

January 30, 2020



APTIV

Fourth Quarter 2019 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 2019 AND SUSTAINED GOM DESPITE ONGOING MACRO CHALLENGES

REVENUE

\$3.6B

4Q up 2%

\$14.4B

FY up 4%

EBITDA

\$566M

4Q Margins of 15.7%

\$2.3B

FY Margins of 15.7%

OPERATING INCOME

\$388M

4Q Margins of 10.8%

\$1.5B

FY Margins of 10.8%

EARNINGS PER SHARE

\$1.15

4Q down 14%

\$4.80

FY down 9%

+9% GoM



GROWTH ABOVE MARKET
DESPITE LOWER VEHICLE
PRODUCTION AND GM STRIKE



\$22.1B

**RECORD FULL YEAR
NEW BUSINESS AWARDS**



**SUSTAINABLE BUSINESS
MODEL PROVING THROUGH-
CYCLE RESILIENCY**



BALANCED 2020 OUTLOOK;
FOCUSED ON OPERATIONAL
EXECUTION DESPITE ONGOING
MARKET HEADWINDS

+7%

GROWTH-OVER-MARKET

-3%

GLOBAL PRODUCTION

Note: Revenue growth excludes impact of foreign exchange, commodities and divestitures. See appendix for organic growth rates. EBITDA, Operating Income and EPS adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP. Revenue/EBITDA/Operating Income/EPS include the impact of the GM Strike

Through-Cycle Resiliency

MORE SUSTAINABLE BUSINESS, ABLE TO OUTPERFORM IN ANY ENVIRONMENT

2019 MILESTONES



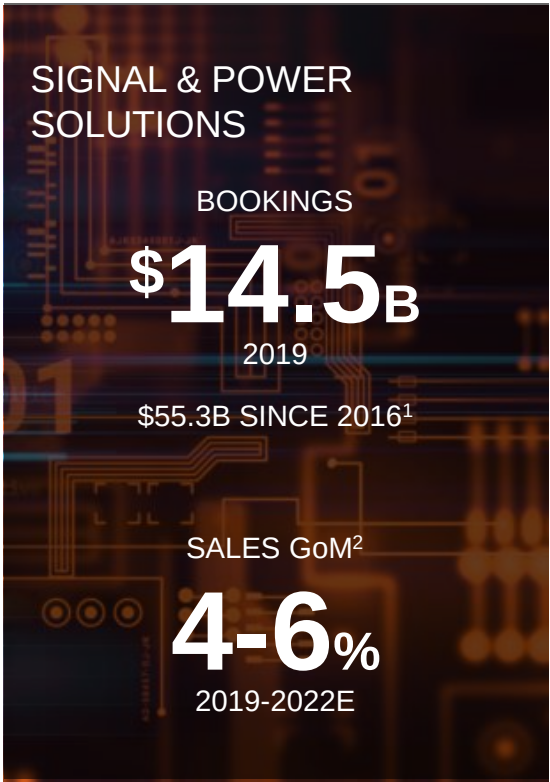
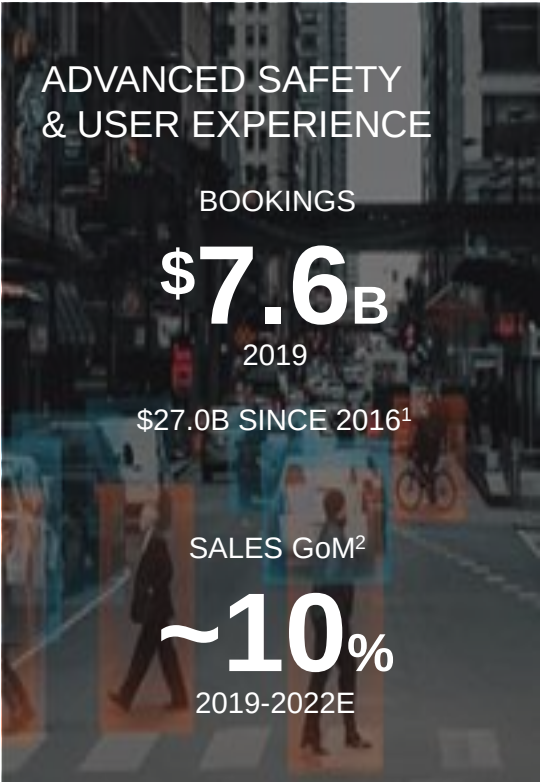
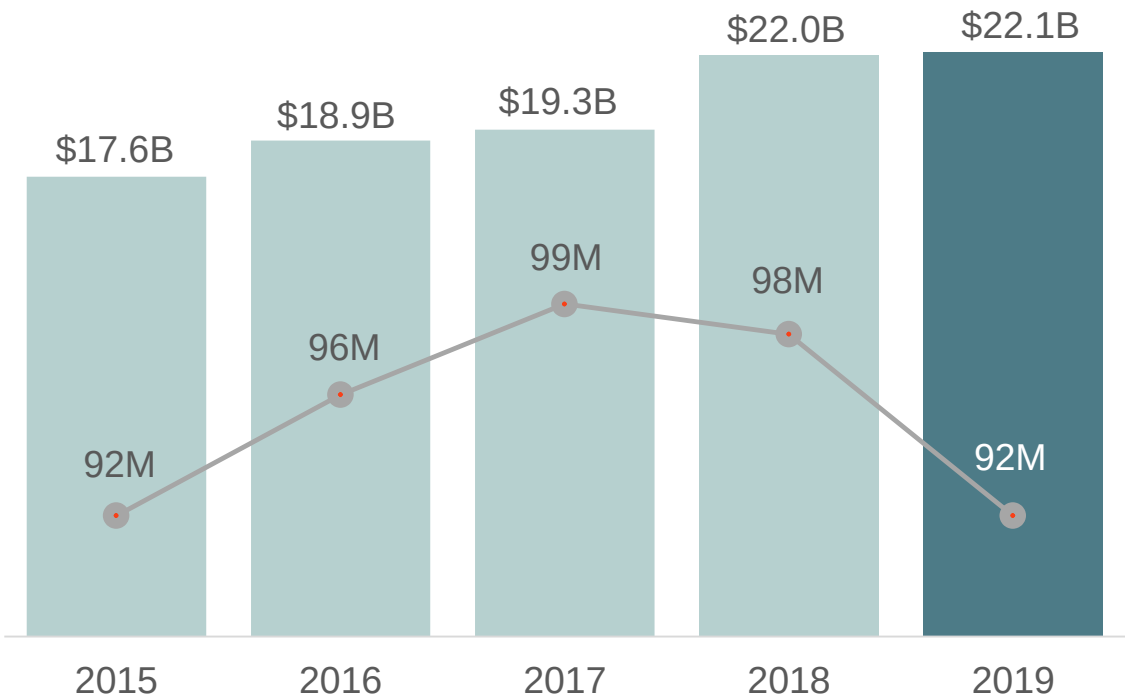
1. Revenue growth excludes impact of foreign exchange, commodities and divestitures.
2. Bookings represent lifetime gross program revenues awarded, based upon expected volumes and pricing
3. Free Cash Flow Conversion = (Operating Cash Flow – Capital Expenditures / GAAP Net Income)

Winning Across the Portfolio

RECORD NEW BUSINESS AWARDS DESPITE GLOBAL PRODUCTION DECLINES

BOOKINGS VS. GLOBAL PRODUCTION

Lifetime gross program revenues, \$ Billions
IHS global vehicle production, Millions



1. Cumulative value of bookings
2. Adjusted Growth over Aptiv weighted market. Investor Day targets communicated on June 4, 2019

Advanced Safety & User Experience

DELIVERED 12% GROWTH OVER MARKET IN 2019; APPLYING EXPERTISE IN SENSING, SOFTWARE AND CENTRALIZED COMPUTE TO ENABLE NEXT GENERATION FEATURES AND FUNCTIONALITY

4Q 2019 HIGHLIGHTS

- Continued Growth Over Market: Up 11% YoY
- Engineering investments support strong Active Safety bookings and order pipeline
- User Experience up 3% YoY, excluding the roll-off of the displays business

SALES GROWTH DRIVERS

	4Q 2019	FY 2019
 ACTIVE SAFETY	23%	41%
 USER EXPERIENCE ¹	3%	3%

1. User Experience excludes the roll of off the displays business. Including displays, User Experience was down (3%) in 4Q 2019 and down (2%) in FY 2019.
Note: Revenue growth excludes impact of foreign exchange, commodities and divestitures.

