

August 3, 2023



Second Quarter 2023 Earnings Call

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 include, but are not limited to, the following: global and regional economic conditions, including conditions affecting the credit market; global inflationary pressures; uncertainties posed by the COVID-19 pandemic and the difficulty in predicting its future course and its impact on the global economy and the Company’s future operations; uncertainties created by the conflict between Ukraine and Russia, and its impacts to the European and global economies and our operations in each country; fluctuations in interest rates and foreign currency exchange rates; the cyclical nature of global automotive sales and production; the potential disruptions in the supply of and changes in the competitive environment for raw material and other components integral to the Company’s products, including the ongoing semiconductor supply shortage; the Company’s ability to maintain contracts that are critical to its operations; potential changes to beneficial free trade laws and regulations, such as the United States-Mexico-Canada Agreement; changes to tax laws; the ability of the Company to integrate and realize the expected benefits of recent transactions; the ability of the Company to attract, motivate and/or retain key executives; the ability of the Company to avoid or continue to operate during a strike, or partial work stoppage or slow down by any of its unionized employees or those of its principal customers; and the ability of the Company to attract and retain customers. Additional factors 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

RECORD SECOND QUARTER AND FIRST HALF FINANCIAL RESULTS

REVENUE

\$5.2B

2Q up 25%

\$10.0B

YTD up 20%

EBITDA

\$695M

2Q Margins of 13.4%

\$1,289M

YTD Margins of 12.9%

OPERATING INCOME

\$530M

2Q Margins of 10.2%

\$967M

YTD Margins of 9.7%

EARNINGS PER SHARE

\$1.25

2Q up \$1.03

\$2.16

YTD up \$1.31

- RECORD REVENUE IN 2Q WITH **+10% GoM** DRIVEN BY AS&UX SEGMENT AND STRONG VOLUMES ACROSS REGIONS
- CONTINUED STRONG CONTRIBUTION FROM ACTIVE SAFETY AND HIGH VOLTAGE PRODUCT LINES
- +490 BPS** YOY IN 2Q OI MARGIN RESULTING FROM INCREASED VOLUME AND IMPROVING SUPPLY CHAIN; PARTIALLY OFFSET BY FX, COMMODITIES AND INFLATION
- \$6.1B** 2Q BOOKINGS DRIVEN BY CONTINUED STRENGTH IN HIGH VOLTAGE ELECTRIFICATION, ACTIVE SAFETY AND USER EXPERIENCE

Note: Revenue growth excludes impact of foreign exchange, commodities and acquisitions. EBITDA, operating income and EPS adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP. Earnings per share assumes conversion of preferred shares at the beginning of the period and excludes any preferred share cash dividends; see appendix for additional detail. Record financial results refer to record levels of revenue, EBITDA and operating income.

2023 Updated Outlook

STRONG ALIGNMENT TO MEGATRENDS; CONTINUED IMPROVEMENT IN SUPPLY CHAIN

UNDERLYING BUSINESS STRENGTH



STRONG FIRST HALF

Record revenue and \$20B+ of new business awards;
320 bps 1H margin improvement



BUSINESS MODEL OPTIMIZATION

Ongoing sourcing, engineering and manufacturing
initiatives contributing to margin improvement



CONTRIBUTION FROM ACQUISITIONS

Strategy and execution ahead of schedule with
Wind River and Intercable Automotive Solutions

MACRO & INDUSTRY BACKDROP



INDUSTRY MEGATRENDS

Increasing demand for fully electrified, software-defined
vehicles and next-gen architecture solutions



SUPPLY CHAIN

Continued sequential supply chain improvement
leading to fewer production disruptions



