# **APTIV**

First Quarter 2019 Earnings Call

### **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 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.

# First Quarter Highlights

SUSTAINED STRONG GROWTH ABOVE MARKET AND INVESTMENTS TO SUPPORT NEW BUSINESS OPPORTUNITIES



### 2019 Outlook Update

STRONG FIRST QUARTER PERFORMANCE; WEAKER MACRO OUTLOOK FOR BALANCE OF THE YEAR





### STRONG FIRST QUARTER,

Higher outgrowth in weaker markets



### BALANCED COST ACTIONS

Sustaining a flexible business model while funding investments for growth



#### DISCIPLINED CAPITAL DEPLOYMENT

1Q share repurchases of \$226M; FY target \$450M





### MARKET DETERIORATION

Lower vehicle production and program delays in Europe & China



#### FOREIGN EXCHANGE / COMMODITIES

Lowering Euro outlook to 1.12 from 1.17 Commodity escalations

### Taking Balanced Actions

CURRENT ACTIONS SUSTAINING FUNDING FOR FUTURE GROWTH

APTIV'S FLEXIBLE AND SUSTAINABLE BUSINESS MODEL...

... ALLOWS US TO CONTINUE TO INVEST IN FUTURE GROWTH



#### OVERHEAD REDUCTION

Back office consolidation and incremental cost reductions



### MFG & SUPPLY CHAIN OPTIMIZATION

Footprint rationalization and mitigation actions



### COST STRUCTURE SUSTAINABILITY

Flexible and scalable cost structure



#### MOBILITY

Maintaining our plan of \$180M in mobility investments



### SUPPORTING NEW BUSINESS WINS

High demand for Active Safety and High Voltage Electrification



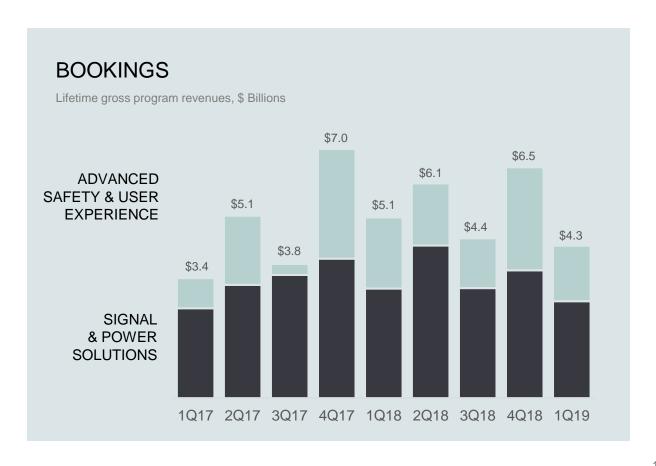
#### ADVANCED ENGINEERING

Effective and efficient engineering to support development of new technologies

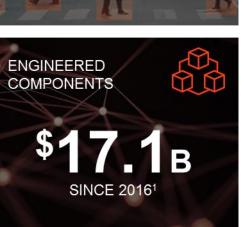


### Winning Across the Portfolio

2019 YTD BOOKINGS ON TRACK TO EXCEED PRIOR YEAR RECORD











1. Cumulative value of bookings

### **Advanced Safety & User Experience**

DELIVERING 12% GROWTH OVER MARKET; APPLYING EXPERTISE IN SENSING, SOFTWARE AND CENTRALIZED COMPUTE TO ENABLE NEXT GENERATION FEATURES AND FUNCTIONALITY

#### 1Q 2019 HIGHLIGHTS

- Continued Growth Over Market: Up 12% YoY, including China Up 18%
- Strong Active Safety win rates and order pipeline
- Info & User Experience roll-off of Displays business as planned

#### SALES GROWTH DRIVERS

FY 2019 1Q 2019

**ACTIVE** 50% 69% **SAFETY** 

INFO & USER (6%)

Low SD



Note: Revenue growth excludes impact of foreign exchange, commodities and divestitures. See appendix slide 22 for organic growth rates.