2019 STRATEGIC HIGHLIGHTS



Full system solutions enabling record advanced safety customer awards, new launches, and 11 total central compute awards to date



Awarded 3 driver state programs, focused on assessing driver availability and engagement, supporting partially-automated functionality



Awarded 1st zone controller and launched first-in-industry native GAS Android infotainment solution, reinforcing Aptiv as best bridge between auto and tech

Active Safety

CUSTOMER AWARDS REFLECT SIGNIFICANT MARKET SHARE GAINS

ADDRESSABLE MARKET

\$ Billions, % CAGR



Source: Internal Analysis/BCG Estimates

BOOKINGS

Lifetime gross program revenues, \$ Billions



REVENUE

\$ Billions, % Adj Growth¹



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

Signal & Power Solutions

DELIVERED 8% GROWTH OVER MARKET IN 2019, DRIVEN BY NEW PROGRAM LAUNCHES, HIGH VOLTAGE PENETRATION AND END MARKET DIVERSIFICATION

4Q 2019 HIGHLIGHTS

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

SALES GROWTH DRIVERS

	4Q 2019	FY 2019
 HIGH VOLTAGE ELECTRIFICATION	28%	38%
 CV & INDUSTRIAL END MARKETS ¹	26%	35%

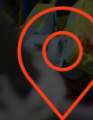
2019 STRATEGIC HIGHLIGHTS



Leader in increasingly complex systems optimization; partner of choice delivering low and high power electrical distribution



Broadening product portfolio and extending harsh environment electronics capabilities through complementary M&A



Global scale with industry-leading cost structure and execution capabilities

1. Commercial vehicles and industrial end market revenue includes Winchester acquisition contributions. Excluding Winchester, growth in 4Q 2019 of 20%, FY 2019 of 14%.

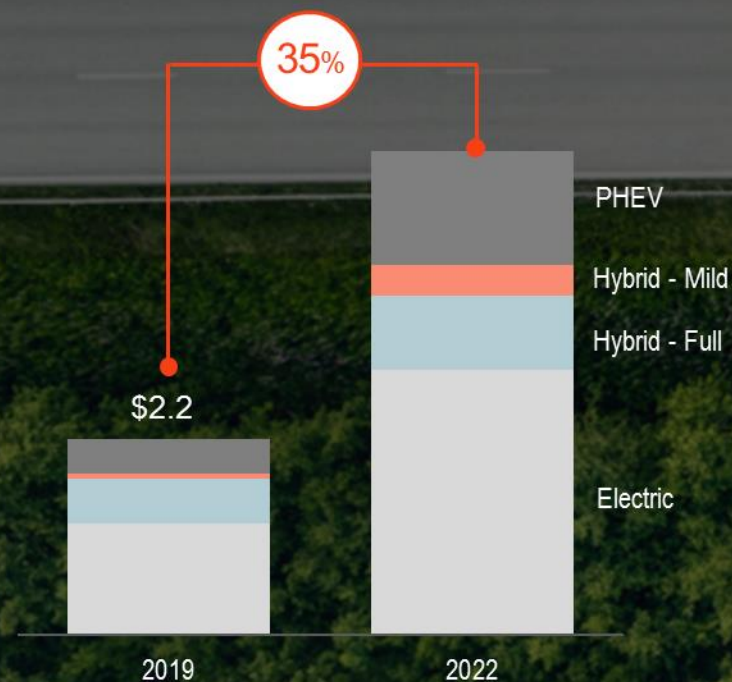
Note: Revenue growth excludes impact of foreign exchange, commodities and divestitures. See appendix for organic growth rates.

High Voltage Electrification

CUSTOMER AWARDS AND HIGH GROWTH MARKET REFLECT SIGNIFICANT OPPORTUNITY

ADDRESSABLE MARKET

\$ Billions, % CAGR



BOOKINGS

Lifetime gross program revenues, \$ Billions



REVENUE

\$ Billions, % Adj Growth¹



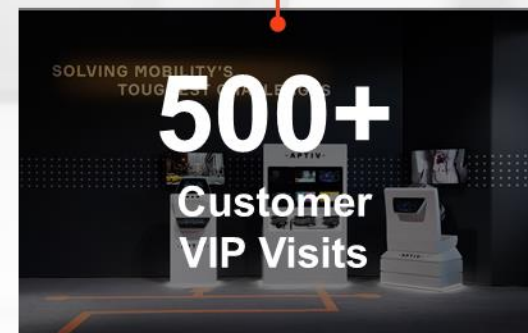
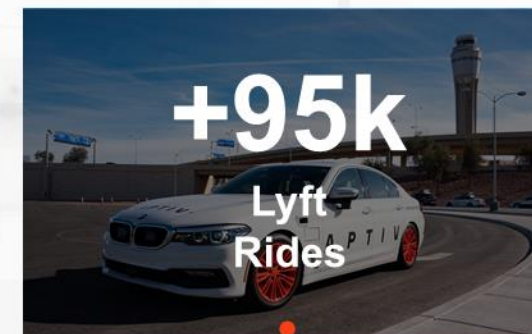
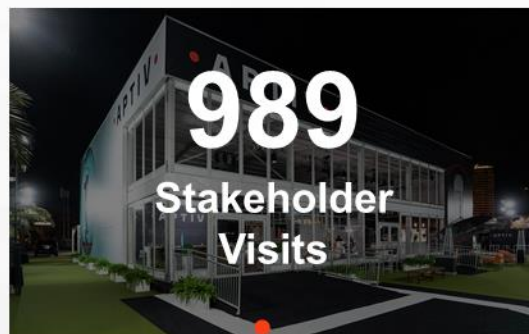
Source: IHS production data and Internal Aptiv CPV estimates

