

a leader in intuitive motion control

# 2020

## Annual Results Announcement

17 March 2021

ELECTRIC POWER STEERING COLUMNS & DRIVELINE INTERMEDIATE SHAFTS DRIVELINE SYSTEMS DRIVELINE SYSTEMS STEERING



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In this document, all references to "Booked Business Amount" are to our estimation of the value of all booked business under contracts that have been awarded to us. The Booked Business Amount is based on estimated lifetime volume of the programs derived from indicative production arrangements provided by the applicable OEM customers and information provided by third-party industry sources. In calculating the Booked Business Amount, we also assume that the relevant contracts will be performed in accordance with their terms. Any modification or suspension of the contracts related to the booked business by our customers could have a material and adverse effect on the value of the booked business. The value of booked business is not a measure defined by International Financial Reporting Standards ("IFRS"), and our methodology for determining the Booked Business Amount may not be comparable to the methodology used by comparable companies in determining the value of their booked business. While we believe that our current Booked Business Amount is a relevant financial metric, the information to the booked business and the Booked Business Amount included in this document does not constitute a projection, forecast or prediction of our profits, and the actual contract value may be different from the estimated Booked Business Amount due to various factors and uncertainties beyond our control. We cannot assure you that our estimated Booked Business Amount will be indicative of our future operating results.

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## AGENDA

#### **Navigated Through Year 2020**

Bill Quigley, Senior Vice President and Chief Financial Officer

#### **Business Update**

Robin Milavec, Executive Board Director, Senior Vice President, Chief Technology Officer and Chief Strategy Officer

#### **Financial Review**

Bill Quigley, Senior Vice President and Chief Financial Officer

#### 2021 Considerations & Closing Remarks

Bill Quigley, Senior Vice President and Chief Financial Officer

## **Navigated Through Year 2020**

#### BILL QUIGLEY

Senior Vice President Chief Financial Officer





## Unprecedented Operating Environment

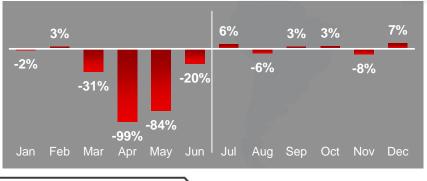
Light Vehicle Production Unit Volume Y-o-Y Change %

Global



N. America

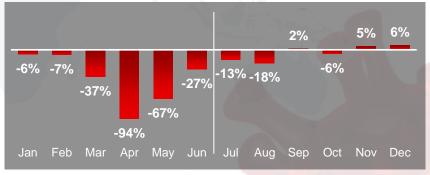
-20% (1H: -39%; 2H: 0%)





**EMEASA\*** 

-23% (1H: -40%; 2H: -4%)



January 2021 IHS Markit Ltd. forecast

EMEASA includes Europe and South America



## **Strong Sequential Recovery in 2H**

#### **Light Vehicle Production Unit Volume**

(units in millions)	1H 2020	2H 2020	%
Global	30.5	44.0	44%
NA	5.2	7.9	53%
China	9.3	14.1	52%
APAC	16.8	24.1	43%
EMEASA*	7.8	11.1	42%

January 2021 IHS Markit Ltd. forecast \* EMEA SA includes Europe and South America

#### Focus in 2H 2020

Strong customer demand with favorable earnings conversion

Close coordination with suppliers to maintain flow of components

Cash flow management focus and execution

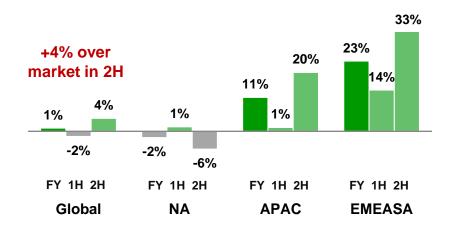
People and safety first remains top priority



## **Acceleration of Growth**

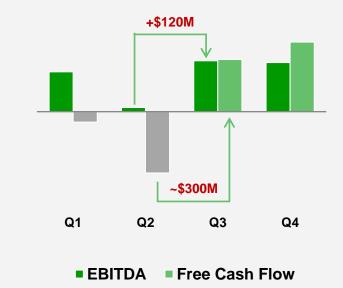
#### **Growth Over Market**

Revenue Comparison with OEM Production Volume



Strong Platform Positions and Program Launch Benefits

#### Earnings & Free Cash Flow Recovery Curve





## **2020 Business Highlights**

#### ROBIN MILAVEC

Executive Board Director Senior Vice President Chief Technology Officer Chief Strategy Officer





