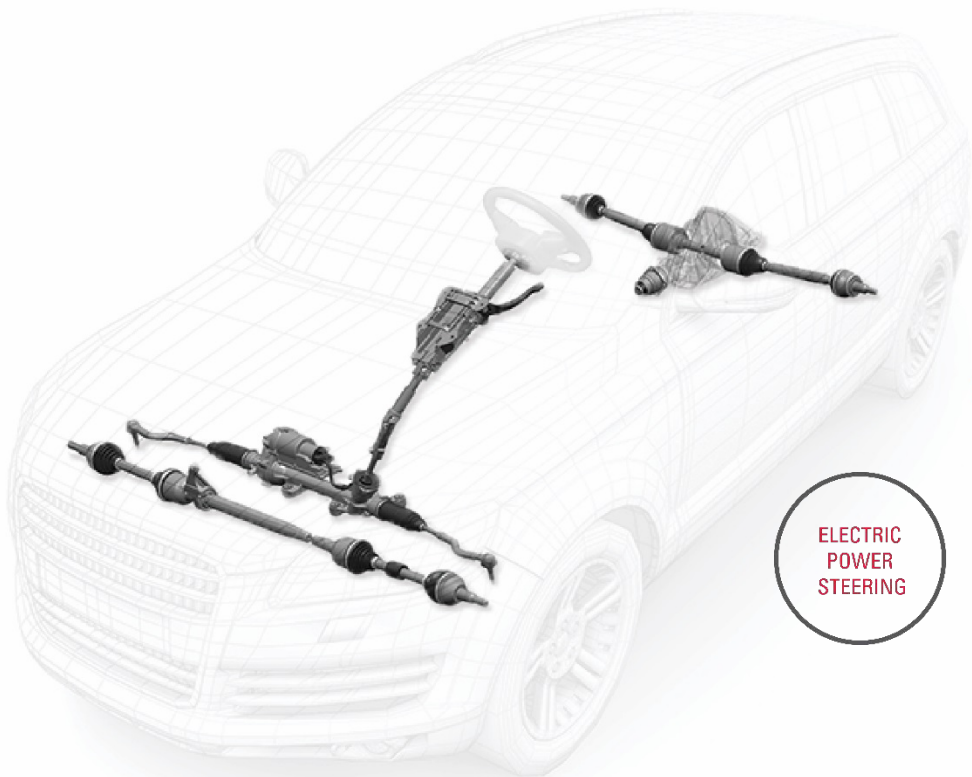




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# 2019 Q1

## Investor Communication

15 April 2019

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**

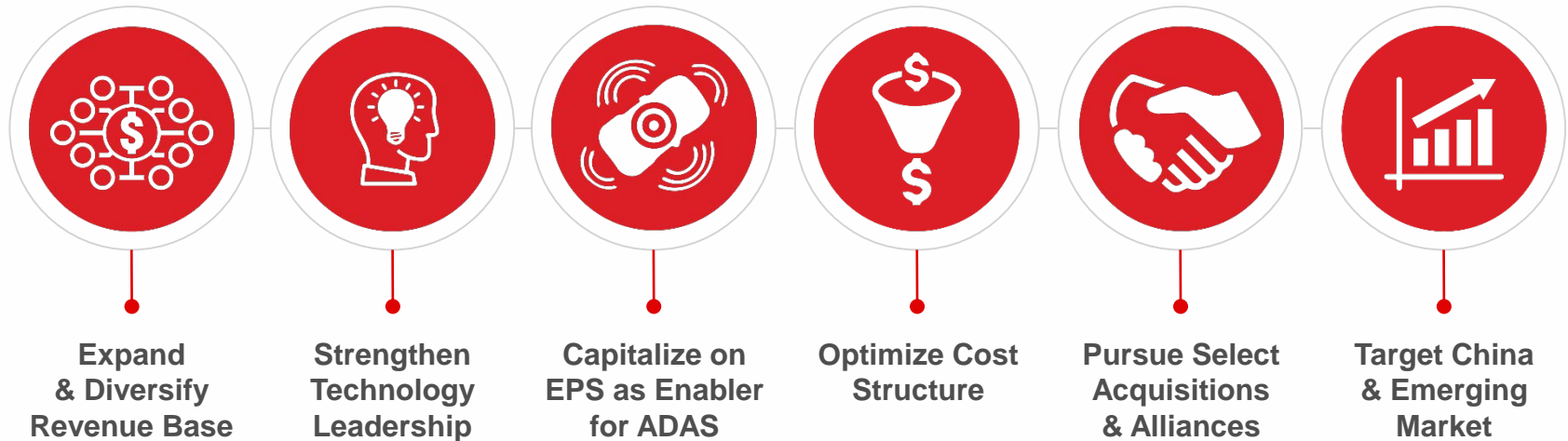
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Senior Vice President  
Chief Financial Officer



