

November 2, 2023



## Third 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.

# Third Quarter Highlights

SOLID 3Q EARNINGS PERFORMANCE EXCEEDING EXPECTATIONS DESPITE UAW STRIKE IMPACT

## REVENUE

**\$5.1B**

3Q up 7%

**\$15.1B**

YTD up 16%

## EBITDA

**\$727M**

3Q Margins of 14.2%

**\$2,016M**

YTD Margins of 13.3%

## OPERATING INCOME

**\$560M**

3Q Margins of 11.0%

**\$1,527M**

YTD Margins of 10.1%

## EARNINGS PER SHARE

**\$1.30**

3Q up \$0.02

**\$3.46**

YTD up \$1.32

- **\$6.6B** 3Q BOOKINGS DRIVEN BY CONTINUED STRENGTH IN ACTIVE SAFETY AND HIGH VOLTAGE ELECTRIFICATION
- **7% 3Q REVENUE GROWTH** DUE TO STRENGTH IN AS&UX WITH S&PS GROWTH IN-LINE WITH MARKET; 2% GOM IMPACTED BY CUSTOMER MIX AND UAW STRIKE
- 3Q OI MARGIN OF **11.0%** DRIVEN BY STRONG VOLUME FLOW-THROUGH AND OPERATING PERFORMANCE, PARTIALLY OFFSET BY FX AND UAW STRIKE IMPACT
- **\$746M OPERATING CASH FLOW** IN 3Q DUE TO IMPROVED WORKING CAPITAL

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.

YTD 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.

# 2023 Key Themes and Trends

DYNAMIC MACRO ENVIRONMENT WITH STRONG UNDERLYING BUSINESS PERFORMANCE

## UNIQUELY POSITIONED TO CREATE LONG-TERM VALUE



### PARTNER OF CHOICE

Strong bookings and strategic customer pursuits for SVA™, cloud-native software architectures, ADAS and high voltage



### UNIQUE FULL SYSTEM SOLUTIONS

Leveraging full system capabilities and investments to capitalize on market and technology readiness as industries transition to a fully electrified, software-defined future



### CONTINUED REVENUE DIVERSIFICATION

Strong growth and commercial traction in industries such as Telco, A&D/Space, Industrial and Commercial Vehicle

## KEY MACRO TRENDS

### GLOBAL PRODUCTION

Full year outlook of 6%+ despite increased variability of customer schedules in North America

### SUPPLY CHAIN IMPROVEMENT

Easing of supply chain constraints leading to fewer production disruptions

### UAW STRIKE

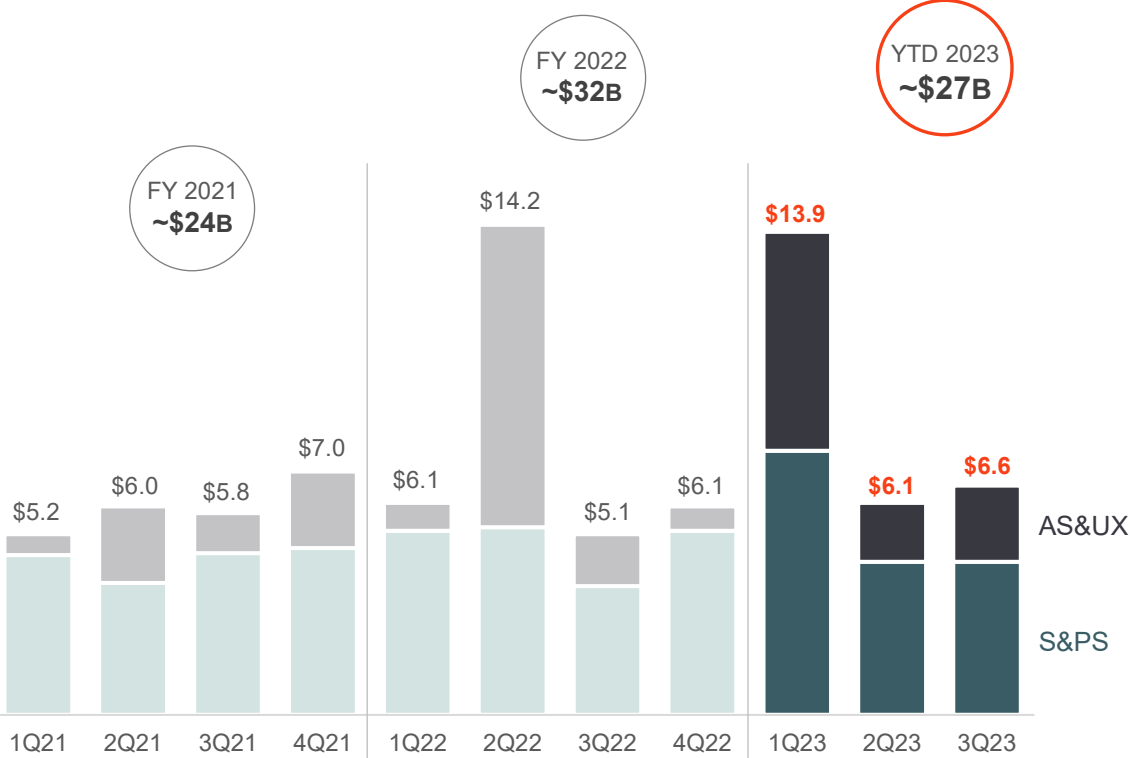
Impact through October of (~\$180M) revenue and (~\$80M) Op Income

