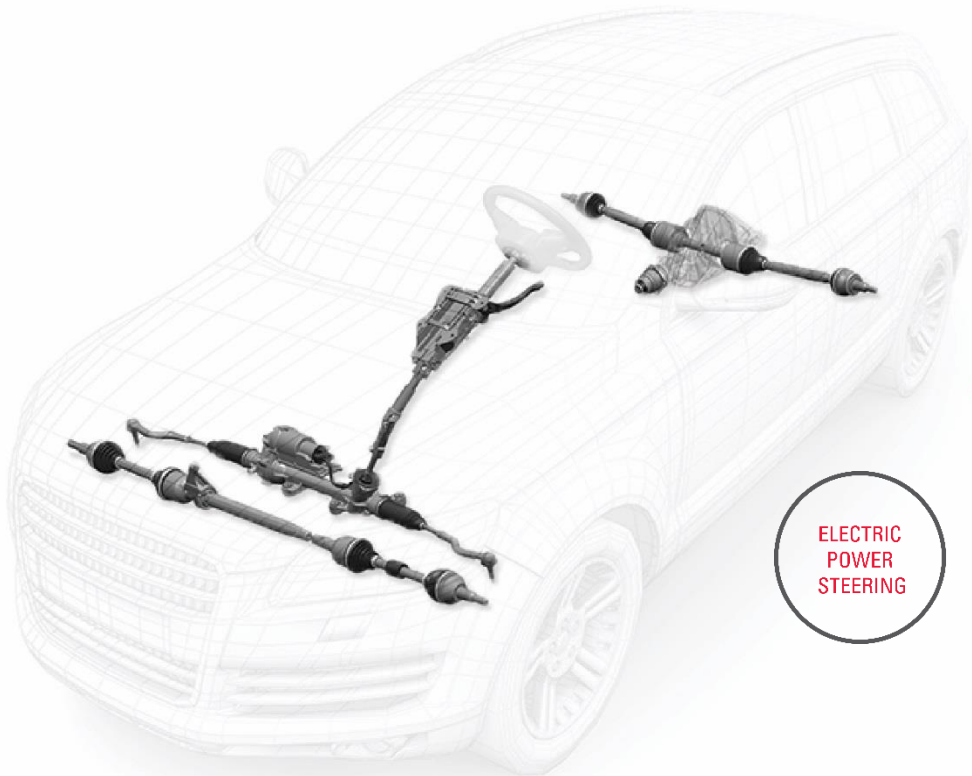




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# 2018 Q3

## Investor Communication

ELECTRIC  
POWER  
STEERING

COLUMNS &  
INTERMEDIATE  
SHAFTS

DRIVELINE  
SYSTEMS

HYDRAULIC  
POWER  
STEERING

ADAS &  
AUTOMATED  
DRIVING

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In this document, all references to "Booked Business Amount" are to our estimation of the value of all booked business under contracts that have been awarded to us. The Booked Business Amount is based on estimated lifetime volume of the programs derived from indicative production arrangements provided by the applicable OEM customers and information provided by third-party industry sources. In calculating the Booked Business Amount, we also assume that the relevant contracts will be performed in accordance with their terms. Any modification or suspension of the contracts related to the booked business by our customers could have a material and adverse effect on the value of the booked business. The value of booked business is not a measure defined by International Financial Reporting Standards ("IFRS"), and our methodology for determining the Booked Business Amount may not be comparable to the methodology used by comparable companies in determining the value of their booked business. While we believe that our current Booked Business Amount is a relevant financial metric, the information in relation to the booked business and the Booked Business Amount included in this document does not constitute a projection, forecast or prediction of our profits, and the actual contract value may be different from the estimated Booked Business Amount due to various factors and uncertainties beyond our control. We cannot assure you that our estimated Booked Business Amount contained in this document will be indicative of our future operating results.

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# Presenters



**Mike Richardson**

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Executive Board Director  
President