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## Strategy for Profitable Growth



**A Well-Defined Plan to Drive Stakeholder Value**



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# Strategy for Profitable Growth

## ■ Business Expansion – Conquest Bookings

- 2018 – 47%
- 2019 – 50% (*projected*)

## ■ Business Rotation

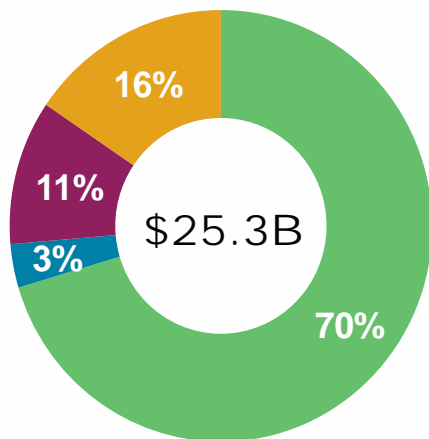
- Customer Diversity
- Product Mix
- Geographies Served

## ■ Operational Efficiencies

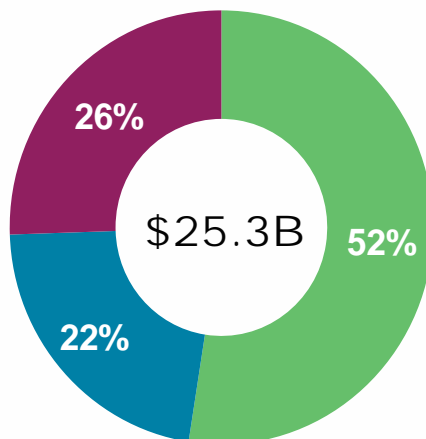
- NA Driveline Focus 2018 – 2019



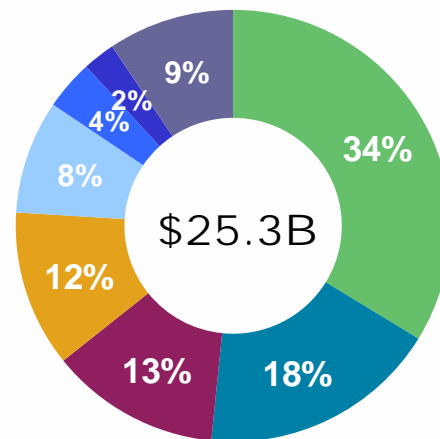
# Achieved \$25.3B Backlog as of March 31, 2019



■ EPS    ■ CIS  
■ HPS    ■ DL



■ N. America  
■ Asia Pacific  
■ EMEA-SA



■ GM    ■ Ford  
■ FCA    ■ BMW  
■ PSA    ■ RNM  
■ SGMW    ■ Others

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

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# Launched 6 Major Programs in Q1 2019



- PSA DS 3 Crossback (B-segment SUV) **SPEPS** in Europe.
- Mahindra XUV300 (B-segment SUV) **Halfshaft** in India.
- Tata Harrier (C-segment SUV) **Halfshaft** and **Pump** in India.
- Nissan DAYZ (A-segment MPV) **Halfshaft** in India.
- Mitsubishi eK Wagon (A-segment MPV) **Halfshaft** in India.