GLOBAL PRODUCTION

Full year outlook of +3-4%¹ reflecting strength in
North America and Europe

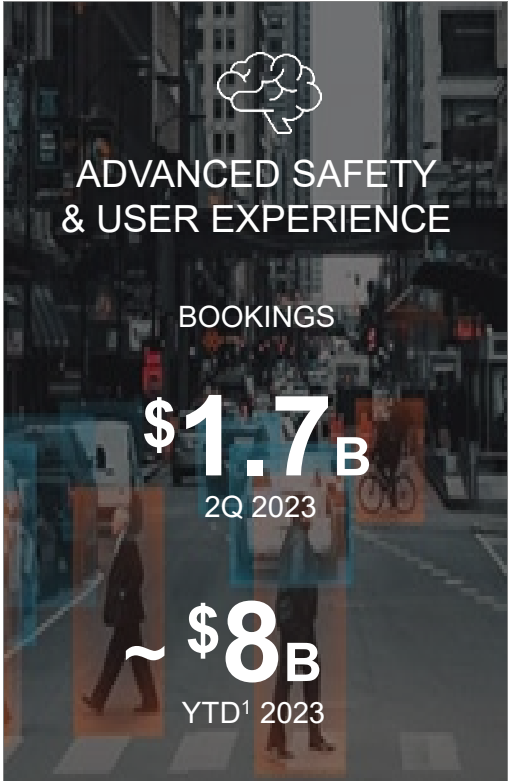
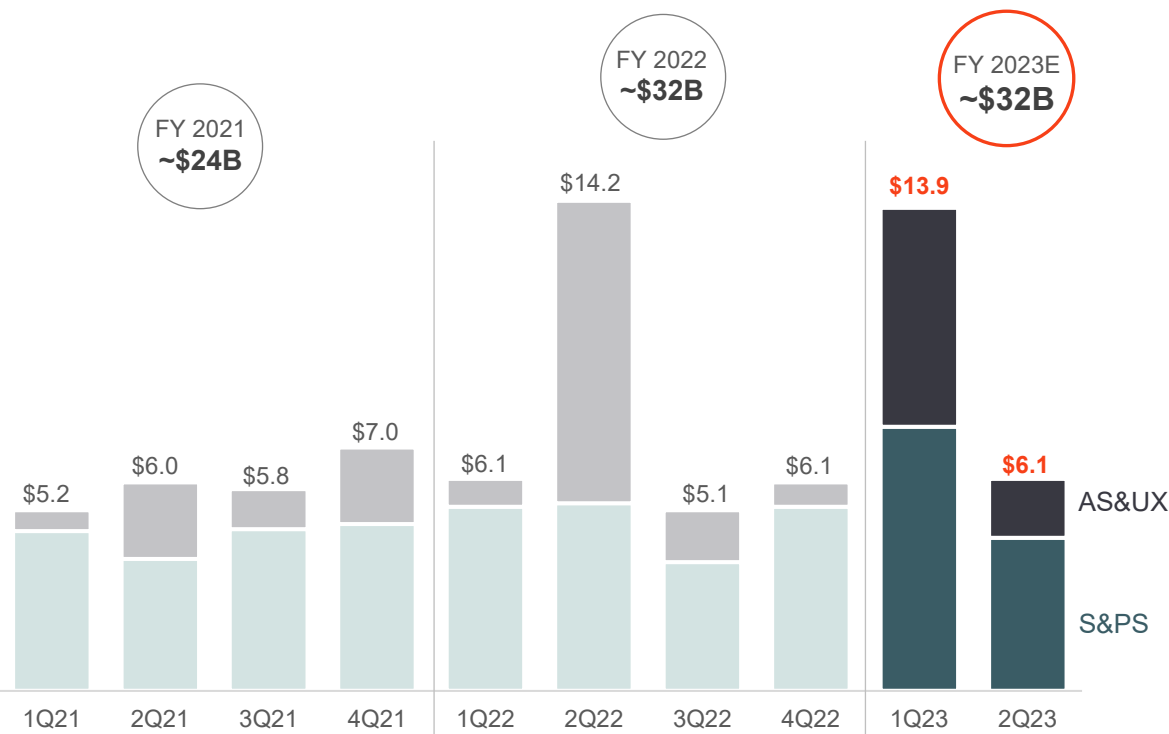
¹ Aptiv weighted global vehicle production.

Winning Across the Portfolio

NEW BUSINESS AWARDS DRIVEN BY PORTFOLIO OF ADVANCED TECHNOLOGIES AND FLAWLESS EXECUTION

BOOKINGS

Lifetime gross program revenues, \$ Billions



1. Cumulative value of bookings

Advanced Safety & User Experience

INDUSTRY LEADING CAPABILITIES IN CENTRALIZED COMPUTE, PERCEPTION SYSTEMS AND SOFTWARE

2Q 2023 HIGHLIGHTS

GROWTH DRIVERS

- Revenue Growth: 39%; Growth Over Market: 24%
- Continued ramping up of Active Safety launches
- User Experience driven by strength in European platforms

NEW BUSINESS AWARDS

- Active Safety bookings of \$0.4B
- User Experience bookings of \$1.0B
- Smart Vehicle Compute & Software bookings of \$0.1B

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

2Q 2023 KEY AWARDS



Wind River Commercial Progress

ENABLING THE TRANSITION FROM A HARDWARE-BASED TO A SOFTWARE-CENTRIC FUTURE

WINDRIVER

GLOBAL LEADER IN INTELLIGENT CONNECTED SYSTEMS

Wind River's software platform and cloud-native DevSecOps enabling the software architecture evolution

STRONG TRACK RECORD FOR MISSION-CRITICAL SYSTEMS

Solving challenges across industries, including telecommunications and aerospace & defense

ACCELERATING THE TRANSFORMATION TO SOFTWARE-DEFINED VEHICLES

Wind River and Aptiv provide the only full systems solution with edge-to-cloud capabilities