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

Aptiv At CES 2020

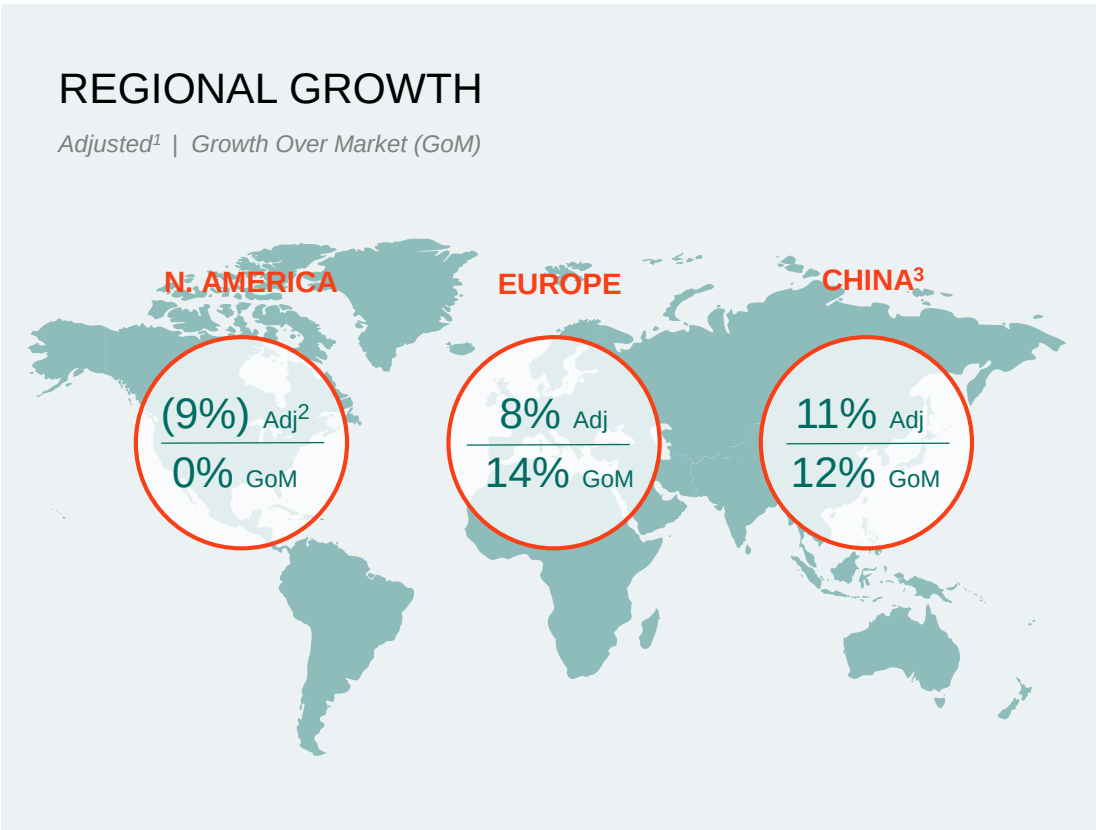
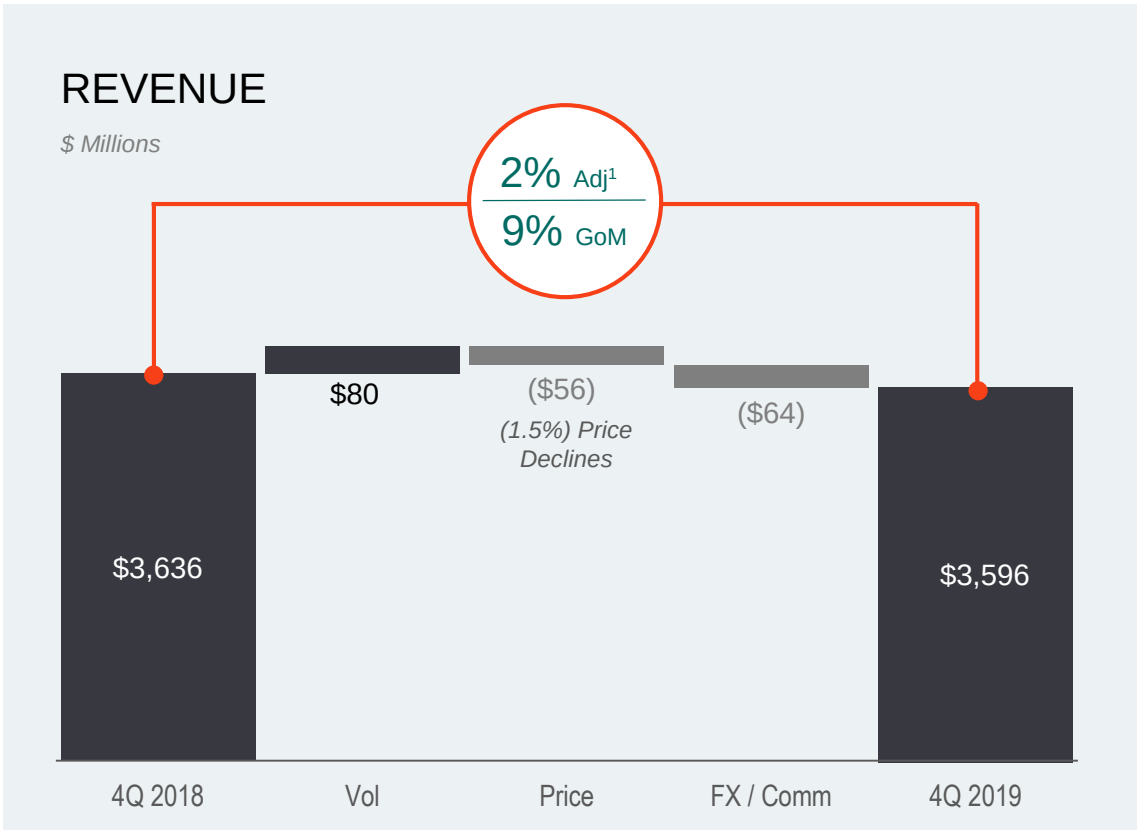


SIGNIFICANT POSITIVE CUSTOMER FEEDBACK ON TECHNOLOGY AND FUTURE ENGAGEMENT



4Q 2019 Revenue Growth

STRONG GROWTH OVER MARKET IN EUROPE AND CHINA; NORTH AMERICA IMPACTED BY GM STRIKE



1. Revenue growth excludes impact of foreign exchange, commodities and divestitures. See appendix slide for organic growth rates.
2. North America adjusted revenue growth flat excluding adverse impact of GM/UAW strike
3. Asia Pacific adjusted revenue growth up 9% and growth over market up 14%

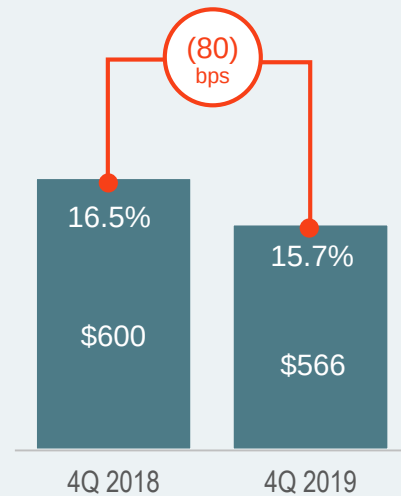
4Q 2019 Earnings

EBITDA, OPERATING INCOME AND EPS AT OR ABOVE HIGH-END OF GUIDANCE

EBITDA¹

\$ Millions, % of Sales

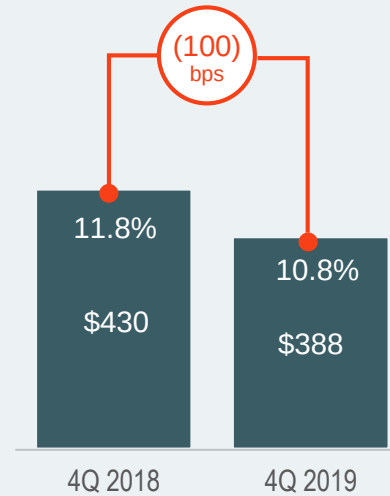
- Includes GM strike impact of (\$80M) vs (\$105M) guide
- (\$13M) impact from FX/Comm



OPERATING INCOME¹

\$ Millions, % of Sales

- **+\$13M versus midpoint of guidance**
- Includes GM strike impact of (\$80M) vs (\$105M) guide
- Flat YoY mobility investments



EPS¹

Earnings per share \$

- **+\$0.15 versus midpoint of guidance**
- Includes GM Strike impact of (\$0.28) vs (\$0.35) guide
- 9.8% tax rate; \$0.04 benefit YoY and \$0.09 benefit vs. 4Q guidance