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CELEBRATING A HISTORY OF



#### A Well-defined Plan To Drive Stakeholder Value



### **2020 BUSINESS HIGHLIGHTS**

- Successful launch of 47 programs across multiple product lines, regions and customers
- Order-to-Delivery Backlog achieved \$24.6 despite significant industry volume reduction
- Strategic product portfolio expansion across all product lines
- Committed investment in technology leadership for future growth
- Continued focus on operational efficiency and execution

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## Launched 47 Major Programs in 2020





## **2020 BUSINESS HIGHLIGHTS**

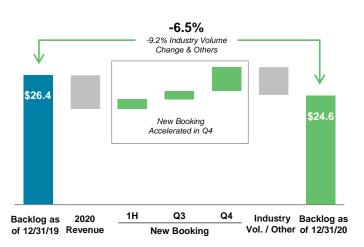
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#### **Backlog Update**

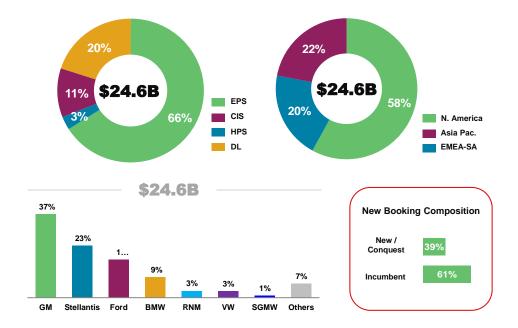


#### ORDER-TO-DELIVERY BACKLOG\* AS OF DEC. 31, 2020

(\$ in billions)



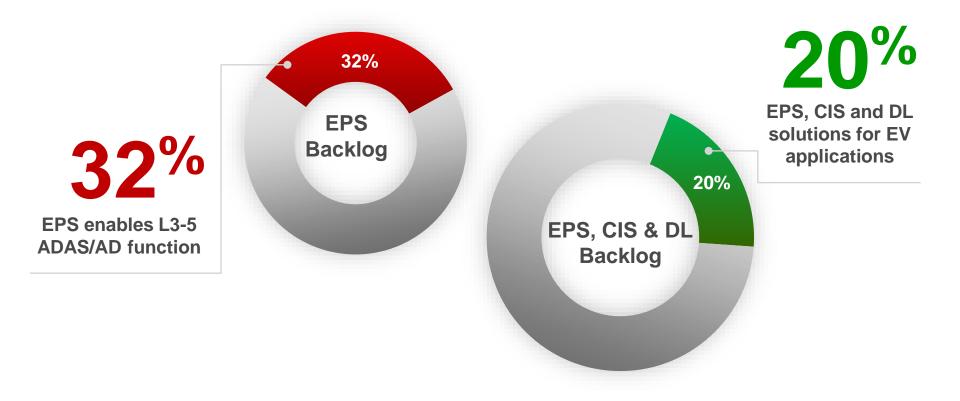
\* Booked business information is compiled through our internal records, and such information has not been audited nor reviewed by our auditors.





#### **Electrification / Autonomy Exposure in Backlog**







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## **Product Expansion - EPS**







## **Product Expansion - Columns**





#### First-to-Market Stowable Column

- Awarded business with a major Nexteer customer
- In production by mid-2023

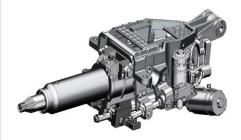
#### **Stowed Position**



## Enables OEMs to Create a New Vehicle Environment

 Stow distances understudy: 100 mm, 150 mm, 200 mm, 250 mm

#### **Un-stowed Position**



#### Complements Steering by Wire & ADAS Modes

 Innovative solutions for crash safety and steering wheel, steering column positioning