MODERN SOFTWARE ARCHITECTURE UNLOCKING CUSTOMER BENEFITS

Lowering total system costs and enabling new business models for customers

NEW CUSTOMER AWARDS



EDGE SOFTWARE FOR AEROSPACE AND DEFENSE

Global Truck
Manufacturer

WIND RIVER LINUX FOR COMMERCIAL VEHICLES

PARTNERSHIP ECOSYSTEM

SAMSUNG

ADVANCING THE SOFTWARE-DEFINED VEHICLE



Horizon
Robotics

ENABLING FULLY INTEGRATED ADAS
HARDWARE/SOFTWARE SOLUTION

Signal & Power Solutions

GLOBAL LEADER IN OPTIMIZED, NEXT-GEN ARCHITECTURE SOLUTIONS

2Q 2023 HIGHLIGHTS

GROWTH DRIVERS

- Revenue Growth: 21%; Growth Over Market: 6%
- Favorable EV mix and volume growth in China
- Robust commercial vehicle market outgrowth

NEW BUSINESS AWARDS

- High Voltage bookings of \$1.4B, driven by continued strength in Europe and Asia Pacific
- New product introductions in Power Electronics and Battery Management Systems

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

2Q 2023 KEY AWARDS

intercable
AUTOMOTIVE SOLUTIONS

~\$0.5B OF BOOKINGS IN 2Q, REFLECTING
MULTIPLE AWARDS WITH GERMAN OEMS

HYUNDAI
MOTOR GROUP

MULTIPLE HIGH VOLTAGE AWARDS WITH
HYUNDAI MOTOR GROUP

**Global Truck
Manufacturer**

HIGH VOLTAGE ARCHITECTURE SOLUTIONS
FOR COMMERCIAL VEHICLES

High Voltage Electrification

RECORD FIRST HALF BOOKINGS; ON TRACK FOR CONTINUED STRONG GROWTH

BOOKINGS

Lifetime gross program revenues, \$ Billions



REVENUE

\$ Billions, Adj. Growth CAGR¹



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

intercable

AUTOMOTIVE SOLUTIONS

- RECORD BOOKINGS WITH ~\$1B YTD, ALREADY SURPASSING FULL YEAR BOOKINGS FOR 2022
- STRONG TRACTION WITH EUROPEAN OEMS
- ON TRACK FOR NORTH AMERICA MANUFACTURING EXPANSION; FIRST CUSTOMER DELIVERIES SCHEDULED FOR 3Q23
- CONTINUED INVESTMENT TO EXPAND DIFFERENTIATED PRODUCT PORTFOLIO

Customers' Partner-of-Choice

RECOGNITION OF LONG-STANDING STRATEGIC PARTNERSHIP WITH THE VW GROUP

VOLKSWAGEN
GROUP

• APTIV •

LEADER IN INNOVATION

RELIABLE QUALITY & EXECUTION

SUPPLY CHAIN RESILIENCY

2023 Global Performance Champion

Awarded by VOLKSWAGEN GROUP

2Q 2023 vs. 2Q 2022

(\$ Millions, except per share amounts)