# **Commercializing Advanced Safety Solutions**

SEEDING THE NEXT WAVE OF GROWTH; INVESTMENTS IN SCALABLE ACTIVE SAFETY AND AUTOMATED DRIVING TECHNOLOGIES HELPING TO DEMOCRATIZE NEW MOBILITY SOLUTIONS





### Signal & Power Solutions

GROWTH OVER MARKET OF 7% DRIVEN BY HIGH VOLTAGE ELECTRIFICATION AND NEW PROGRAM LAUNCHES



#### 1Q 2019 HIGHLIGHTS

- Ramp up of new launches and acquisition contributions accelerate growth
- Strong cable management and fastening solutions growth driven by industrial end markets
- Continued High Voltage Electrification growth in China

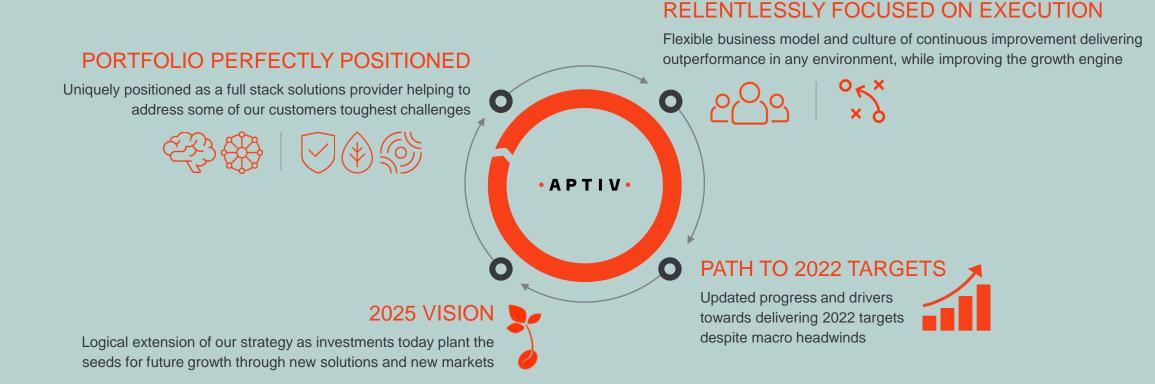
#### SALES GROWTH DRIVERS<sup>1</sup>

•		1Q 2019	FY 2019
*	HIGH VOLTAGE ELECTRIFICATION	65%	50%+
	CV & INDUSTRIAL END MARKETS <sup>2</sup>	39%	~30%

- 1. Note: Revenue growth excludes impact of foreign exchange, commodities and divestitures. See appendix slide 22 for organic growth rates.
- 2. Commercial vehicles and industrial end market revenue includes Winchester acquisition contributions.

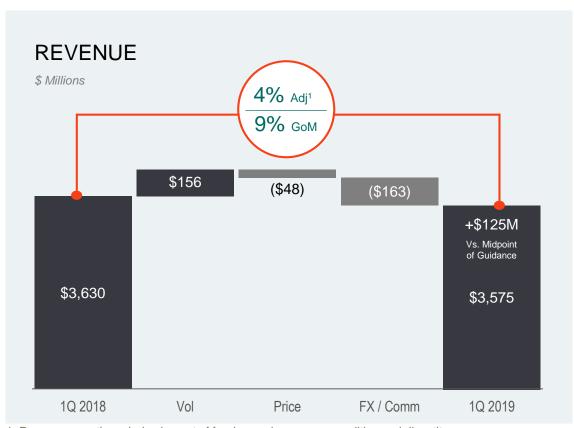
# **Aptiv 2019 Investor Day**

#### **BUILDING A MORE SUSTAINABLE BUSINESS**



### 1Q 2019 Revenue Growth

#### GROWTH OVER MARKET IN ALL MAJOR REGIONS DESPITE WEAKER CHINA PRODUCTION





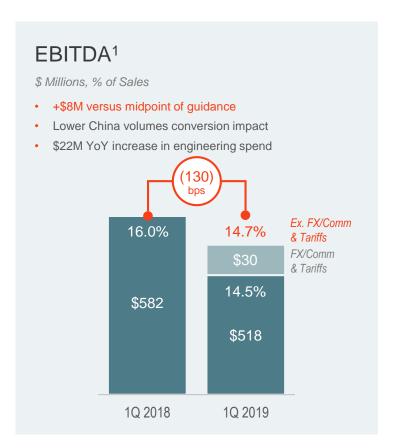
See appendix slide 22 for organic growth rates.