## **Product Expansion - Driveline**





#### High-Efficiency CV 8-Ball Joint



Increased Efficiency for ICE & EV Applications



Enables NVH & Durability at Ultra-High Running Angles



## 

REGION	ТЕСН	TECH EXPANSION	EV	MARKET GROWTH	REGIONAL EXPANSION	CUSTOMER EXPANSION
China	REPS		Ø			<b>Ø</b>
Europe	SPEPS			<b>Ø</b>		
Europe	DPEPS	<b></b>		<b>Ø</b>		
NA	HO EPS, Ball Spline Axle, New Column	<b></b>	<b>Ø</b>			
NA	HO EPS, Ball Spline Axle, New Column	<b></b>	<b>Ø</b>	<b>I</b>		
Mexico	REPS & Column					
Mexico	Stowable Column	<b></b>	<b></b>			
China	CEPS		<b>O</b>			
USA	HO REPS	<b></b>	<b>O</b>			
Europe	CIS					<b></b>
China	Driveline					<b>Ø</b>

\*Not a Comprehensive List

## **2020 BUSINESS HIGHLIGHTS**

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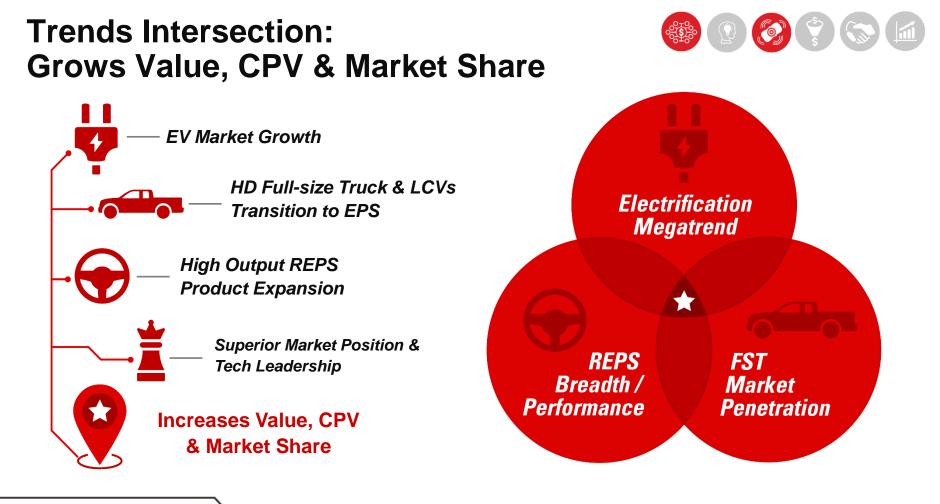
## **Strong Position in Marketplace**



Nexteer's Technologies on 5 of Top-10 US Best-selling Vehicles in 2020



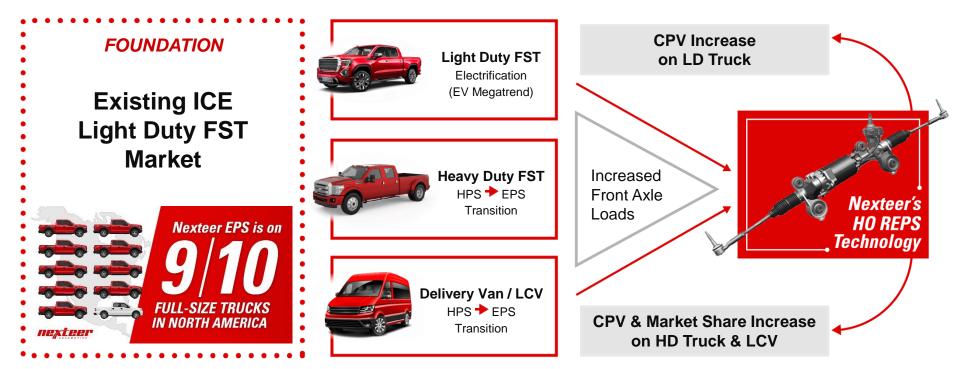




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## Trends Intersection: Grows Value, CPV & Market Share