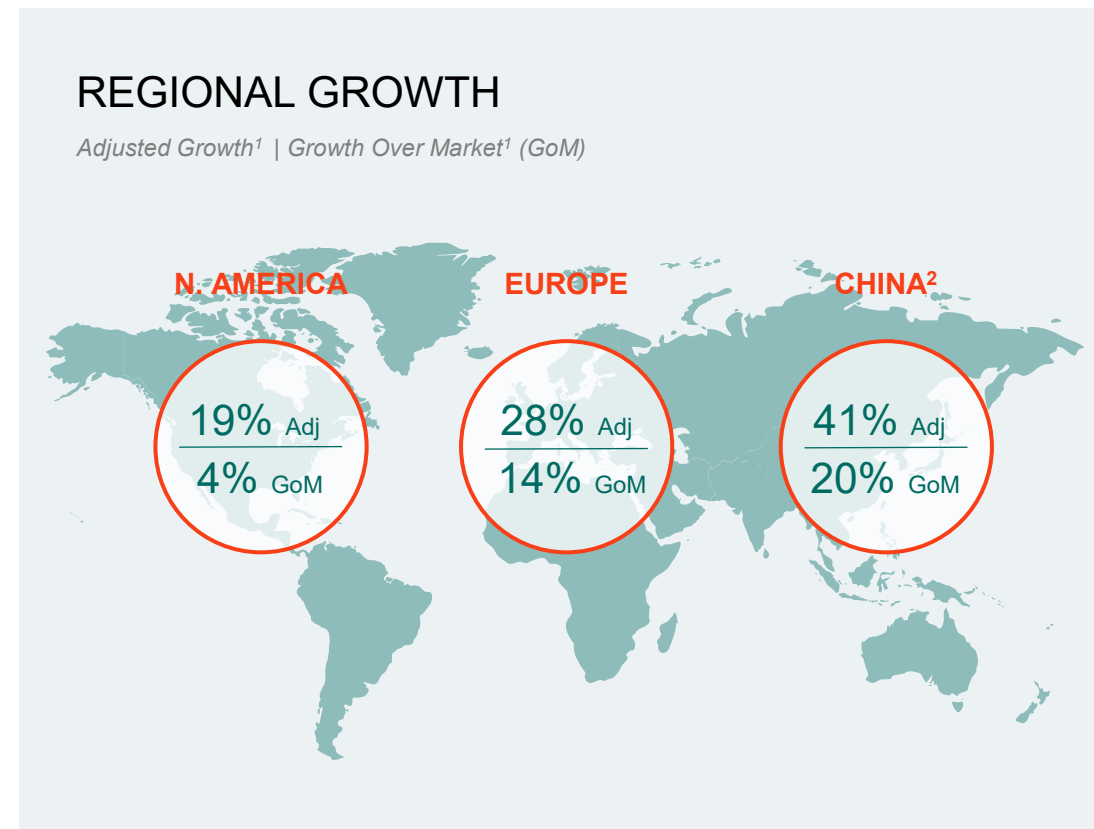
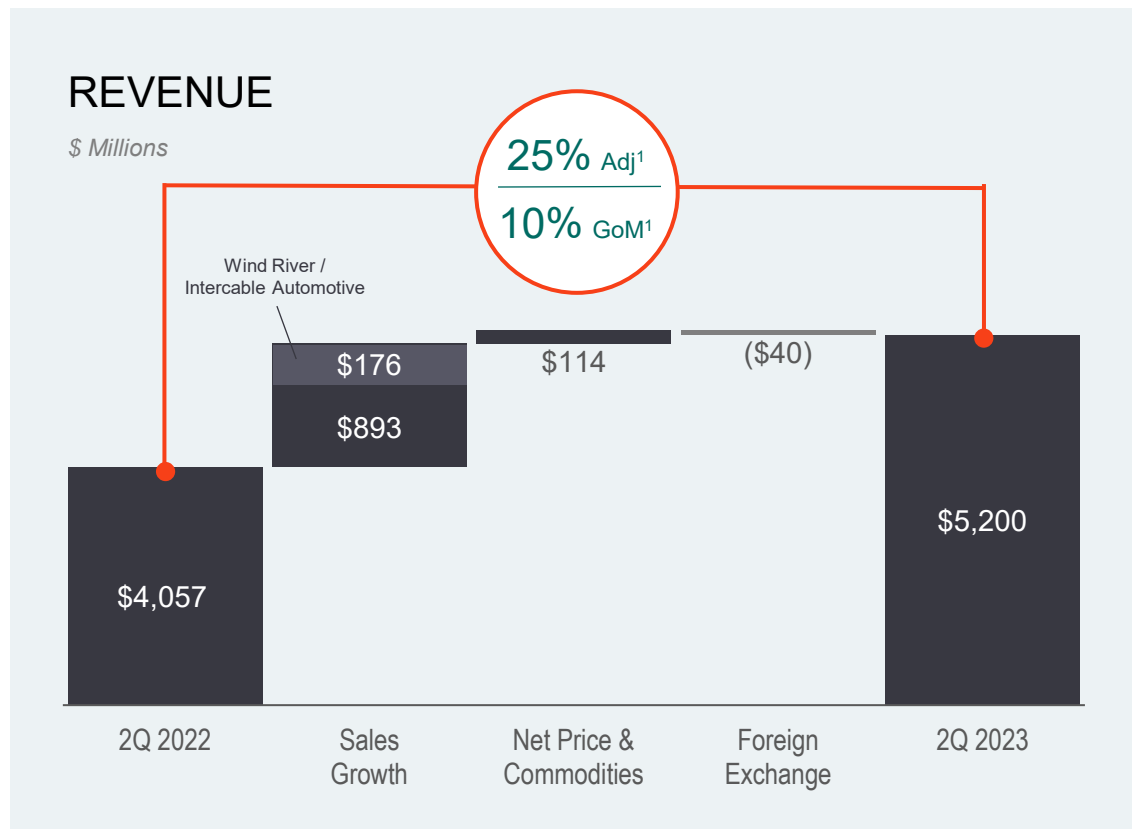
	2Q 2023	Fav / (Unfav)	COMMENTS
REPORTED REVENUE Adj. Growth % ¹ Growth Over Market ¹	\$5,200	\$1,143 25% 10%	- Strong market outgrowth - Strong growth in Active Safety, High Voltage and Commercial Vehicle
EBITDA² EBITDA Margin	\$695 13.4%	\$330 440 bps	~30% incremental flow on higher volumes - Lower disruption costs of +\$70M
OPERATING INCOME² Operating Margin	\$530 10.2%	\$317 490 bps	90 bps YoY margin impact due to FX/Comm headwind; primarily impacted by MXN and CNY
EARNINGS PER SHARE²	\$1.25	\$1.03	9.0% adjusted tax rate - Motional JV equity loss of \$75M
OPERATING CASH FLOW	\$535	\$440	- Reduction in YoY working capital requirements - Capital expenditures of \$222M

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

2. Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP. Earnings per share assumes conversion of preferred shares at the beginning of the period and excludes any preferred share cash dividends; see appendix for additional detail.