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

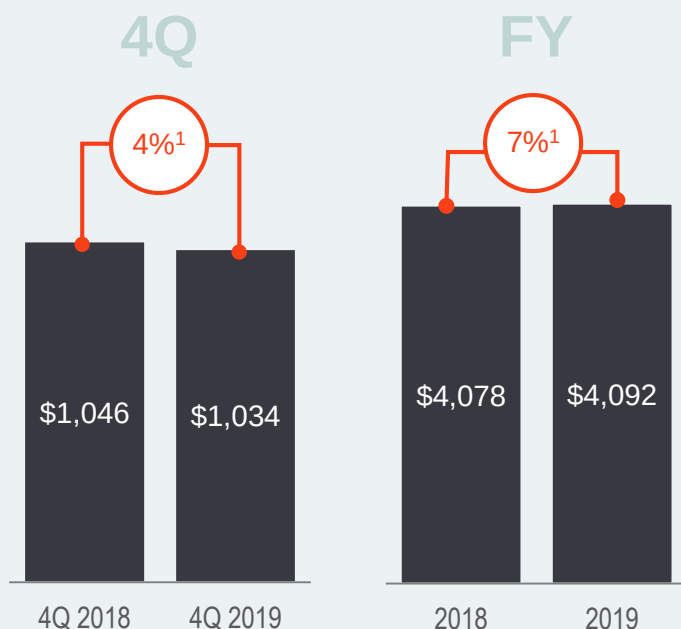
Advanced Safety & User Experience

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

REVENUE

\$ Millions

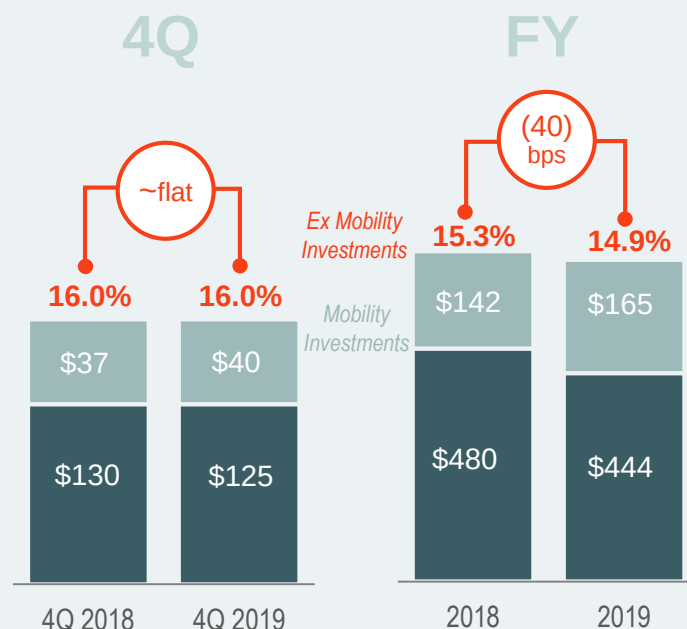
- Active Safety Revenue **Up 23%** in 4Q19
- 4Q User Experience **Down 3%**, ex-Displays **Up 3%**
- 4Q GM strike impact of ~(\$22M), (2%) of adjusted growth



EBITDA²

\$ Millions, % of Sales

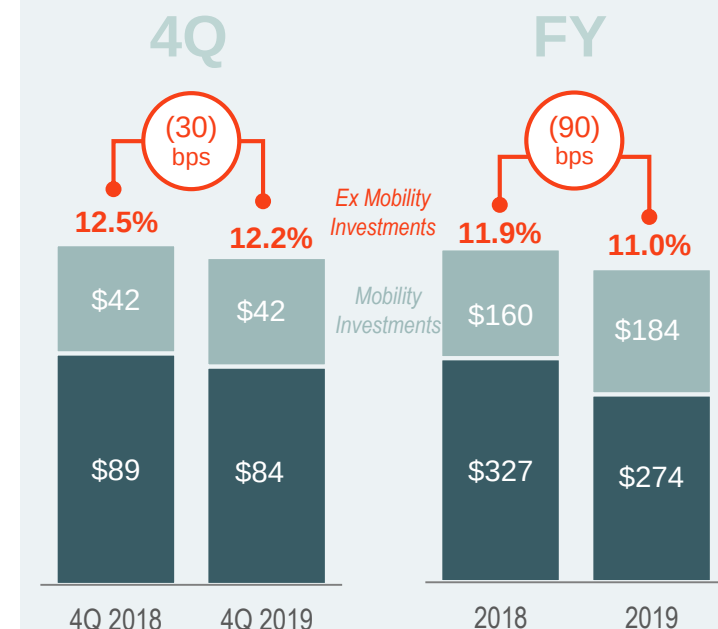
- 4Q GM strike impact of ~(\$11M); (80) bps of margin
- Engineering spend supports robust new business wins



OPERATING INCOME²

\$ Millions, % of Sales

- 4Q GM strike impact of ~(\$11M); (90) bps of margin
- Flat Mobility spend YoY in 4Q19



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

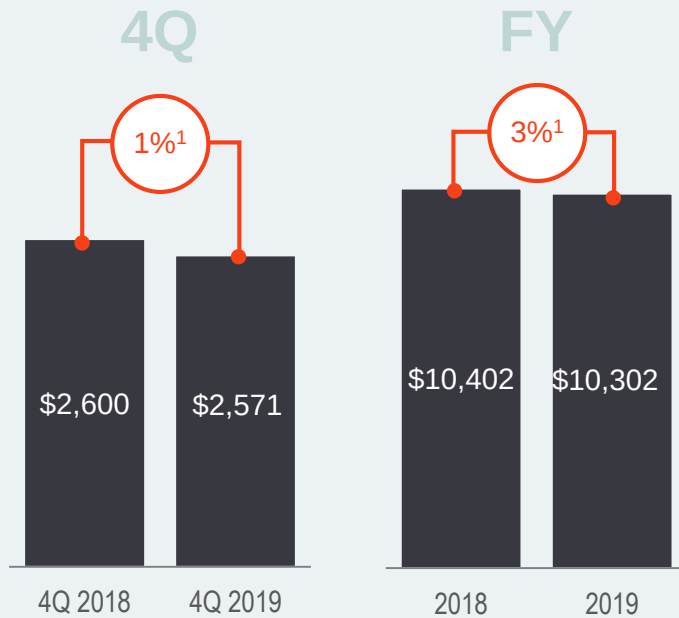
Signal & Power Solutions

STRONG GROWTH OVER MARKET DRIVEN BY NEW LAUNCHES AND END MARKET DIVERSIFICATION

REVENUE

\$ Millions

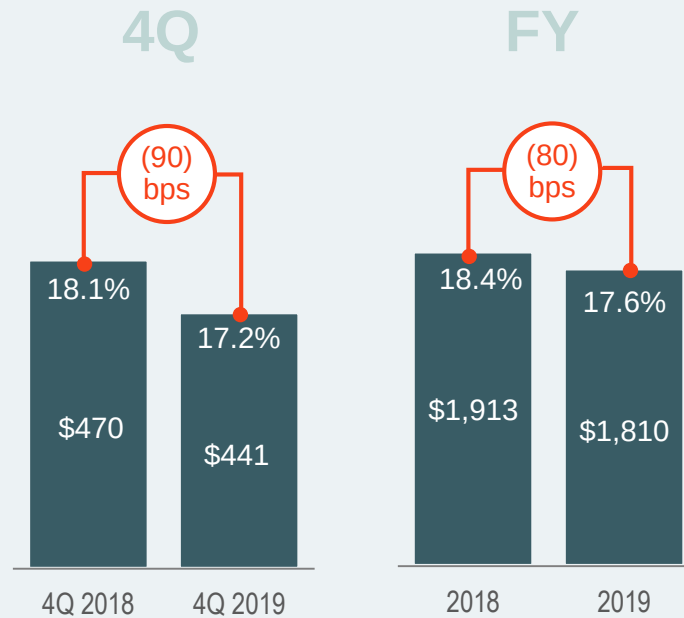
- High Voltage Revenue **Up 28%** in 4Q19
- 4Q CV & Industrial End Markets³ **Up 26%**, Up 20% organic
- 4Q GM strike impact of ~(\$108M); (4%) of adjusted growth



EBITDA²

\$ Millions, % of Sales

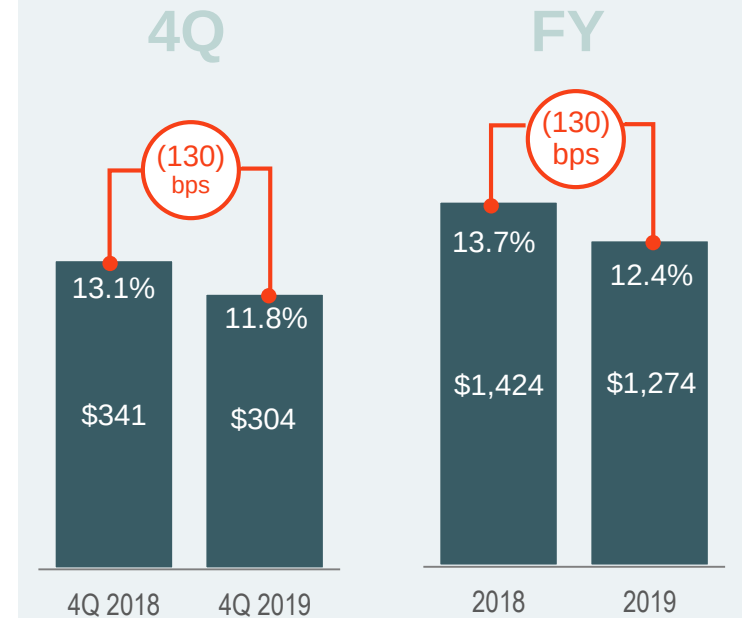
- 4Q GM strike impact of ~(\$69M); (180) bps of margin
- (\$3M) FX/Comm, (\$10M) tariffs YoY