# Winning Across the Portfolio

NEW BUSINESS AWARDS DRIVEN BY PORTFOLIO OF ADVANCED TECHNOLOGIES

## BOOKINGS

Lifetime gross program revenues, \$ Billions



THE ONLY FULL SYSTEM SOLUTIONS PROVIDER LEVERAGING BRAIN & NERVOUS SYSTEM CAPABILITIES



1. Cumulative value of bookings.

# Advanced Safety & User Experience

INDUSTRY LEADING CAPABILITIES IN CENTRALIZED COMPUTE, PERCEPTION SYSTEMS AND SOFTWARE

## 3Q 2023 HIGHLIGHTS

### GROWTH DRIVERS

- Revenue Growth: 13%; Growth Over Market: 8%
- Strong Active Safety growth across all regions
- Launched Automated Parking solutions for Gen 6 ADAS platform

### NEW BUSINESS AWARDS

- Total Bookings: \$2.2B
- Active Safety bookings of \$1.2B
- User Experience bookings of \$0.7B
- Smart Vehicle Compute & Software bookings of \$0.2B

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

## 3Q 2023 KEY AWARDS



# Signal & Power Solutions

GLOBAL LEADER IN OPTIMIZED, NEXT-GEN ARCHITECTURE SOLUTIONS

## 3Q 2023 KEY AWARDS

VEHICLE ARCHITECTURE SOLUTIONS  
FOR LOCAL CHINESE OEM



NORTH AMERICAN HIGH VOLTAGE BUSBAR  
AWARD FOR INTERCABLE AUTOMOTIVE



*intercable*  
AUTOMOTIVE SOLUTIONS

COMBINED ELECTRICAL ARCHITECTURE  
GLOBAL AWARD FOR EUROPEAN OEM



• APTIV •  
+  
*intercable*  
AUTOMOTIVE SOLUTIONS

## 3Q 2023 HIGHLIGHTS

### GROWTH DRIVERS

- Revenue Growth: 5%; Growth Over Market: Flat
- Growth generally in-line with market across all regions
- High voltage growth across all product lines

### NEW BUSINESS AWARDS AND RECOGNITIONS

- Total Bookings: \$4.4B
- High Voltage bookings of \$1.1B
- Rapid Power Reserve solution announced as a finalist for 2023 PACE Award

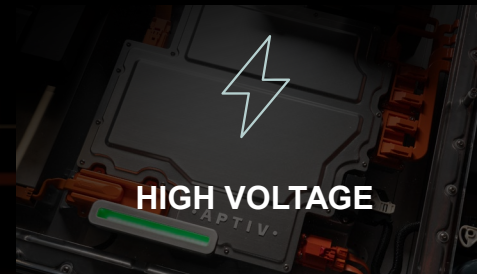
Note: Revenue growth excludes impact of foreign exchange, commodities and acquisitions.

# Innovation Unveiled: CES 2024



VEHICLE BECOMING AN INTELLIGENT EDGE DEVICE

## APTIV INNOVATIONS CES 2024



# Value Creation Delivered Sustainably

ANNUAL PROGRESS TOWARDS OUR 2025 SUSTAINABILITY COMMITMENTS



## PEOPLE

### ATTRACTING, DEVELOPING & RETAINING THE BEST TALENT

**40%** INTERNAL FILL RATE ON OPEN POSITIONS

### HEALTH & SAFETY

**0.08** LOST WORKDAY CASE RATE PER 100 EMPLOYEES

### DIVERSITY, EQUITY & INCLUSION

**24%** GENDER DIVERSITY IN MANAGEMENT ROLES

## PRODUCTS

### SAFE, GREEN & CONNECTED MOBILITY

**\$10B** SMART VEHICLE ARCHITECTURE™ NEW BUSINESS AWARDS<sup>1</sup>

### PRODUCT QUALITY

**100%** OF MFG & TECH SITES RECERTIFIED TO IATF 16949

### CUSTOMER SATISFACTION

**1,200+** VOICE OF CUSTOMER SURVEYS SENT

## PLANET

### CLIMATE CHANGE

**100M** TONS OF EMISSIONS SAVED WITH APTIV HV PRODUCTS<sup>2</sup>

### WASTE & PACKAGING

**84%** OF WASTE RECYCLED AT MANUFACTURING AND TECHNICAL SITES

### WATER

**↓ 9%** REDUCTION IN WATER CONSUMPTION INTENSITY (2022 vs 2021)

## PLATFORM

### ETHICS & COMPLIANCE

**97%** OF SALARIED EMPLOYEES COMPLETED THE CODE OF ETHICS TRAINING

### SUSTAINABLE SUPPLY CHAIN

**100%** OF KEY SUPPLIERS ALIGNED WITH APTIV'S CODE OF CONDUCT FOR BUSINESS PARTNERS

### DATA SECURITY

**Zero** REPORTABLE SECURITY AND PRIVACY INCIDENTS

Note: Reflects full year 2022 metrics.