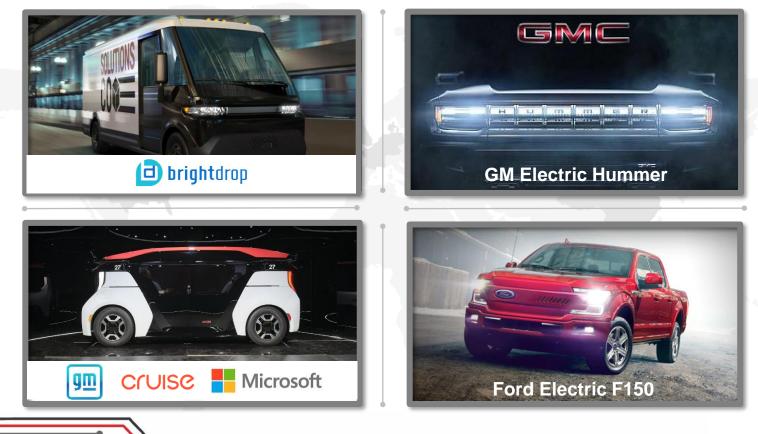






## **Electrification Frontier**







# Acceleration in Safety, Connectivity and Mobility Mega Trends



#### Advanced Safety, Performance (ADAS L3+)

- Brake-to-Steer
- First Stowable Column
- <10 FIT, High Availability EPS</p>
- Steer-by-Wire:
  - "The Next Conversion Wave" & Greater CPV
  - Gateway to Advanced Features (e.g., AES, etc.)



#### **Connectivity & Software**

- Tactile Mobility: Leading Tactile Virtual Sensing & Data Company
- Future of "Real-Time Safety & Well-Informed Motion Control Systems"
- Compliments Nexteer's Global Software Business Model
- Well-Positioned for Connectivity, OTA Updates, Vehicle Health Monitoring and other SW trends.

• • • • • • TACTILE • MOBILITY

#### Mobility (ADAS L3+)

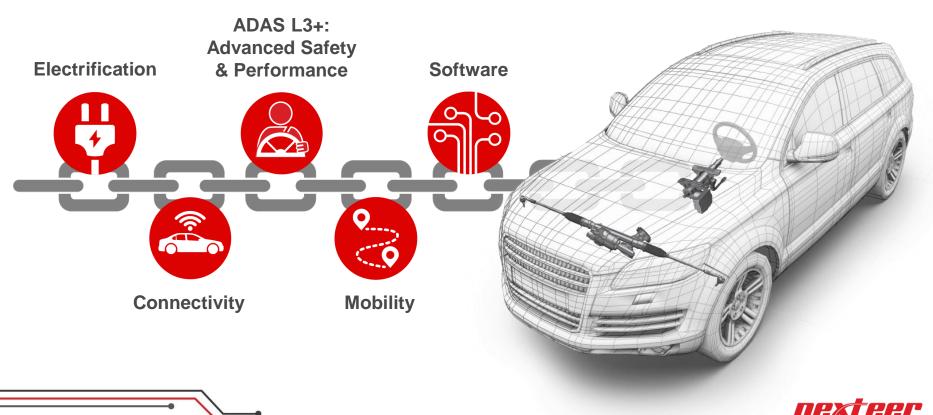
- Key Enabler for Autonomous People Movers, Last Mile Delivery Services
- Requires Advanced Steering & Driveline for Safety & Durability
- CNXMotion: Integrated Steering & Braking for Full Motion Control





## **Steer-by-Wire: Center Link Across the Chain of Mega Trends**





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## **Morocco Plant Ramp-up**







#### INDUSTRY RECOGNITION

*GM* Supplier Quality Excellence Awards

Ford Best Managed Companies with Outstanding Quality
 Performance in 2019 Award

ChangAn Excellent Supplier Award

 National Association of Manufacturers' Manufacturing Leadership Award – for third consecutive year

China Automobile & Parts' Innovation Capability Award

Auto Business Review's Excellent Award in the Chassis Section of the China Automotive Parts Industry Award

Newsweek's America's Most Responsible Companies 2021



#### **Nexteer Sustainability**

- Navigating through the COVID-19 environment with a broader, deeper sense of safety and corporate social responsibility
- Integrating Sustainability mindset into global business strategies
- Innovating to Drive a More Sustainable Future
  - Electrification: 20% EV in Backlog
  - Vehicle Autonomy: 32% ADAS-Enabled EPS in Backlog
  - Manufacturing Leadership: Award from the National Association of Manufacturers for third year in a row