OPERATING INCOME²

\$ Millions, % of Sales

- 4Q GM strike impact of ~(\$69M); (210) bps of margin
- Benefit from material & mfg performance initiatives



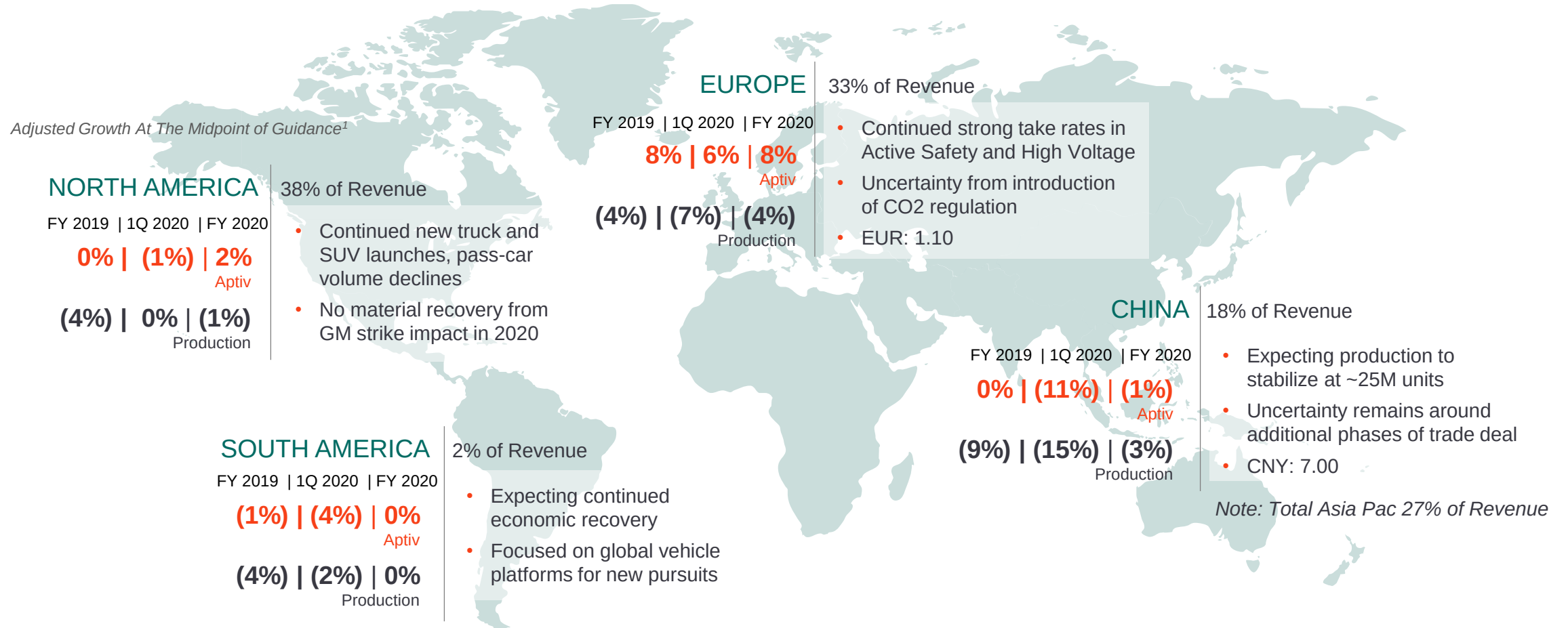
1. Revenue growth excludes impact of foreign exchange, commodities and divestitures.

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

3. Commercial vehicles and industrial end market revenue includes Winchester acquisition contributions.

2020 Macro Overview

EXPECTING GLOBAL PRODUCTION DOWN (3%) IN 2020



1. Revenue growth excludes impact of foreign exchange, commodities and divestitures
Note: Regional revenue % based on 2019

2020 Guidance

PRUDENT OUTLOOK GIVEN MACRO HEADWINDS

\$ millions, except per share amounts

	1Q 2020 ³	FY 2020 ³	COMMENTS
REPORTED REVENUE Adj Growth % ¹ Growth Over Market	\$3,470 - 3,570 ~1% ~6%	\$14,500 - 14,900 ~4% ~7%	1Q GoM: AS&UX Up ~5%, S&PS Up ~6% - FY GoM: AS&UX Up ~7%, S&PS Up ~6%
EBITDA² EBITDA Margin	\$483 - 508 13.9 - 14.2%	\$2,416 - 2,516 16.7 - 16.9%	1Q: (~\$22M) FX/Commodities - FY: (~\$28M) FX/Commodities
OPERATING INCOME² Operating Margin	\$303 - 328 8.7 - 9.2%	\$1,670 - 1,770 11.5 - 11.9%	1Q: (50) bps FX/Commodities headwind - FY: Up 11% driven by volume conversion and performance
EARNINGS PER SHARE² Growth %	\$0.86 - 0.94 (18%) – (10%)	\$4.75 - 5.05 (1%) - 5%	- FY: 12-13% tax rate vs 10.8% in FY19 - FY: EPS up ~10% before impact of equity income losses from the JV, expected close end of 1Q
OPERATING CASH FLOW		\$1,750	Capex \$750M / ~5% of sales

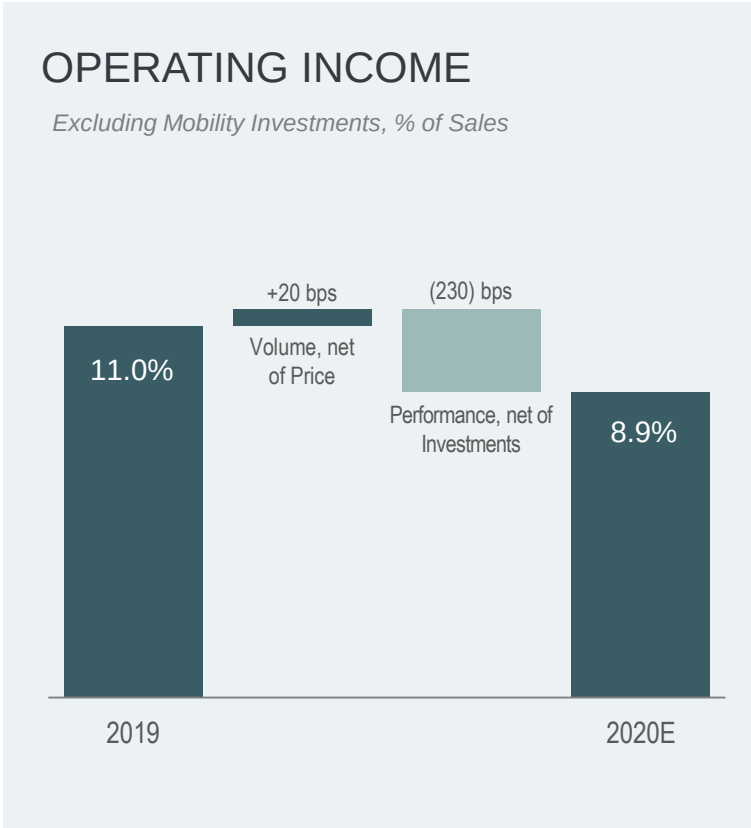
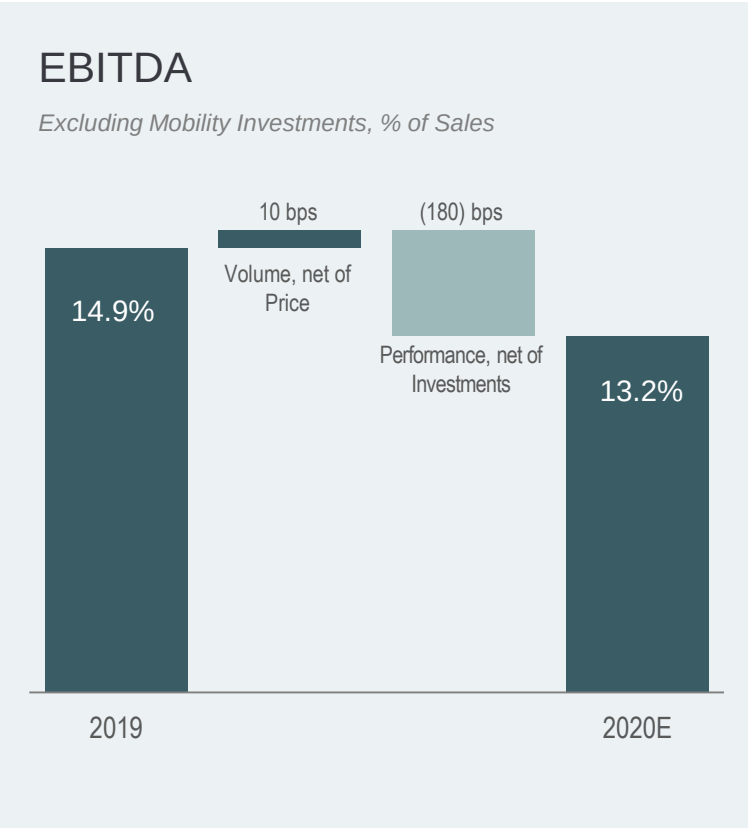
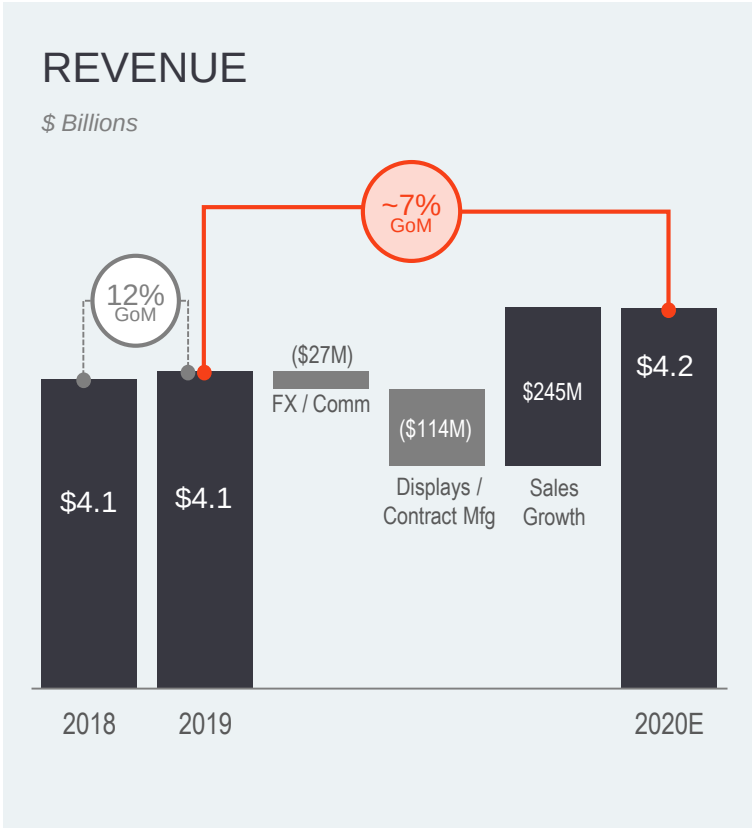
¹ Revenue growth excludes impact of foreign exchange, commodities and divestitures