1. Reflects cumulative bookings as of 3Q 2023.

2. Data since 2015. Assumptions based on U.S. Department of Energy: Emissions From Electric Vehicles report and Internal Estimates.

# Perspectives on 2024

SUSTAINABLE BUSINESS MODEL AND STRATEGY EXECUTION RESULTING IN CONSISTENT VALUE CREATION

WELL POSITIONED FOR  
**STRONG GROWTH** AND  
**MARGIN EXPANSION...**

...HOWEVER, **MACRO**  
**CHALLENGES** REMAIN



CONTINUED  
ACCELERATION OF  
MEGATRENDS



NORMALIZED  
SUPPLY CHAIN



GLOBAL VEHICLE  
PRODUCTION  
INCREASING



CONTINUED  
INFLATIONARY  
ENVIRONMENT



GEOPOLITICAL  
UNCERTAINTY

# 3Q 2023 vs. 3Q 2022

(\$ Millions, except per share amounts)

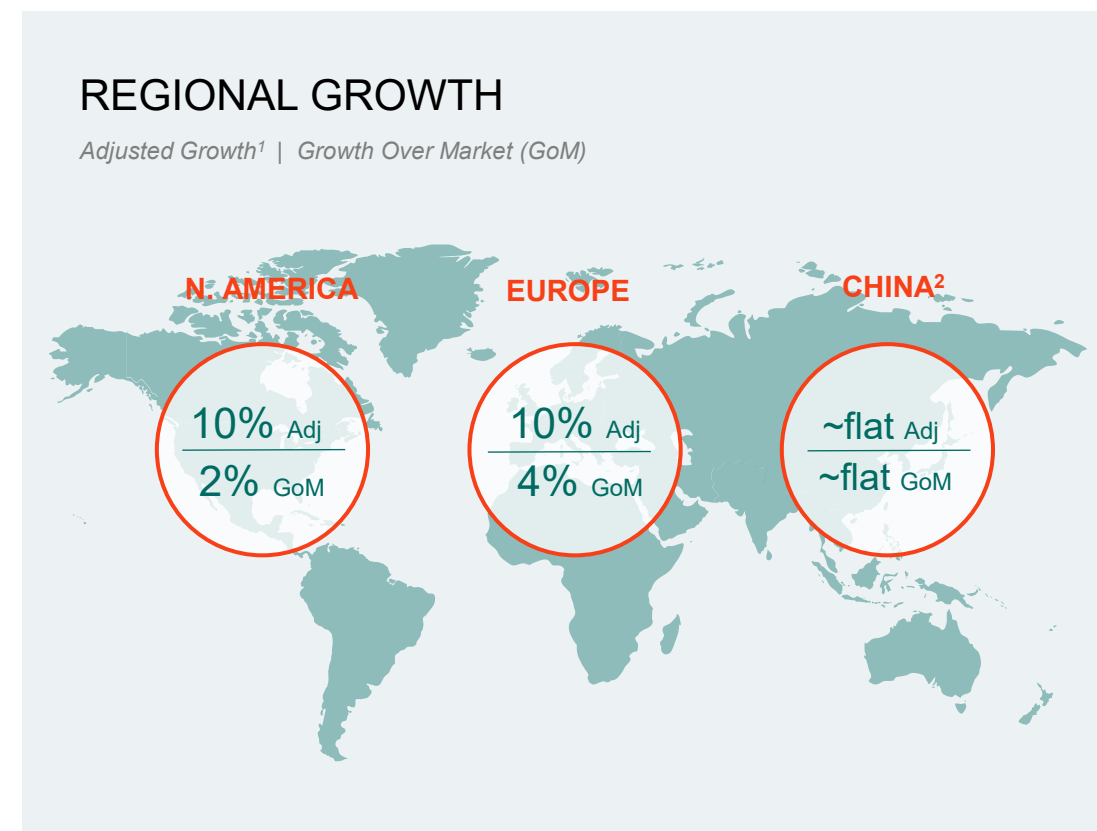
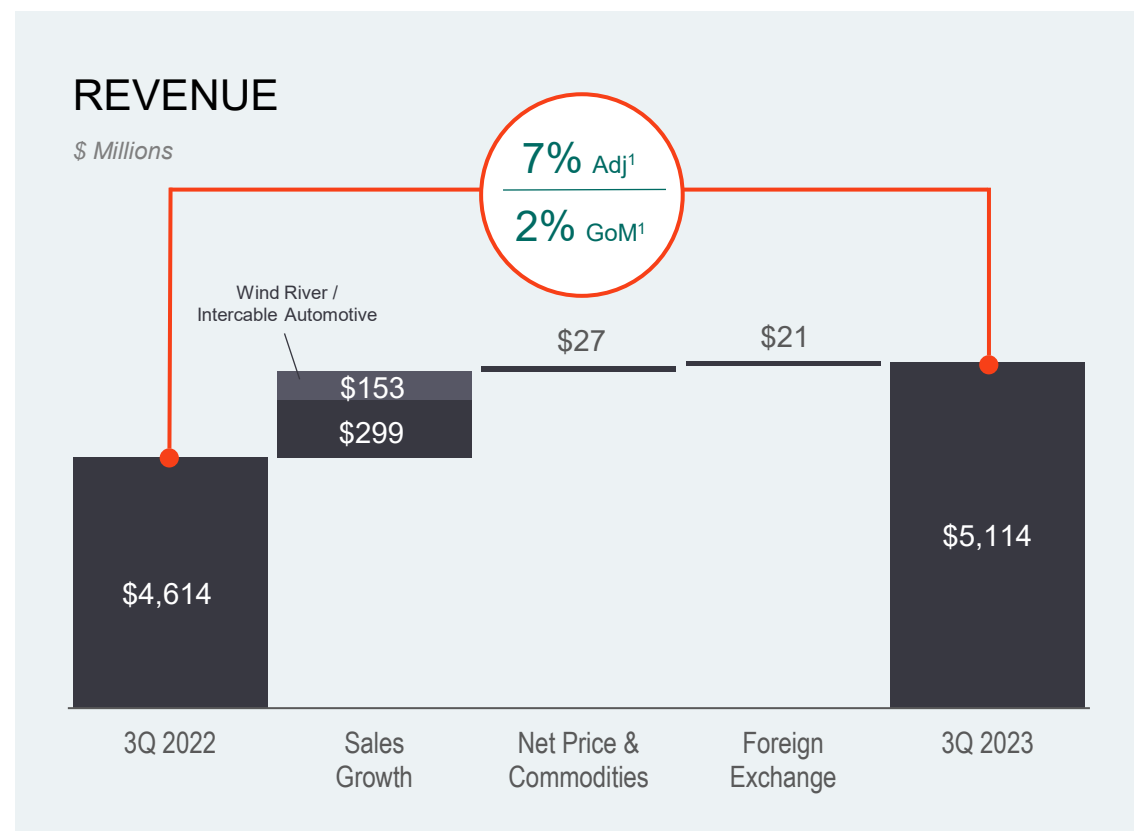
|                                                                                | 3Q 2023               | Fav / (Unfav)           | COMMENTS                                                                                                                                                              |
|--------------------------------------------------------------------------------|-----------------------|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>REPORTED REVENUE</b><br>Adjusted Growth % <sup>1</sup>   Growth Over Market | <b>\$5,114</b>        | <b>\$500</b><br>7%   2% | <ul style="list-style-type: none"> <li>GoM of 2% reflecting NA strike, EU and China program timing and customer mix</li> <li>UAW strike impact of (~\$80M)</li> </ul> |
