

July 31, 2018



APTIV

Second Quarter 2018 Earnings Call

• **APTIV** •

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.

Second Quarter Highlights

DELIVERED RECORD 2Q DOUBLE-DIGIT REVENUE GROWTH,
OP INCOME, EPS AND FREE CASH FLOW

REVENUE

\$3.7B | **\$7.3B**
2Q Up 12% | YTD Up 10%

OPERATING INCOME

\$474M | **\$901M**
2Q Up 19% | YTD Up 20%

EARNINGS PER SHARE

\$1.40 | **\$2.69**
2Q Up 24% | YTD Up 22%



CONTINUED STRONG
GROWTH ABOVE MARKET
ACROSS BOTH SEGMENTS

KUM  **Winchester**

COMPLETED KUM, ANNOUNCED
WINCHESTER ACQUISITIONS



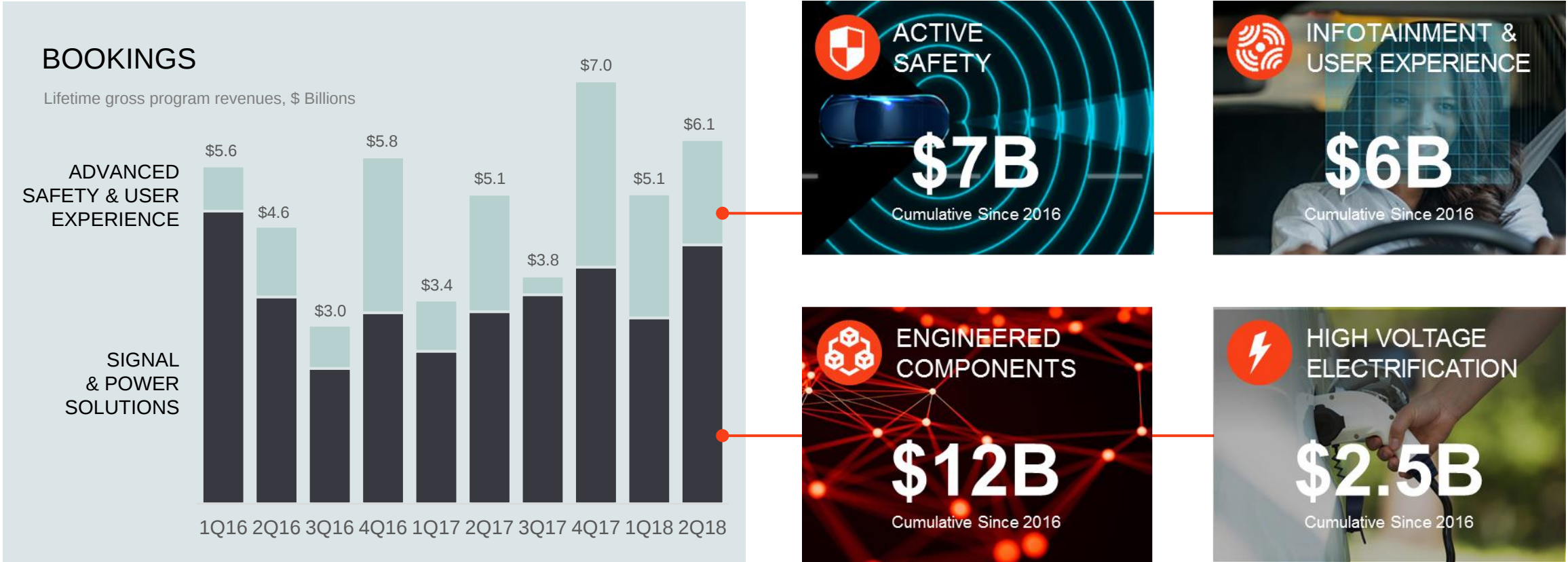
RECORD FIRST
HALF CUSTOMER
AWARDS

\$11B

Note: Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures. EPS and operating income adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP.

Winning Across the Portfolio

NEW BUSINESS AWARDS ALIGNED TO SAFE, GREEN AND CONNECTED MEGATRENDS



Advanced Safety & User Experience

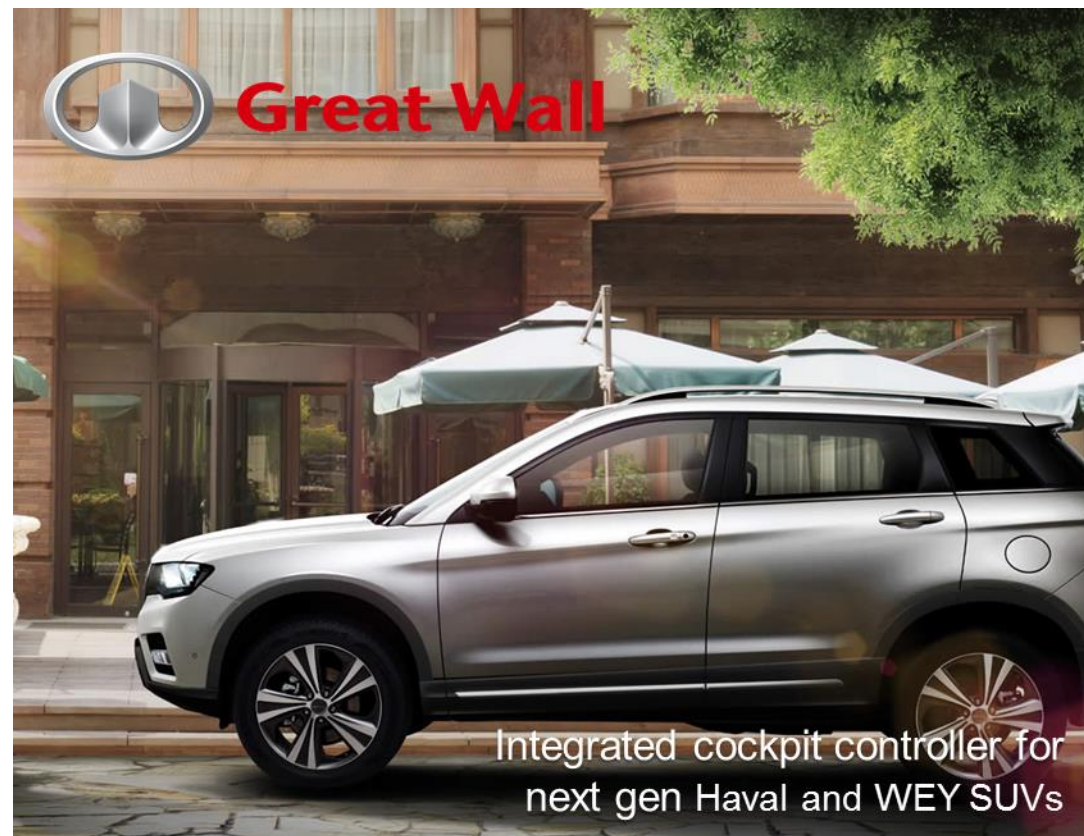
WINNING TODAY WITH DIFFERENTIATED SOLUTIONS, WHILE INVESTING TO FURTHER EXTEND TECHNOLOGY LEADERSHIP