\* Incumbent Business  
New business

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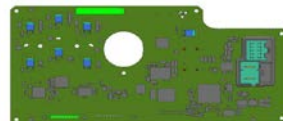
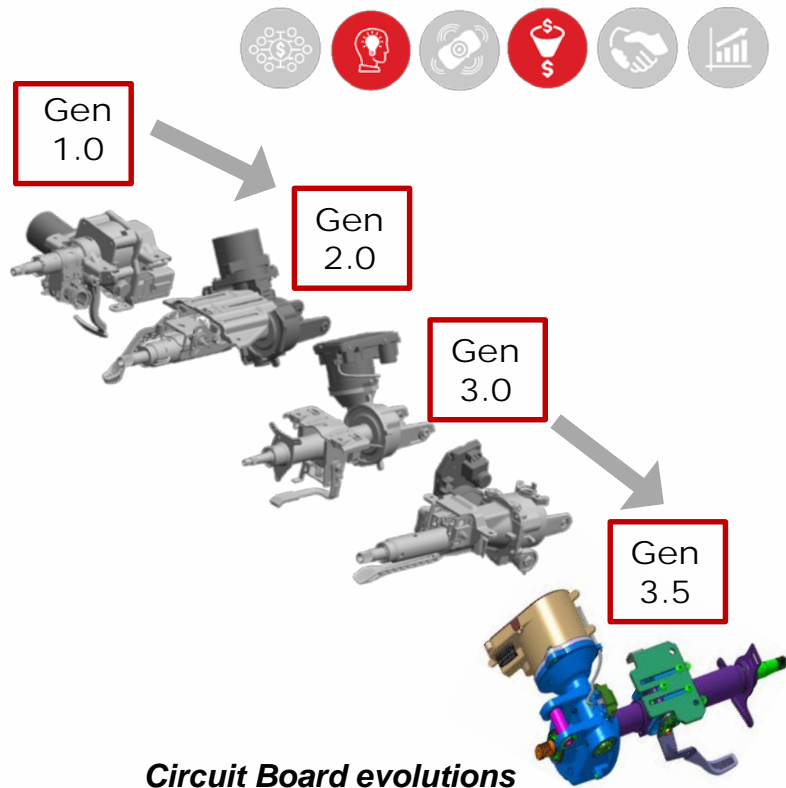
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# Product Highlight

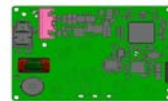
## Brushless Column EPS (BL-CEPS)

### ■ Product Evolution

- **Modular** building blocks enabling scalability, flexibility and reuse
- Reduced **proliferation** / Increased performance
- Increased localization, optimized **material cost**
- Significant future global **backlog** enabled
- **Scheduled launch** China (Q2-19) / Europe (Q2-20)



228 cm<sup>2</sup>



117 cm<sup>2</sup>



95 cm<sup>2</sup>

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# Business Expansion – Mobility Propulsion

## Partnering with GM – Mid Drives For Premium E Bikes



- **GM Vision: Zero Congestion, Zero Emissions**
  - Premium E Bike developed for GM's new vision
  - Pre sale offering in European market now with initial deliveries by mid 2019
  - A foldable, urban mobility style bike
- **Premium E Bike Market Growing Rapidly**
  - Europe: Double size over the next 5 years to over 5M units annually
  - USA: Low volume but at 20% CAGR growth
- **Nexteer to Deliver Mid Drive Assemblies**
  - Motor / Controller / Gearing
  - Entry into E bike customers and derivative mobility product applications