| <b>EBITDA<sup>2</sup></b><br>EBITDA Margin                                     | <b>\$727</b><br>14.2% | <b>\$54</b><br>(40) bps | <ul style="list-style-type: none"> <li>~30% incremental flow on higher volumes</li> <li>Improved YoY performance</li> </ul>                                           |
| <b>OPERATING INCOME<sup>2</sup></b><br>Operating Margin                        | <b>\$560</b><br>11.0% | <b>\$35</b><br>(40) bps | <ul style="list-style-type: none"> <li>40 bps YoY margin impact due to FX headwind, primarily MXN and CNY</li> <li>UAW strike impact of (~\$30M)</li> </ul>           |
| <b>EARNINGS PER SHARE<sup>2</sup></b>                                          | <b>\$1.30</b>         | <b>\$0.02</b>           | <ul style="list-style-type: none"> <li>12.5% adjusted tax rate</li> <li>Motional JV equity loss of \$73M</li> </ul>                                                   |
| <b>OPERATING CASH FLOW</b>                                                     | <b>\$746</b>          | <b>\$309</b>            | <ul style="list-style-type: none"> <li>Improved working capital levels</li> <li>Capital expenditures of \$212M</li> </ul>                                             |

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.

# 3Q 2023 Revenue

DOUBLE-DIGIT GROWTH IN NORTH AMERICA AND EUROPE; CHINA IN-LINE WITH MARKET



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

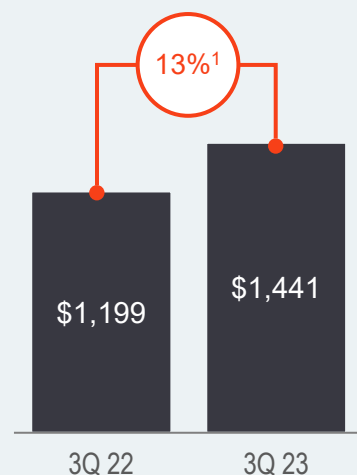
2. Asia Pacific adjusted revenue growth up 2% and growth over market ~flat.