2Q 2023 Revenue

STRONG GROWTH ACROSS ALL REGIONS



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

2. Asia Pacific adjusted revenue growth of 33% and growth over market of 15%.

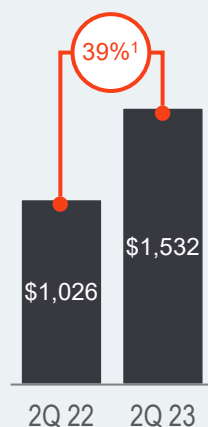
2Q 2023 Segment Recap

STRONG GROWTH AND OPERATIONAL PERFORMANCE DESPITE SIGNIFICANT FX/COMM HEADWINDS

ADVANCED SAFETY & USER EXPERIENCE

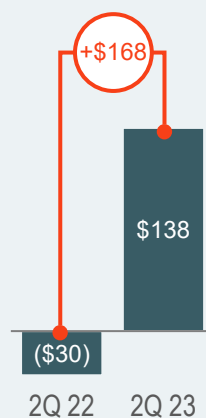
\$ Millions

REVENUE



- Active Safety: Up 49%
- Commercial Vehicle: Up 42%
- User Experience: Up 33%

OP INCOME²

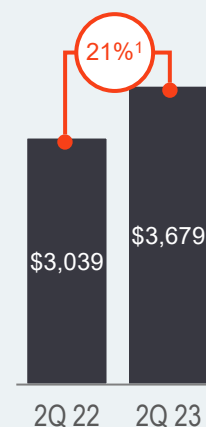


- Strong flow-through on incremental volume
- FX headwind of 90 bps YoY

SIGNAL & POWER SOLUTIONS

\$ Millions

REVENUE



- High Voltage: Up 48%
- Commercial Vehicle: Up 32%

OP INCOME²



- Strong flow-through on incremental volume
- FX/Comm headwind of 90 bps YoY

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

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

Updated 2023 Macro Overview

IMPROVED VEHICLE PRODUCTION OUTLOOK; ADJUSTING FOR CURRENT FX AND COMMODITY RATES

GLOBAL

	Adjusted Growth ¹	Production ²
FY23	11-13%	3-4%
PRIOR FY23 GUIDE	7-9%	(2)-0%

- Continued easing of supply chain disruptions
- Copper at \$3.90/lb

NORTH AMERICA

37% of Revenue³

	Adjusted Growth ¹	Production ²
FY23	13-15%	3-5%
PRIOR FY23 GUIDE	9-11%	(1)-1%

- Not including impact of potential labor disruptions in production estimates
- MXN 2H:16.50; FY: 17.30

EUROPE

31% of Revenue³

	Adjusted Growth ¹	Production ²
FY23	14-16%	4-6%
PRIOR FY23 GUIDE	7-9%	(3)-(-1%)

- Strengthening customer schedules
- EUR 2H: 1.12; FY: 1.10

CHINA

22% of Revenue³

	Adjusted Growth ¹	Production ²
FY23	6-8%	(2)-0%
PRIOR FY23 GUIDE	7-9%	(1)-1%

- Strong EV penetration despite slower economic growth
- CNY 2H: 7.15; FY: 7.05

1. Adjusted Revenue Growth excludes impact of foreign exchange, commodities and acquisitions.
2. Aptiv weighted global vehicle production.
3. % of 2022 Revenue.

2023 Guidance

UPDATING FULL YEAR GUIDANCE

(\$ Millions, except per share amounts)

	FY 2023	Fav / (Unfav) vs Prior Year	FY 2023 COMMENTS
REPORTED REVENUE Adj. Growth % ¹ Growth Over Market ¹	\$19,950 – 20,250	\$2,611 ~12% ~9%	- Vehicle production 3-4%⁴ - FY GoM: AS&UX ~12%, S&PS ~8%
EBITDA² EBITDA Margin	\$2,755 – 2,855 13.8% – 14.1%	\$615 150 bps	- Flow-through on higher revenue - Margin expansion in high growth product lines
OPERATING INCOME² Operating Margin	\$2,075 – 2,175 10.4% – 10.7%	\$540 150 bps	~80 bps YoY margin impact due to FX/Comm headwind - Lower disruption costs of +\$165M
EARNINGS PER SHARE^{2,3} EPS, excluding Motional equity loss	\$4.60 – 4.90 \$5.70 – 6.00	\$1.34 \$1.41	~12.5% adjusted tax rate - Motional JV equity loss of ~\$310M
OPERATING CASH FLOW	~\$2,000	\$737	- Higher earnings with reduced working capital requirements - Capital expenditures at ~5% of sales