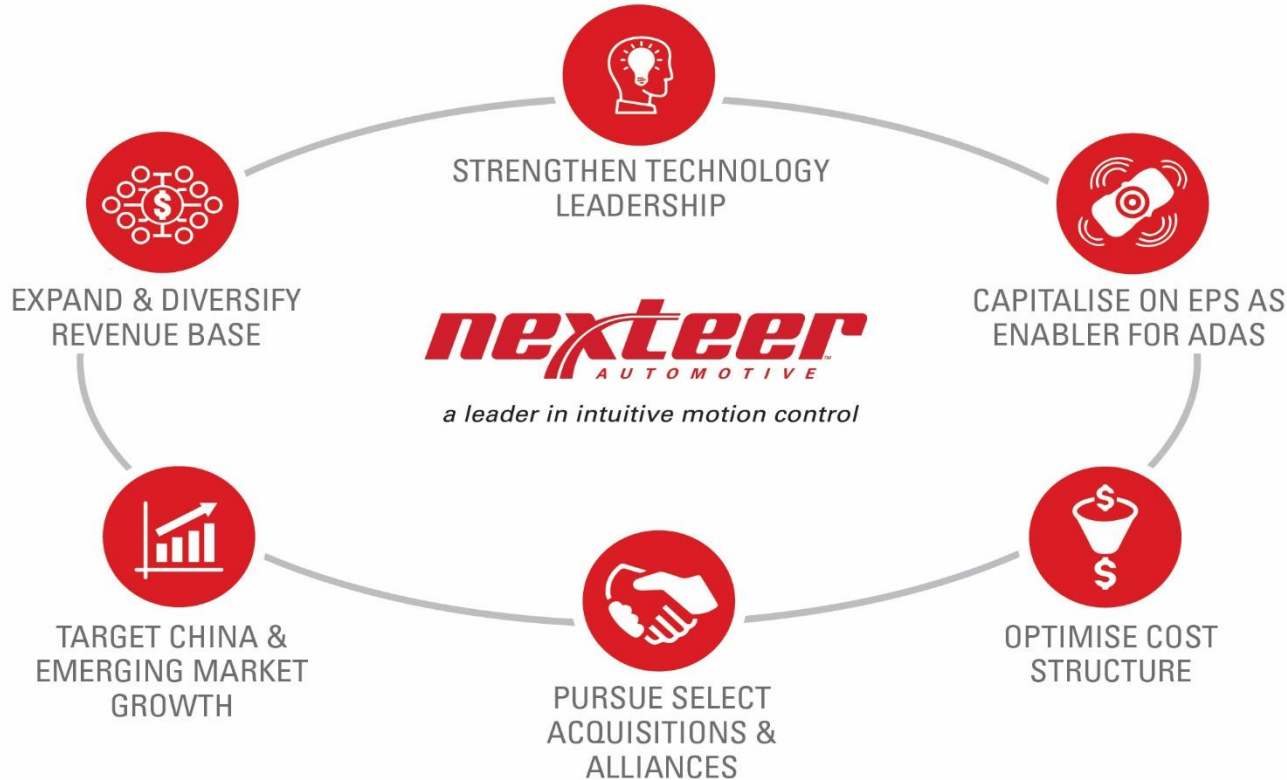


**Bill Quigley**

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Senior Vice President  
Chief Financial Officer

# STRATEGY FOR PROFITABLE GROWTH

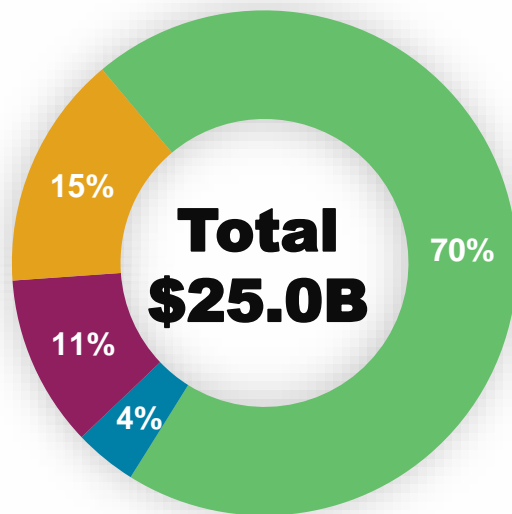


A Well-Defined Plan to Drive Stakeholder Value

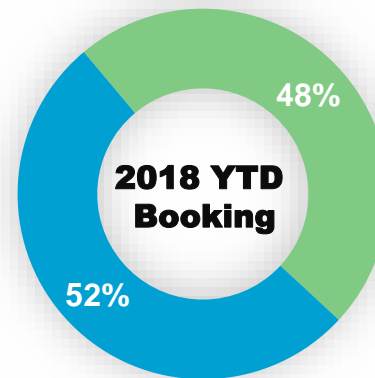
# Backlog Update – Q3 2018



## Order to Delivery Backlog\* as of September 30, 2018



■ EPS  
■ HPS  
■ CIS  
■ DL



■ New  
■ Incumbent

\* We compile the booked business information through our internal records, and such information has not been audited or reviewed by our auditors.

