

October 31, 2018



APTIV

Third 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.

Third Quarter Highlights

PORTFOLIO OF LEADING TECHNOLOGIES DRIVING SUSTAINED ABOVE MARKET GROWTH AND RECORD NEW CUSTOMER AWARDS

REVENUE

\$3.5B | **\$10.8B**

3Q Up 11%

YTD Up 10%

+13% GoM 

STRONG GROWTH ABOVE MARKET DESPITE LOWER VEHICLE PRODUCTION

 **\$15.6B**

RECORD NEW BUSINESS AWARDS; ON TRACK TO EXCEED PRIOR YEAR RECORD

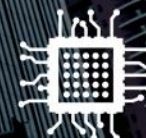
OPERATING INCOME

\$420M | **\$1.3B**

3Q Up 7%

YTD Up 15%

VEHICLE PRODUCTION OUTLOOKS REVISED LOWER; 3Q DOWN (1.4%), NOW EXPECTING FY 2018 DOWN (0.5%)



WINNING IN SOFTWARE AND COMPUTE

EARNINGS PER SHARE

\$1.24 | **\$3.93**

3Q Up 8%

YTD Up 17%

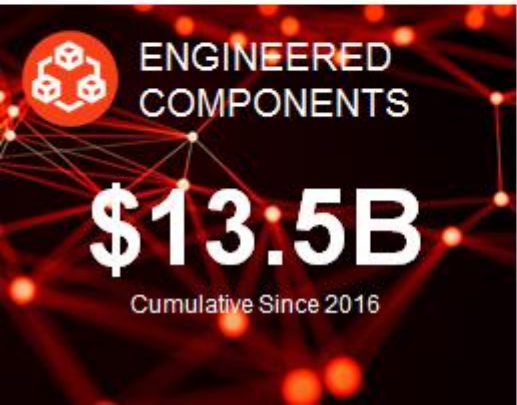
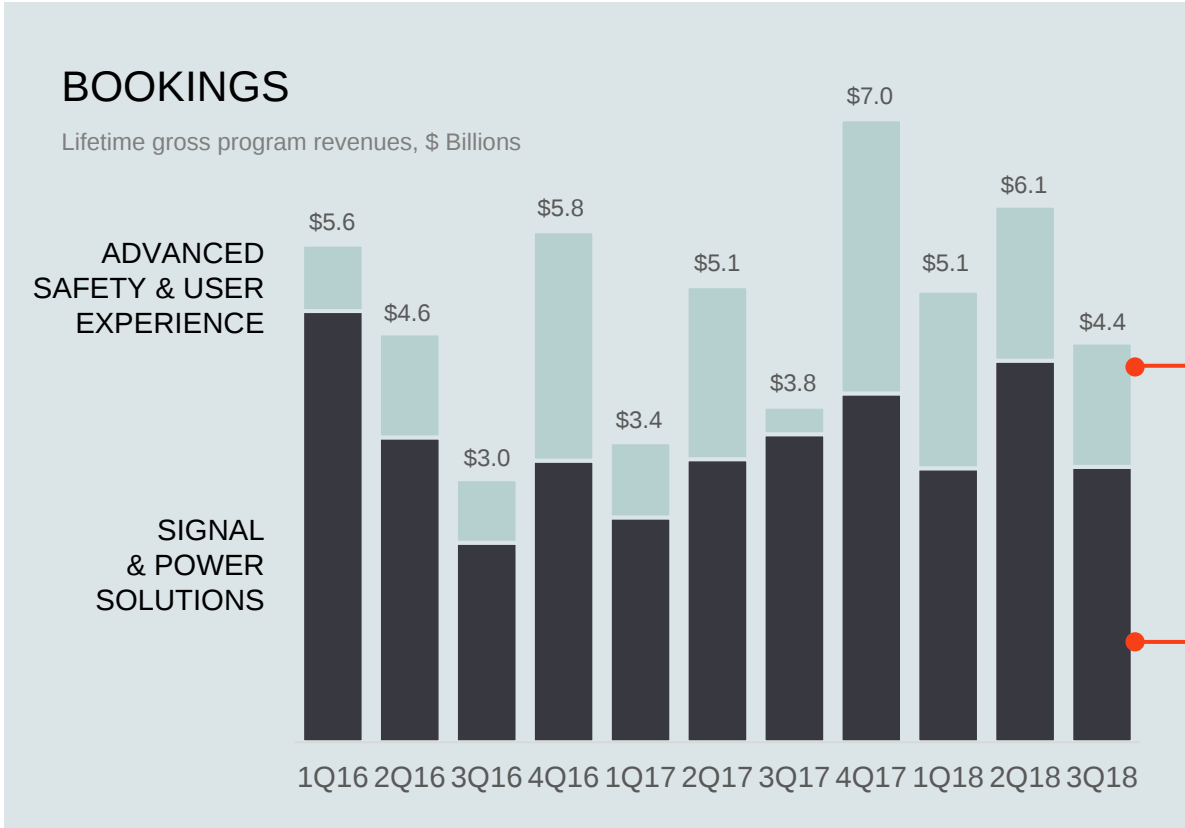