2Q 2018 HIGHLIGHTS

- 20% growth over market, with improved outlook for 2H 2018
- 3 high performance L2+ Active Safety awards
- Integrated Cockpit Controller award leveraging central compute expertise

SALES GROWTH DRIVERS

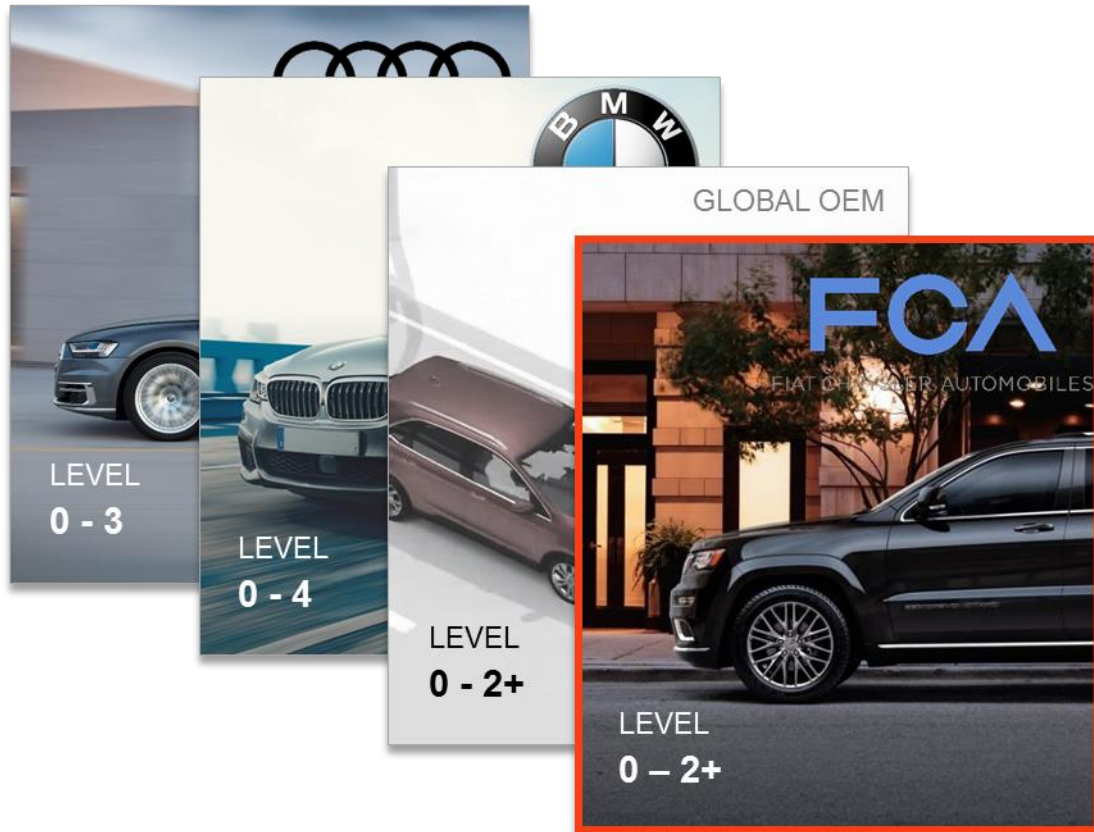
	2Q 2018	FY 2018
 ACTIVE SAFETY	48%	60%+
 INFOTAINMENT & USER EXPERIENCE	24%	15%+



Note: Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

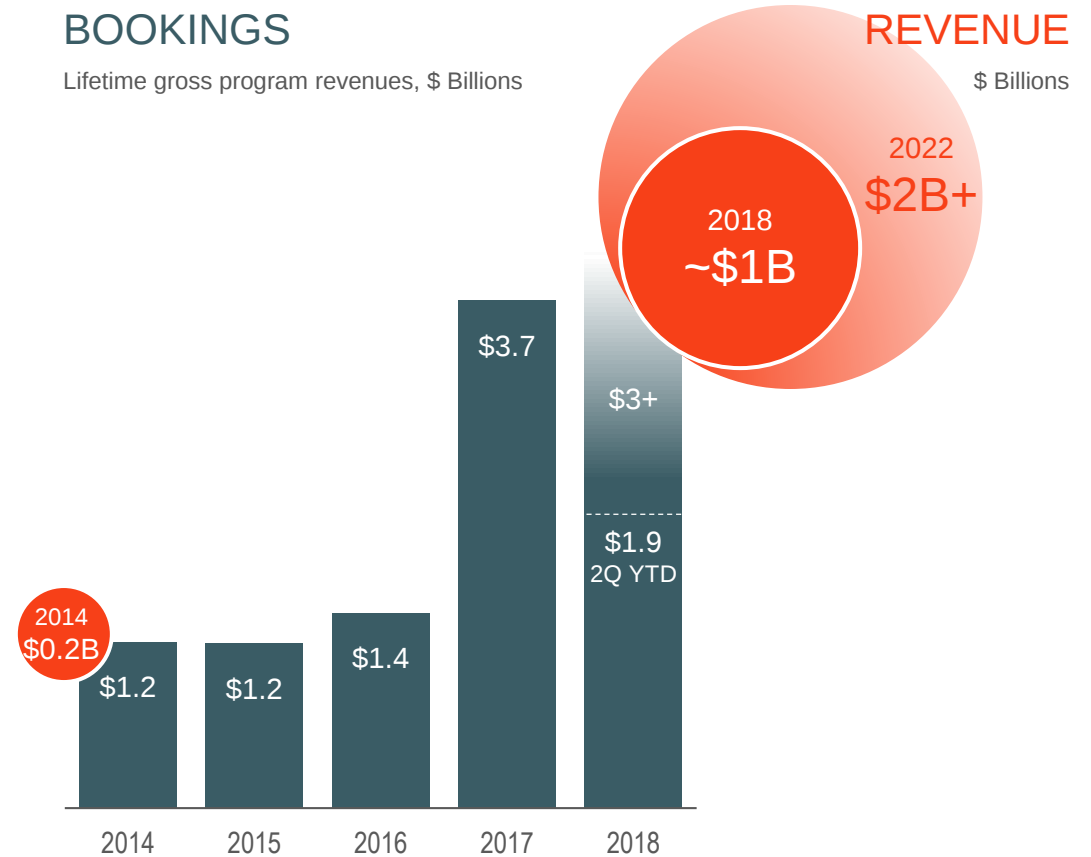
Continued Awards Reinforce Active Safety Outlook