# Business Expansion – Emerging Markets



**4** New EPS  
Customers



**5** New NEV  
Programs





## 7 New Major Programs Launches in Q3

- GM Holden Acadia (D-segment SUV) **REPS** and **Halfshaft** in N.A.
- GMC Sierra & Chevrolet Silverado (Full-Size Full-Frame Truck) **REPS**, **I-shaft** and **Halfshaft** in N.A.
- Chang'An\* Yuexiang V3 (B-segment Sedan) **CEPS** in China
- Chang'An\* CS35 Plus (C-segment SUV) **CEPS** in China



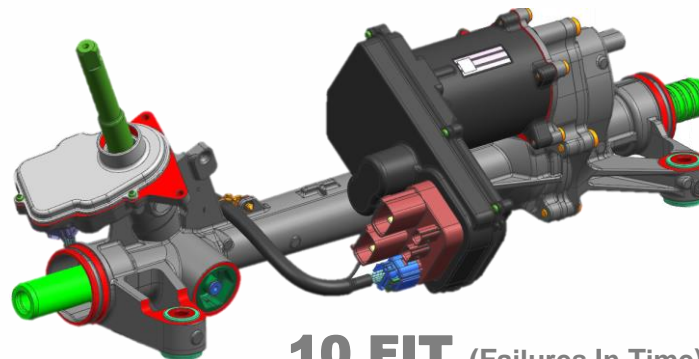
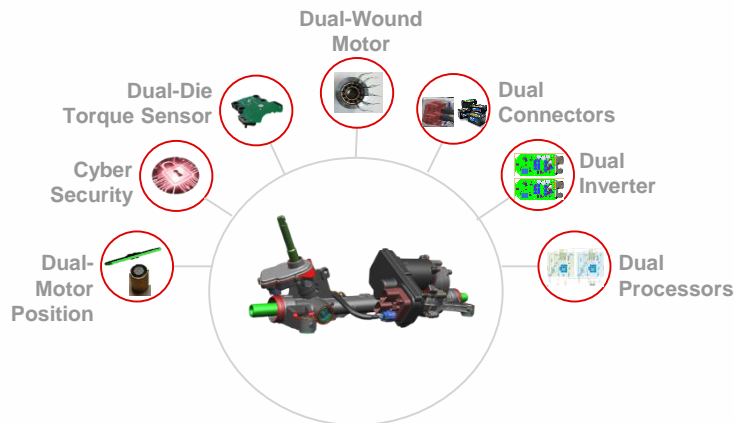
\* Attributed to a non-consolidated joint venture

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# Business Expansion – High Availability EPS

## ADAS Level 4 Fully-redundant Readiness



**10 FIT** (Failures In Time)  
**2019 Launch**

LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5
<b>Driver Assistance</b> Driver controls vehicle. Vehicle assist features may be included in the design.	<b>Partial Automation</b> Driver must stay engaged at all times. Vehicle has <u>combined</u> automated features.	<b>Conditional Automation</b> Driver is a necessity, but not required to monitor & must be ready to take control at all times with notice.	<b>High Automation</b> Driver has the option to control the vehicle. Vehicle is capable of performing all driving functions under <u>certain conditions</u> .	<b>Full Automation</b> Driver has the option to control the vehicle. Vehicle is capable of performing all driving functions under <u>all conditions</u> . *

\* Assuming typical vehicle use = 400 hours/year  
 – 12,000 miles/year at 30 mph average

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# Business Expansion – Technology Leadership

## Predicting Motion Control Evolutions



*Through Studying Human Factors & Preferences in Safety & Performance at Different Levels of Automation*

### University Partners



**UNIVERSITY OF LEEDS**  
Institute for Transport Studies (ITS)



### Industry Partnerships & CNXMotion



### Clinics & Surveys



- OEM's Consulting partner in Evolving Role of Intuitive Motion Control
- Enhancing Product Development

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# Business Expansion – Technology Leadership

## Patent-based Competitiveness



**Patents enable L3-5 ADAS/AD function**

*as of September 2018*

**19%** of pending patent applications

**3%** of granted patents

**Nexteer ADAS/AD Safety & Performance enabling technology, including:**

- High Availability Electric Power Steering
- Steer-by-Wire
- Stowable Column
- Quiet Wheel™ Steering
- Steering on Demand™ System

LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5
<b>Driver Assistance</b> Driver controls vehicle. Vehicle assist features may be included in the design.	<b>Partial Automation</b> Driver must stay engaged at all times. Vehicle has <u>combined</u> automated features.	<b>Conditional Automation</b> Driver is a necessity, but not required to monitor & must be ready to take control at all times with notice.	<b>High Automation</b> Driver has the option to control the vehicle. Vehicle is capable of performing all driving functions under <u>certain conditions</u> .	<b>Full Automation</b> Driver has the option to control the vehicle. Vehicle is capable of performing all driving functions under <u>all conditions</u> . *