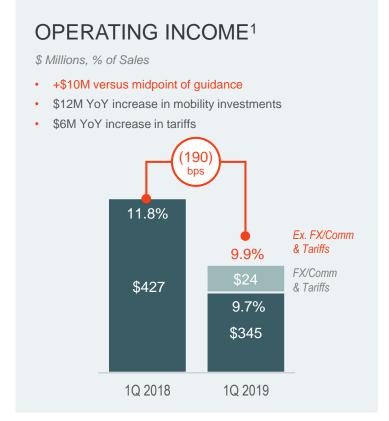
<sup>1</sup> Revenue growth excludes impact of foreign exchange, commodities and divestitures.

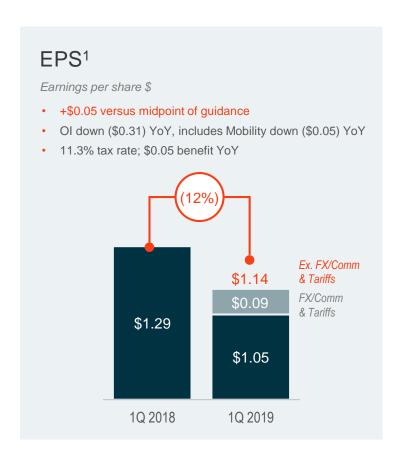
<sup>2</sup> Volume includes ~\$100M of M&A/Divestitures

# 1Q 2019 Earnings

### EBITDA, OPERATING INCOME AND EPS ALL AHEAD OF EXPECTATIONS





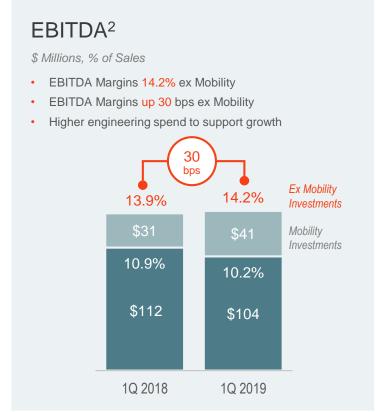


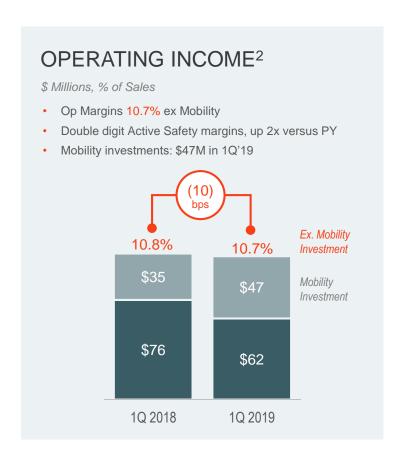
<sup>1</sup> Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP

### **Advanced Safety & User Experience**

CONSISTENT DOUBLE DIGIT GROWTH OVER MARKET AND CONTINUED INVESTMENTS TO SUPPORT FUTURE GROWTH





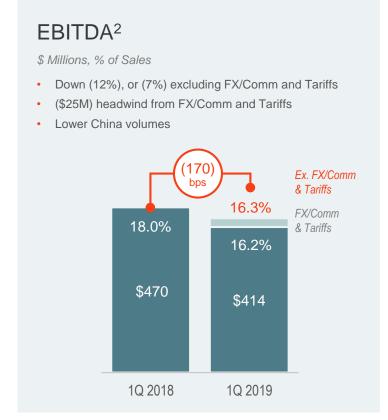


- 1 Revenue growth excludes impact of foreign exchange, commodities and divestitures. See appendix slide 22 for organic growth rates.
- 2 Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP

### Signal & Power Solutions

#### STRONG GROWTH OVER MARKET DRIVEN BY NEW LAUNCHES

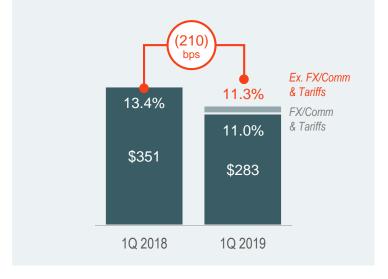






\$ Millions, % of Sales

- Down (19%), or (14%) excluding FX/Comm and Tariffs
- (\$20M) headwind from FX/Comm and Tariffs
- Lower China volumes



<sup>1</sup> Revenue growth excludes impact of foreign exchange, commodities and divestitures. See appendix slide 22 for organic growth rates.