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

³ Refer to appendix for guidance reconciliation

2020 Business Drivers: AS&UX

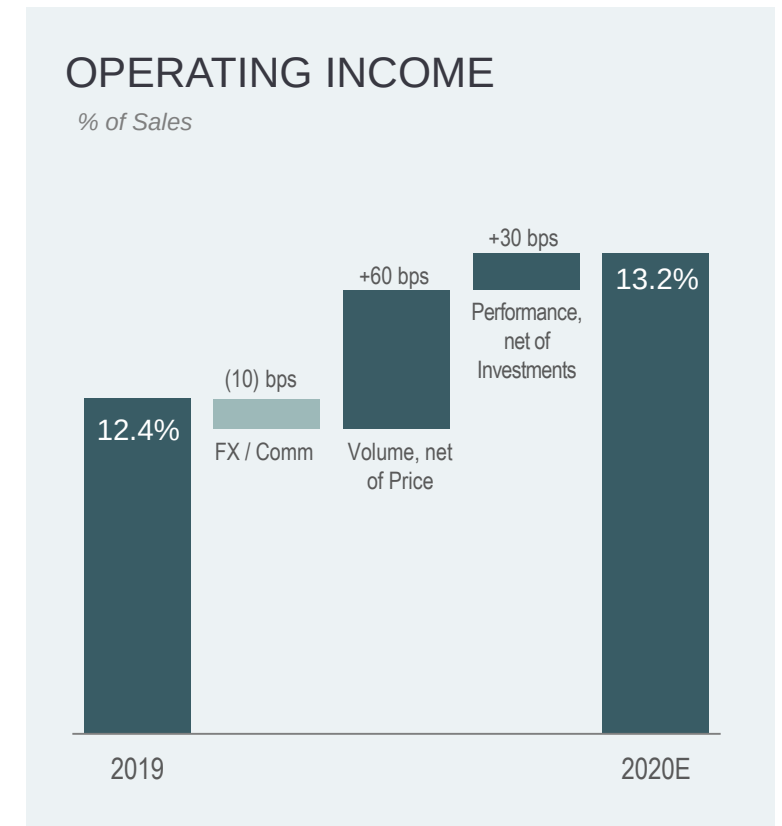
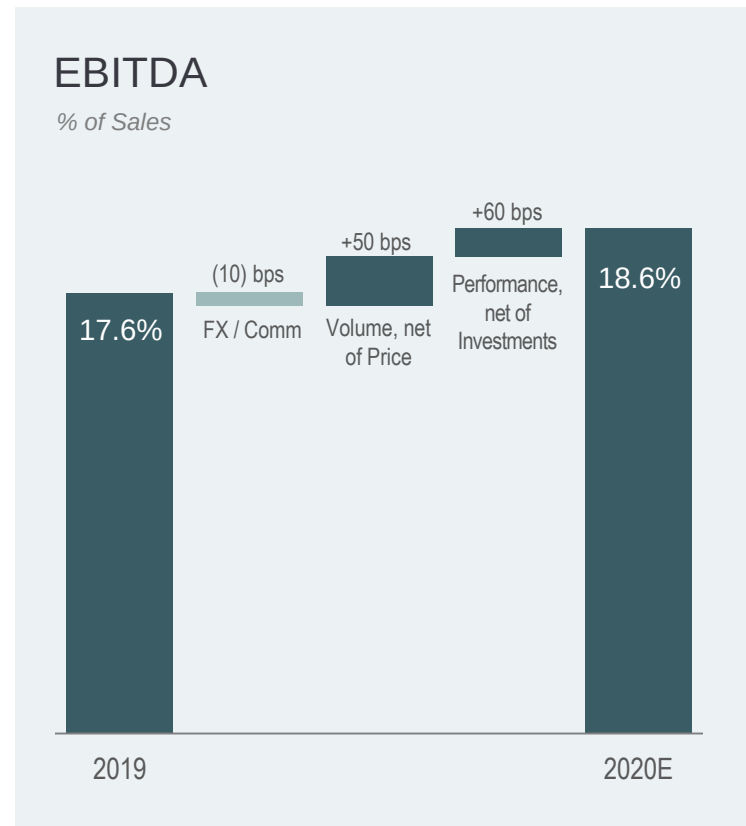
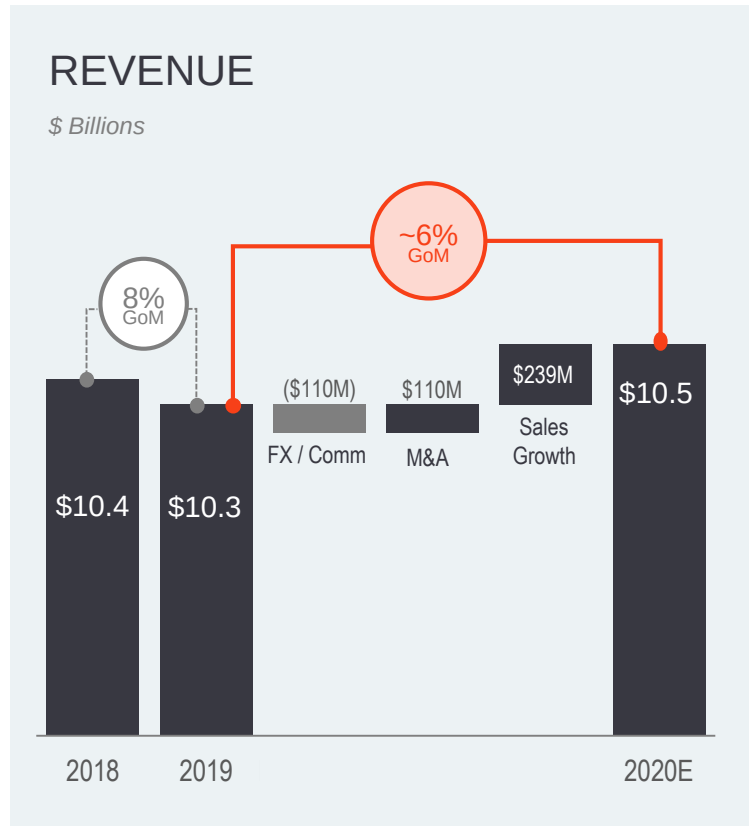
OUTLOOK REFLECTS STRONG REVENUE GROWTH AND ENHANCED COMPETITIVE POSITION IN ACTIVE SAFETY



