

January 31, 2019



**APTIV**

## **Fourth 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.

# Fourth Quarter And Full Year Highlights

STRONG FINISH TO 2018; BALANCED 2019 OUTLOOK

## REVENUE

**\$3.6B**

4Q Up 8%

**\$14.4B**

Full Year Up 10%

## OPERATING INCOME

**\$430M**

4Q Down (4%)

**\$1.8B**

Full Year Up 10%

## EARNINGS PER SHARE

**\$1.34**

4Q Up 5%

**\$5.26**

Full Year Up 13%

**+10% GoM**



**STRONG GROWTH ABOVE  
MARKET DESPITE LOWER  
VEHICLE PRODUCTION**



**SUSTAINABLE BUSINESS  
MODEL DELIVERING ON  
COMMITMENTS**



**BALANCED 2019 OUTLOOK;  
FOCUSED ON OPERATIONAL  
EXECUTION**



**\$22B**

**RECORD FULL YEAR  
NEW BUSINESS  
AWARDS**



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

# 2018 Milestones

## SUSTAINABLE BUSINESS MODEL DELIVERING ON COMMITMENTS

DOUBLE DIGIT GROWTH OVER MARKET  
DESPITE DECLINING PRODUCTION

**+10%**

2018 GoM<sup>1</sup>, DRIVEN BY  
STRENGTH IN BOTH  
AS&UX AND S&PS

**\$22<sub>B</sub>**

RECORD 2018 BOOKINGS  
FOR AS&UX AND S&PS<sup>2</sup>

**50%<sup>+</sup>**

REVENUE GROWTH FROM  
HIGH VOLTAGE AND ACTIVE  
SAFETY

STRONG CASH FLOW GENERATION AND  
DEPLOYMENT DRIVING SHAREHOLDER VALUE

**90%**

FREE CASH FLOW  
CONVERSION<sup>3</sup>; OPERATING  
CASH FLOW UP ~50%

**\$1.2<sub>B</sub>**

ACCRETIVE BOLT-ON M&A

**KUM**  **Winchester**  
Interconnect.

**\$0.5<sub>B</sub>**

OPPORTUNISTIC SHARE  
REPURCHASES

CONTINUED FOCUS ON OPERATIONAL  
EFFICIENCY AND EXECUTION

**\$50<sub>M</sub>**

STRANDED COST AND  
OVERHEAD REDUCTIONS  
DRIVING SG&A BENEFITS

**60%**

INCREASE IN ENGINEERING  
RESOURCES FUNDED OVER  
LAST TWO YEARS



RELENTLESSLY FOCUSED ON  
COST AND FLEXIBILITY

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

2. Bookings represent lifetime gross program revenues awarded, based upon expected volumes and pricing

3. Free Cash Flow Conversion = (Operating Cash Flow – Capital Expenditures + Spin Related Cash Payments of \$167M) / GAAP Net Income

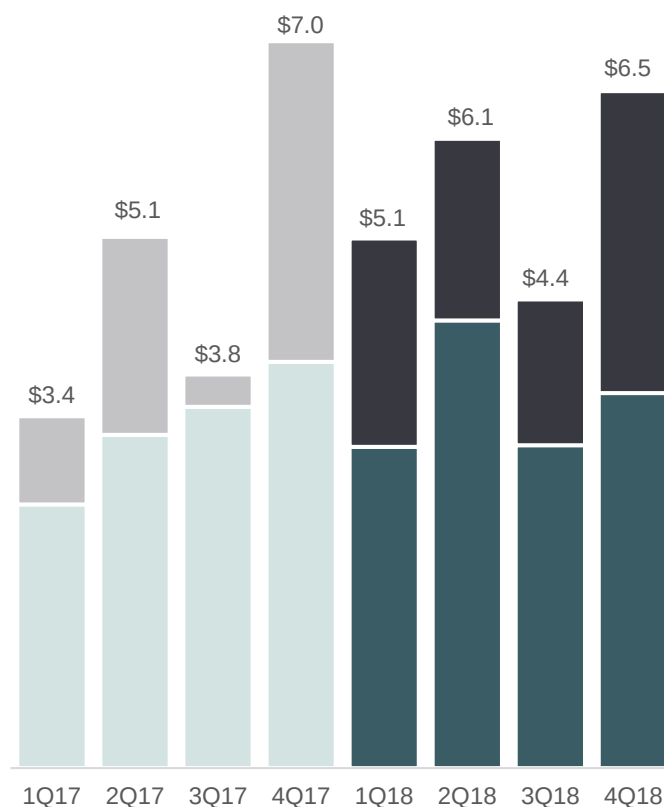


# Winning Across the Portfolio

RECORD \$22B NEW BUSINESS AWARDS IN 2018 VERSUS \$19B IN PRIOR YEAR

## BOOKINGS

Lifetime gross program revenues, \$ billions



1. Cumulative value of bookings

# Advanced Safety & User Experience Highlights

DELIVERED 17% GROWTH OVER MARKET IN 2018 DRIVEN BY CONTINUED STRONG CONSUMER DEMAND FOR ACTIVE SAFETY AND INFOTAINMENT SOLUTIONS

## 2018 HIGHLIGHTS

- 12% Revenue Growth in 4Q18; 17% FY CAGR Since 2015
- 6 new Central Compute programs awarded, reinforcing leadership position
- Strong margin expansion: FY up 170 bps excluding Mobility investments

## SALES GROWTH DRIVERS

|                                                                                                                    | 4Q 2018 | FY 2018 |
|--------------------------------------------------------------------------------------------------------------------|---------|---------|
|  ACTIVE SAFETY                   | 54%     | 57%     |
|  INFOTAINMENT & USER EXPERIENCE | 8%      | 13%     |



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

# Signal & Power Solutions Highlights

DELIVERED 7% GROWTH OVER MARKET IN 2018 DRIVEN BY NEW PROGRAM LAUNCHES AND FAVORABLE CONTRIBUTIONS FROM KUM AND WINCHESTER



## 2018 HIGHLIGHTS

- 6% Revenue Growth in 4Q18; 5% FY CAGR Since 2015
- Strength in N. America offsetting Europe/China production declines
- Strong operating performance despite softening macros