# 3Q 2023 AS&UX Recap

## STRONG ACTIVE SAFETY GROWTH CONTINUES

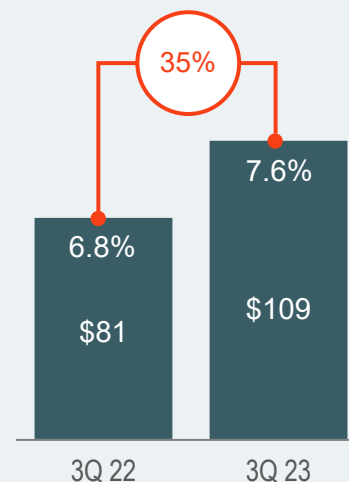
### REVENUE<sup>1</sup>

\$ Millions



### OPERATING INCOME<sup>2</sup>

\$ Millions, % of sales



### RELEVANT COMMENTARY

- Active Safety revenue growth of 30%
- User Experience down 5% in the quarter, impacted by customer program timing
- UAW strike revenue impact of (~\$10M); Op Income impact of (~\$5M)
- Timing of customer recoveries for material inflation negatively impacting 3Q margins
- Sequential margin performance (2Q to 3Q) impacted by Wind River revenue seasonality

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

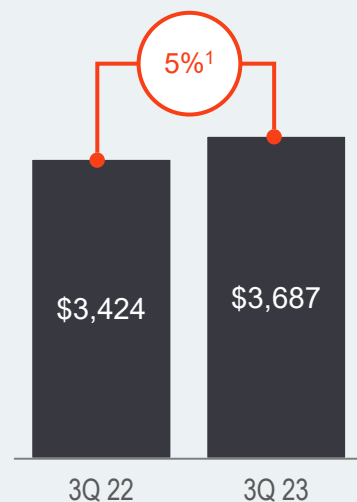
2. Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP.

# 3Q 2023 S&PS Recap

STRONG PERFORMANCE DESPITE CHALLENGING OPERATING ENVIRONMENT

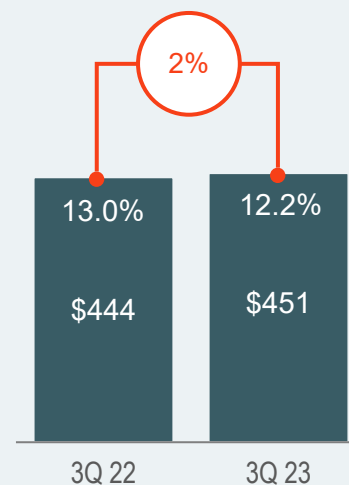
## REVENUE<sup>1</sup>

\$ Millions



## OPERATING INCOME<sup>2</sup>

\$ Millions, % of sales



## RELEVANT COMMENTARY

- UAW strike revenue impact of (~\$70M); Op Income impact of (~\$25M)
- High Voltage revenue growth of 13%
- YoY FX impact of (~70) bps, 3Q impact in-line with expectations
- Op Income margin of ~13.3% excluding the UAW strike impact and FX

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

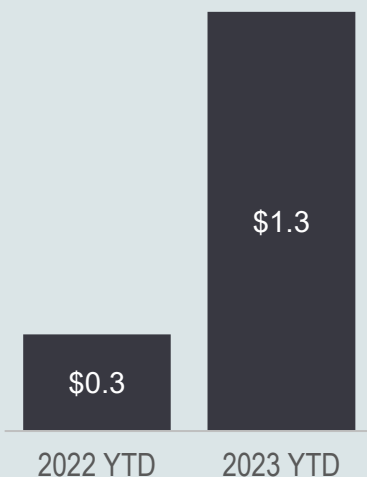
2. Adjusted for restructuring and other special items; see appendix for detail and reconciliation to US GAAP.

# Balance Sheet Strength

RELENTLESS FOCUS ON IMPROVING OPERATING PERFORMANCE AND CASH FLOW GENERATION

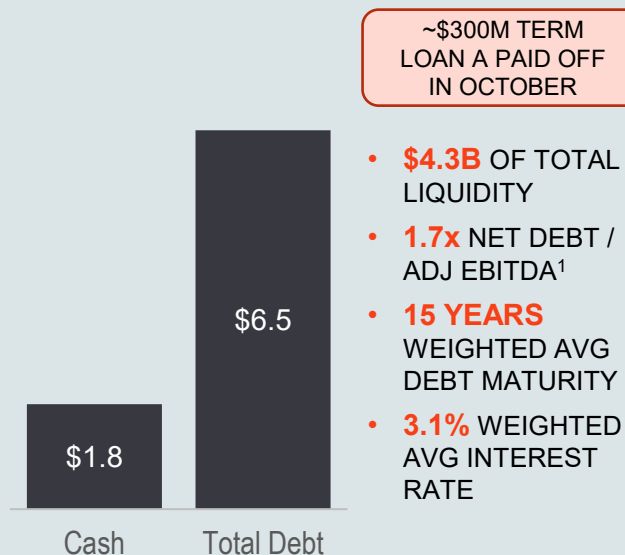
## OPERATING CASH FLOW

3Q 2023 Actuals (\$ Billions)