Note: Revenue growth excludes impact of foreign exchange, commodities and divestitures;
GoM - Adjusted Growth over Aptiv weighted market

2020 Business Drivers: S&PS

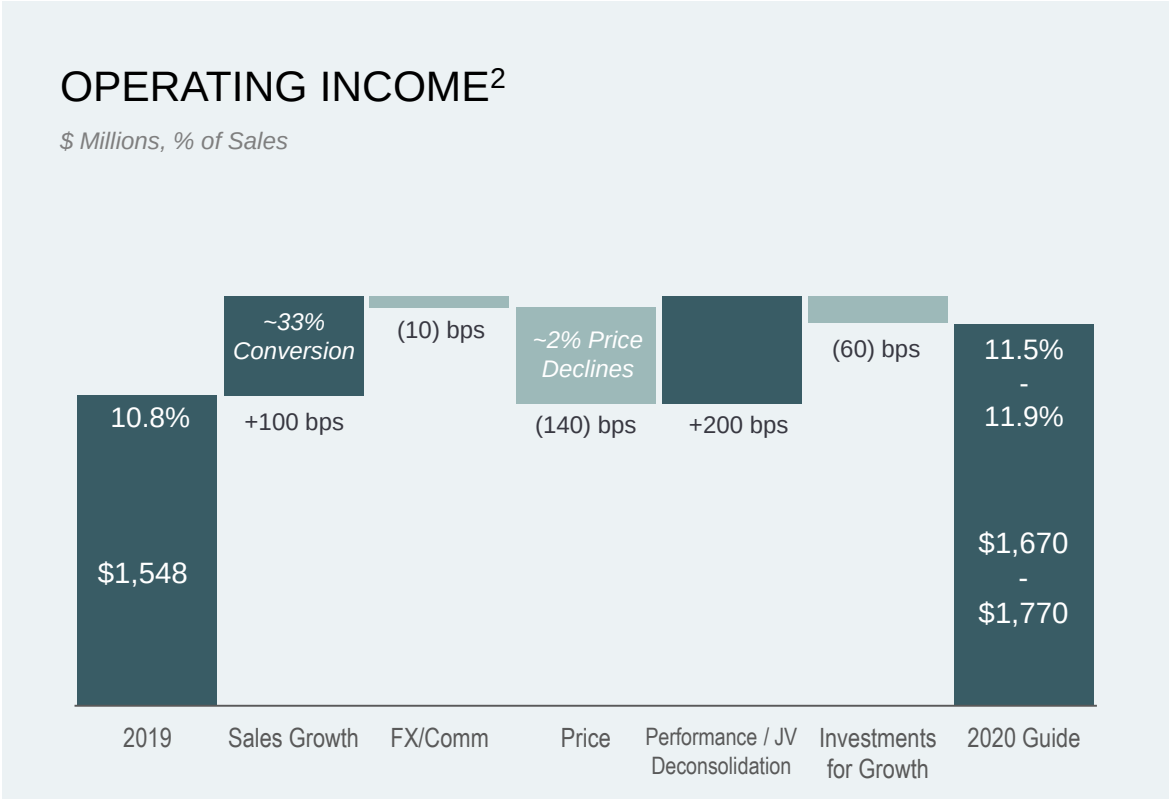
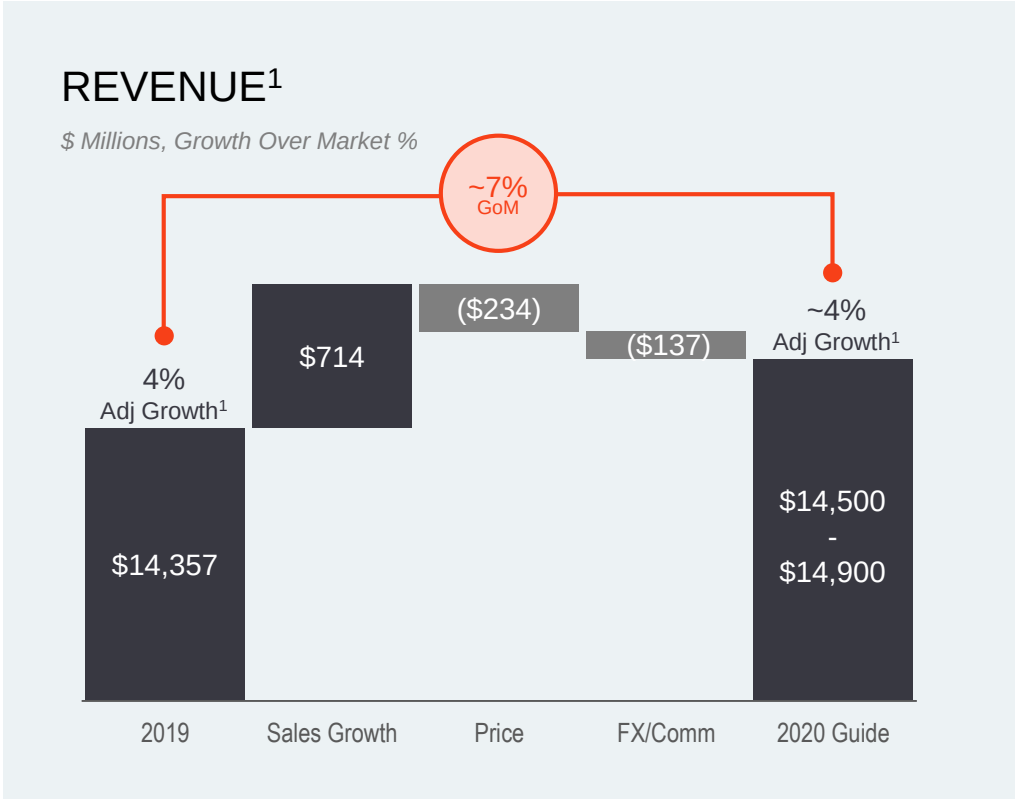
OUTLOOK REFLECTS STRONG SECULAR GROWTH DRIVERS AND OPERATING LEVERAGE



Note: Revenue growth excludes impact of foreign exchange, commodities and divestitures;
GoM - Adjusted Growth over Aptiv weighted market

2020 Business Drivers: Aptiv

FULL YEAR OUTLOOK REFLECTS THROUGH-CYCLE RESILIENCY



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

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

Balanced Capital Deployment

FOCUSED ON VALUE ENHANCING ORGANIC AND INORGANIC INVESTMENT OPPORTUNITIES

2018-2019 Capital Deployment



2018-2019

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
- M&A: Winchester, KUM, Gabocom, Falmat
- M&A pipeline remains full

RETURNING CASH TO SHAREHOLDERS

- During 2018-2019, repurchased 11.9M shares (\$0.9B) for an average price of \$77
- \$2.1B in share repurchase authorization remaining
- Maintaining a competitive dividend

Summary

DELIVERED STRONG 2019 RESULTS

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

BALANCED 2020 OUTLOOK

- Strong growth over market continues despite slower vehicle production
- Relentless focus on improving cost structure while funding investments for growth