INVESTING IN ADVANCED MOBILITY SOLUTIONS

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 DEMONSTRATE APTIV PORTFOLIO STRENGTH IN KEY AUTO 2.0 SOLUTIONS



Advanced Safety & User Experience

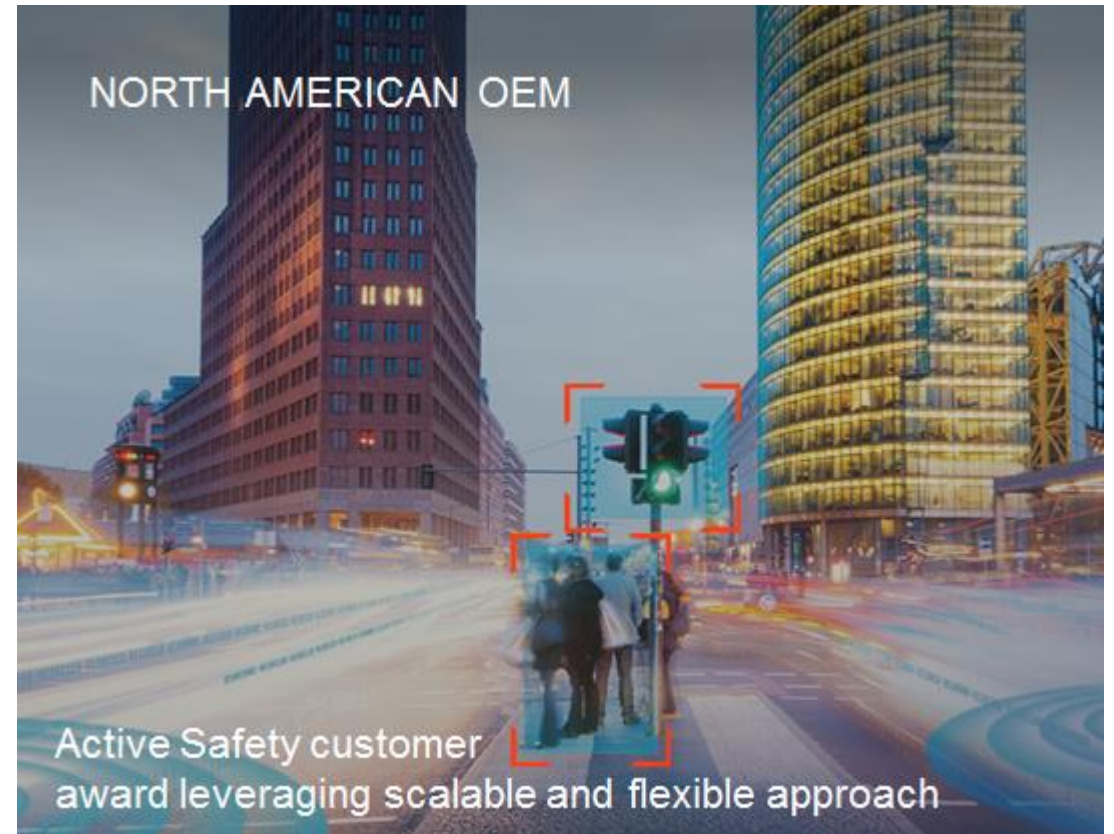
DELIVERING 15% GROWTH OVER MARKET; APPLYING EXPERTISE IN SENSING, SOFTWARE AND CENTRALIZED COMPUTE TO HELP SOLVE CUSTOMERS TOUGHEST CHALLENGES

3Q 2018 HIGHLIGHTS

- 11th consecutive quarter of double digit growth
- Significant new wins reinforce best-in-class advanced safety portfolio
- Strong underlying incremental margin conversion

SALES GROWTH DRIVERS

	3Q 2018	FY 2018
 ACTIVE SAFETY	68%	~60%
 INFOTAINMENT & USER EXPERIENCE	4%	~15%

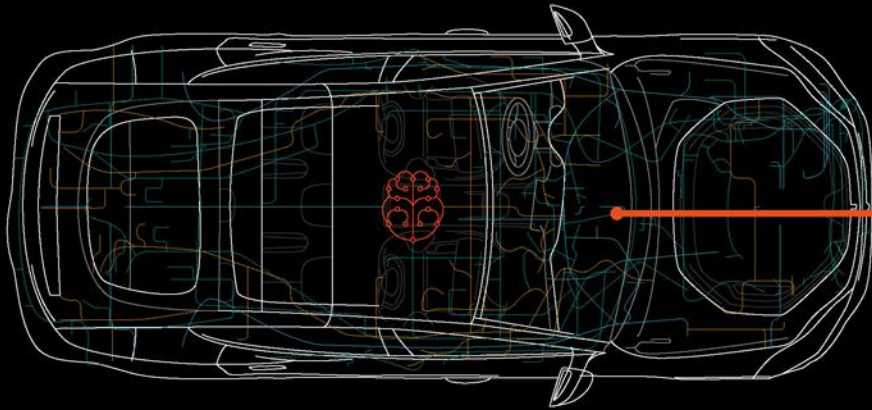


Note: Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

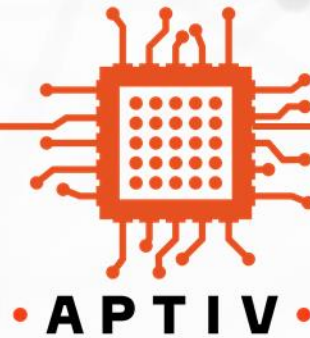
Winning In Compute

AWARDED HIGH END MULTI-DOMAIN COMPUTE PLATFORM FOR AUDI AND PORSCHE'S NEXT GENERATION ARCHITECTURE

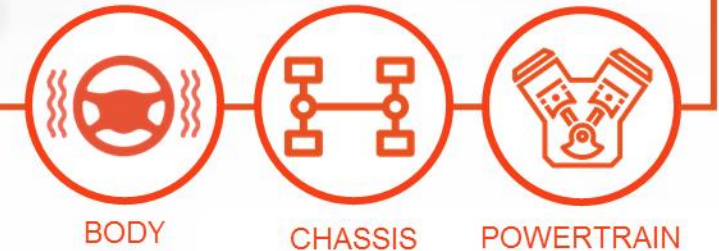
APTIV A PROVEN LEADER IN ACTIVE SAFETY, INFOTAINMENT AND UX DOMAIN CENTRALIZATION



APPLYING APTIV'S EXPERTISE
IN CENTRAL COMPUTE

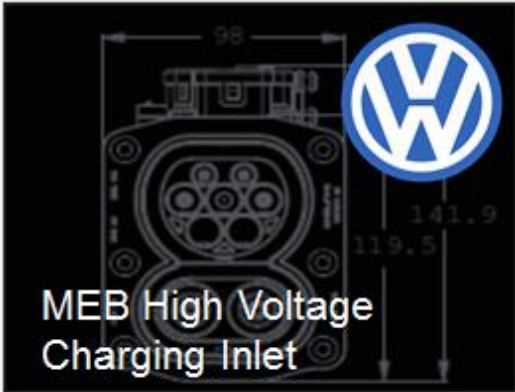


TO DELIVER BROADER
DOMAIN CENTRALIZATION



Signal & Power Solutions

11% GROWTH OVER MARKET, WHILE CONTINUING TO DIVERSIFY END MARKET EXPOSURE



3Q 2018 HIGHLIGHTS

- New launches, ramp-ups drive strong Growth Over Market: Up 11%
- Strength in N. America offsetting Europe/China production declines
- Winchester supports further adjacent end-market diversification