APTIV SCALABLE AND FLEXIBLE APPROACH AND COMPREHENSIVE TECHNOLOGY PORTFOLIO
LEADING TO AWARDS WITH BOTH PREMIUM AND HIGH VOLUME OEMS



BOOKINGS

Lifetime gross program revenues, \$ Billions



Mobility & Services Update

CONTINUED STRONG PROGRESS ON LAS VEGAS DEPLOYMENT

3500+

RIDES GIVEN
ON THE LYFT
NETWORK

4.96

OUT OF 5
RIDER RATING

Hertz[®]

FLEET
MANAGEMENT
PARTNER FOR
LAS VEGAS



Signal & Power Solutions

GROWTH OVER MARKET OF 5% DRIVEN BY STRONG GROWTH ACROSS ALL PRODUCT LINES



2Q 2018 HIGHLIGHTS

- New Launches accelerate growth: EDS +5%, ECG +12%
- Adding accretive bolt-ons: KUM closing, Winchester announcement
- Continued penetration of advanced features and functionality driving growth

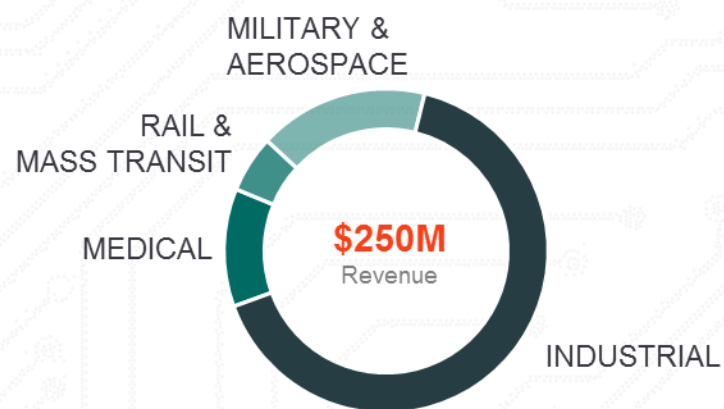
SALES GROWTH DRIVERS

	2Q 2018	FY 2018
 HIGH VOLTAGE ELECTRIFICATION	63%	60%+
 ENGINEERED COMPONENTS	12%	~10%

Note: Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

Winchester Acquisition

WINCHESTER A PLATFORM FOR FUTURE EXPANSION; WELL POSITIONED TO INTEGRATE BOLT-ON'S FOR ADJACENT APPLICATIONS



TRANSACTION DETAILS

- Purchase Price: \$650M
- Multiple: ~10.6x 2018 EBITDA
- Closing: End of 2018



LEADER IN **HIGHLY ENGINEERED**, HIGH COST OF FAILURE APPLICATIONS



ACCRETIVE TO GROWTH AND MARGINS



TRACK RECORD OF GROWTH THROUGH **BOLT-ON ACQUISITIONS**

2Q 2018 vs. 2Q 2017

(\$ millions, except per share amounts)

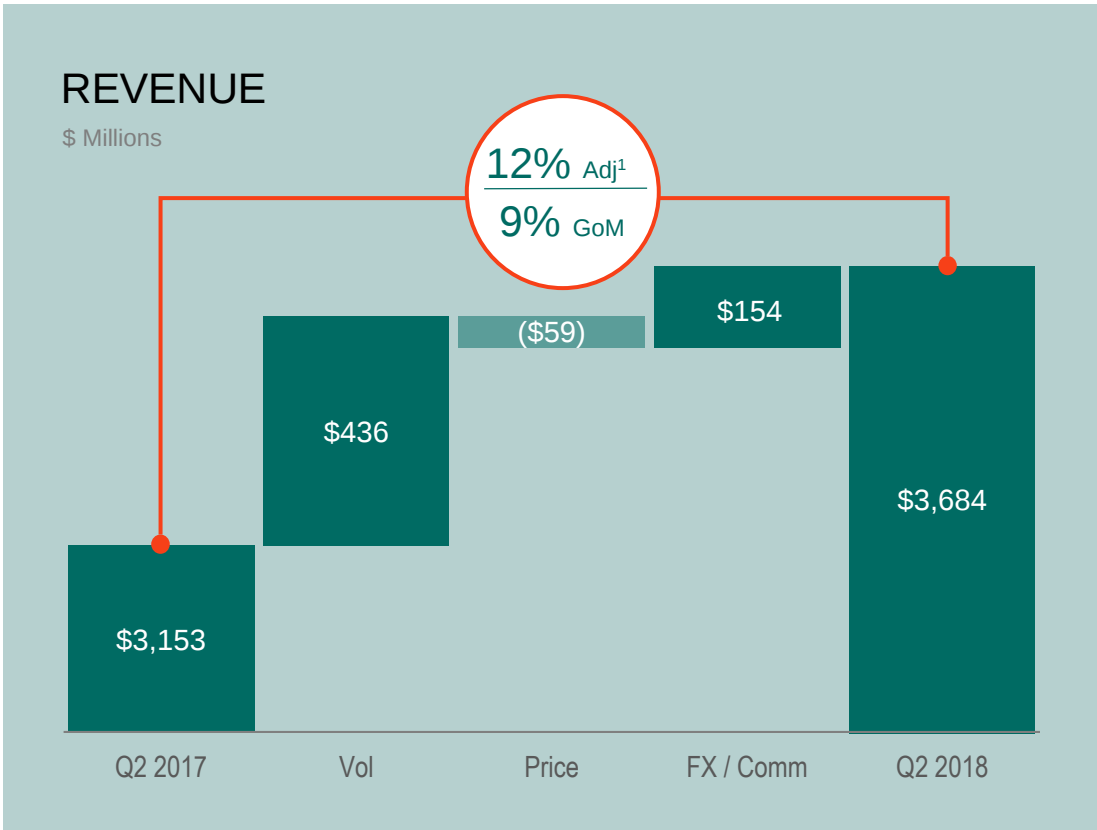
	2Q 2018	Fav / (Unfav)	COMMENTS
REPORTED REVENUE Adjusted Growth % ¹ Growth Over Market	\$3,684	\$531 12% 9%	- Vehicle production up 2.4% - AS&UX 20% GoM, S&PS 5% GoM
EBITDA² EBITDA Margin	\$629 17.1%	19% 40 bps	Conversion on strong sales growth
OPERATING INCOME² Operating Margin	\$474 12.9%	19% 30 bps	Operations funding investments for growth
EARNINGS PER SHARE²	\$1.40	\$0.27 24%	265.5M weighted average shares outstanding 15.9% tax rate in line with guidance; (180 bps) unfav YoY
OPERATING CASH FLOW	\$566	\$152	Higher earnings and favorable working capital performance

1. Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

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

2Q 2018 Revenue Growth

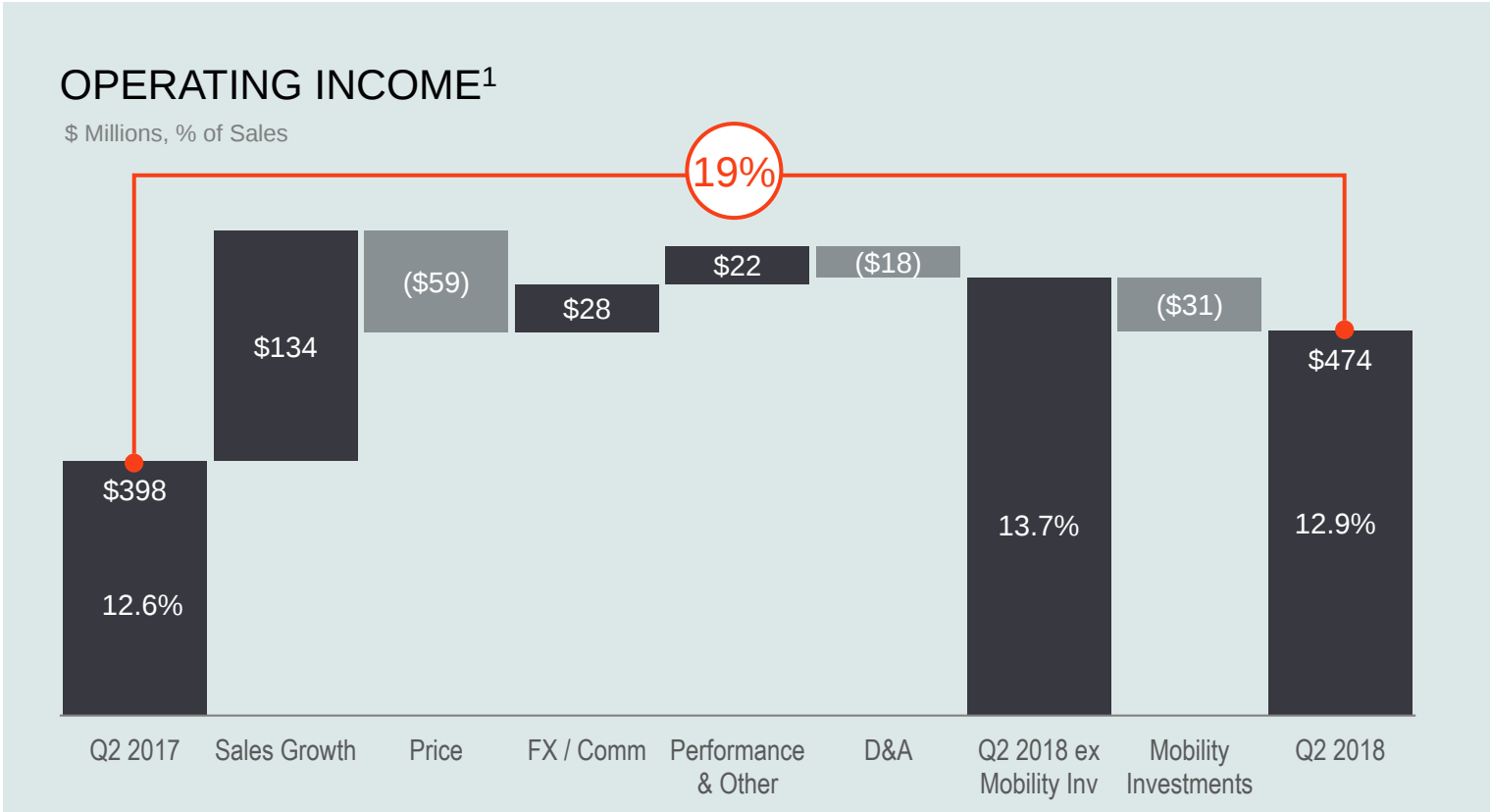
RECORD REVENUE GROWTH



¹ Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

2Q 2018 Operating Income Growth

DOUBLE DIGIT OPERATING INCOME GROWTH DRIVES MARGIN EXPANSION



PERFORMANCE HIGHLIGHTS

- **Conversion** on **strong sales**
- (1.9%) price downs
- **30 bps** margin expansion
- Operations funding investments for growth

