFTING TO NEW BUSINESS MODELS



TOP OEMS ADOPTING SVA™



EXPANSION IN MARKETS
OUTSIDE OF AUTO

Note: Reflects midpoint of 2021 guidance communicated on August 5, 2021.

EBITDA and EPS adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP.

# Safe, Green & Connected Megatrends Accelerating

NEAR DOUBLING OF ADDRESSABLE MARKET OPPORTUNITIES IN THE NEXT 5 YEARS

TOTAL ADDRESSABLE MARKET (\$ Billions)

\$170 ADDRESSABLE MARKET

TODAY

~\$90

ADDRESSABLE MARKET

#### **CORE MARKETS**

- Electrical Distribution Systems
- Engineered Components
- Info & User Experience
- Connectivity & Security
- Active Safety
- High Voltage

#### **NEW & ADJACENT MARKETS**

- CV & Diversified Markets
- Connected Services & Data
- Automated Driving



#### PORTFOLIO ALIGNED TO GROWTH

Strong underlying market growth in our core businesses driven by Safe, Green and Connected megatrends

~ 50% OF GROWTH IN CORE MARKETS FROM **ACTIVE SAFETY** & **HIGH VOLTAGE** 







### **NEW & ADJACENT MARKETS**

Seeding next wave of growth while diversifying business models and end markets

Source: Management estimates

# Leveraging Aptiv's Full-Stack Capabilities

ENABLING A MORE EFFICIENT AND ACCELERATED PATH TO THE ELECTRIFIED, SOFTWARE-DEFINED VEHICLE OF THE FUTURE

APTIV'S ADVANCED TECHNOLOGIES
ACROSS THE **BRAIN AND NERVOUS SYSTEM**PROVIDING END-TO-END SYSTEM SOLUTIONS



Advanced Safety & User Experience encompasses our deep expertise in centralized computing platforms



**Signal & Power Solutions** delivers high-speed data and high-power electrical systems

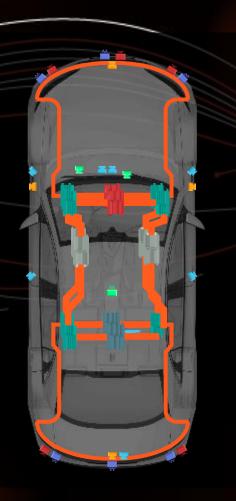
FULL SYSTEM-LEVEL CAPABILITIES
THAT ENABLE A MORE EFFICIENT PATH
TO VEHICLE ELECTRIFICATION



Architecture optimization supporting customers' electrified, feature rich and highly automated vehicles



Smart Vehicle Architecture™ lowering total cost of ownership for customers, while increasing value for Aptiv



ENABLING VALUE CAPTURE ACROSS THE ENTIRE TECHNOLOGY STACK THROUGH SOFTWARE-DEFINED SOLUTIONS



**Software** that is modular and differentiated for re-use across OEMs



**Software services** for feature development, integration, maintenance, and data/analytics



Full vehicle-level integration, test, and validation services



High performance **hardware** products such as domain controllers, radars, and cameras



### Sustainability

APTIV'S SUSTAINABILITY COMMITMENTS **DELIVERING ON OUR MISSION** 

#### **OUR FRAMEWORK**



#### **PEOPLE**

Foster healthy, inclusive workplaces and communities



#### **PRODUCT**

Design and deliver solutions that transform society



### **PLANET**

Minimize our environmental footprint



### **PLATFORM**

Doing the right thing, the right way

#### STRATEGIC COMMITMENTS

- Attract and retain the best talent
- Advance a culture of diversity and inclusion
- Be a leader in employee health and safety
- Transform mobility with solutions that are safe, green and connected
- Engineer and deliver high-quality products
- Decrease Aptiv's carbon footprint committed to carbon neutrality by 2040
- Adhere to the most rigorous ethical standards
- Conduct ongoing holistic assessments of long-term risks to the company

























### **Summary**

### EXECUTION IN DIFFICULT ENVIRONMENT DRIVING RECOVERY OUTPERFORMANCE



INDUSTRY-LEADING, RELEVANT PORTFOLIO OF SAFE, GREEN AND CONNECTED TECHNOLOGIES

Investment to support customers resulting in stronger win rates, record bookings, and market outperformance



ADVANCING OUR VISION OF 2025 AND BEYOND

Winning culture, improved growth and profitability profile, and capital deployment upside result in a more sustainable business



DELIVERING FOR OUR KEY STAKEHOLDERS

Purpose-driven execution delivers value to customers, employees, and shareholders



# 

### **Non-US GAAP Financial Guidance Metrics**

(\$ millions)	2021 <sup>1</sup>
Net income attributable to Aptiv	995
Interest expense	149
Income tax expense	176
Net income attributable to noncontrolling interest	15
Depreciation and amortization	790
EBITDA	2,125
Other expense, net	3
Equity loss, net of tax	211
Restructuring	68
Other acquisition and portfolio project costs	13
Adjusted EBITDA	2,420

<sup>1.</sup> Prepared at the estimated mid-point of the Company's financial guidance range.

### Non-US GAAP Financial Guidance Metrics

(\$ millions, except per share amounts)	2021 <sup>1</sup>
Net income attributable to ordinary shareholders	932
Mandatory convertible preferred share dividends	63
Net income attributable to Aptiv	995
Adjusting items:	
Restructuring	68
Other acquisition and portfolio project costs	13
Debt modification costs	1
Gain on change in fair value of public traded equity securities	(9)
Tax impact of adjusting items (a)	(3)
Adjusted net income attributable to Aptiv	1,065
Adjusted weighted average number of diluted shares outstanding (b)	283.64
Diluted net income per share attributable to Aptiv	3.51
Adjusted net income per share	3.75

- 1. Prepared at the estimated midpoint of the Company's financial guidance range.
- (a) Represents the income tax impacts of the adjustments made for restructuring and other special items by calculating the income tax impact of these items using the appropriate tax rate for the jurisdiction where charges were incurred.
- (b) In June 2020, the Company issued \$1,150 million in aggregate liquidation preference of 5.50% MCPS and received proceeds of \$1,115 million, after deducting expenses and the underwriters' discount of \$35 million. Dividends on the MCPS are payable on a cumulative basis at an annual rate of 5.50% on the liquidation preference of \$100 per share. Unless earlier converted, each share of MCPS will automatically convert on June 15, 2023, into between 1.0754 and 1.3173 shares of Aptiv's ordinary shares, subject to further anti-dilution adjustments. For purposes of calculating Adjusted Net Income Per Share, the Company has excluded the anticipated MCPS cash dividends and assumed the "if-converted" method of share dilution. The Adjusted weighted average number of diluted shares outstanding assumes the conversion of all 11.5 million MCPS and issuance of the underlying ordinary shares applying the "if-converted" method on a weighted average outstanding basis for all periods subsequent to issuance of the MCPS. We believe that using the "if-converted" method provides additional insight to investors on the potential impact of the MCPS once they are converted into ordinary shares no later than June 15, 2023.