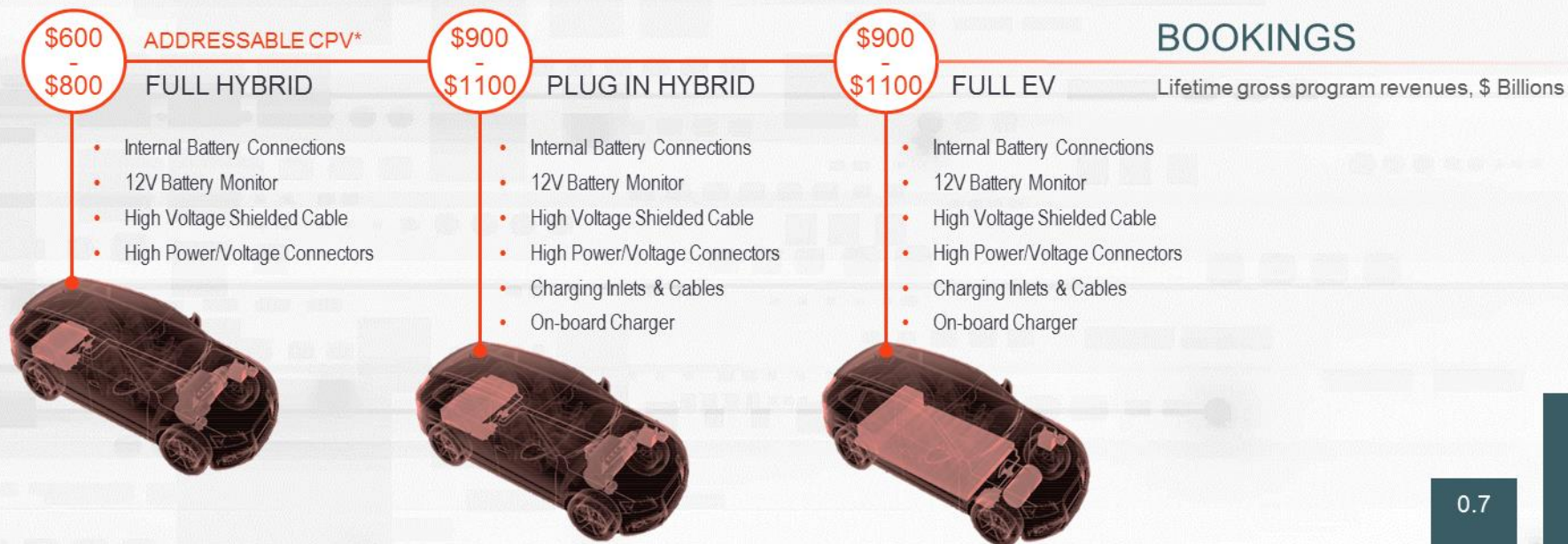
SALES GROWTH DRIVERS

	3Q 2018	FY 2018
 HIGH VOLTAGE ELECTRIFICATION	69%	~60%
 ENGINEERED COMPONENTS	15%	~10%

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

High Voltage Electrification

VEHICLE ELECTRIFICATION INCREASING CONTENT OPPORTUNITIES FOR APTIV



BOOKINGS

Lifetime gross program revenues, \$ Billions



* Total addressable content per vehicle (CPV). Comparable low voltage combustion addressable CPV is ~\$500

3Q 2018 vs. 3Q 2017

(\$ millions, except per share amounts)