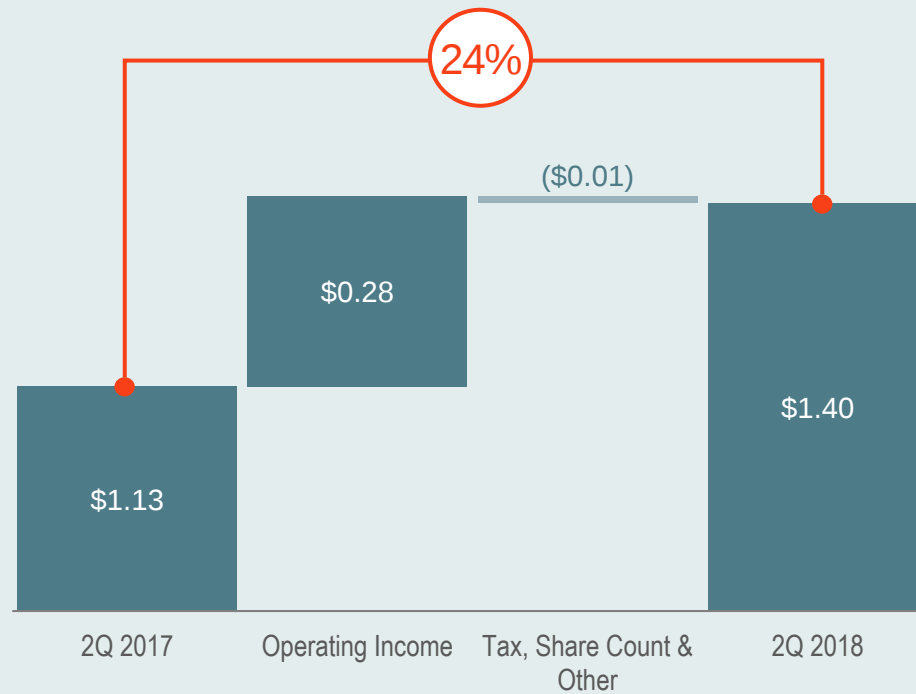
¹ Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP

2Q 2018 EPS Growth

OPERATING INCOME TRANSLATES INTO ROBUST EPS GROWTH

EPS¹

Earnings Per Share



PERFORMANCE HIGHLIGHTS

- \$0.05 above guidance midpoint
- 15.9% tax rate in line with guidance

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

Advanced Safety & User Experience Highlights

CONTINUED DOUBLE DIGIT GROWTH; SUPPORTING MOBILITY INVESTMENTS

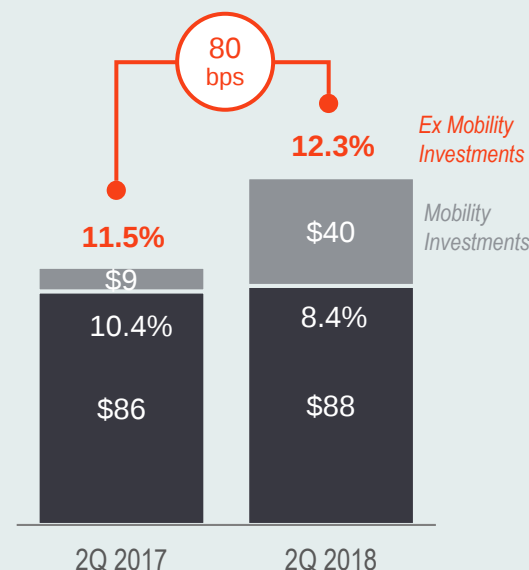
REVENUE

\$ Millions



OPERATING INCOME²

\$ Millions, % of Sales



PERFORMANCE HIGHLIGHTS

- 2Q revenue growth Up **23%**
 - Active Safety Up **48%**
 - Infotainment & UX Up **24%**
- Mobility investments: \$160M in 2018
- Op Margins **up 80 bps** ex Mobility

¹ Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

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

Signal & Power Solutions

MID SINGLE DIGIT GROWTH IN 2018; SOLID GROWTH OVER MARKET

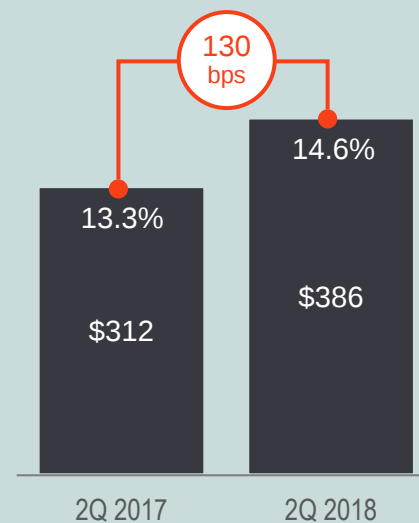
REVENUE

\$ Millions



OPERATING INCOME²

\$ Millions, % of Sales



PERFORMANCE HIGHLIGHTS

- 2Q revenue growth Up **8%**
- Program launches support accelerated growth
- Strong North America growth despite continued passenger car headwinds
- Operating Margins **up 130 bps**
- Recent acquisitions aligned to strategy

¹ Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

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

2018 Guidance

RAISING FULL YEAR OUTLOOK

(\$ millions, except per share amounts)

	3Q 2018 ³	FY 2018 ³	FULL YEAR COMMENTS
REPORTED REVENUE Adjusted Growth % ¹ Growth Over Market	\$3,425 - 3,525 10% 7%	\$14,350 - 14,550 8 - 9% 7 - 8%	• Market Up ~1% • AS&UX: Up Double Digits, S&PS: Up Mid Single Digit
EBITDA² EBITDA Margin	\$580 - \$600 16.9 – 17.0%	\$2,440 - 2,470 ~17.0%	• Up 14 - 16% YoY • Driven by volume conversion, operational performance
OPERATING INCOME² Operating Margin	\$410 - \$430 12.0 – 12.2%	\$1,790 - 1,820 ~12.5%	• Up 12-14% YoY • Operations funding investments for growth
EARNINGS PER SHARE² Growth %	\$1.21 - \$1.26 5 - 10%	\$5.30 - 5.40 14 - 16%	• Sustainable 15-16% tax rate • Reflects \$153M share buy-back during 1H18
OPERATING CASH FLOW	-	\$1,550	• Capex \$750 / 5%+ of sales