<sup>2</sup> Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP

<sup>3</sup> Commercial vehicles and industrial end market revenue includes Winchester acquisition contributions.

### **2019 Macro Overview**

DETERIORATING MACROS; GLOBAL VEHICLE PRODUCTION NOW EXPECTED DOWN (3.5%)

GLOBAL			NORT 39% of Rev	H AMEF enue <sup>2</sup>	RICA	
	Adjusted Growth <sup>1</sup>	Production			Adjusted Growth <sup>1</sup>	Production
1Q19	4%	(5%)		1Q19	7%	(2%)
2Q19	5%	(5%)	-	2Q19	(1%)	(1%)
2H19	7%	(2%)	- 4	- 2H19	-%	(4%)
FY19	6%	(3.5%)		FY19	2%	(3%)
PRIOR FY19 GUIDE	6%	(2.5%)		PRIOR FY19 GUIDE	2%	(2%)
Expecting	ı stabilizatio	n in 2H 2019			d new truck car volume	x/SUV launches e declines
Not	e: South Ame	rica 2% of Revenue	9 <sup>2</sup>			

EURC	PE	
32% of Reve	enue <sup>2</sup>	
	Adjusted Growth <sup>1</sup>	Production
1Q19	6%	(5%)
2Q19	5%	(9%)
2H19	8%	-%
FY19	7%	(4%)
PRIOR FY19 GUIDE	9%	(1%)
	Eastern E	urope offset by Europe

CHIN					
19% of Rev	19% of Revenue <sup>2</sup>				
ماد	Adjusted Growth <sup>1</sup>	Production			
1Q19	(12%)	(15%)			
2Q19	8%	(12%)			
2H19	10%	(6%)			
FY19	4%	(9%)			
PRIOR FY19 GUIDE	2%	(8%)			
Assuming units stabilize at ~26M					

CHINIA

Note: Total Asia Pac 27% of Revenue<sup>2</sup>

Adjusted Revenue Growth at Midpoint of Guidance; excludes impact of foreign exchange, commodities and divestitures

<sup>%</sup> of 2018 Revenue

### 2019 Guidance

#### PRUDENT OUTLOOK GIVEN MACRO HEADWINDS

\$ millions, except per share amounts	2Q 2019 <sup>3</sup>	FY 2019 <sup>3</sup>	COMMENTS
REPORTED REVENUE Adj Growth %1   Growth Over Market	<b>\$3,600 – 3,700</b> ~5%   ~9%	<b>\$14,425 – 14,825</b> ~6%   ~9%	<ul> <li>2Q: AS&amp;UX up Mid SD, S&amp;PS up Mid SD</li> <li>FY: AS&amp;UX up ~10%, S&amp;PS up Mid SD</li> </ul>
EBITDA <sup>2</sup> EBITDA Margin	Pre Tariffs Including Tariffs  \$562 - 582	Pre Tariffs   Including Tariffs   \$2,405 - 2,485   \$2,355 - 2,435   16.7 - 16.8%   16.3 - 16.4%	<ul><li>2Q: (~\$40M) FX/Commodities</li><li>FY: (~\$80M) FX/Commodities</li></ul>
OPERATING INCOME <sup>2</sup> Operating Margin	Pre Tariffs Including Tariffs  \$387 - 407	Pre Tariffs   Including Tariffs   \$1,680 - 1,760   \$1,630 - 1,710   11.7 - 11.9%   11.3 - 11.5%	<ul> <li>2Q: (70) bps FX/Commodities headwind</li> <li>FY: (20) bps FX/Commodities headwind</li> </ul>
EARNINGS PER SHARE <sup>2</sup> Growth %	Pre Tariffs Including Tariffs  \$1.15 - 1.21	Pre Tariffs Including Tariffs $\$5.07 - 5.27$ $\$4.90 - 5.10$ $(7) - (3\%)$	<ul> <li>2Q: Down (8%) ex FX/Commodities</li> <li>FY: 14-15% tax rate; \$450M share buybacks</li> </ul>
OPERATING CASH FLOW		\$1,650	<ul><li>Higher restructuring cash</li><li>Capex \$800M / 5.5% of sales</li></ul>