## SALES GROWTH DRIVERS

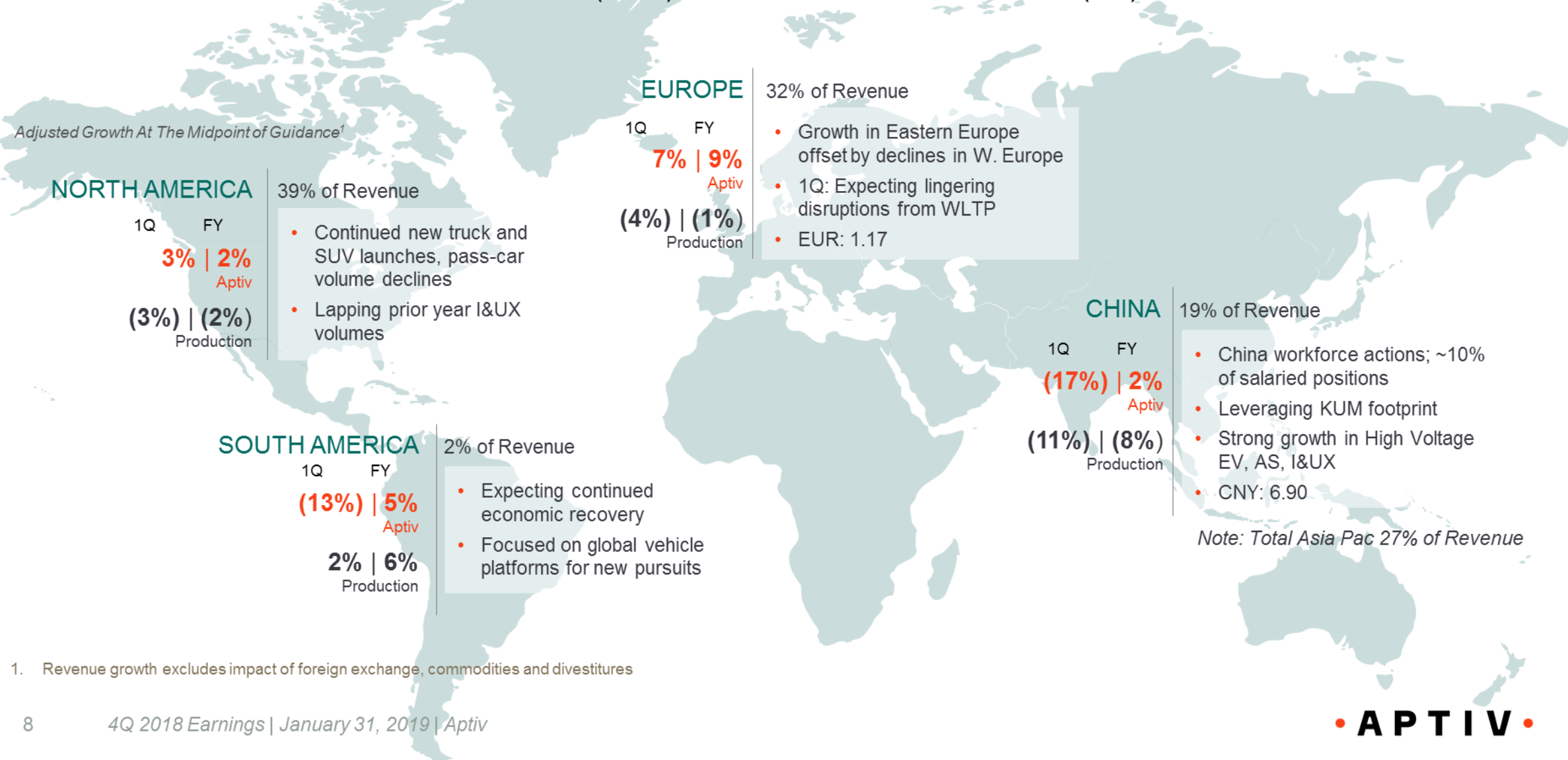
|                                                                                                                   | 4Q 2018 | FY 2018 |
|-------------------------------------------------------------------------------------------------------------------|---------|---------|
|  HIGH VOLTAGE ELECTRIFICATION | 55%     | 62%     |
|  ENGINEERED COMPONENTS       | 16%     | 13%     |

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



# 2019 Macro Overview

EXPECTING GLOBAL PRODUCTION DOWN (2.5%) IN 2019 – FIRST HALF DOWN (4%)





# Aptiv At CES 2019

HIGHLIGHTED ADVANCED TECHNOLOGIES WHICH HELP ADDRESS THE SAFE, GREEN AND CONNECTED MEGATRENDS, AND MAKE THE FUTURE OF MOBILITY REAL