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

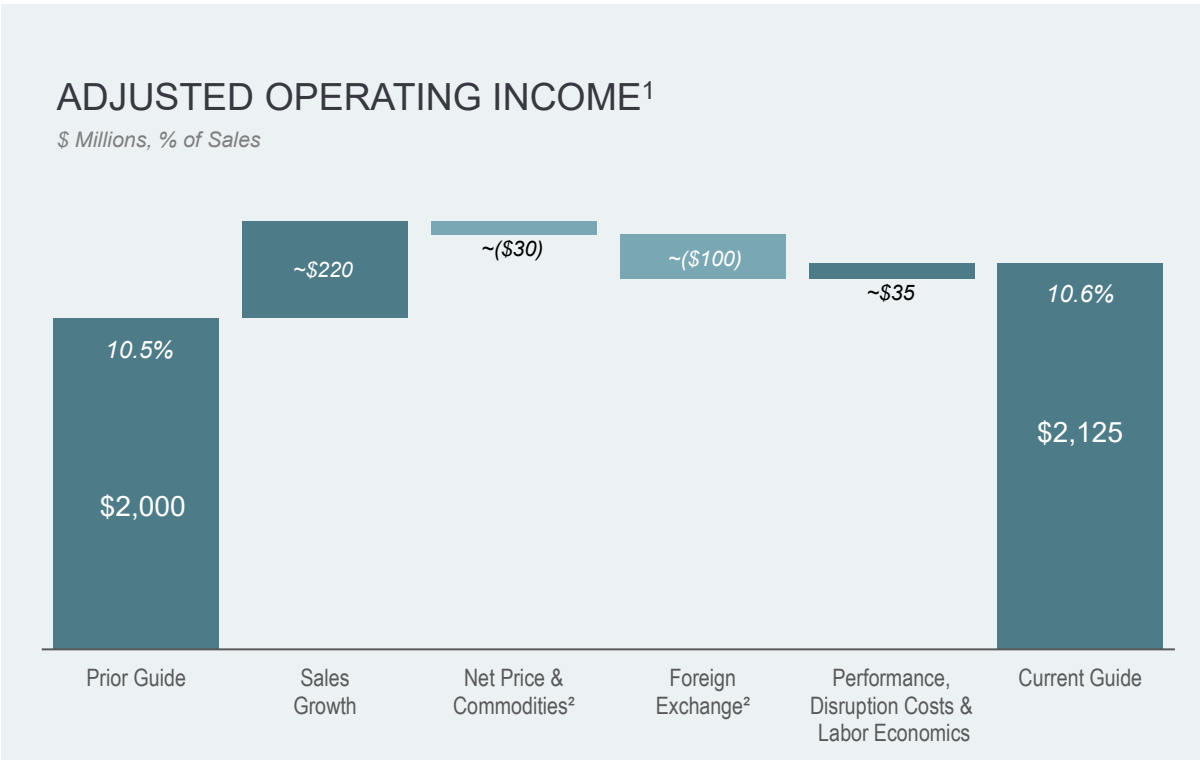
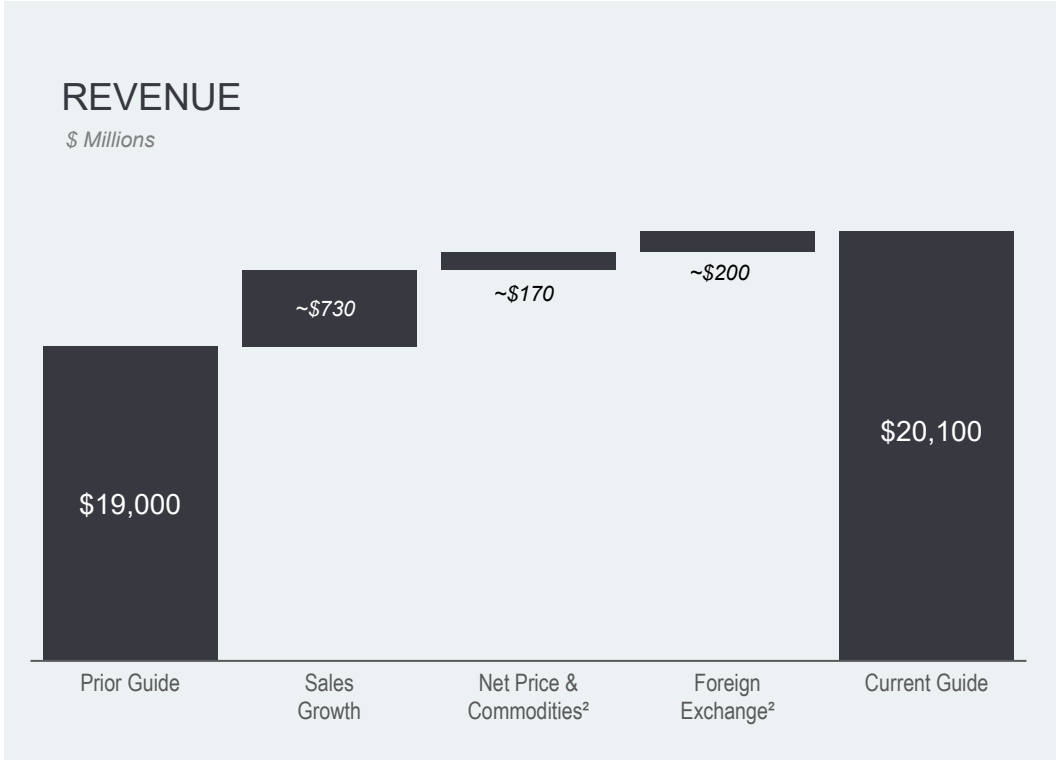
2. Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP.