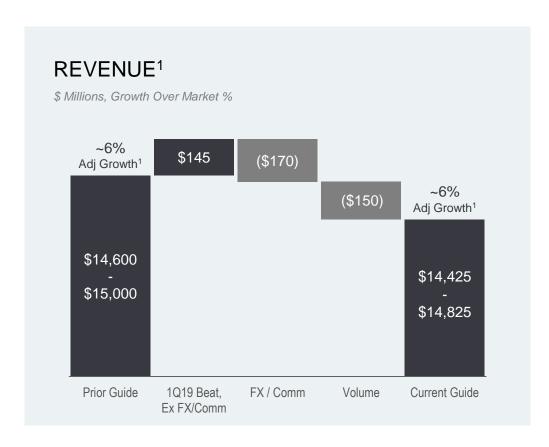
<sup>1</sup> Revenue growth excludes impact of foreign exchange, commodities and divestitures

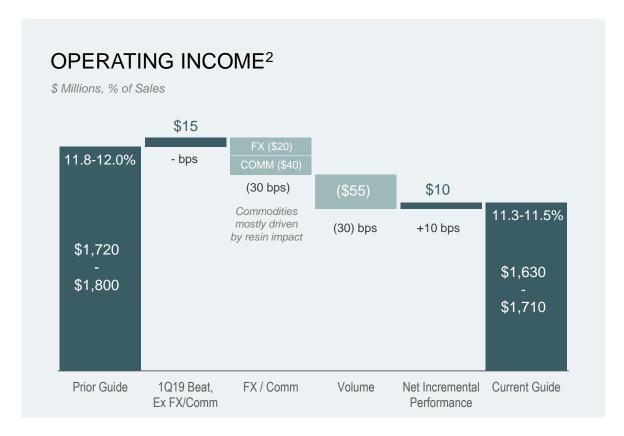
<sup>2</sup> Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP

<sup>3</sup> Refer to appendix for guidance reconciliation

### **2019 Guidance Walk**

#### DE-RISKING FULL YEAR OUTLOOK FOR WEAKER MACROS





<sup>1</sup> Revenue growth excludes impact of foreign exchange, commodities and divestitures

<sup>2</sup> Adjusted for restructuring and other special items; margin calculations based on reported revenue; see appendix for detail and reconciliation to US GAAP

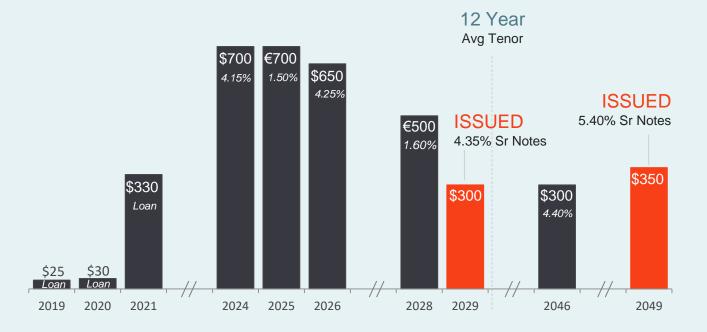
# **Capital Structure And Deployment**

REFINANCED LONG TERM DEBT WHILE OFFSETTING EPS IMPACT THROUGH SHARE BUYBACK

#### LONG TENURE DEBT PROVIDES SIGNIFICANT FLEXIBILITY

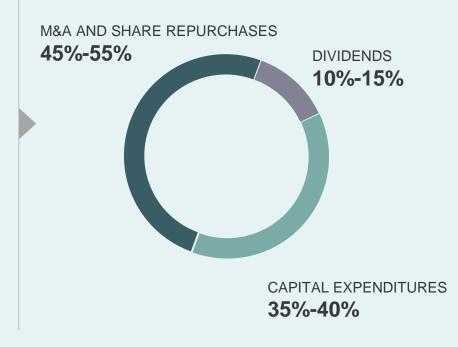
Refinanced \$650M into 10 | 30 Year Debt - improving flexibility and tenor - while maintaining favorable rate profile and investment grade rating

Term Loan A & Senior Notes



#### BALANCED CAPITAL DEPLOYMENT

Repurchasing \$450M shares in 2019, offsetting incremental interest expense



# Summary

#### PORTFOLIO DRIVING SUSTAINED ABOVE MARKET GROWTH

- 9% growth over market from leading technologies in AS&UX and S&PS
- Continued momentum in Active Safety and High Voltage Electrification growth