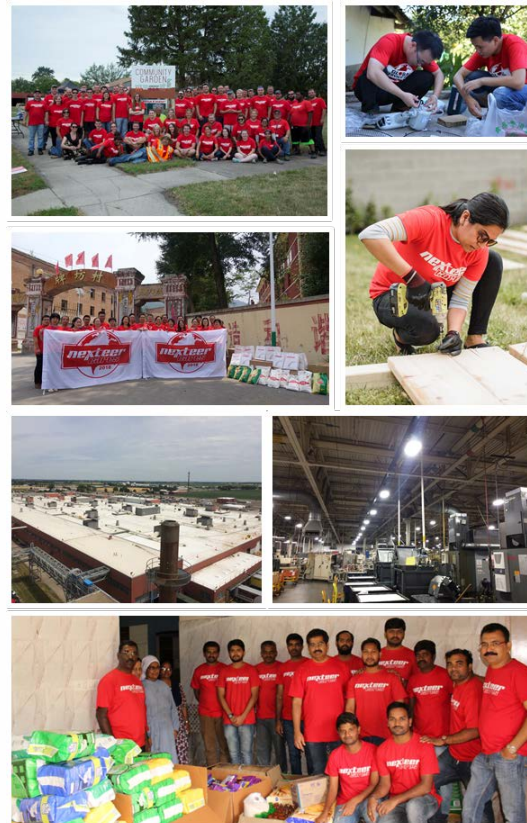


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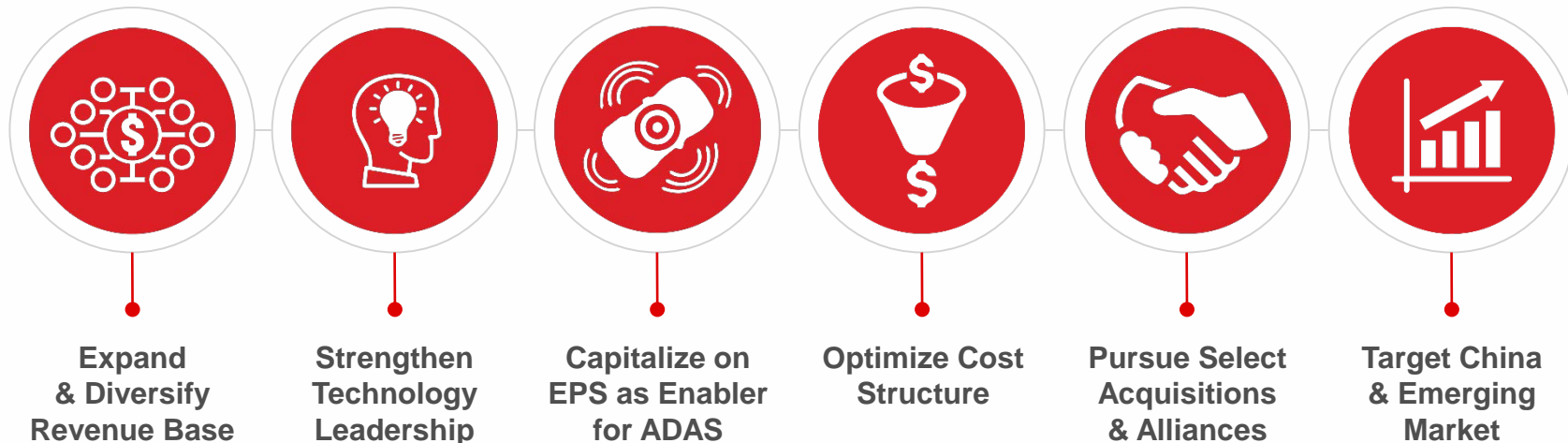
# Corporate Social Responsibility

- Nexteer views CSR as an opportunity, not an obligation
- Driving performance in key areas
  - Environmental, Health and Safety, Business Ethics, Supply Chain Excellence, Value Creation, Community Engagement
- Through sustainable practices, we continue improve our performance
- Key 2018 accomplishments:
  - Highest EcoVadis rating to date, Silver rating
  - Environmental Stewardship Recognition from CDP for continuous improvement in climate change management
  - Great Place to Work Award for our operations in Brazil
  - Friendly Place to Work Award for our operations in Poland
- 2018 Sustainability Report will be published on-line at the end of June





## Strategy for Profitable Growth



**A Well-Defined Plan to Drive Stakeholder Value**