3. Earnings per share assumes conversion of preferred shares at the beginning of the period and excludes any preferred share cash dividends; see appendix for additional detail.

4. Aptiv weighted global vehicle production.

2023 Outlook Versus Prior Guidance

REFLECTS HIGHER VOLUMES AND UPDATED MACRO ASSUMPTIONS



Note: Reflects midpoint of 2023 Guidance.

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

2. Guide assumes 2H23 FX rates of EUR: 1.12, CNY: 7.15, MX: 16.50, Copper at \$3.90/lb.

Summary

CONTINUED EXECUTION DRIVING SUSTAINABLE VALUE CREATION



STRONG UNDERLYING BUSINESS PERFORMANCE

- Robust growth across our safe, green and connected portfolio
- Strong new business awards securing future revenue growth over market

IMPROVED MACRO SITUATION

- Increase in global vehicle production
- Easing of supply chain constraints leading to fewer production disruptions

CREATING LONG-TERM SHAREHOLDER VALUE

- Strong strategy execution further optimizing business model
- Partner-of-choice in the transition to the fully electrified, software-defined vehicle



APPENDIX

YoY Revenue Growth Metrics

	2Q 2023	YTD 2023
Reported net sales % change	28%	22%
Less: foreign currency exchange and commodities	(1%)	(2%)
Less: acquisitions	4%	4%
Adjusted revenue growth	25%	20%

	2Q 2023	YTD 2023
Reported Revenue Growth	28%	22%
Signal And Power Solutions Reported Revenue Growth	21%	16%
Advanced Safety And User Experience Reported Revenue Growth	49%	37%
Adjusted Revenue Growth¹	25%	20%
Signal And Power Solutions Adjusted Revenue Growth ¹	21%	18%
Advanced Safety And User Experience Adjusted Revenue Growth ¹	39%	28%

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

Non-US GAAP Financial Metrics: Adjusted OI

(\$ millions)	2Q 2023	2Q 2022	YTD 2023	YTD 2022
Net income (loss) attributable to Aptiv	242	(45)	404	44
Interest expense	72	56	139	99
Other (income) expense, net	(11)	25	(10)	64
Income tax expense	30	16	64	37
Equity loss, net of tax	73	72	155	135
Net income (loss) attributable to noncontrolling interest	4	(27)	7	(26)
Net loss attributable to redeemable noncontrolling interest	-	-	(1)	-
Operating income	410	97	758	353
Amortization	59	38	118	75
Restructuring	42	19	53	41
Other acquisition and portfolio project costs	11	2	25	11
Asset impairments	-	3	-	3
Other charges related to Ukraine/Russia conflict	-	54	-	54
Compensation expense related to acquisitions	8	-	13	-
Adjusted operating income	530	213	967	537

Non-US GAAP Financial Metrics: Adjusted EBITDA

(\$ millions)	2Q 2023	2Q 2022	YTD 2023	YTD 2022
Net income (loss) attributable to Aptiv	242	(45)	404	44
Interest expense	72	56	139	99
Income tax expense	30	16	64	37
Net income (loss) attributable to noncontrolling interest	4	(27)	7	(26)
Net loss attributable to redeemable noncontrolling interest	-	-	(1)	-
Depreciation and amortization	224	193	440	384
EBITDA	572	193	1,053	538
Other (income) expense, net	(11)	25	(10)	64
Equity loss, net of tax	73	72	155	135
Restructuring	42	19	53	41
Other acquisition and portfolio project costs	11	2	25	11
Other charges related to Ukraine/Russia conflict	-	54	-	54
Compensation expense related to acquisitions	8	-	13	-
Adjusted EBITDA	695	365	1,289	843

Non-US GAAP Financial Metrics: Adj. NI Per Share

(\$ millions, except per share amounts)	2Q 2023	2Q 2022	YTD 2023	YTD 2022
Net income (loss) attributable to ordinary shareholders	229	(61)	375	12
Mandatory convertible preferred share dividends	13	16	29	32
Net income (loss) attributable to Aptiv	242	(45)	404	44
Adjusting items:				
Amortization	59	38	118	75
Restructuring	42	19	53	41
Other acquisition and portfolio project costs	11	2	25	11
Asset impairments	-	3	-	3
Other charges related to Ukraine/Russia conflict (a)	-	29	-	29
Compensation expense related to acquisitions	8	-	13	-
Costs associated with acquisitions and other transactions	4	2	4	2
Impairment of equity investments without readily determinable fair value	-	-	18	-
Loss on change in fair value of publicly traded equity securities	3	17	6	49
Tax impact of adjusting items (b)	(13)	(3)	(27)	(12)
Adjusted net income attributable to Aptiv	356	62	614	242
Adjusted weighted average number of diluted shares outstanding (c)	283.78	283.30	283.65	283.48
Diluted net income (loss) per share attributable to ordinary shareholders	0.84	(0.23)	1.38	0.04
Adjusted net income per share	1.25	0.22	2.16	0.85
<i>Less: Impact of Motional equity loss</i>	<i>0.26</i>	<i>0.26</i>	<i>0.55</i>	<i>0.49</i>
Pro forma - Adjusted net income per share	1.51	0.48	2.71	1.34