#### **BALANCED 2019 OUTLOOK**

- Strong growth over market continues despite slower vehicle production
- Balanced cost actions partially mitigate incremental F/X and Comm headwinds

#### BUILDING A MORE SUSTAINABLE BUSINESS

- Strengthening business foundation while seeding next wave of growth
- Disciplined and accretive capital deployment enhances through-cycle resiliency



# 

### 1Q 2019 vs. 1Q 2018

(\$ millions, except per share amounts)	1Q 2019	Fav / (Unfav)	COMMENTS
REPORTED REVENUE Adjusted Growth %1   Growth Over Market	\$3,575	<b>(\$55)</b> 4%   9%	<ul><li>Vehicle production down (4.5%)</li><li>AS&amp;UX 12% GoM, S&amp;PS 7% GoM</li></ul>
EBITDA <sup>2</sup> EBITDA Margin	<b>\$518</b> <i>14.5%</i>	<b>(11%)</b> (150) bps	<ul> <li>Down (6%) ex FX/Commodities and Tariffs</li> <li>Supporting \$12M incremental Mobility investments</li> </ul>
OPERATING INCOME <sup>2</sup> Operating Margin	<b>\$345</b> 9.7%	<b>(19%)</b> (210) bps	<ul> <li>Down (14%) ex FX/Commodities and Tariffs</li> <li>Overcoming higher depreciation &amp; amortization</li> </ul>
EARNINGS PER SHARE <sup>2</sup>	\$1.05	<b>(\$0.24)</b> (19%)	<ul><li>\$226M share repurchases 1Q YTD</li><li>11.3% tax rate</li></ul>
OPERATING CASH FLOW	\$84	(\$102)	Higher working capital to support revenue growth

<sup>1.</sup> Revenue growth excludes impact of foreign exchange, commodities and divestitures. See appendix slide 22 for organic growth rates.

<sup>2.</sup> Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP

### **YoY Growth Metrics**

Reflective of management estimates due to integration of businesses	1Q 2018	2Q 2018	3Q 2018	4Q 2018	FY 2018	1Q 2019
Reported Revenue Growth	15%	17%	11%	6%	12%	-1%
Signal & Power Solutions	12%	13%	9%	4%	9%	-2%
Advanced Safety & User Experience	26%	27%	13%	9%	18%	-1%
Adjusted Revenue Growth <sup>1</sup>	8%	12%	11%	8%	10%	4%
Signal & Power Solutions <sup>1</sup>	4%	8%	10%	6%	7%	3%
Advanced Safety & User Experience <sup>1</sup>	20%	23%	14%	12%	17%	7%
Organic Revenue Growth <sup>2</sup>	8%	11%	9%	5%	8%	1%
Signal & Power Solutions <sup>2</sup>	4%	7%	7%	2%	5%	-2%
Advanced Safety & User Experience <sup>2</sup>	20%	23%	14%	12%	17%	7%

<sup>1</sup> Adjusted revenue growth excludes impact of foreign exchange, commodities, and divestitures.

<sup>2</sup> Estimated organic revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures.

# YoY Revenue And Adj. OI By Segment Walks

(\$ millions)	Revenue	Ol Adj
Q 2018: Signal & Power Solutions	2,617	351
Volume, net of price reductions	71	(59)
FX and commodities	(126)	(14)
Operational performance	-	4
Other	-	1
Q 2019: Signal & Power Solutions	2,562	283
Q 2018: Advanced Safety & User Experience	1,032	<b>76</b>
Volume, net of price reductions	29	(14)
FX and commodities	(38)	(4)
Operational performance	-	12
Other	-	(8)
Q 2019: Advanced Safety & User Experience	1,023	62
Q 2018: Eliminations & Other	(19)	-
Volume, net of price reductions	8	-
FX and commodities	1	-
Q 2019: Eliminations & Other	(10)	-
Q 2018: Total Aptiv	3,630	427
Volume, net of price reductions	108	(73)
FX and commodities	(163)	(18)
Operational performance	-	16
Other	-	(7)
Q 2019: Total Aptiv	3,575	345

