Automotive Driving Results
Chris Obey
President, Automotive
Who We Are

Evolving from a product approach to a platform

Sketch-to-Scale® non-traditional solutions provider

Disrupting the status quo with cross-industry expertise

Laser focus on our ecosystem and the emerging trends and technologies

Autonomous Vehicles

Connectivity

Clean Tech

Vehicle Electrification
Levers of Growth

Increasing global market share and value add content

Number of Vehicle Name Plates

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2018</th>
<th>2020 E</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>98</td>
<td>461</td>
<td>~551</td>
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</table>

$Content per Vehicle

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2018</th>
<th>2020 E</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$43</td>
<td>$137</td>
<td>~$185</td>
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Increasing Our Sketch-to-Scale Portfolio

Sketch-to-Scale Revenue

Evolved from PC Boards to Body Domain Controllers, Gateway Modules, DC-DC Converters, and Compute Pods
Flex Autonomous Platform

Sensors
$18B TAM by 2030
Camera, 4D radar, ultrasonic and LiDAR

Sensor Interface and Fusion Boards
$60B TAM by 2030
Sensor fusion is a critical step towards autonomous driving

Autonomous Driving Computers
$20B TAM by 2030
Autonomous vehicles growing to 20+M vehicles in 2035
Flex Connectivity Platform

**Telematics and V2X**
Connecting the car to devices inside and all around it, then connecting all of that to the cloud

*$10.2B* TAM by 2026

**Displays and Infotainment**
Displaying vehicle and entertainment information to the driver and passengers

*$16.0B* TAM by 2026

**Personal Connectivity**
USB Hubs, Wearables, Wireless Charging
Connecting the car to the people inside of it, and to their devices

*$4.2B* TAM by 2026
Example: Flex V2X Platform

Savari and Flex worked together to develop next generation products and to support the Smart City Ecosystem (cloud, 5G, edge compute).

**Smart City:** Savari selling V2X Systems including V2X software

- Shanghai, China
- Tampa, Florida, U.S.
- Ann Arbor, Michigan, U.S.
- Denver, Colorado, U.S. (in progress)
- New York City, U.S. (in progress)
- Columbus, Ohio, U.S. (in progress)
Driver’s View With V2X More information = More Safety

- Seeing 1000m around obstacles
- Traffic light status vs. images
- Collaborative, two-way data exchange
- Seeing around buildings

V2X Platform
Flex Automotive Delivering Results

Revenue ($M)
FY12 $982  FY18 $2,993

Operating Profit ($M)
FY12 $300  FY18 $700

New Awards ($M)
FY12 $300  FY18 $700

Delivering on our commitment to the company and shareholders
Our Strategy Keeps us Well Positioned

Relentless focus on:

- Megatrends
- Innovation, Disruption and Collaboration
- Expanding our Sketch-to-Scale Offering
- Enabling the Ecosystem

Revenue ($M)

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY18</th>
<th>FY19 E</th>
<th>FY20 E</th>
<th>FY21 E</th>
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<tbody>
<tr>
<td>$2,332</td>
<td>$2,993</td>
<td>95%</td>
<td>97%</td>
<td>84%</td>
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3 Year Plan

10%+