(a) Adjustment is reduced by the portion of charges attributable to noncontrolling interest for our former majority owned Russian subsidiary. Our interest in this subsidiary was sold during the second quarter of 2023 and the subsidiary was deconsolidated.

(b) Represents the income tax impacts of the adjustments made for amortization, 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.

(c) In June 2020, the Company issued \$1,150 million in aggregate liquidation preference of 5.50% Mandatory Convertible Preferred Shares (the "MCPS") and received proceeds of \$1,115 million, after deducting expenses and the underwriters' discount of \$35 million. Each share of MCPS automatically converted on June 15, 2023 into 1.0754 Aptiv ordinary shares. Dividends on the MCPS were payable on a cumulative basis at an annual rate of 5.50% on the liquidation preference of \$100 per share. For purposes of calculating Adjusted Net Income Per Share, the Company has excluded the MCPS cash dividends and assumed the "if-converted" method of share dilution (the incremental ordinary shares deemed outstanding applying the "if-converted" method of calculating share dilution are referred to as the "Weighted average MCPS Converted Shares" in the following table). The Adjusted Weighted Average Number of Diluted Shares Outstanding calculated below, assumes the conversion of all 11.5 million MCPS at the later of the beginning of the period or the time of issuance, and resulting issuance of the underlying ordinary shares applying the "if-converted" method on a weighted average outstanding basis for all periods subsequent to issuance of the MCPS. We believe that using the "if-converted" method provides additional insight to investors on the impact of the MCPS upon their conversion.

Shares Outstanding

(millions)	2Q 2023	2Q 2022	YTD 2023	YTD 2022
Weighted average ordinary shares outstanding, basic	272.69	270.93	271.86	270.86
Dilutive shares related to RSUs	0.08	-	0.11	0.25
Weighted average ordinary shares outstanding, including dilutive shares	272.77	270.93	271.97	271.11
Weighted average MCPS Converted Shares (a)	11.01	12.37	11.68	12.37
Adjusted weighted average ordinary shares outstanding, including dilutive shares	283.78	283.30	283.65	283.48

(a) The Weighted average MCPS Converted Shares assumes the conversion of all 11.5 million MCPS and issuance of the underlying ordinary shares applying the “if-converted” method on a weighted average outstanding basis for all periods subsequent to issuance of the MCPS.

Non-US GAAP Financial Guidance Metrics: Adjusted Operating Income

(\$ millions)	2023 ¹
Net income attributable to Aptiv	935
Interest expense	285
Other income, net	(40)
Income tax expense	180
Equity loss, net of tax	300
Net income attributable to noncontrolling interest (a)	20
Operating income	1,680
Amortization	240
Restructuring	130
Other acquisition and portfolio project costs	45
Compensation expense related to acquisitions	30
Adjusted operating income	2,125

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

(a) Includes portion attributable to redeemable noncontrolling interest.

Non-US GAAP Financial Guidance Metrics: Adjusted EBITDA

(\$ millions)	2023 ¹
Net income attributable to Aptiv	935
Interest expense	285
Income tax expense	180
Net income attributable to noncontrolling interest (a)	20
Depreciation and amortization	920
EBITDA	2,340
Other income, net	(40)
Equity loss, net of tax	300
Restructuring	130
Other acquisition and portfolio project costs	45
Compensation expense related to acquisitions	30
Adjusted EBITDA	2,805

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

(a) Includes portion attributable to redeemable noncontrolling interest.

Non-US GAAP Financial Guidance Metrics: Adjusted NI Per Share

(\$ millions, except per share amounts)	2023 ¹
Net income attributable to ordinary shareholders	905
Mandatory convertible preferred share dividends	30
Net income attributable to Aptiv	935
Adjusting items:	
Amortization	240
Restructuring	130
Other acquisition and portfolio project costs	45
Compensation expense related to acquisitions	30
Costs associated with acquisitions and other transactions	5
Loss on change in fair value of publicly traded equity securities	5
Loss on change in fair value of equity investments without readily determinable fair value	20
Tax impact of adjusting items	(60)
Adjusted net income attributable to Aptiv	1,350
Adjusted weighted average number of diluted shares outstanding	284.00
Diluted net income per share attributable to ordinary shareholders	3.25
Adjusted net income per share	4.75
<i>Less: Impact of Motional equity loss</i>	<i>1.10</i>
<i>Pro forma - Adjusted net income per share</i>	<i>5.85</i>

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

• **APTIV** •