## Steering toward a more sustainable future.

## FIVE KEY FOCUS AREAS



VALUE CREATION





COMMUNITY



#### **2020 Financial Review**

#### BILL QUIGLEY

Senior Vice President Chief Financial Officer





## **2020 Financial Results**

#### Successfully Navigated Through Unprecedented Environment in 1H 2020

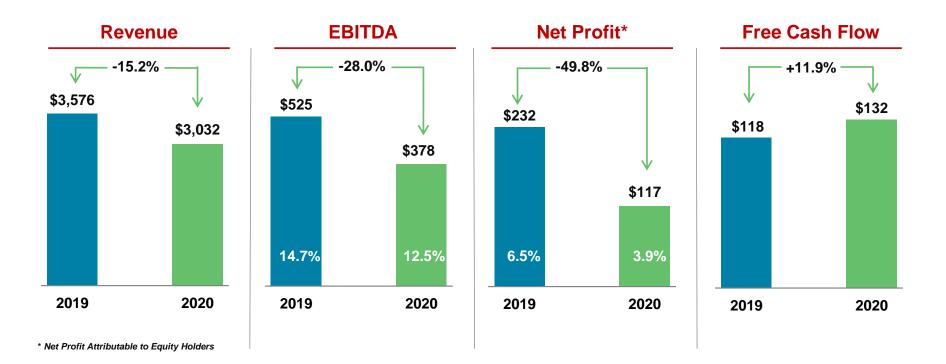
- Cost actions mitigated earnings impact from significant volume loss and production shutdowns
- Capitalized on Strong OEM Demand Recovery in 2H 2020
  - Favorable volume and net cost efficiencies drove solid earnings conversion
  - 2H 2020 financial performance significantly improved compared with 1H 2020 and outperformed 2H 2019
- Strong Free Cash Flow Performance in 2H 2020
  - Offset 1H 2020 use; full year free cash flow exceeded 2019

#### **Balance Sheet Remains Strong**

- Supported early redemption of 2021 notes



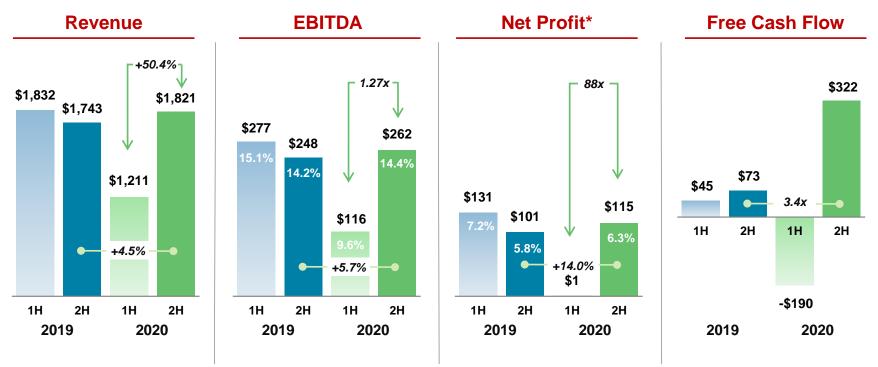
## **Key Financial Metrics**





## **Strong Sequential Recovery in 2H 2020**

(\$ in millions)