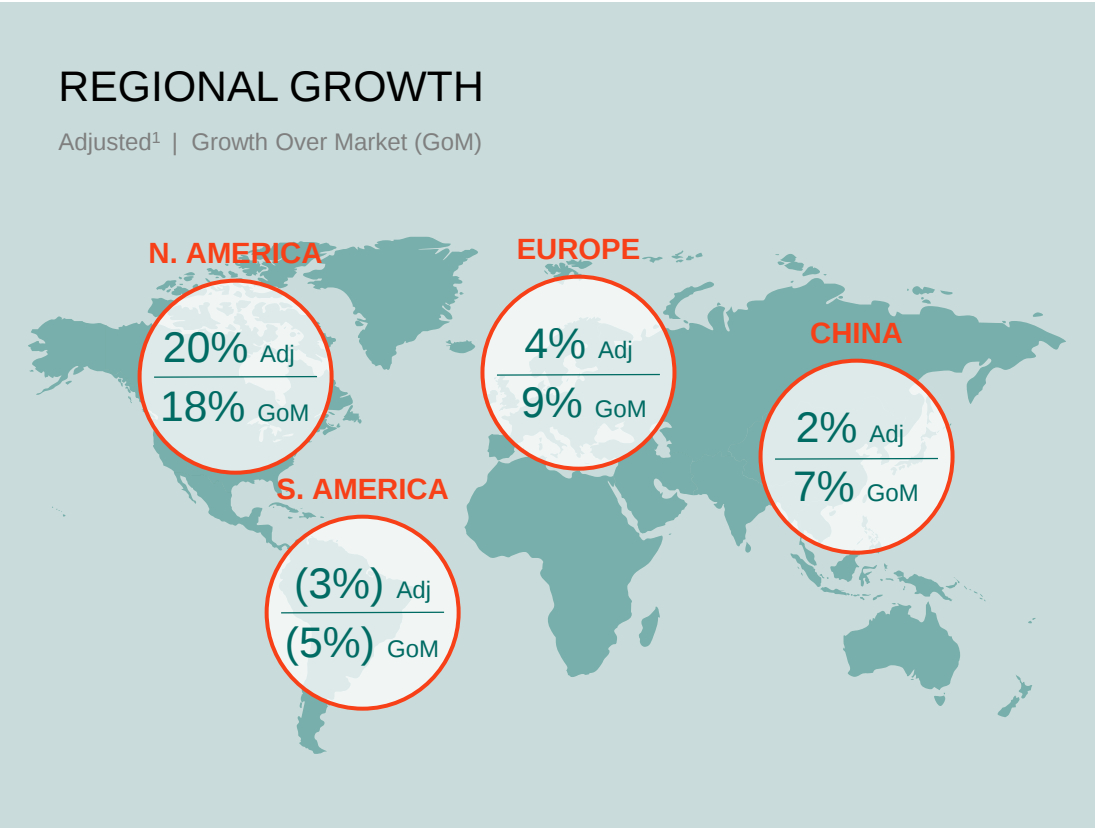
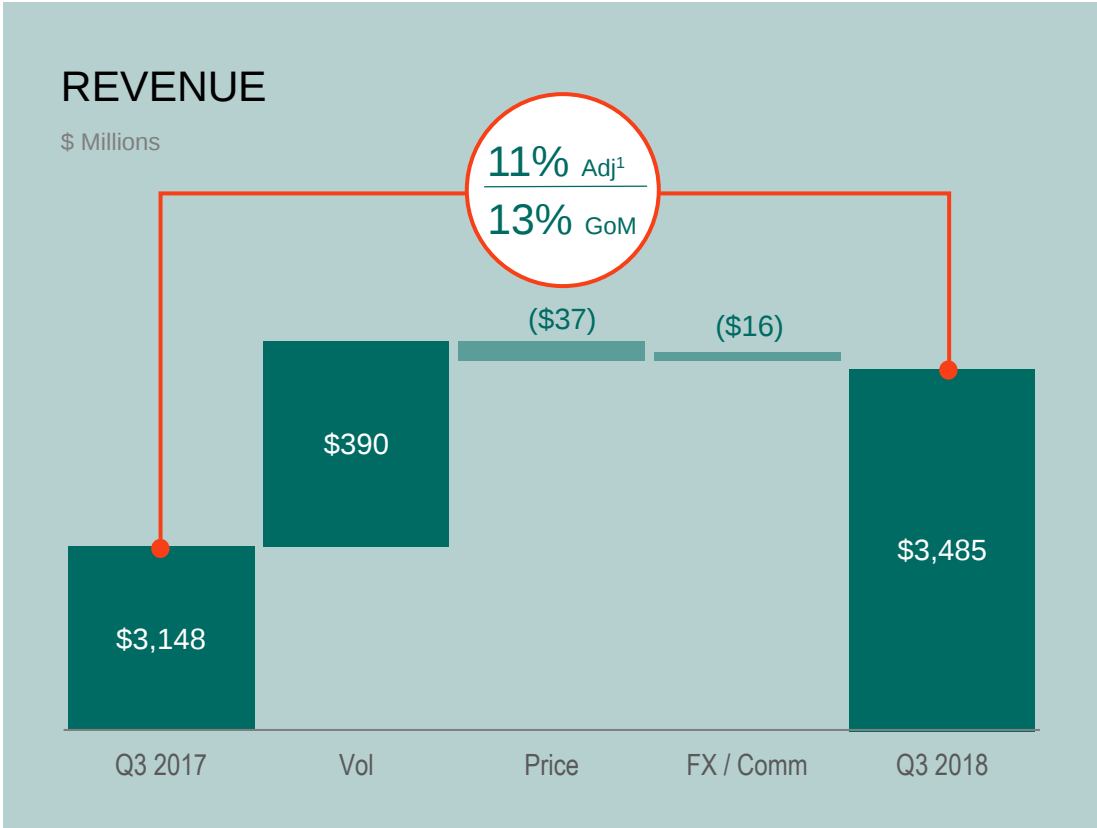
	3Q 2018	Fav / (Unfav)	COMMENTS
REPORTED REVENUE Adjusted Growth % ¹ Growth Over Market	\$3,485	\$337 11% 13%	- Vehicle production down (1.4%) - AS&UX 15% GoM, S&PS 11% GoM
EBITDA² EBITDA Margin Ex F/X and Commodities	\$582 16.7%	10% (10) bps 70 bps	- Up 15% ex F/X and Commodities - Supporting \$30M incremental Mobility investments
OPERATING INCOME² Operating Margin Ex F/X and Commodities	\$420 12.1%	7% (40) bps 30 bps	- Up 13% ex F/X and Commodities - Overcoming higher depreciation & amortization
EARNINGS PER SHARE²	\$1.24	\$0.09 8%	\$222M share repurchases 3Q YTD 14.4% tax rate
OPERATING CASH FLOW	\$138	\$125	Higher working capital to support revenue growth