ADVANCED ARCHITECTURES

ADVANCED  
SOFTWARE



ADVANCED  
ARCHITECTURES

CLOUD

APPLICATION LAYER

MIDDLEWARE

OPERATING SYSTEM

HARDWARE ABSTRACTION

COMPUTE

DATA & POWER  
DISTRIBUTION

SENSORS,  
PERIPHERALS  
& ACTUATORS

ENABLING NEW MOBILITY SOLUTIONS



DATA  
SERVICES



IN-CABIN  
EXPERIENCE



ADVANCED  
SAFETY



AUTONOMOUS  
SOLUTIONS

# 4Q18 vs. 4Q17

\$ millions, except per share amounts

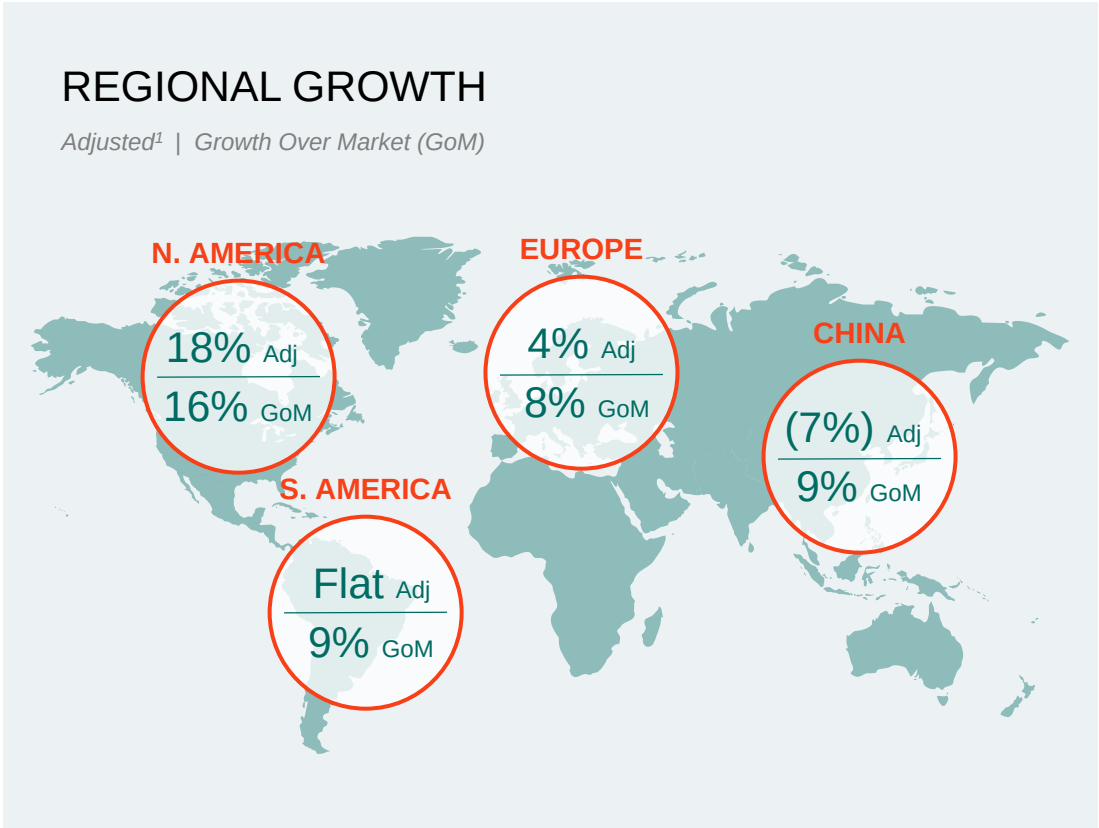
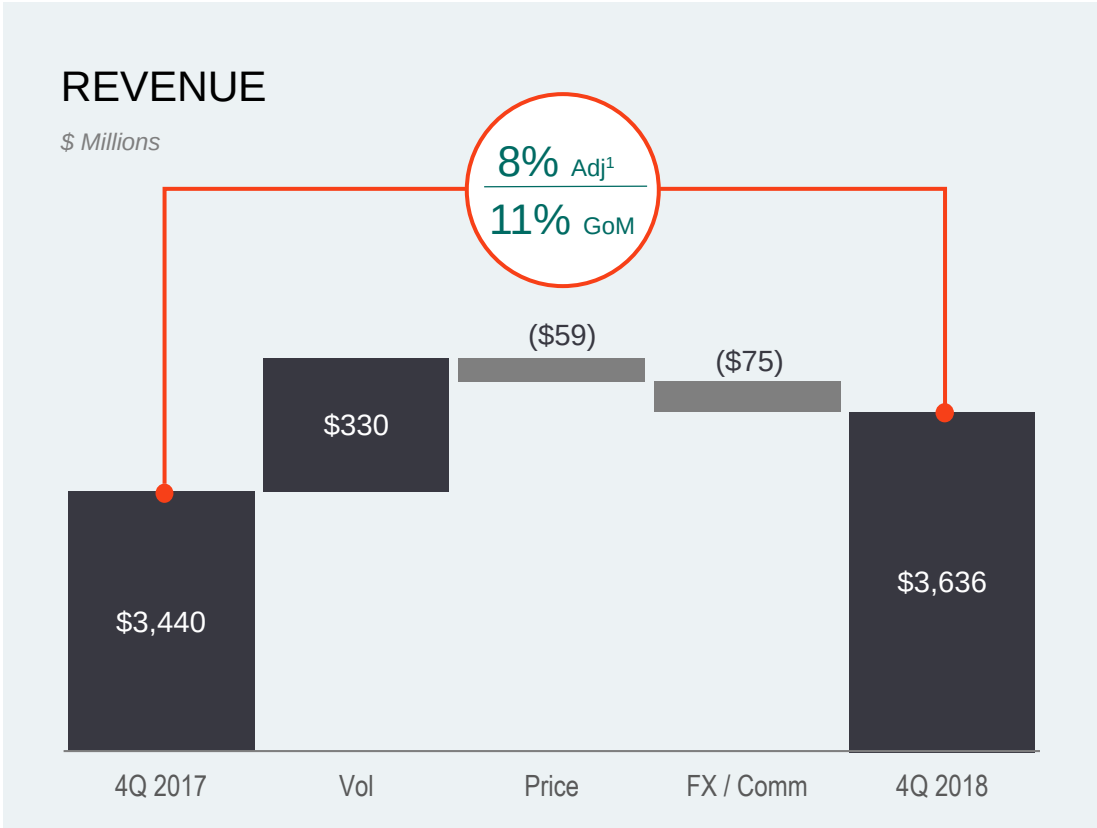
|                                                                                  | 4Q 2018               | Fav / (Unfav)                       | COMMENTS                                                                                                                        |
|----------------------------------------------------------------------------------|-----------------------|-------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| <b>REPORTED REVENUE</b><br>Adjusted Growth % <sup>1</sup>   Growth Over Market   | <b>\$3,636</b>        | <b>\$196</b><br>8%   11%            | <ul style="list-style-type: none"> <li>(3%) vehicle production</li> <li>AS&amp;UX 14% GoM, S&amp;PS 9% GoM</li> </ul>           |
| <b>EBITDA<sup>2</sup></b><br>EBITDA Margin   Ex F/X and Commodities              | <b>\$600</b><br>16.5% | <b>1%</b><br>(90) bps   (40) bps    | <ul style="list-style-type: none"> <li>Funding \$42M Mobility investments</li> </ul>                                            |
| <b>OPERATING INCOME<sup>2</sup></b><br>Operating Margin   Ex F/X and Commodities | <b>\$430</b><br>11.8% | <b>(4%)</b><br>(130) bps   (60) bps | <ul style="list-style-type: none"> <li>Up 3% ex F/X and Commodities</li> <li>Higher depreciation due to acquisitions</li> </ul> |
| <b>EARNINGS PER SHARE<sup>2</sup></b>                                            | <b>\$1.34</b>         | <b>\$0.06</b><br>5%                 | <ul style="list-style-type: none"> <li>263.7M Weighted Average Shares Outstanding</li> <li>11.0% tax rate</li> </ul>            |
| <b>OPERATING CASH FLOW</b>                                                       | <b>\$750</b>          | <b>\$329</b>                        | <ul style="list-style-type: none"> <li>Earnings growth and working capital performance</li> </ul>                               |