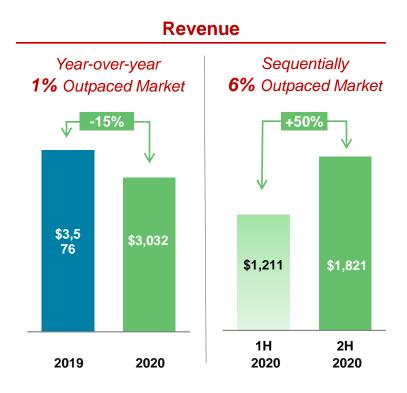


\* Net Profit Attributable to Equity Holders



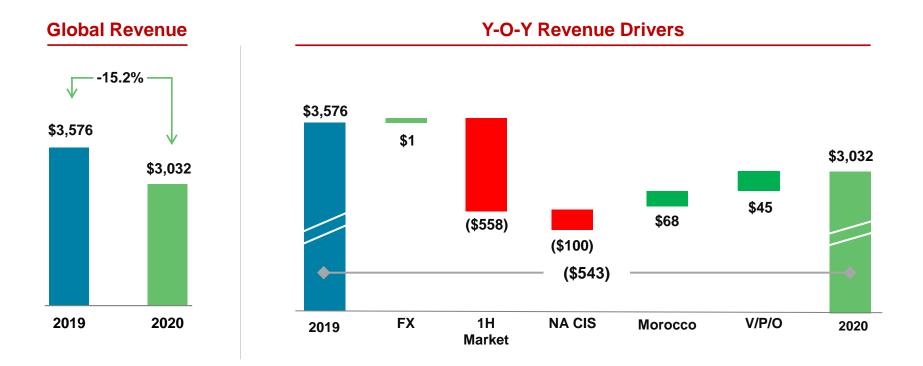
## **Revenue Growth Comparison with Global OEM Production Change**

(units in millions)	FY 2019	19 FY 2020	
Global	89.0	74.5	-16%
NA	16.3	13.0	-20%
China	24.4	23.4	-4%
APAC	46.2	41.0	-11%
EMEASA	24.4	18.8	-23%
(units in millions)	1H 2020	2H 2020	%
(units in millions) Global	1H 2020 30.5	2H 2020 44.0	% 44%
· · · ·			
Global	30.5	44.0	44%
Global NA	<b>30.5</b> 5.2	<b>44.0</b> 7.9	<b>44%</b> 53%



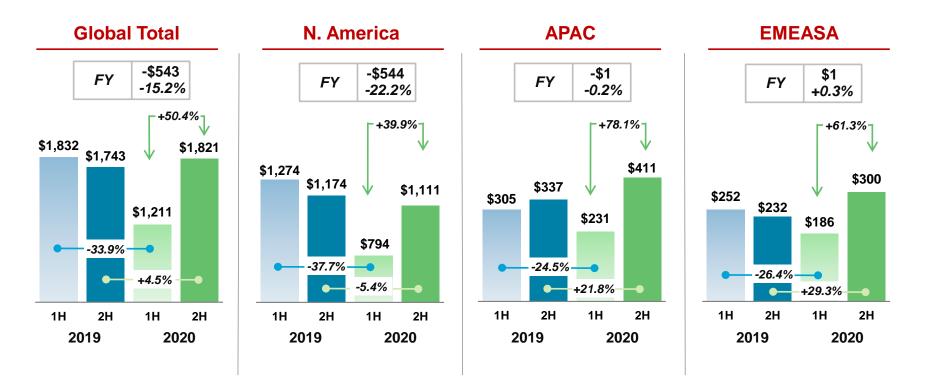


## **Revenue Bridge**





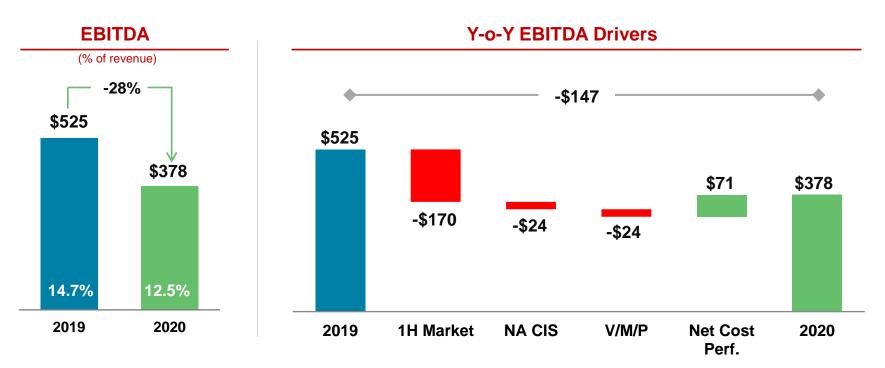
## **Regional Revenue Performance**





## **EBITDA Bridge**

(\$ in millions)