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

(\$ millions)	1Q 2019	1Q 2018
Net income attributable to Aptiv	240	307
Interest expense	38	34
Other income, net	(16)	(30)
Income tax expense	33	59
Equity income, net of tax	(3)	(5)
Net income attributable to noncontrolling interest	5	9
Operating income	297	374
Restructuring	26	20
Other acquisition and portfolio project costs	11	19
Deferred compensation related to nuTonomy acquisition	11	14
Adjusted operating income	345	427

# **Non-US GAAP Financial Metrics**

(\$ millions)	1Q 2019	1Q 2018
Net income attributable to Aptiv	240	307
Interest expense	38	34
Other income, net	(16)	(30)
Income tax expense	33	59
Equity income, net of tax	(3)	(5)
Net income attributable to noncontrolling interest	5	9
Operating income	297	374
Depreciation and amortization	173	155
EBITDA	470	529
Restructuring	26	20
Other acquisition and portfolio project costs	11	19
Deferred compensation related to nuTonomy acquisition	11	14
Adjusted EBITDA	518	582

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

(\$ millions, except per share amounts)	1Q 2019	1Q 2018
Net income attributable to Aptiv	240	307
Adjusting items:		
Restructuring	26	20
Other acquisition and portfolio project costs	11	19
Deferred compensation related to nuTonomy acquisition	11	14
Debt extinguishment costs	6	-
Transaction and related (benefits) costs associated with acquisitions	-	(11)
Gain on changes in fair value of equity investments	(19)	-
Tax impact of adjusting items (a)	(2)	(6)
Adjusted net income attributable to Aptiv	273	343
Weighted average number of diluted shares outstanding	259.55	266.44
Diluted net income per share attributable to Aptiv	0.92	1.15
Adjusted net income per share	1.05	1.29

<sup>(</sup>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 the charges were incurred.

# **Shares Outstanding**

(millions)	1Q 2019	1Q 2018
Weighted average ordinary shares outstanding, basic	259.08	265.69
Dilutive shares related to RSUs	0.47	0.75
Weighted average ordinary shares outstanding, including dilutive shares	259.55	266.44

### **Financial Guidance Metrics**

(\$ millions)	2Q 2019 <sup>1</sup>	2019 <sup>1</sup>
Net income attributable to Aptiv	237	1,128
Interest expense	39	156
Other income, net	(8)	(32)
Income tax expense	50	195
Equity income, net of tax	(4)	(21)
Net income attributable to noncontrolling interest	9	40
Operating income	323	1,466
Restructuring	40	126
Other acquisition and portfolio project costs	10	35
Deferred compensation related to nuTonomy acquisition	12	43
Adjusted operating income	385	1,670
Less: Impact of tariffs	12	50
Pro forma - Adjusted operating income	397	1,720

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

### **Financial Guidance Metrics**

(\$ millions)	2Q 2019 <sup>1</sup>	2019 <sup>1</sup>
Net income attributable to Aptiv	237	1,128
Interest expense	39	156
Other income, net	(8)	(32)
Income tax expense	50	195
Equity income, net of tax	(4)	(21)
Net income attributable to noncontrolling interest	9	40
Operating income	323	1,466
Depreciation and amortization	175	725
<b>EBITDA</b>	498	2,191
Restructuring	40	126
Other acquisition and portfolio project costs	10	35
Deferred compensation related to nuTonomy acquisition	12	43
Adjusted EBITDA	560	2,395
Less: Impact of tariffs	12	50
Pro forma - Adjusted EBITDA	572	2,445

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

### **Financial Guidance Metrics**

(\$ millions, except per share amounts)	2Q 2019 <sup>1</sup>	2019 <sup>1</sup>
Net income attributable to Aptiv	237	1,128
Restructuring	40	126
Other acquisition and portfolio project costs	10	35
Deferred compensation related to nuTonomy acquisition	12	43
Debt extinguishment costs	-	6
Gain on changes in fair value of equity investments	-	(19)
Tax impact of adjusting items (a)	(5)	(29)
Adjusted net income attributable to Aptiv	294	1,290
Weighted average number of diluted shares outstanding	258.59	258.06
Diluted net income per share attributable to Aptiv	0.92	4.37
Adjusted net income per share	1.14	5.00
Less: Impact of tariffs	0.04	0.17
Pro forma - Adjusted net income per share	1.18	5.17
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<sup>1</sup> Prepared at the estimated mid-point of the Company's financial guidance range.

<sup>(</sup>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.