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

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

# 4Q 2018 Revenue Growth

STRONG GROWTH OVER MARKET IN EVERY REGION

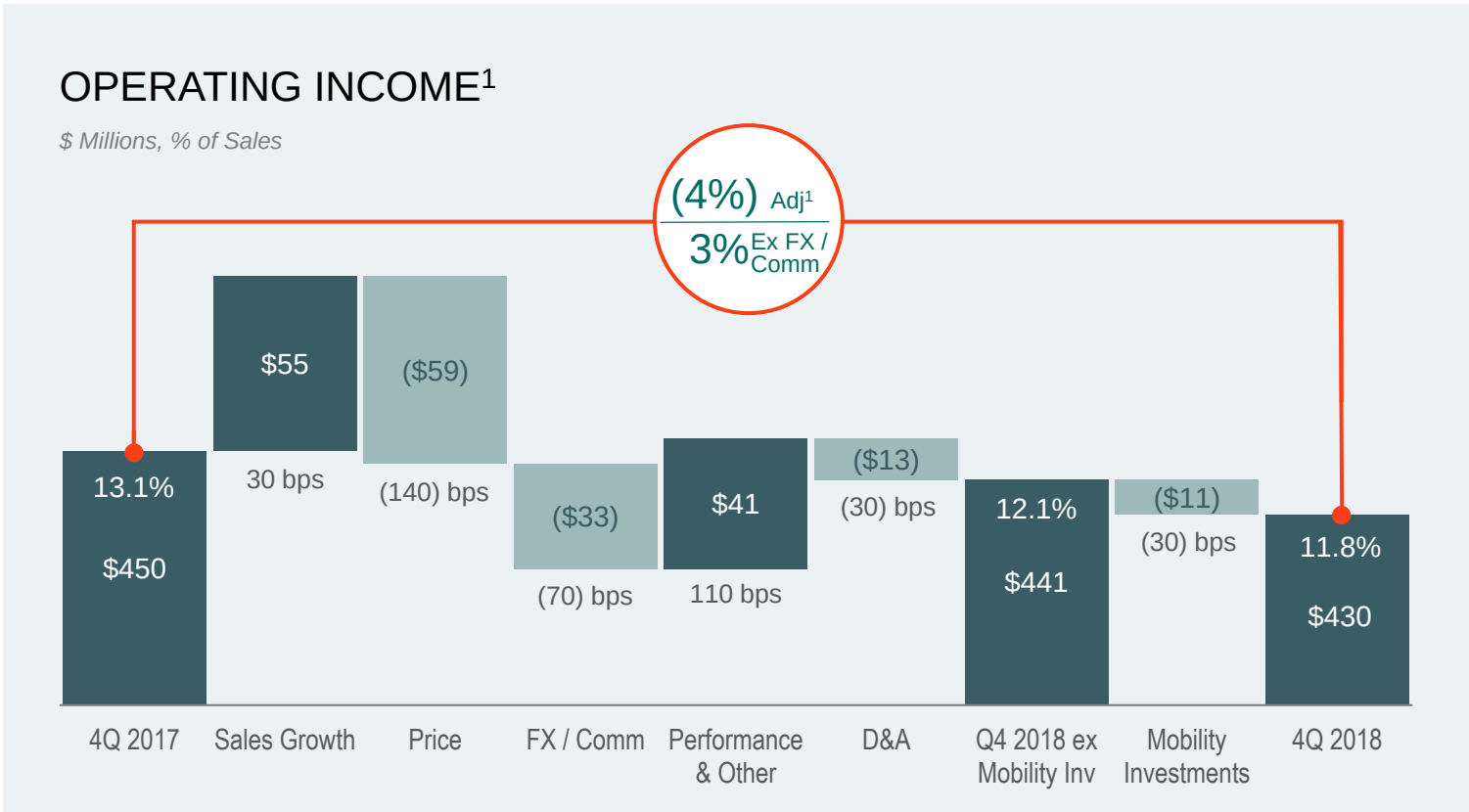


1 Revenue growth excludes impact of foreign exchange, commodities and divestitures



# 4Q 2018 Operating Income

ACTUALS IN LINE WITH EXPECTATIONS



## 4Q PERFORMANCE HIGHLIGHTS

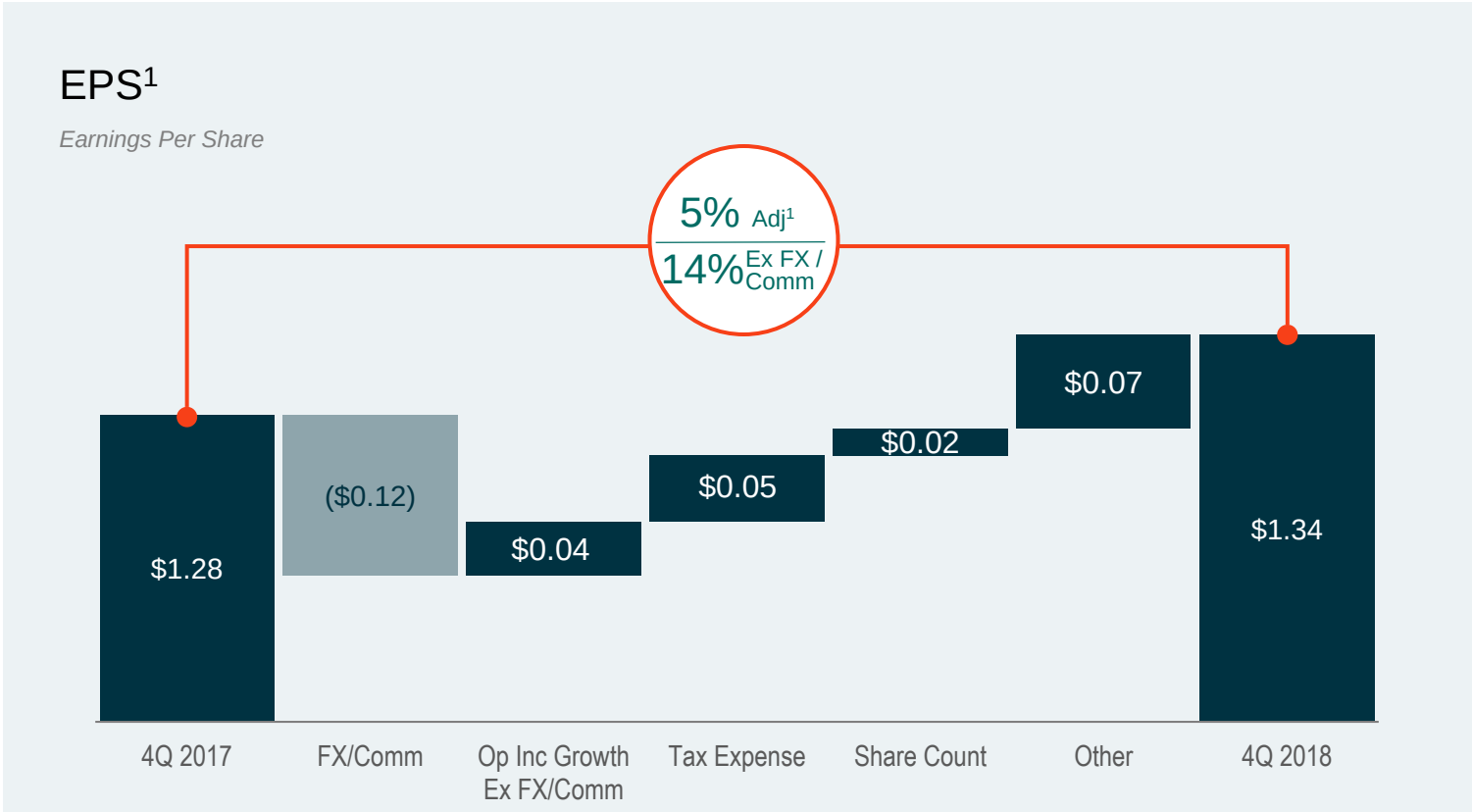
- **12.5% margin** ex FX/Comm while funding Mobility Investments
- **Conversion** on **strong sales**
- (1.7%) price downs