## DEBT & CASH PROFILE

3Q 2023 Actuals (\$ Billions)



## DISCIPLINED CAPITAL DEPLOYMENT

- ✓ Prioritize organic investments to support portfolio of advanced technologies and record new business awards
- ✓ M&A that enhances scalability, accelerates speed to market and provides access to new markets
- ✓ Maintain current financial policy
- ✓ Returning capital to shareholders – ~\$100M in share repurchases to offset dilution from incentive compensation plans

1. Reflects LTM EBITDA. Adjusted for restructuring and other special items; see appendix for detail and reconciliation.

# Maintaining 2023 Full Year Outlook

MAINTAINING FULL YEAR GUIDANCE; INCLUDES STRIKE IMPACT THROUGH OCTOBER

(\$ Millions, except per share amounts)

|                                                                               | FY 2023                                 | Fav / (Unfav)<br>vs Prior Year | FY 2023 COMMENTS                                                                                                                                                                           |
|-------------------------------------------------------------------------------|-----------------------------------------|--------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>REPORTED REVENUE</b><br>Adj. Growth % <sup>1</sup>   Growth Over Market    | <b>\$19,950 – 20,250</b>                | <b>\$2,611</b><br>~12%   ~5%   | <ul style="list-style-type: none"> <li>• Strong adj. growth; GoM impacted by strike</li> <li>• UAW strike impact through October (~\$180M)</li> </ul>                                      |
| <b>EBITDA<sup>2</sup></b><br>EBITDA Margin                                    | <b>\$2,755 – 2,855</b><br>13.8% – 14.1% | <b>\$615</b><br>150 bps        | <ul style="list-style-type: none"> <li>• Performance initiatives on track</li> <li>• Price downs of (~1.3%)</li> <li>• Customer recoveries offsetting inflation and commodities</li> </ul> |
| <b>OPERATING INCOME<sup>2</sup></b><br>Operating Margin                       | <b>\$2,075 – 2,175</b><br>10.4% – 10.7% | <b>\$540</b><br>150 bps        | <ul style="list-style-type: none"> <li>• ~60 bps YoY margin impact due to FX headwind</li> <li>• UAW strike impact through October (~\$80M)</li> </ul>                                     |
| <b>EARNINGS PER SHARE<sup>2,3</sup></b><br>EPS excluding Motional equity loss | <b>\$4.60 – 4.90</b><br>\$5.70 – 6.00   | <b>\$1.34</b><br>\$1.41        | <ul style="list-style-type: none"> <li>• ~12.5% adjusted tax rate</li> <li>• Motional JV equity loss of ~\$310M</li> </ul>                                                                 |
| <b>OPERATING CASH FLOW</b>                                                    | <b>~\$2,000</b>                         | <b>\$737</b>                   | <ul style="list-style-type: none"> <li>• Continued strong cash flow performance</li> <li>• Capital expenditures at ~5% of sales</li> </ul>                                                 |

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.

# Summary

## STRENGTHENING OUR COMPETITIVE POSITION

### STRONG UNDERLYING BUSINESS PERFORMANCE

- Industry-leading portfolio of advanced technologies and resilient business model supports continued outperformance today and in the future

### IMPROVING SUPPLY CHAIN ENVIRONMENT

- Easing of supply chain constraints leading to a more normalized operating environment, ex. strike impact

### CONTINUED GROWTH IN SOFTWARE

- Trend towards the fully electrified software defined vehicle remains on track, with relevant portfolio addressing industry's top challenges

### WELL-POSITIONED FOR 2024 AND BEYOND

- Confident in strong growth and significant margin expansion in 2024 driven by alignment to safe, green and connected megatrends





# APPENDIX

# YoY Revenue Growth Metrics

|                                                 | 3Q 2023   | YTD 2023   |
|-------------------------------------------------|-----------|------------|
| Reported net sales % change                     | 11%       | 18%        |
| Less: foreign currency exchange and commodities | -%        | (2%)       |
| Less: acquisitions                              | 4%        | 4%         |
| <b>Adjusted revenue growth</b>                  | <b>7%</b> | <b>16%</b> |

|                                                                          | 3Q 2023    | YTD 2023   |
|--------------------------------------------------------------------------|------------|------------|
| <b>Reported Revenue Growth</b>                                           | <b>11%</b> | <b>18%</b> |
| Signal And Power Solutions Reported Revenue Growth                       | 8%         | 13%        |
| Advanced Safety And User Experience Reported Revenue Growth              | 20%        | 31%        |
| <b>Adjusted Revenue Growth<sup>1</sup></b>                               | <b>7%</b>  | <b>16%</b> |
| Signal And Power Solutions Adjusted Revenue Growth <sup>1</sup>          | 5%         | 13%        |
| Advanced Safety And User Experience Adjusted Revenue Growth <sup>1</sup> | 13%        | 23%        |