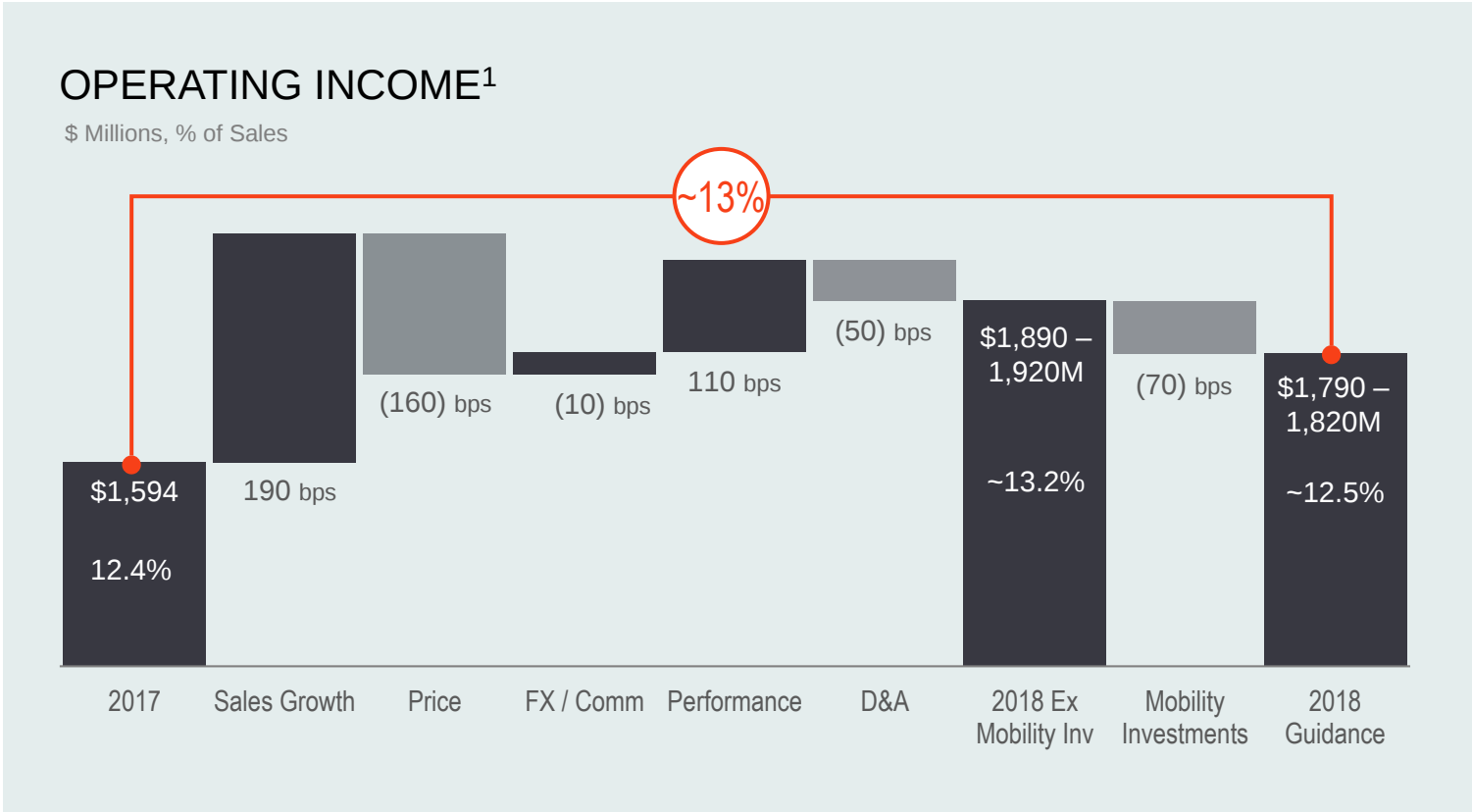
¹ Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

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

³ Refer to appendix for guidance reconciliation

2018 Performance Drivers

RAISING FULL YEAR OPERATING INCOME TO REFLECT HIGHER REVENUE OUTLOOK



PERFORMANCE HIGHLIGHTS

- **Double Digit** Op Income growth
- **Conversion** on **strong sales**
- (2%) price downs
- Operations funding investments for growth

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

Cash & Balance Sheet Update

LEVERAGING BALANCE SHEET FOR CONTINUED GROWTH

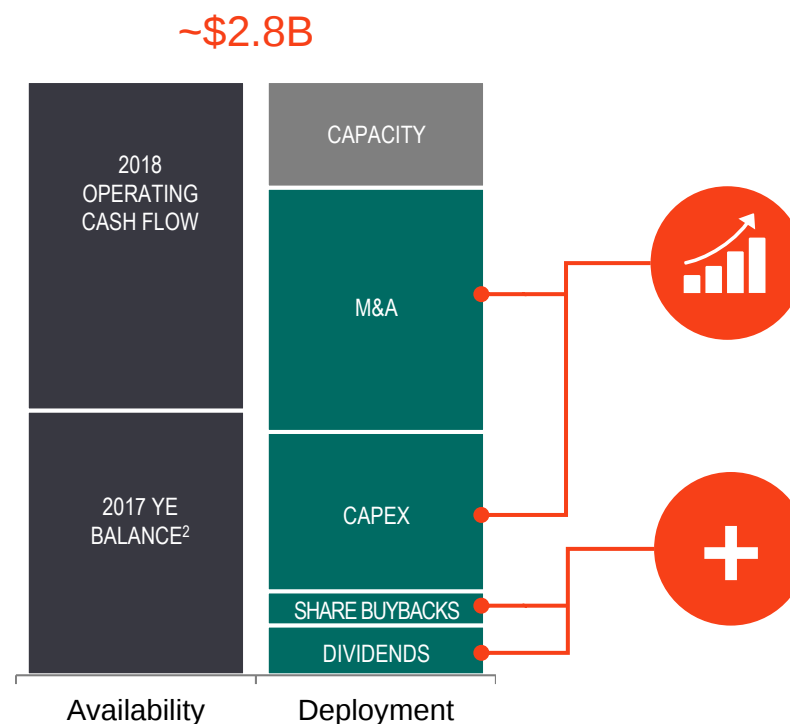
DEBT

Debt



CASH

Estimated Cash Flows



DRIVING **GROWTH**

- Added accretive Bolt-On's; KUM and Winchester
- Organic reinvestment to support active safety, infotainment and engineered components growth