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



# 4Q 2018 EPS Growth

OPERATING INCOME TRANSLATES INTO ROBUST EPS GROWTH



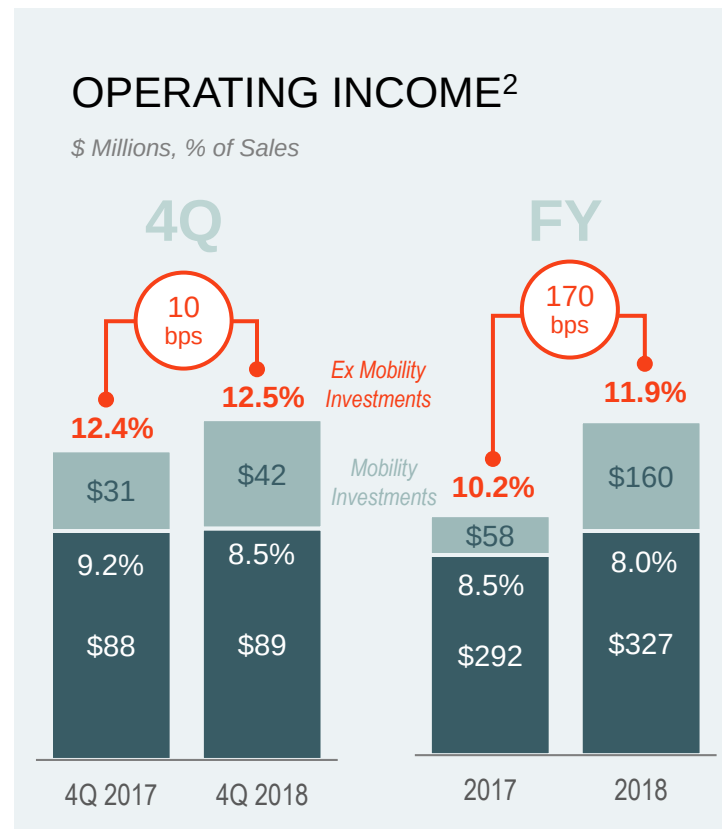
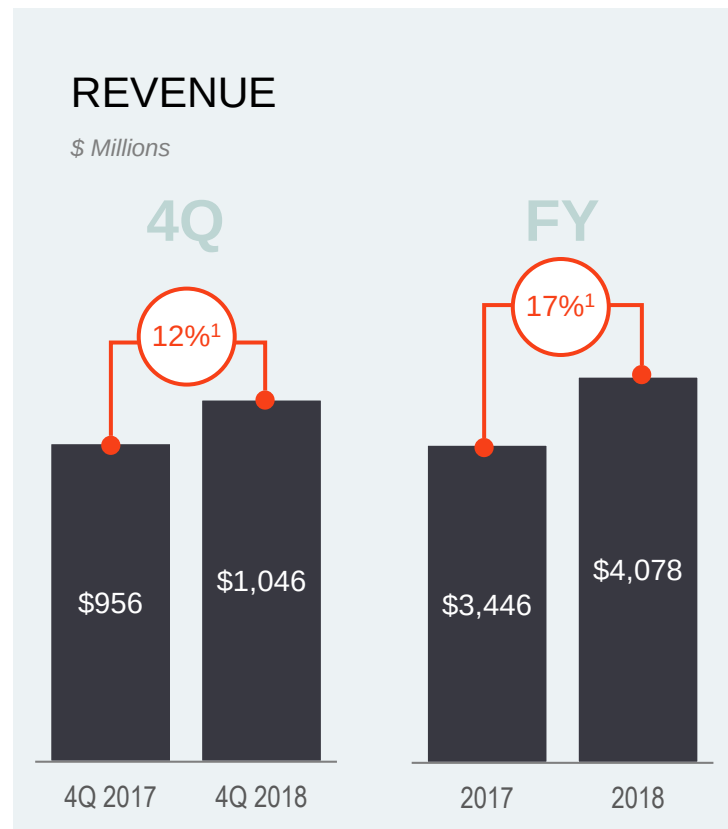
## 4Q PERFORMANCE HIGHLIGHTS

- EPS **Up 14%** ex FX/Comm
- 11.0% tax rate; 300 bps fav YoY
- \$277M Share Repurchases 4Q

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

# Advanced Safety & User Experience

CONTINUED DOUBLE DIGIT GROWTH; SUPPORTING MOBILITY INVESTMENTS



## 2018 PERFORMANCE HIGHLIGHTS

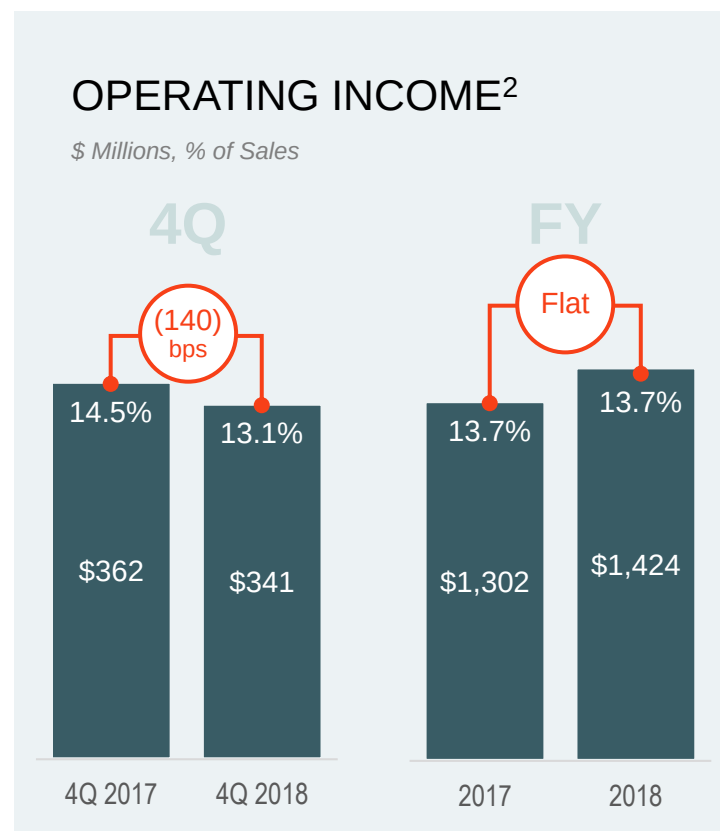
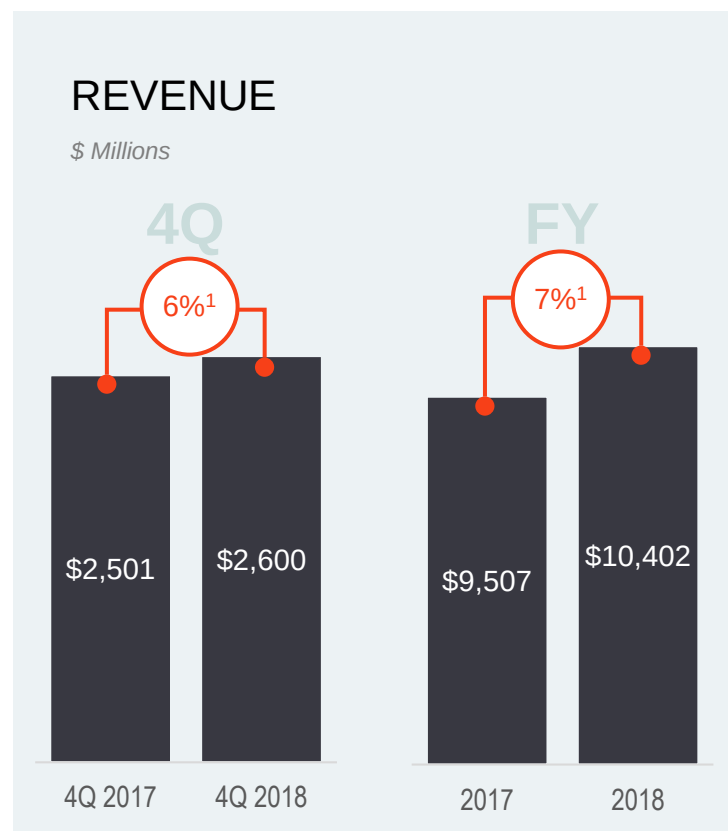
- FY Revenue growth Up **17%**
  - Active Safety Up **57%**
  - Infotainment & UX Up **13%**
- FY Op Income Up **39%** ex Mobility
  - Op Margins up **170 bps** ex Mobility
- Mobility investments: \$160M in 2018