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

3Q 2018 Revenue Growth

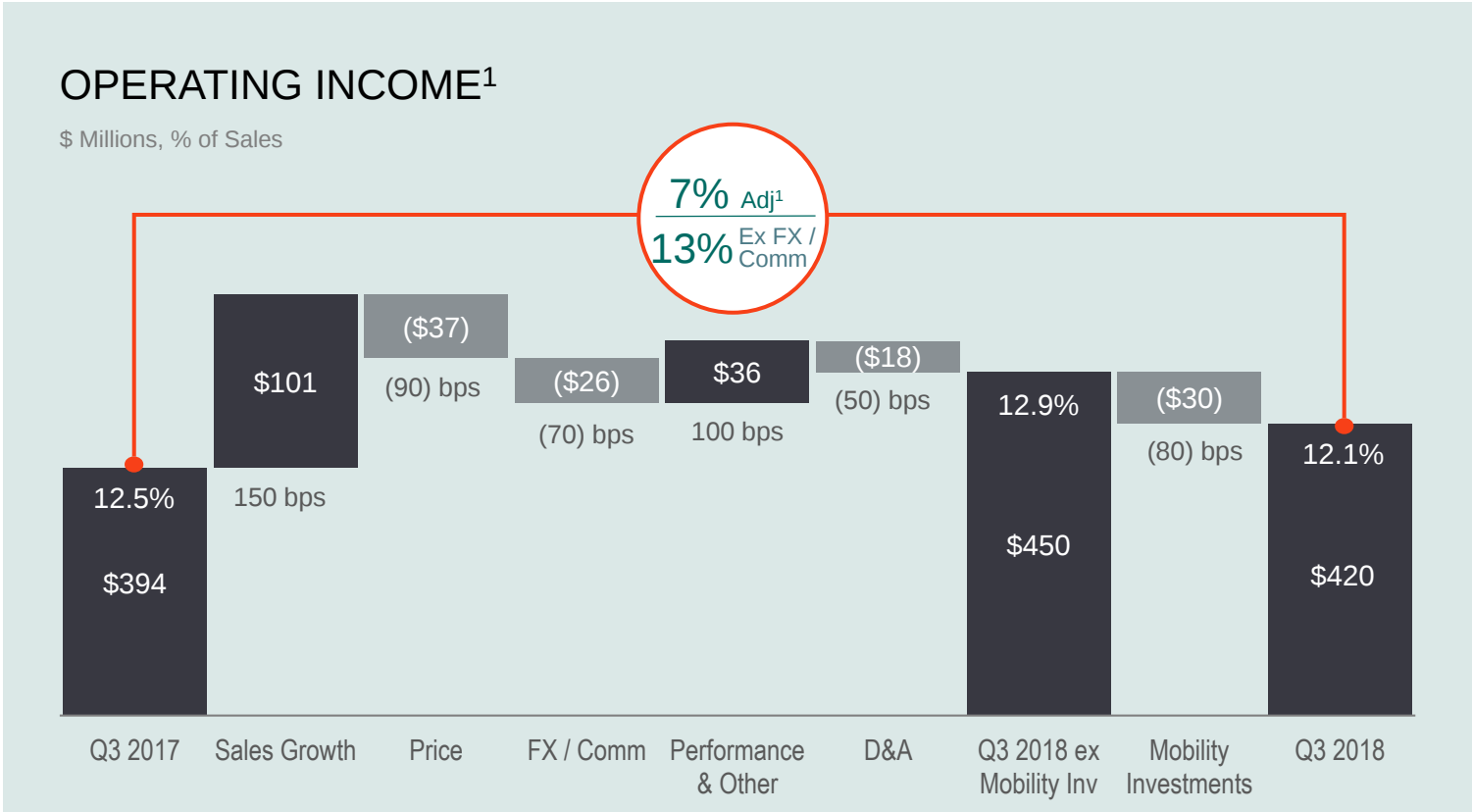
RECORD QUARTERLY GROWTH OVER MARKET



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

3Q 2018 Operating Income Growth

VOLUME GROWTH PARTIALLY OFFSET BY F/X AND MOBILITY



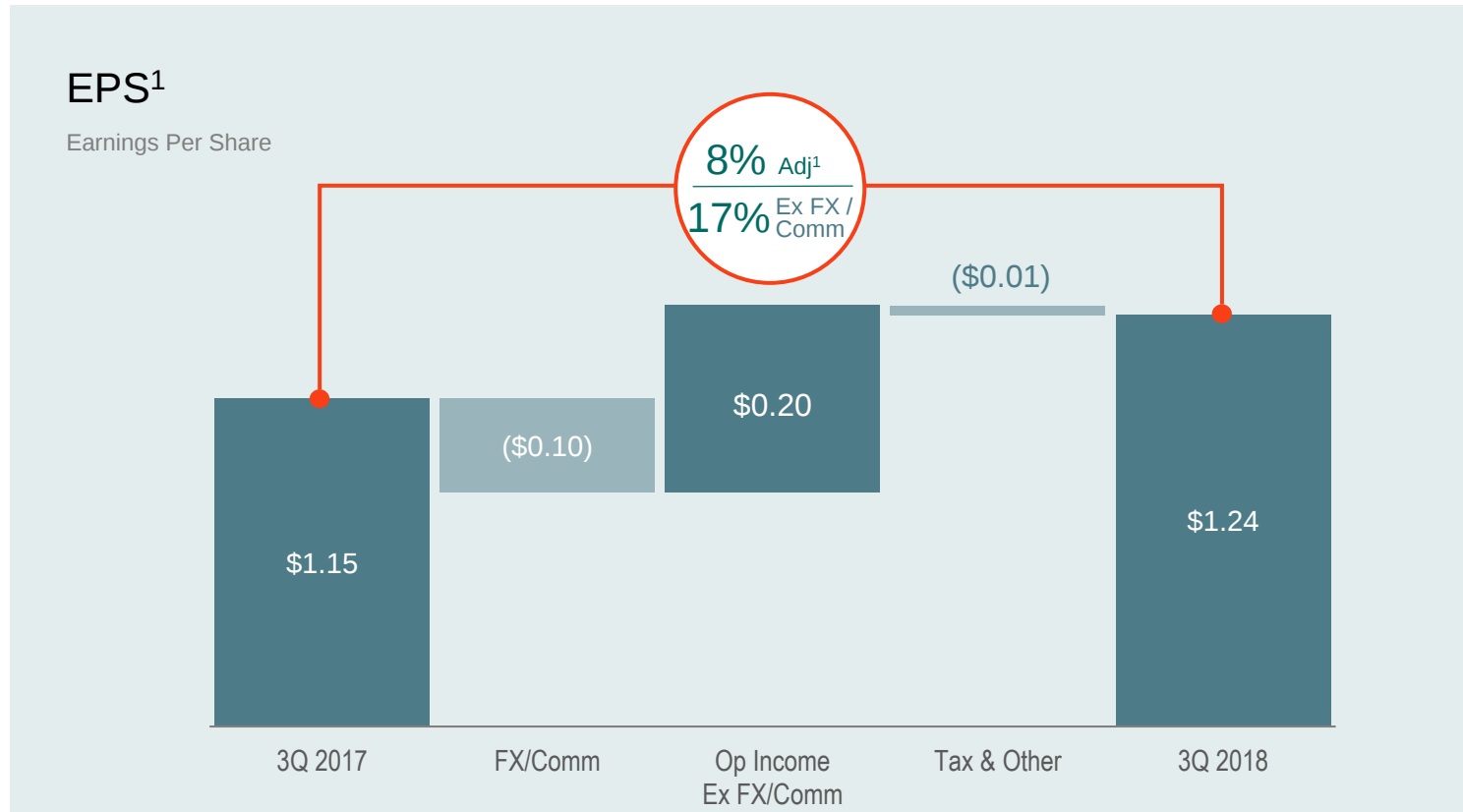
PERFORMANCE HIGHLIGHTS

- **Margins Up 30 bps** ex FX/Comm while funding Mobility Investments
- **Conversion** on **strong sales**
- (1.2%) price downs

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

3Q 2018 EPS Growth

OPERATING INCOME TRANSLATES INTO ROBUST EPS GROWTH



PERFORMANCE HIGHLIGHTS

- EPS **Up 8%** YoY, midpoint of guidance range
- 14.4% tax rate; (250 bps) unfav YoY
- \$222M Share Repurchases 3Q YTD