OWNERSHIP MINDSET MAKES APTIV MORE SUSTAINABLE BY DESIGN

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





APPENDIX

2019 vs. 2018

\$ millions, except per share amounts

	FY 2019	Fav / (Unfav)	COMMENTS
REPORTED REVENUE Adjusted Growth % ¹ Growth Over Market	\$14,357	(\$78) 4% 9%	- Vehicle production down (5%) - AS&UX 12% GoM, S&PS 8% GoM
EBITDA² EBITDA Margin Ex F/X and Commodities	\$2,254 15.7%	(6%) (90) bps (60) bps	GM strike impact of (\$110M)
OPERATING INCOME² Operating Margin Ex F/X and Commodities	\$1,548 10.8%	(12%) (130) bps (110) bps	Funding \$184M Mobility Investments
EARNINGS PER SHARE²	\$4.80	(\$0.46) (9%)	\$420M full year share repurchases 10.8% tax rate
OPERATING CASH FLOW	\$1,624	(\$16)	(~\$90M) OCF impact from the GM strike

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

YoY Revenue Growth Metrics

	4Q 2019	2019
Reported net sales % change	(1%)	(1%)
Less: foreign currency exchange and commodities	(2%)	(4%)
Less: divestitures and other, net	(1%)	(1%)
Adjusted revenue growth	2%	4%

Reflective of management estimates due to integration of businesses	4Q 2019	2019
Reported Revenue Growth	(1%)	(1%)
Signal And Power Solutions Reported Revenue Growth	(1%)	(1%)
Advanced Safety And User Experience Reported Revenue Growth	(1%)	-0%
Adjusted Revenue Growth¹	2%	4%
Signal And Power Solutions Adjusted Revenue Growth ¹	1%	3%
Advanced Safety And User Experience Adjusted Revenue Growth ¹	4%	7%
Organic Revenue Growth²	1%	2%
Signal And Power Solutions Organic Revenue Growth ²	-0%	(1%)
Advanced Safety And User Experience Organic Revenue Growth ²	4%	7%

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

2 Organic revenue growth excludes impact of foreign exchange, commodities, acquisitions and divestitures.

YoY Revenue and OI Adj. By Segment Walks

(\$ millions)	4Q 2019		2019	
	Revenue	OI Adj	Revenue	OI Adj
4Q 2018: Signal And Power Solutions	2,600	341	10,402	1,424
Volume, net of contractual price reductions	25	(37)	256	(151)
FX and commodities	(54)	(1)	(356)	(52)
Operational performance	-	37	-	94
Other	-	(36)	-	(41)
4Q 2019: Signal And Power Solutions	2,571	304	10,302	1,274
4Q 2018: Advanced Safety And User Experience	1,046	89	4,078	327
Volume, net of contractual price reductions	(1)	(13)	109	(26)
FX and commodities	(11)	(9)	(95)	(24)
Operational performance	-	40	-	60
Other	-	(23)	-	(63)
4Q 2019: Advanced Safety And User Experience	1,034	84	4,092	274
4Q 2018: Eliminations And Other	(10)	-	(45)	-
Volume, net of contractual price reductions	1	-	6	-
FX and commodities	-	-	2	-
4Q 2019: Eliminations And Other	(9)	-	(37)	-
4Q 2018: Total	3,636	430	14,435	1,751
Volume, net of contractual price reductions	25	(50)	371	(177)
FX and commodities	(65)	(10)	(449)	(76)
Operational performance	-	77	-	154
Other	-	(59)	-	(104)
4Q 2019: Total	3,596	388	14,357	1,548

Non-US GAAP Financial Metrics

(\$ millions)	4Q 2019	4Q 2018	2019	2018
Net income attributable to Aptiv	230	247	990	1,067
Interest expense	41	37	164	141
Other expense (income), net	15	25	(14)	(2)
Income tax expense	30	42	132	250
Equity income, net of tax	(3)	(6)	(15)	(23)
Net income attributable to noncontrolling interest	11	10	19	40
Operating income	324	355	1,276	1,473
Restructuring	30	9	148	109
Other acquisition and portfolio project costs	26	21	71	78
Asset impairments	-	32	11	34
Deferred compensation related to nuTonomy acquisition	8	13	42	57
Adjusted operating income	388	430	1,548	1,751

Non-US GAAP Financial Metrics

(\$ millions)	4Q 2019	4Q 2018	2019	2018
Net income attributable to Aptiv	230	247	990	1,067
Interest expense	41	37	164	141
Other expense (income), net	15	25	(14)	(2)
Income tax expense	30	42	132	250
Equity income, net of tax	(3)	(6)	(15)	(23)
Net income attributable to noncontrolling interest	11	10	19	40
Operating income	324	355	1,276	1,473
Depreciation and amortization	178	202	717	676
EBITDA	502	557	1,993	2,149
Restructuring	30	9	148	109
Other acquisition and portfolio project costs	26	21	71	78
Deferred compensation related to nuTonomy acquisition	8	13	42	57
Adjusted EBITDA	566	600	2,254	2,393

Non-US GAAP Financial Metrics

(\$ millions, except per share amounts)	4Q 2019	4Q 2018	2019	2018
Net income attributable to Aptiv	230	247	990	1,067
Adjusting items:				
Restructuring	30	9	148	109
Other acquisition and portfolio project costs	26	21	71	78
Asset impairments	-	32	11	34
Deferred compensation related to nuTonomy acquisition	8	13	42	57
Debt extinguishment costs	-	-	6	-
Transaction and related costs associated with acquisitions	5	9	5	14
Contingent consideration liability fair value adjustments	-	23	-	23
Gain on changes in fair value of equity investments	-	-	(19)	-
Tax impact of U.S. tax reform enactment	-	5	-	29
Tax impact of adjusting items (a)	(3)	(7)	(18)	(15)
Adjusted net income attributable to Aptiv	296	352	1,236	1,396
Weighted average number of diluted shares outstanding	256.36	263.65	257.39	265.22
Diluted net income per share attributable to Aptiv	0.90	0.94	3.85	4.02
Adjusted net income per share	1.15	1.34	4.80	5.26

(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 \$33 million during the year ended December 31, 2018.

Shares Outstanding

(millions)	4Q 2019	4Q 2018	2019	2018
Weighted average ordinary shares outstanding, basic	255.31	262.61	256.81	264.41
Dilutive shares related to RSUs	1.05	1.04	0.58	0.81
Weighted average ordinary shares outstanding, including dilutive shares	256.36	263.65	257.39	265.22

Non-US GAAP Financial Guidance Metrics

(\$ millions)	1Q 2020 ¹	2020 ¹
Net income attributable to Aptiv	163	1,097
Interest expense	46	171
Other expense (income), net	5	(3)
Income tax expense	24	172
Equity (income) loss, net of tax	(3)	88
Net income attributable to noncontrolling interest	4	19
Operating income	239	1,544
Restructuring	67	140
Other acquisition and portfolio project costs	5	20
Deferred compensation related to nuTonomy acquisition	4	16
Adjusted operating income	315	1,720

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

Non-US GAAP Financial Guidance Metrics

(\$ millions)	1Q 2020 ¹	2020 ¹
Net income attributable to Aptiv	163	1,097
Interest expense	46	171
Other expense (income), net	5	(3)
Income tax expense	24	172
Equity (income) loss, net of tax	(3)	88
Net income attributable to noncontrolling interest	4	19
Operating income	239	1,544
Depreciation and amortization	180	746
EBITDA	419	2,290
Restructuring	67	140
Other acquisition and portfolio project costs	5	20
Deferred compensation related to nuTonomy acquisition	4	16
Adjusted EBITDA	495	2,466

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

Non-US GAAP Financial Guidance Metrics

(\$ millions, except per share amounts)	1Q 2020 ¹	2020 ¹
Net income attributable to Aptiv	163	1,097
Restructuring	67	140
Other acquisition and portfolio project costs	5	20
Deferred compensation related to nuTonomy acquisition	4	16
Tax impact of adjusting items (a)	(9)	(22)
Adjusted net income attributable to Aptiv	230	1,251
Weighted average number of diluted shares outstanding	255.89	255.34
Diluted net income per share attributable to Aptiv	0.64	4.30
Adjusted net income per share	0.90	4.90

1. 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.

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