<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

# Signal & Power Solutions

STRONG GROWTH OVER MARKET DRIVEN BY NEW LAUNCHES



## 2018 PERFORMANCE HIGHLIGHTS

- FY 2018 Growth Over Market Up **7%**
  - High Voltage Electrification Up **62%**
- Major **new launches up 2x** YoY
- FY Op Income Up 9%, **up 11%** ex FX/Comm
  - Op Margins **14.2%, up 50 bps** ex FX/Comm
- Recent acquisitions aligned to strategy
  - Higher amortization from M&A

<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

# 2018 vs. 2017

\$ millions, except per share amounts

|                                                                                  | FY 2018                 | Fav / (Unfav)                     | COMMENTS                                                                                                                   |
|----------------------------------------------------------------------------------|-------------------------|-----------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| <b>REPORTED REVENUE</b><br>Adjusted Growth % <sup>1</sup>   Growth Over Market   | <b>\$14,435</b>         | <b>\$1,551</b><br>9.6%   10.3%    | <ul style="list-style-type: none"> <li>Vehicle production down (1%)</li> <li>AS&amp;UX 17% GoM, S&amp;PS 7% GoM</li> </ul> |
| <b>EBITDA<sup>2</sup></b><br>EBITDA Margin   Ex F/X and Commodities              | <b>\$2,393</b><br>16.6% | <b>12%</b><br>10 bps   40 bps     | <ul style="list-style-type: none"> <li>Continued EBITDA margin expansion</li> </ul>                                        |
| <b>OPERATING INCOME<sup>2</sup></b><br>Operating Margin   Ex F/X and Commodities | <b>\$1,751</b><br>12.1% | <b>10%</b><br>(30) bps   (10) bps | <ul style="list-style-type: none"> <li>Funding \$160M Mobility Investments</li> </ul>                                      |
| <b>EARNINGS PER SHARE<sup>2</sup></b>                                            | <b>\$5.26</b>           | <b>\$0.62</b><br>13%              | <ul style="list-style-type: none"> <li>\$499M full year share repurchases</li> <li>14.3% tax rate</li> </ul>               |
| <b>OPERATING CASH FLOW</b>                                                       | <b>\$1,640</b>          | <b>\$534</b>                      | <ul style="list-style-type: none"> <li>Strong earnings growth</li> <li>Working capital performance</li> </ul>              |