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

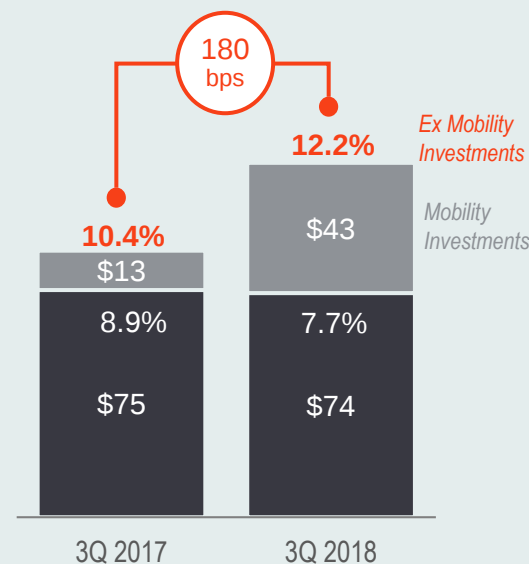
REVENUE

\$ Millions



OPERATING INCOME²

\$ Millions, % of Sales



PERFORMANCE HIGHLIGHTS

- Revenue growth Up **14%**
 - Active Safety Up **68%**
 - Infotainment & UX Up **4%**
- Op Income Up **33%** ex Mobility
 - Op Margins up **180 bps** ex Mobility
- Mobility investments: \$160M in 2018

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

DOUBLE DIGIT GROWTH OVER MARKET DRIVEN BY NEW LAUNCHES

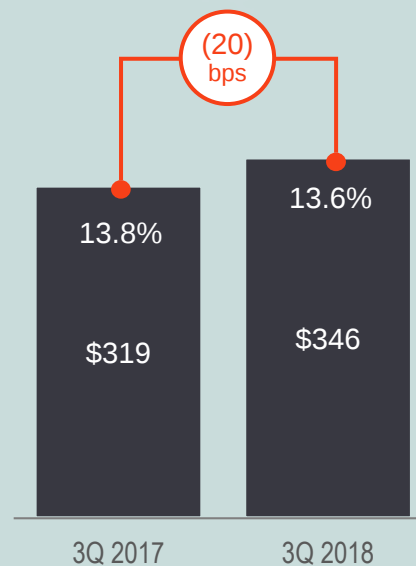
REVENUE

\$ Millions



OPERATING INCOME²

\$ Millions, % of Sales



PERFORMANCE HIGHLIGHTS

- **11%** Growth Over Market
- Major new launches up 50% YoY
- Op Income Up 8%, **up 18%** ex FX/Comm
 - Op Margins **14.7%**, **up 90 bps** ex FX/Comm
- 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

FULL YEAR EPS UP DOUBLE DIGITS IN A SOFTENING MARKET, WHILE FUNDING MOBILITY INVESTMENTS

(\$ millions, except per share amounts)

	4Q 2018 ³	FY 2018 ³	COMMENTS
REPORTED REVENUE Adjusted Growth % ¹ Growth Over Market	\$3,475 – 3,575 6% 8-9%	\$14,275 – 14,375 9% 9-10%	4Q: Market down (2.5%), including China down DD - FY: AS&UX Up DD, S&PS Up Mid SD
EBITDA² EBITDA Margin	\$575 - \$595 16.5 – 16.6%	\$2,368 – 2,388 ~16.6%	4Q: (60) bps headwind from F/X and Commodities - FY: Up 11-12% YoY driven by volume conversion
OPERATING INCOME² Operating Margin	\$410 - \$430 11.8 – 12.0%	\$1,730 – 1,750 12.1 – 12.2%	4Q: (70) bps headwind from F/X and Commodities - FY: Operations funding investments for growth
EARNINGS PER SHARE² Growth %	\$1.18 - \$1.24 (8) – (3)%	\$5.11 – 5.17 10 - 11%	4Q: Up 4% at mid-point ex F/X and Commodities - FY: 15-16% tax rate, \$222M share buyback 3Q YTD
OPERATING CASH FLOW	-	\$1,450	Capex \$800 / 5%+ of sales