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

# Non-US GAAP Financial Metrics: Adjusted OI

| (\$ millions)                                               | 3Q 2023    | 3Q 2022    | YTD 2023     | YTD 2022     |
|-------------------------------------------------------------|------------|------------|--------------|--------------|
| Net income attributable to Aptiv                            | 1,629      | 301        | 2,033        | 345          |
| Interest expense                                            | 75         | 58         | 214          | 157          |
| Other (income) expense, net                                 | (26)       | (20)       | (36)         | 44           |
| Income tax (benefit) expense                                | (1,312)    | 59         | (1,248)      | 96           |
| Equity loss, net of tax                                     | 72         | 67         | 227          | 202          |
| Net income (loss) attributable to noncontrolling interest   | 8          | 5          | 15           | (21)         |
| Net loss attributable to redeemable noncontrolling interest | -          | -          | (1)          | -            |
| <b>Operating income</b>                                     | <b>446</b> | <b>470</b> | <b>1,204</b> | <b>823</b>   |
| Amortization                                                | 59         | 37         | 177          | 112          |
| Restructuring                                               | 28         | 11         | 81           | 52           |
| Other acquisition and portfolio project costs               | 20         | 2          | 45           | 13           |
| Asset impairments                                           | -          | 5          | -            | 8            |
| Other charges related to Ukraine/Russia conflict            | -          | -          | -            | 54           |
| Compensation expense related to acquisitions                | 7          | -          | 20           | -            |
| <b>Adjusted operating income</b>                            | <b>560</b> | <b>525</b> | <b>1,527</b> | <b>1,062</b> |

# Non-US GAAP Financial Metrics: Adjusted EBITDA

| (\$ millions)                                               | 3Q 2023    | 3Q 2022    | YTD 2023     | YTD 2022     |
|-------------------------------------------------------------|------------|------------|--------------|--------------|
| Net income attributable to Aptiv                            | 1,629      | 301        | 2,033        | 345          |
| Interest expense                                            | 75         | 58         | 214          | 157          |
| Income tax (benefit) expense                                | (1,312)    | 59         | (1,248)      | 96           |
| Net income (loss) attributable to noncontrolling interest   | 8          | 5          | 15           | (21)         |
| Net loss attributable to redeemable noncontrolling interest | -          | -          | (1)          | -            |
| Depreciation and amortization                               | 226        | 190        | 666          | 574          |
| <b>EBITDA</b>                                               | <b>626</b> | <b>613</b> | <b>1,679</b> | <b>1,151</b> |
| Other (income) expense, net                                 | (26)       | (20)       | (36)         | 44           |
| Equity loss, net of tax                                     | 72         | 67         | 227          | 202          |
| Restructuring                                               | 28         | 11         | 81           | 52           |
| Other acquisition and portfolio project costs               | 20         | 2          | 45           | 13           |
| Other charges related to Ukraine/Russia conflict            | -          | -          | -            | 54           |
| Compensation expense related to acquisitions                | 7          | -          | 20           | -            |
| <b>Adjusted EBITDA</b>                                      | <b>727</b> | <b>673</b> | <b>2,016</b> | <b>1,516</b> |

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

| (\$ millions, except per share amounts)                                                          | 3Q 2023      | 3Q 2022     | YTD 2023     | YTD 2022    |
|--------------------------------------------------------------------------------------------------|--------------|-------------|--------------|-------------|
| Net income attributable to ordinary shareholders                                                 | 1,629        | 286         | 2,004        | 298         |
| Mandatory convertible preferred share dividends                                                  | -            | 15          | 29           | 47          |
| <b>Net income attributable to Aptiv</b>                                                          | <b>1,629</b> | <b>301</b>  | <b>2,033</b> | <b>345</b>  |
| Adjusting items:                                                                                 |              |             |              |             |
| Amortization                                                                                     | 59           | 37          | 177          | 112         |
| Restructuring                                                                                    | 28           | 11          | 81           | 52          |
| Other acquisition and portfolio project costs                                                    | 20           | 2           | 45           | 13          |
| Asset impairments                                                                                | -            | 5           | -            | 8           |
| Other charges related to Ukraine/Russia conflict (a)                                             | -            | -           | -            | 29          |
| Compensation expense related to acquisitions                                                     | 7            | -           | 20           | -           |
| Costs associated with acquisitions and other transactions                                        | -            | 6           | 4            | 8           |
| Impairment of equity investments without readily determinable fair value                         | -            | -           | 18           | -           |
| Loss on change in fair value of publicly traded equity securities                                | -            | 6           | 6            | 55          |
| Tax impact of intra-entity transfers of intellectual property and other related transactions (b) | (1,359)      | -           | (1,359)      | -           |
| Tax impact of adjusting items (c)                                                                | (17)         | (4)         | (44)         | (16)        |
| <b>Adjusted net income attributable to Aptiv</b>                                                 | <b>367</b>   | <b>364</b>  | <b>981</b>   | <b>606</b>  |
| Adjusted weighted average number of diluted shares outstanding (d)                               | 283.01       | 283.47      | 283.44       | 283.47      |
| Diluted net income per share attributable to ordinary shareholders                               | 5.76         | 1.05        | 7.17         | 1.10        |
| <b>Adjusted net income per share</b>                                                             | <b>1.30</b>  | <b>1.28</b> | <b>3.46</b>  | <b>2.14</b> |
| <i>Less: Impact of Motional equity loss</i>                                                      | <i>0.26</i>  | <i>0.24</i> | <i>0.80</i>  | <i>0.74</i> |
| <b>Pro forma - Adjusted net income per share</b>                                                 | <b>1.56</b>  | <b>1.52</b> | <b>4.26</b>  | <b>2.88</b> |