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



# 2019 Business Drivers

## APTIV FINANCIAL STRATEGY REMAINS UNCHANGED



COMMITMENT TO **LONG-TERM**  
FINANCIAL FRAMEWORK



**RELEVANT PORTFOLIO** ALIGNED TO  
KEY SECULAR GROWTH DRIVERS



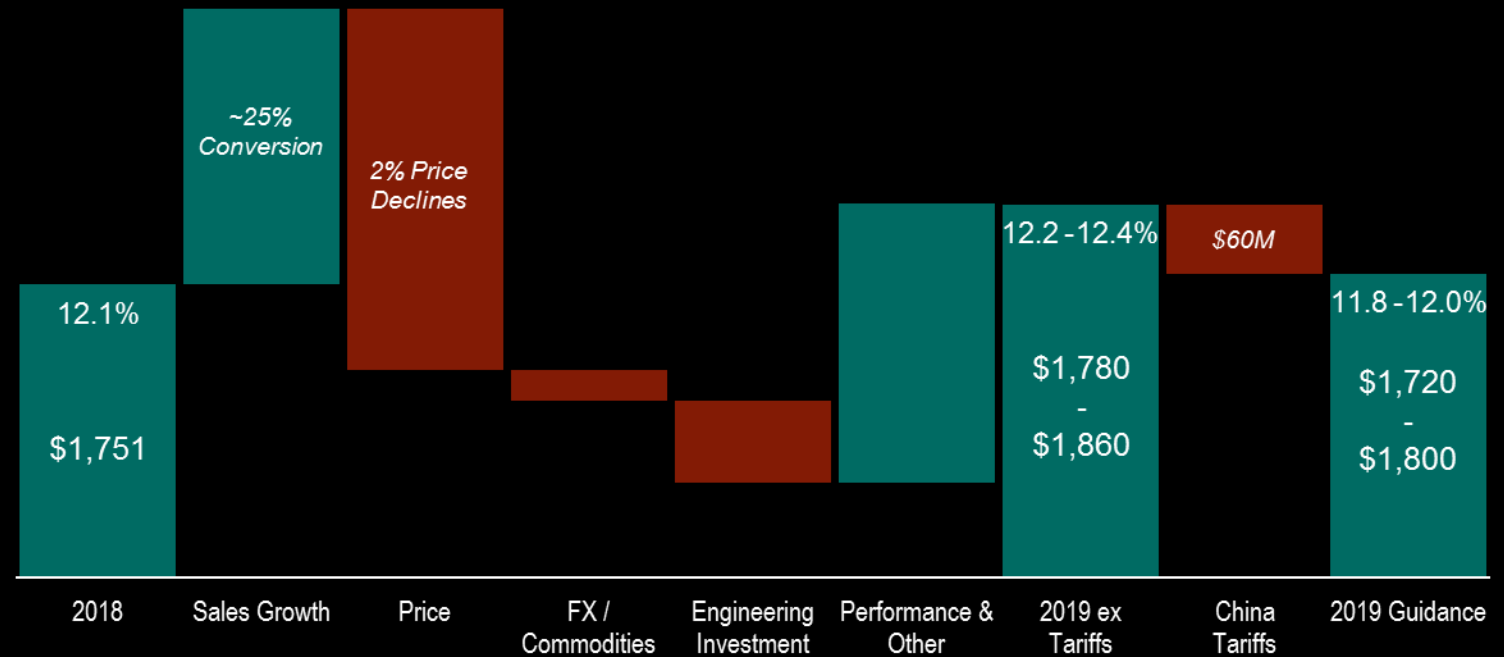
**FLEXIBLE AND EFFICIENT**  
WORKFORCE



**INVESTMENTS** TO SUPPORT  
FUTURE GROWTH

## 2019 OP INCOME OUTLOOK

Operating Income: \$ Millions, % of Sales<sup>1</sup>



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

# 2019 Guidance

## PRUDENT OUTLOOK GIVEN MACRO HEADWINDS

\$ millions, except per share amounts

|                                                                    |                                                                  |                                                                        |                                                                    |                                                                          |                                                                                                                                          |
|--------------------------------------------------------------------|------------------------------------------------------------------|------------------------------------------------------------------------|--------------------------------------------------------------------|--------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| REPORTED REVENUE<br>Adj Growth % <sup>1</sup>   Growth Over Market | \$3,400 – 3,500<br>~1%   ~5%                                     |                                                                        | \$14,600 – 15,000<br>~6%   ~8%                                     |                                                                          | <ul style="list-style-type: none"><li>1Q: AS&amp;UX Up Low SD, S&amp;PS Flat</li><li>FY: AS&amp;UX Up ~10%, S&amp;PS Up Mid SD</li></ul> |
| EBITDA <sup>2</sup><br>EBITDA Margin                               | <div>Pre Tariffs</div> <div>\$510 - 530<br/>15.0 - 15.1%</div>   | <div>Including Tariffs</div> <div>\$500 - 520<br/>14.7 - 14.9%</div>   | <div>Pre Tariffs</div> <div>\$2,508 - 2,588<br/>17.2 - 17.3%</div> | <div>Including Tariffs</div> <div>\$2,448 - 2,528<br/>16.8 - 16.9%</div> | <ul style="list-style-type: none"><li>1Q: (~\$20M) FX/Commodities</li><li>FY: (~\$30M) FX/Commodities</li></ul>                          |
| OPERATING INCOME <sup>2</sup><br>Operating Margin                  | <div>Pre Tariffs</div> <div>\$335 - 355<br/>9.9 - 10.1%</div>    | <div>Including Tariffs</div> <div>\$325 - 345<br/>9.6 - 9.9%</div>     | <div>Pre Tariffs</div> <div>\$1,780 - 1,860<br/>12.2 - 12.4%</div> | <div>Including Tariffs</div> <div>\$1,720 - 1,800<br/>11.8 - 12.0%</div> | <ul style="list-style-type: none"><li>1Q: (20) bps FX/Commodities headwind</li><li>FY: Up 5% driven by volume conversion</li></ul>       |
| EARNINGS PER SHARE <sup>2</sup><br>Growth %                        | <div>Pre Tariffs</div> <div>\$1.00 - 1.05<br/>(22) - (19%)</div> | <div>Including Tariffs</div> <div>\$0.97 - 1.02<br/>(25) - (21%)</div> | <div>Pre Tariffs</div> <div>\$5.45 - 5.65<br/>4 - 7%</div>         | <div>Including Tariffs</div> <div>\$5.25 - 5.45<br/>0 - 4%</div>         | <ul style="list-style-type: none"><li>FY: Up 3% ex FX/Commodities</li><li>Planning share count flat</li></ul>                            |
| OPERATING CASH FLOW                                                |                                                                  |                                                                        |                                                                    | \$1,700                                                                  | <ul style="list-style-type: none"><li>Capex \$800 / 5% of sales</li></ul>                                                                |

1 Revenue growth excludes impact of foreign exchange, commodities 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

# Balanced Capital Deployment

FOCUSED ON VALUE ENHANCING ORGANIC AND INORGANIC INVESTMENT OPPORTUNITIES

2018 Capital Deployment



2018

Long Term Capital Allocation Priorities

M&A AND SHARE REPURCHASES  
**45%-55%**

DIVIDENDS  
**10%-15%**

CAPITAL EXPENDITURES  
**35%-40%**

## DRIVING GROWTH

- Organic reinvestment to support active safety, infotainment and engineered components growth
- Added accretive bolt-on's; KUM and Winchester
- M&A pipeline remains full; accretive bolt-on's continue

## RETURNING CASH TO SHAREHOLDERS

- Announced new \$2B share repurchase authorization
- Opportunistic share buybacks take advantage of market dislocations
- Maintaining a competitive dividend

## MAINTAINING INVESTMENT GRADE RATING



# Summary

## DELIVERED STRONG 2018 RESULTS

- Double-digit growth over market with strength from both AS&UX and S&PS
- Flexible business model delivering robust EPS growth despite macro headwinds

## BALANCED 2019 OUTLOOK

- Operational execution on new launches, M&A contributions / capital deployment
- Prudent assumptions on vehicle production; prioritizing tariff mitigation actions

## INVESTMENT DRIVES CONTINUED OUTPERFORMANCE

- Operations funding investments for growth
- Disciplined and accretive capital deployment; proving through cycle performance



• **APTIV** •



# Non-US GAAP Financial Metrics

| (\$ millions)                                         | 4Q 2018    | 4Q 2017    | 2018         | 2017         |
|-------------------------------------------------------|------------|------------|--------------|--------------|
| Net income attributable to Aptiv                      | 247        | 256        | 1,067        | 1,355        |
| Interest expense                                      | 37         | 37         | 141          | 140          |
| Other expense (income), net                           | 25         | (1)        | (2)          | 21           |
| Income tax expense                                    | 42         | 135        | 250          | 223          |
| Equity income, net of tax                             | (6)        | (7)        | (23)         | (31)         |
| Income from discontinued operations, net of tax       | -          | (55)       | -            | (365)        |
| Net income attributable to noncontrolling interest    | 10         | 21         | 40           | 73           |
| <b>Operating income</b>                               | <b>355</b> | <b>386</b> | <b>1,473</b> | <b>1,416</b> |
| Restructuring                                         | 9          | 28         | 109          | 129          |
| Other acquisition and portfolio project costs         | 21         | 17         | 78           | 28           |
| Asset impairments                                     | 32         | 7          | 34           | 9            |
| Deferred compensation related to nuTonomy acquisition | 13         | 12         | 57           | 12           |
| <b>Adjusted operating income</b>                      | <b>430</b> | <b>450</b> | <b>1,751</b> | <b>1,594</b> |

# Non-US GAAP Financial Metrics

| (\$ millions)                                         | 4Q 2018    | 4Q 2017    | 2018         | 2017         |
|-------------------------------------------------------|------------|------------|--------------|--------------|
| Net income attributable to Aptiv                      | 247        | 256        | 1,067        | 1,355        |
| Interest expense                                      | 37         | 37         | 141          | 140          |
| Other expense (income), net                           | 25         | (1)        | (2)          | 21           |
| Income tax expense                                    | 42         | 135        | 250          | 223          |
| Equity income, net of tax                             | (6)        | (7)        | (23)         | (31)         |
| Income from discontinued operations, net of tax       | -          | (55)       | -            | (365)        |
| Net income attributable to noncontrolling interest    | 10         | 21         | 40           | 73           |
| <b>Operating income</b>                               | <b>355</b> | <b>386</b> | <b>1,473</b> | <b>1,416</b> |
| Depreciation and amortization                         | 202        | 154        | 676          | 546          |
| <b>EBITDA</b>                                         | <b>557</b> | <b>540</b> | <b>2,149</b> | <b>1,962</b> |
| Restructuring                                         | 9          | 28         | 109          | 129          |
| Other acquisition and portfolio project costs         | 21         | 17         | 78           | 28           |
| Deferred compensation related to nuTonomy acquisition | 13         | 12         | 57           | 12           |
| <b>Adjusted EBITDA</b>                                | <b>600</b> | <b>597</b> | <b>2,393</b> | <b>2,131</b> |