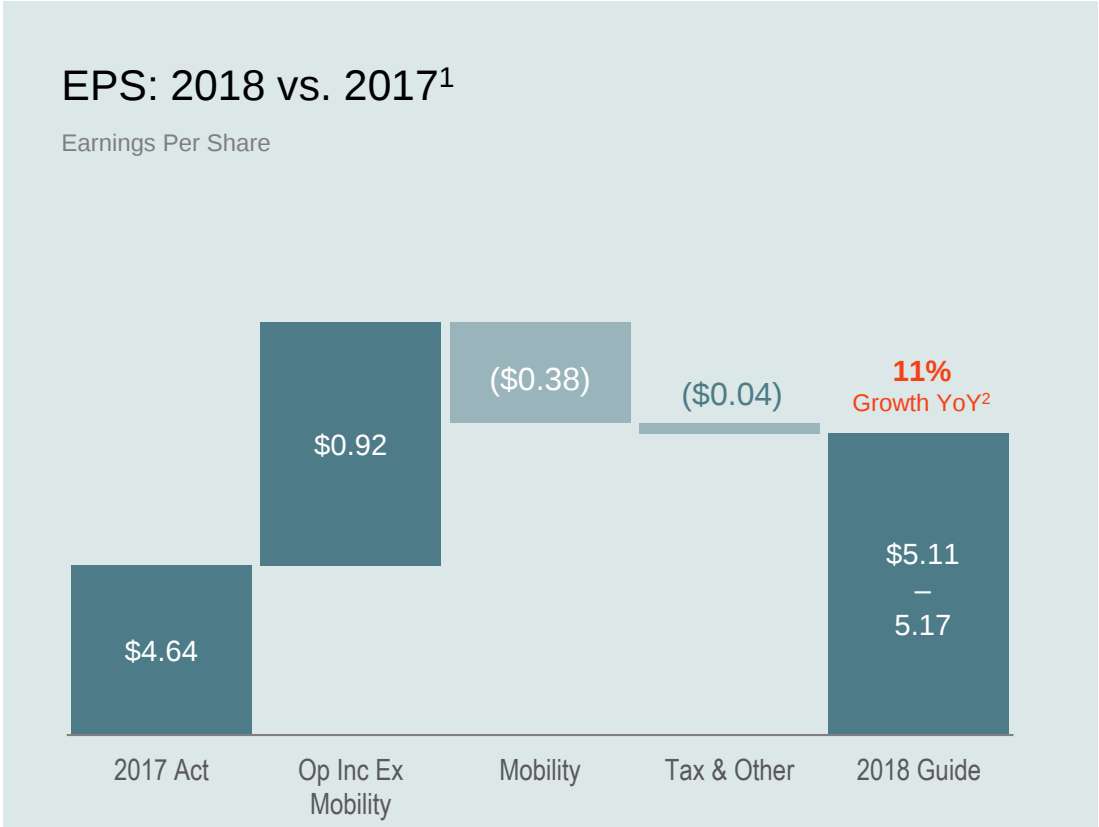
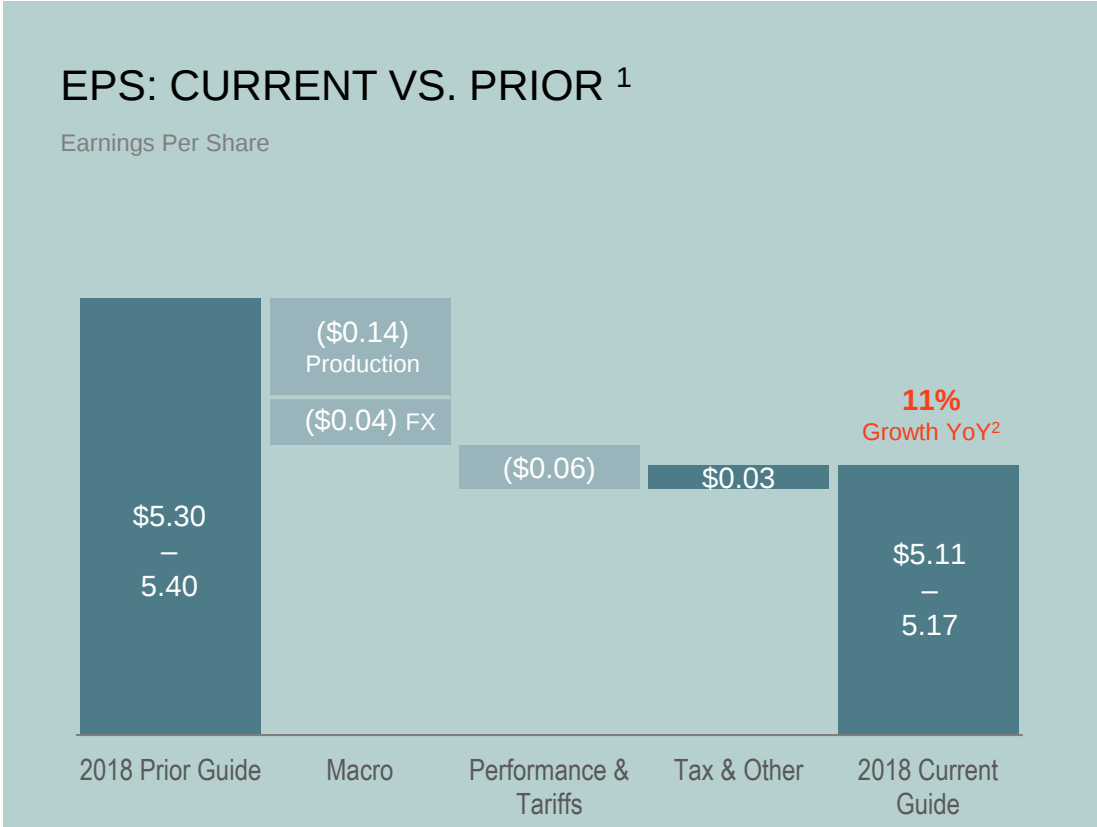
¹ Revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures

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 Guidance Walk

DOUBLE DIGIT EARNINGS GROWTH IN A FLAT MARKET, WHILE SUPPORTING MOBILITY INVESTMENTS



1. Adjusted for restructuring and other special items; margin calculations based on reported revenue; see appendix for detail and reconciliation to US GAAP