RETURNING **CASH** TO SHAREHOLDERS

- Opportunistic share buybacks
- Maintaining a competitive dividend

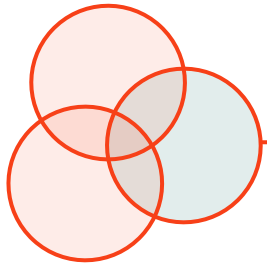
1. Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP

2. Net of cash required to support business operations

Acquisitions Aligned to Aptiv Strategy

STRENGTHENING CORE AUTOMOTIVE CAPABILITIES WHILE EXPANDING INTO ADJACENT MARKETS

EXPAND LEADERSHIP
POSITION IN **AUTOMOTIVE
GRADE** ARCHITECTURE
APPLICATIONS



APPLY AUTOMOTIVE GRADE
CORE COMPETENCIES TO
OTHER **HARSH ENVIRONMENTS**

**STRENGTHEN AND DIVERSIFY
PRODUCT PORTFOLIO THROUGH
DISCIPLINED CAPITAL ALLOCATION**

KUM

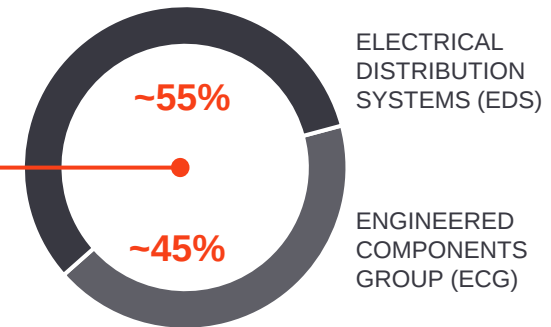
Diversifying customer base and product
portfolio, while strengthening #2 position in
automotive connectors

 **Winchester**
Interconnect.

Platform for growth; continued
adjacent market bolt-ons

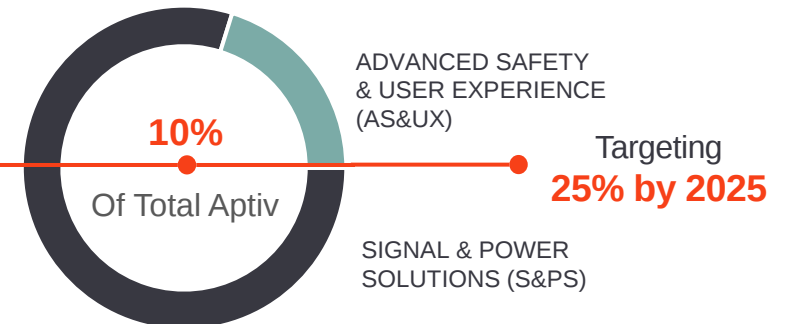
SIGNAL & POWER SOLUTIONS

Proforma Revenue Profile Including KUM and Winchester



APTIV ADJACENT MARKET EXPOSURE

2018 Aptiv Revenue



Aptiv Investment Thesis

EXECUTING ON OUR COMMITMENTS TO SHAREHOLDERS



GROWTH ABOVE MARKET

- 9% 1H 2018 growth over market; AS&UX up 20%; S&PS up 5%
- Record \$11B 1H 2018 New Business Awards; almost \$50B since 2016
- Building stronger competitive moats



MARGIN EXPANSION

- Relentlessly focused on improving cost structure
- Stranded cost reductions on track
- Operations funding investments for growth