# Non-US GAAP Financial Metrics

| (\$ millions, except per share amounts)                                       | 4Q 2018     | 4Q 2017     | 2018         | 2017         |
|-------------------------------------------------------------------------------|-------------|-------------|--------------|--------------|
| Net income attributable to Aptiv                                              | 247         | 256         | 1,067        | 1,355        |
| Income from discontinued operations attributable to Aptiv, net of tax         | -           | (49)        | -            | (334)        |
| <b>Income from continuing operations attributable to Aptiv</b>                | <b>247</b>  | <b>207</b>  | <b>1,067</b> | <b>1,021</b> |
| Adjusting items:                                                              |             |             |              |              |
| Restructuring                                                                 | 9           | 28          | 109          | 129          |
| Other acquisition and portfolio project costs                                 | 21          | 17          | 78           | 28           |
| Asset impairments                                                             | 32          | 7           | 34           | 9            |
| Deferred compensation related to nuTonomy acquisition                         | 13          | 12          | 57           | 12           |
| Reserve for Unsecured Creditors litigation                                    | -           | -           | -            | 10           |
| Transaction and related costs associated with acquisitions                    | 9           | 8           | 14           | 8            |
| Contingent consideration liability fair value adjustments                     | 23          | (14)        | 23           | (14)         |
| Tax impact of U.S. tax reform enactment                                       | 5           | 55          | 29           | 55           |
| Tax impact of adjusting items (a)                                             | (7)         | 23          | (15)         | (15)         |
| <b>Adjusted net income attributable to Aptiv</b>                              | <b>352</b>  | <b>343</b>  | <b>1,396</b> | <b>1,243</b> |
| Weighted average number of diluted shares outstanding                         | 263.65      | 267.44      | 265.22       | 268.03       |
| Diluted net income per share from continuing operations attributable to Aptiv | 0.94        | 0.77        | 4.02         | 3.81         |
| <b>Adjusted net income per share</b>                                          | <b>1.34</b> | <b>1.28</b> | <b>5.26</b>  | <b>4.64</b>  |

(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, the impact of the intra-entity transfer of intellectual property of approximately \$33 million during the year ended December 31, 2018 and the quarterly intra-period tax allocation impacts of approximately \$27 million during the three months ended December 31, 2017 resulting from the effectiveness of the spin-off.

# Non-US GAAP Financial Metrics

| (millions)                                                                     | 4Q 2018       | 4Q 2017       | 2018          | 2017          |
|--------------------------------------------------------------------------------|---------------|---------------|---------------|---------------|
| Weighted average ordinary shares outstanding, basic                            | 262.61        | 265.84        | 264.41        | 267.16        |
| Dilutive shares related to RSUs                                                | 1.04          | 1.60          | 0.81          | 0.87          |
| <b>Weighted average ordinary shares outstanding, including dilutive shares</b> | <b>263.65</b> | <b>267.44</b> | <b>265.22</b> | <b>268.03</b> |



# Financial Guidance Metrics

| (\$ millions)                                         | 1Q 2019 <sup>1</sup> | 2019 <sup>1</sup> |
|-------------------------------------------------------|----------------------|-------------------|
| Net income attributable to Aptiv                      | 213                  | 1,246             |
| Interest expense                                      | 36                   | 145               |
| Other income, net                                     | (5)                  | (30)              |
| Income tax expense                                    | 36                   | 215               |
| Equity income, net of tax                             | (5)                  | (22)              |
| Net income attributable to noncontrolling interest    | 4                    | 42                |
| <b>Operating income</b>                               | <b>279</b>           | <b>1,596</b>      |
| Restructuring                                         | 35                   | 87                |
| Other acquisition and portfolio project costs         | 10                   | 34                |
| Deferred compensation related to nuTonomy acquisition | 11                   | 43                |
| <b>Adjusted operating income</b>                      | <b>335</b>           | <b>1,760</b>      |
| <i>Less: Impact of tariffs</i>                        | <i>10</i>            | <i>60</i>         |
| <i>Pro forma - Adjusted operating income</i>          | <i>345</i>           | <i>1,820</i>      |

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

# Financial Guidance Metrics

| (\$ millions)                                         | 1Q 2019 <sup>1</sup> | 2019 <sup>1</sup>   |
|-------------------------------------------------------|----------------------|---------------------|
| Net income attributable to Aptiv                      | 213                  | 1,246               |
| Interest expense                                      | 36                   | 145                 |
| Other income, net                                     | (5)                  | (30)                |
| Income tax expense                                    | 36                   | 215                 |
| Equity income, net of tax                             | (5)                  | (22)                |
| Net income attributable to noncontrolling interest    | 4                    | 42                  |
| <b>Operating income</b>                               | <b>279</b>           | <b>1,596</b>        |
| Depreciation and amortization                         | 175                  | 728                 |
| <b>EBITDA</b>                                         | <b>454</b>           | <b>2,324</b>        |
| Restructuring                                         | 35                   | 87                  |
| Other acquisition and portfolio project costs         | 10                   | 34                  |
| Deferred compensation related to nuTonomy acquisition | 11                   | 43                  |
| <b>Adjusted EBITDA</b>                                | <b>510</b>           | <b>2,488</b>        |
| <i>Less: Impact of tariffs</i>                        | <i>10</i>            | <i>60</i>           |
| <b><i>Pro forma - Adjusted EBITDA</i></b>             | <b><i>520</i></b>    | <b><i>2,548</i></b> |

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

# Financial Guidance Metrics

| (\$ millions, except per share amounts)                                       | 1Q 2019 <sup>1</sup> | 2019 <sup>1</sup>  |
|-------------------------------------------------------------------------------|----------------------|--------------------|
| Net income attributable to Aptiv                                              | 213                  | 1,246              |
| Restructuring                                                                 | 35                   | 87                 |
| Other acquisition and portfolio project costs                                 | 10                   | 34                 |
| Deferred compensation related to nuTonomy acquisition                         | 11                   | 43                 |
| Tax impact of adjusting items (a)                                             | (8)                  | (24)               |
| <b>Adjusted net income attributable to Aptiv</b>                              | <b>261</b>           | <b>1,386</b>       |
| Weighted average number of diluted shares outstanding                         | 259.82               | 259.23             |
| Diluted net income per share from continuing operations attributable to Aptiv | 0.82                 | 4.81               |
| <b>Adjusted net income per share</b>                                          | <b>1.00</b>          | <b>5.35</b>        |
| <i>Less: Impact of tariffs</i>                                                | <i>0.03</i>          | <i>0.20</i>        |
| <b><i>Pro forma - Adjusted net income per share</i></b>                       | <b><i>1.03</i></b>   | <b><i>5.55</i></b> |

<sup>1</sup> Prepared at the estimated mid-point 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.