2. At the midpoint of guidance

2019 Outlook

APTIV FINANCIAL STRATEGY REMAINS UNCHANGED



COMMITMENT TO **LONG-TERM**
FINANCIAL FRAMEWORK



RELEVANT PORTFOLIO ALIGNED TO
KEY SECULAR GROWTH DRIVERS



FLEXIBLE AND EFFICIENT
WORKFORCE



INVESTMENTS TO SUPPORT
FUTURE GROWTH

2019 CONSIDERATIONS




VOLUME FROM
RECORD 2018 **NEW**
LAUNCH RAMP-UPS



SMART CAPITAL
DEPLOYMENT



ACQUISITION
CONTRIBUTIONS




GLOBAL LIGHT
VEHICLE
PRODUCTION



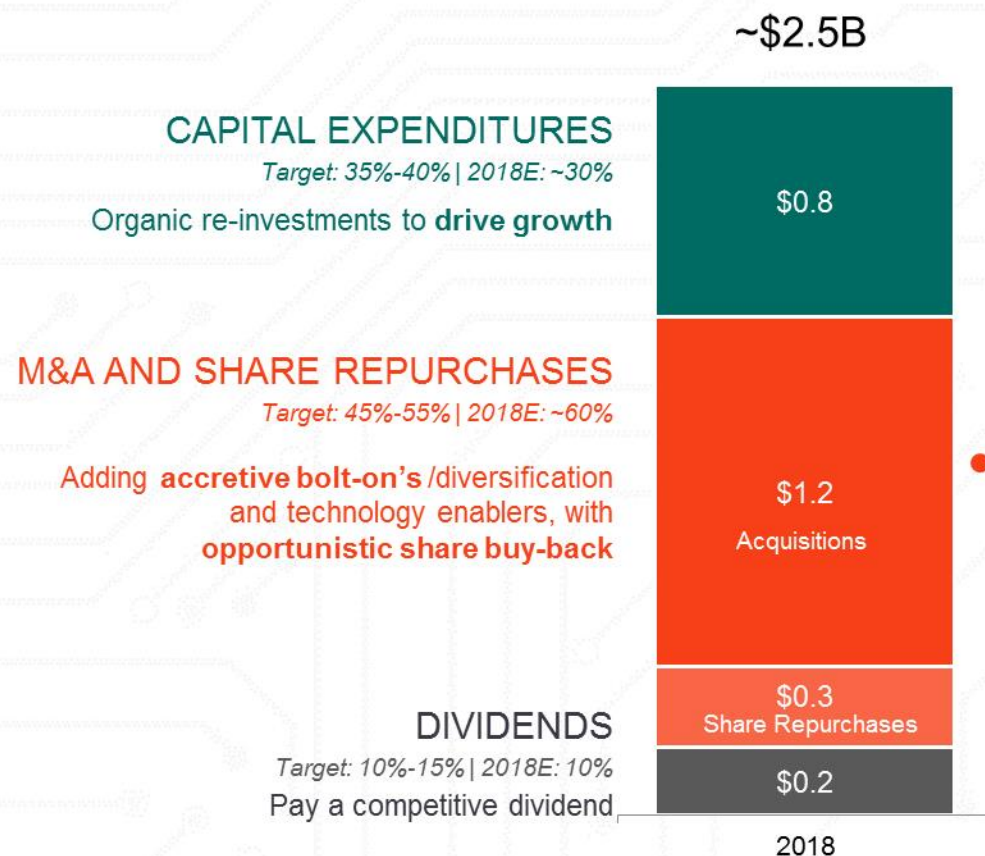
FX AND
COMMODITIES



CHINA TARIFF
EXPOSURE

2018 Capital Deployment

SMART CAPITAL DEPLOYMENT CONSISTENT WITH PRIORITIZATION FRAMEWORK



KUM
KUM Co., Ltd

Purchase Price

\$523M

Leading provider of highly **engineered connectors** and **cable management** solutions; Enhances competitive position in Korea and China

 **Winchester**
Interconnect.

Purchase Price

\$685M

Leading provider of **advanced interconnect solutions** for **harsh environment** applications; platform for adjacent market expansion

Summary

PORTFOLIO DRIVING SUSTAINED ABOVE MARKET GROWTH

- 13% Growth Over Market with strength from both AS&UX and S&PS
- Record year to date bookings of \$15.6B; aligned to key Auto 2.0 trends

PRUDENT FOURTH QUARTER OUTLOOK

- Strong growth over market continues despite slower vehicle production
- Operations funding investments for growth

FOCUSED ON EXECUTION, INNOVATION, AND GROWTH

- Resilient business model funding investment for growth
- Capital deployment focused on improving through-cycle performance



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Non-US GAAP Financial Metrics

(\$ millions)	3Q 2018	3Q 2017
Net income attributable to Aptiv	222	395
Interest expense	34	35
Other (income) expense, net	(4)	7
Income tax expense	66	31
Equity income, net of tax	(4)	(6)
Income from discontinued operations, net of tax	-	(107)
Net income attributable to noncontrolling interest	9	18
Operating income	323	373
Restructuring	65	18
Other acquisition and portfolio project costs	16	2
Asset impairments	1	1
Deferred compensation related to nuTonomy acquisition	15	-
Adjusted operating income	420	394

Non-US GAAP Financial Metrics

(\$ millions)	3Q 2018	3Q 2017
Net income attributable to Aptiv	222	395
Interest expense	34	35
Other (income) expense, net	(4)	7
Income tax expense	66	31
Equity income, net of tax	(4)	(6)
Income from discontinued operations, net of tax	-	(107)
Net income attributable to noncontrolling interest	9	18
Operating income	323	373
Depreciation and amortization	163	136
EBITDA	486	509
Restructuring	65	18
Other acquisition and portfolio project costs	16	2
Deferred compensation related to nuTonomy acquisition	15	-
Adjusted EBITDA	582	529

Non-US GAAP Financial Metrics

(\$ millions, except per share amounts)	3Q 2018	3Q 2017
Net income attributable to Aptiv	222	395
Income from discontinued operations attributable to Aptiv, net of tax	-	(98)
Income from continuing operations attributable to Aptiv	222	297
Adjusting items:		
Restructuring	65	18
Other acquisition and portfolio project costs	16	2
Asset impairments	1	1
Deferred compensation related to nuTonomy acquisition	15	-
Tax impact of adjusting items (a)	10	(11)
Adjusted net income attributable to Aptiv	329	307
Weighted average number of diluted shares outstanding	265.33	267.16
Diluted net income per share from continuing operations attributable to Aptiv	0.84	1.11
Adjusted net income per share	1.24	1.15

(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, and the impact of the intra-entity transfer of intellectual property of \$24 million during the three months ended September 30, 2018.

Non-US GAAP Financial Metrics

(millions)	3Q 2018	3Q 2017
Weighted average ordinary shares outstanding, basic	264.56	266.24
Dilutive shares related to RSUs	0.77	0.92
Weighted average ordinary shares outstanding, including dilutive shares	265.33	267.16

Financial Guidance Metrics

(\$ millions)	4Q 2018 ¹	2018 ¹
Net income attributable to Aptiv	249	1,069
Interest expense	35	139
Other income, net	(5)	(32)
Income tax expense	56	264
Equity income, net of tax	(6)	(23)
Net income attributable to noncontrolling interest	13	43
Operating income	342	1,460
Restructuring	48	148
Other acquisition and portfolio project costs	16	73
Asset impairments	-	2
Deferred compensation related to nuTonomy acquisition	13	57
Adjusted operating income	419	1,740

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

Financial Guidance Metrics

(\$ millions)	4Q 2018 ¹	2018 ¹
Net income attributable to Aptiv	249	1,069
Interest expense	35	139
Other income, net	(5)	(32)
Income tax expense	56	264
Equity income, net of tax	(6)	(23)
Net income attributable to noncontrolling interest	13	43
Operating income	342	1,460
Depreciation and amortization	166	640
EBITDA	508	2,100
Restructuring	48	148
Other acquisition and portfolio project costs	16	73
Deferred compensation related to nuTonomy acquisition	13	57
Adjusted EBITDA	585	2,378

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

Financial Guidance Metrics

(\$ millions, except per share amounts)	4Q 2018 ¹	2018 ¹
Net income attributable to Aptiv	249	1,069
Restructuring	48	148
Other acquisition and portfolio project costs	16	73
Asset impairments	-	2
Deferred compensation related to nuTonomy acquisition	13	57
Transaction and related costs associated with acquisitions	-	5
Tax impact of U.S. tax reform enactment	-	24
Tax impact of adjusting items (a)	(5)	(13)
Adjusted net income attributable to Aptiv	321	1,365
Weighted average number of diluted shares outstanding	264.69	265.48
Diluted net income per share from continuing operations attributable to Aptiv	0.94	4.03
Adjusted net income per share	1.21	5.14

(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, and the impact of the intra-entity transfer of intellectual property of \$24 million during the year ended December 31, 2018.

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