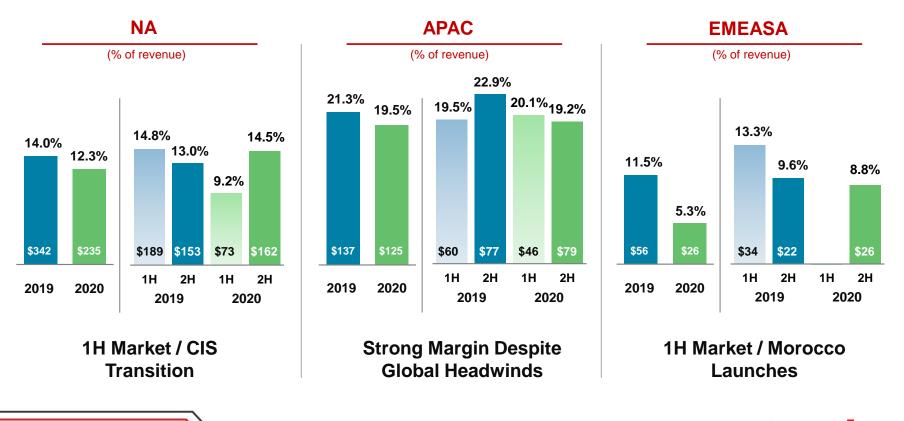


1H 2020 Shut-downs in NA / EMEASA Drove Significant Earnings Shortfall Net Cost Performance Mitigated 1H Market Environment



## **Regional EBITDA Margin Profile**

(\$ in millions)





40

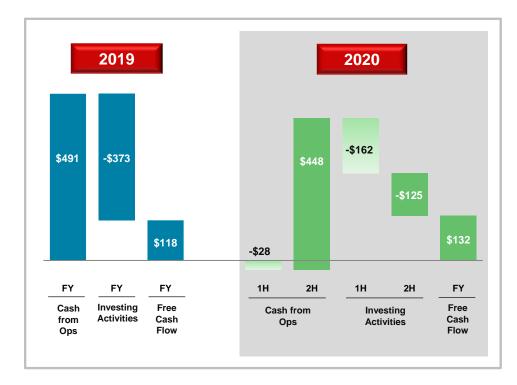
## **EBITDA to Net Profit Bridge**

	<b>20</b> <sup>2</sup>	19 FY	202	20 FY	
EBITDA	\$	525	\$	378	
- D&A Expense		252		259	
Operating Profit	\$	273	\$	119	
<ul><li>+ Share of JV Earnings</li><li>- Net Finance Costs</li></ul>		(4) 5		1 5	
Income Tax Expense / (Benefit) Min Interest		29 2		(8) 6	
Net Profit	\$	232	\$	117	

- JV earnings comprised of CNX Motion, DF and Chongqing operations
- Favorable Tax Benefit from US CARES Act providing for NOL carryback at 35% tax rate



### Strong Free Cash Flow in 2H Secured a Strong Balance sheet



	-		_	
	Dec	2019	Dec	2020
Cash and Capital	<u>,                                     </u>			
Gross Debt	\$	308	\$	249
Finance Leases		62		57
Less: Cash		602		553
Net Cash	\$	(233)	\$	(247)
Total Equity	\$	1,852	\$	1,921
Total Net Capital	\$	1,619	\$	1,674
Net Debt / Net Capital		n.a.		n.a.
Liquidity				
Cash	\$	602	\$	553
Credit Facilities		309		379
Total	\$	911	\$	933
Leverage / Coverage				
Gross Debt to EBITDA		0.6x		0.7x
Net Debt to EBITDA		n.a.		n.a.



## **2021 Operating Considerations**

#### **Positive Factors**

#### Favorable Economic Growth

- Monetary and fiscal stimulus measures in place
- ✓ Accelerating C-19 treatment roll-out

#### Continued Global OEM Production Recovery

 Inventory replenishment and consumer demand

#### 2021 Program Launches

 ~40 launches; all regions represented

#### **Challenges Near-Term**

#### Supply Chain Constraints

- Electronic components industry wide challenge; near-term OEM production adjustments
- Logistics / other cost pressures
- Cadence of OEM Production Recovery
  - ✓ Weighting to 2H 2021
- Operating Efficiency Pressures
  - Continued C-19 effects on productivity

#### **Constructive Environment Requiring**

Near-Term Navigation