# Business Expansion – Building Alliances

## Intuitive Motion Control – Passenger Vehicles

- Expanded **Customer Market Channel**
  - Collaborative product development & IP Generation
  - Ride and drive with more than **150 evaluators** from **21 OEMs**
- Summer performance demonstration with improvements based on winter testing and customer feedback
- Nexteer Steer by Wire enabling **Quiet Wheel™ Steering**



A CONTINENTAL • NEXTEER  
MOTION CONTROL VENTURE

*Accelerating Trusted Motion Control Through Collaboration*

# Business Expansion – Building Alliances

## Intuitive Motion Control – LCV Market

- Expanded **Customer Market Channel**
  - Light Duty Truck Technology scaled to serve **Class 8** Commercial Vehicles
  - Expanded Market Channel – Global
- Increased Earnings on Legacy Applications
- Launch Ready CY 2019



**WABCO**

*Exclusivity With Leading Global  
Supplier Of CV Technologies*



**PACCAR**

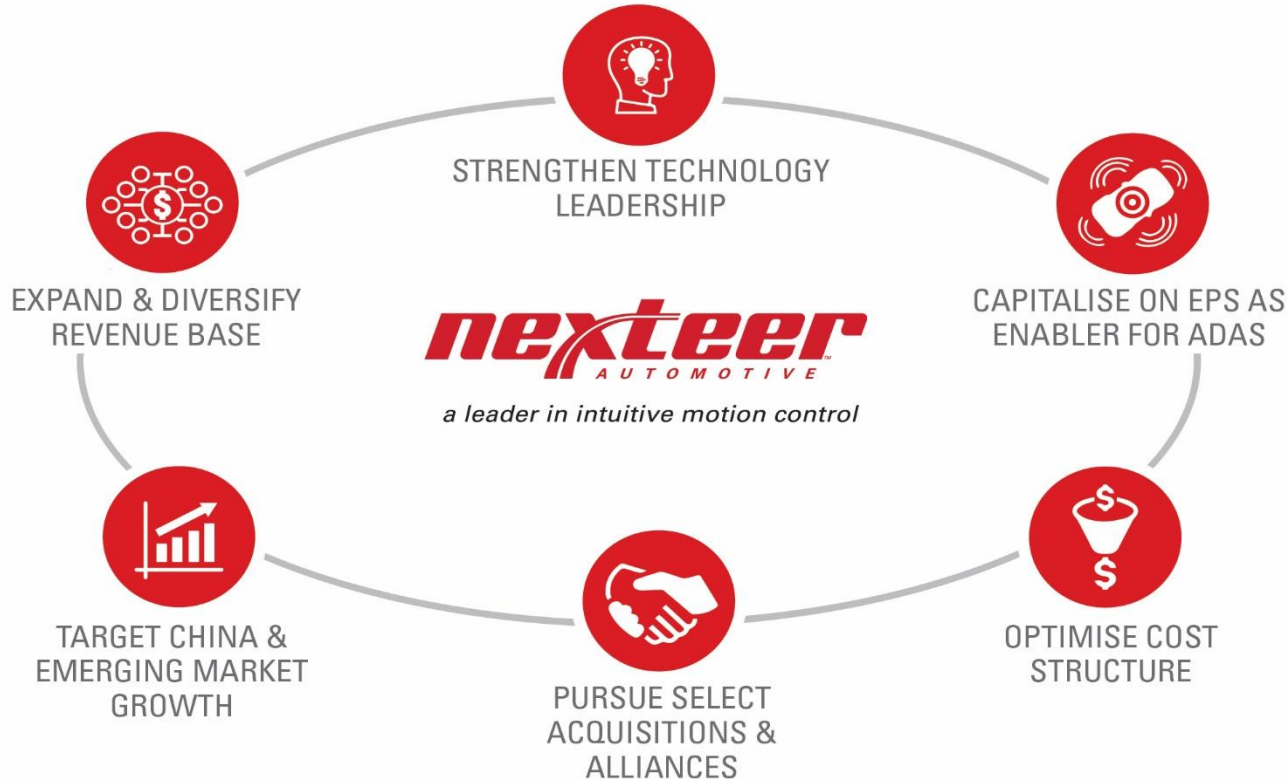


*IAA Show 2018  
Hanover, Germany*

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# STRATEGY FOR PROFITABLE GROWTH



A Well-Defined Plan to Drive Stakeholder Value