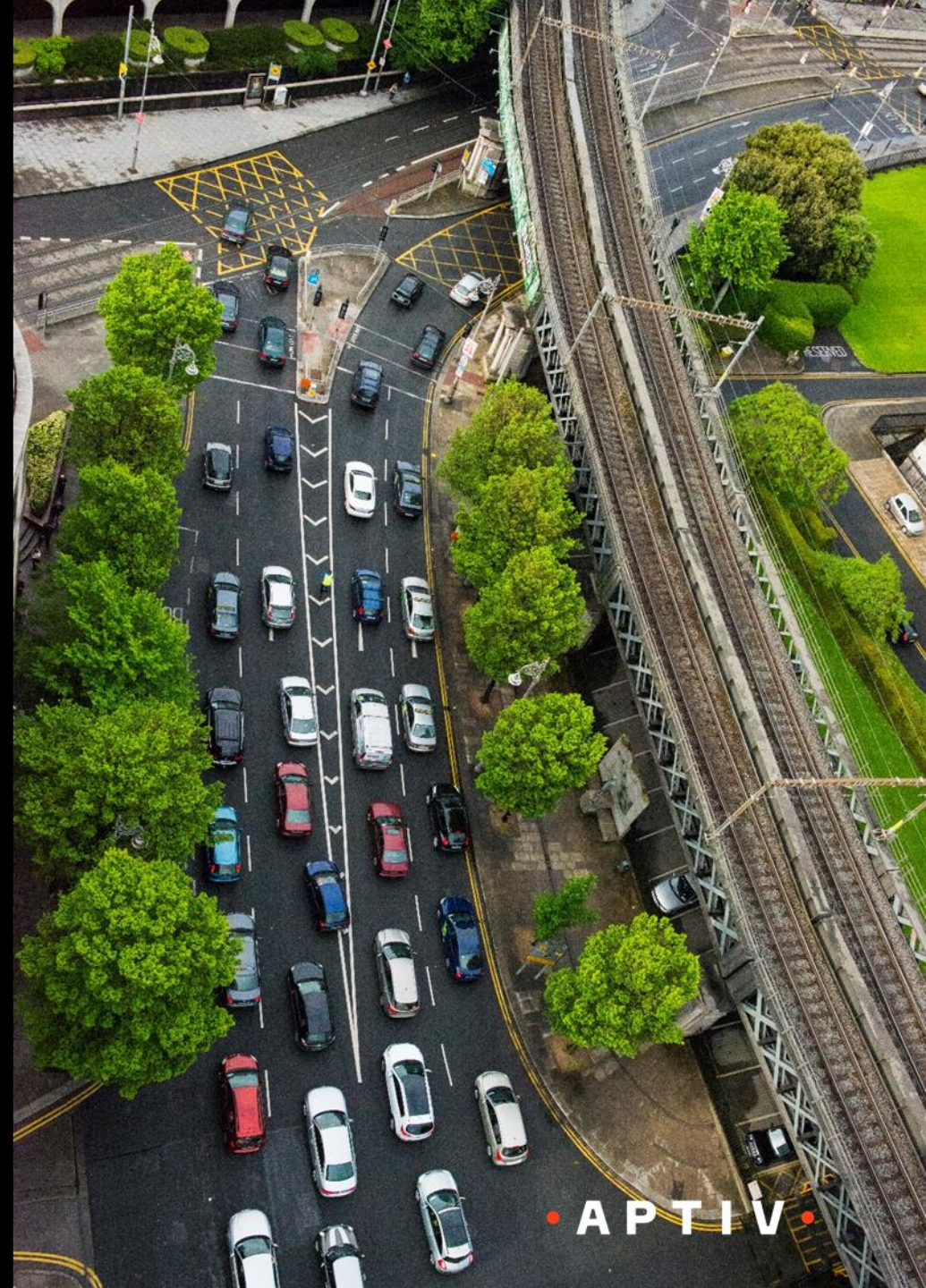
CASH DEPLOYMENT

- Strong cash flow generation funding capital deployment opportunities
- Leveraging balance sheet for value creation; bolt-on and AD acquisitions
- \$6B cash returned to shareholders since 2011



POSITIONING FOR THE FUTURE

- Technology differentiation and operational execution delivers outperformance
- Diversifying end market exposure through organic growth and bolt-on M&A
- Delivering next generation technologies – ADAS/AD, Infotainment, Data Services



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Non-US GAAP Financial Metrics

(\$ millions)	2Q 2018	2Q 2017
Net income attributable to Aptiv	291	369
Interest expense	36	35
Other expense (income), net	7	(8)
Income tax expense	83	38
Equity income, net of tax	(8)	(7)
Income from discontinued operations, net of tax	-	(80)
Net income attributable to noncontrolling interest	12	17
Operating income	421	364
Restructuring	15	31
Other acquisition and portfolio project costs	22	3
Asset impairments	1	-
Deferred compensation related to nuTonomy acquisition	15	-
Adjusted operating income	474	398

Non-US GAAP Financial Metrics

(\$ millions)	2Q 2018	2Q 2017
Net income attributable to Aptiv	291	369
Interest expense	36	35
Other expense (income), net	7	(8)
Income tax expense	83	38
Equity income, net of tax	(8)	(7)
Income from discontinued operations, net of tax	-	(80)
Net income attributable to noncontrolling interest	12	17
Operating income	421	364
Depreciation and amortization	156	130
EBITDA	577	494
Restructuring	15	31
Other acquisition and portfolio project costs	22	3
Deferred compensation related to nuTonomy acquisition	15	-
Adjusted EBITDA	629	528

Non-US GAAP Financial Metrics

(\$ millions, except per share amounts)	2Q 2018	2Q 2017
Net income attributable to Aptiv	291	369
Income from discontinued operations attributable to Aptiv, net of tax	-	(72)
Income from continuing operations attributable to Aptiv	291	297
Adjusting items:		
Restructuring	15	31
Other acquisition and portfolio project costs	22	3
Asset impairments	1	-
Deferred compensation related to nuTonomy acquisition	15	-
Reserve for Unsecured Creditors litigation	-	(17)
Transaction and related costs associated with acquisitions	16	-
Tax impact of U.S. tax reform enactment	24	-
Tax impact of adjusting items (a)	(12)	(12)
Adjusted net income attributable to Aptiv	372	302
Weighted average number of diluted shares outstanding	265.48	268.03
Diluted net income per share from continuing operations attributable to Aptiv	1.10	1.11
Adjusted net income per share	1.40	1.13

(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)	2Q 2018	2Q 2017
Weighted average ordinary shares outstanding, basic	264.81	267.41
Dilutive shares related to RSUs	0.67	0.62
Weighted average ordinary shares outstanding, including dilutive shares	265.48	268.03

Financial Guidance Metrics

(\$ millions)	3Q 2018 ¹	2018 ¹
Net income attributable to Aptiv	203	1,095
Interest expense	35	139
Other income, net	(6)	(41)
Income tax expense	104	307
Equity income, net of tax	(6)	(23)
Net income attributable to noncontrolling interest	11	47
Operating income	341	1,524
Restructuring	46	145
Other acquisition and portfolio project costs	19	78
Asset impairments	-	1
Deferred compensation related to nuTonomy acquisition	14	57
Adjusted operating income	420	1,805

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

Financial Guidance Metrics

(\$ millions)	3Q 2018 ¹	2018 ¹
Net income attributable to Aptiv	203	1,095
Interest expense	35	139
Other income, net	(6)	(41)
Income tax expense	104	307
Equity income, net of tax	(6)	(23)
Net income attributable to noncontrolling interest	11	47
Operating income	341	1,524
Depreciation and amortization	170	651
EBITDA	511	2,175
Restructuring	46	145
Other acquisition and portfolio project costs	19	78
Deferred compensation related to nuTonomy acquisition	14	57
Adjusted EBITDA	590	2,455

(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.

Financial Guidance Metrics

(\$ millions, except per share amounts)	3Q 2018 ¹	2018 ¹
Net income attributable to Aptiv	203	1,095
Restructuring	46	145
Other acquisition and portfolio project costs	19	78
Asset impairments	-	1
Deferred compensation related to nuTonomy acquisition	14	57
Transaction and related costs associated with acquisitions	-	5
Tax impact of U.S. tax reform enactment	-	24
Tax impact of adjusting items (a)	44	17
Adjusted net income attributable to Aptiv	326	1,422
Weighted average number of diluted shares outstanding	265.65	265.89
Diluted net income per share from continuing operations attributable to Aptiv	0.76	4.12
Adjusted net income per share	1.23	5.35

(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.

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