(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) In response to the OECD's Pillar Two Directive, the Company initiated changes to its corporate entity structure, including intra-entity transfers of certain intellectual property to one of its subsidiaries in Switzerland during the third quarter of 2023. Furthermore, during the third quarter, the Company's Swiss subsidiary was granted a ten year tax incentive, beginning in 2024. This adjustment represents the total income tax benefit recorded as a result of these transactions during the three and nine months ended September 30, 2023.

(c) 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.

(d) 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 (method already applied for U.S. GAAP purposes of calculating the weighted average number of diluted shares outstanding for the nine months ended September 30, 2023) 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)                                                                              | 3Q 2023       | 3Q 2022       | YTD 2023      | YTD 2022      |
|-----------------------------------------------------------------------------------------|---------------|---------------|---------------|---------------|
| Weighted average ordinary shares outstanding, basic                                     | 282.84        | 270.93        | 275.56        | 270.88        |
| Dilutive shares related to RSUs                                                         | 0.17          | 0.17          | 0.13          | 0.22          |
| Weighted average MCPS Converted Shares                                                  | -             | -             | 7.75          | -             |
| <b>Weighted average ordinary shares outstanding, including dilutive shares</b>          | <b>283.01</b> | <b>271.10</b> | <b>283.44</b> | <b>271.10</b> |
| Weighted average MCPS Converted Shares (a)                                              | -             | 12.37         | -             | 12.37         |
| <b>Adjusted weighted average ordinary shares outstanding, including dilutive shares</b> | <b>283.01</b> | <b>283.47</b> | <b>283.44</b> | <b>283.47</b> |

(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 <sup>1</sup> |
|--------------------------------------------------------|-------------------|
| Net income attributable to Aptiv                       | 2,275             |
| Interest expense                                       | 285               |
| Other income, net                                      | (40)              |
| Income tax benefit                                     | (1,180)           |
| Equity loss, net of tax                                | 300               |
| Net income attributable to noncontrolling interest (a) | 20                |
| <b>Operating income</b>                                | <b>1,660</b>      |
| Amortization                                           | 240               |
| Restructuring                                          | 140               |
| Other acquisition and portfolio project costs          | 55                |
| Compensation expense related to acquisitions           | 30                |
| <b>Adjusted operating income</b>                       | <b>2,125</b>      |

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 <sup>1</sup> |
|--------------------------------------------------------|-------------------|
| Net income attributable to Aptiv                       | 2,275             |
| Interest expense                                       | 285               |
| Income tax benefit                                     | (1,180)           |
| Net income attributable to noncontrolling interest (a) | 20                |
| Depreciation and amortization                          | 920               |
| <b>EBITDA</b>                                          | <b>2,320</b>      |
| Other income, net                                      | (40)              |
| Equity loss, net of tax                                | 300               |
| Restructuring                                          | 140               |
| Other acquisition and portfolio project costs          | 55                |
| Compensation expense related to acquisitions           | 30                |
| <b>Adjusted EBITDA</b>                                 | <b>2,805</b>      |

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 <sup>1</sup> |
|--------------------------------------------------------------------------------------------|-------------------|
| Net income attributable to ordinary shareholders                                           | 2,245             |
| Mandatory convertible preferred share dividends                                            | 30                |
| <b>Net income attributable to Aptiv</b>                                                    | <b>2,275</b>      |
| Adjusting items:                                                                           |                   |
| Amortization                                                                               | 240               |
| Restructuring                                                                              | 140               |
| Other acquisition and portfolio project costs                                              | 55                |
| 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 (a)                                                          | (1,420)           |
| <b>Adjusted net income attributable to Aptiv</b>                                           | <b>1,350</b>      |
| Adjusted weighted average number of diluted shares outstanding                             | 284.00            |
| Diluted net income per share attributable to ordinary shareholders                         | 8.00              |
| <b>Adjusted net income per share</b>                                                       | <b>4.75</b>       |
| <i>Less: Impact of Motional equity loss</i>                                                | <i>1.10</i>       |
| <b>Pro forma - Adjusted net income per share</b>                                           | <b>5.85</b>       |

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

(a) Represents the expected income tax impacts of the adjustments made for amortization, restructuring and other special items, including the tax impact of intra-entity transfers of certain intellectual property and other related transactions, by calculating the income tax impact of these items using the appropriate tax rate for the jurisdiction where the charges are expected to be incurred.

• **APTIV** •