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# **ELECTRIC POWER** STEERING

# 2020 Q1

# Investor Communication

20 April 2020







ADAS & AUTOMATED DRIVING

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#### **Presenters**



ROBIN MILAVEC Senior Vice President Chief Technology Officer Chief Strategy Officer

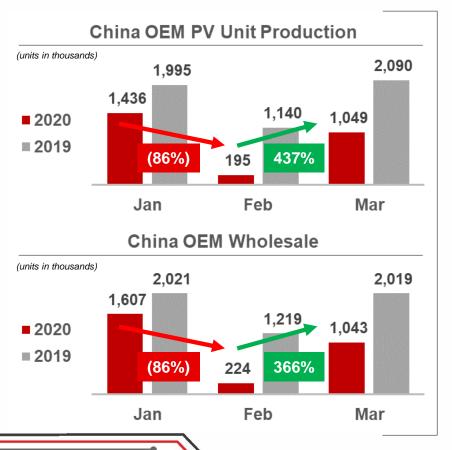


#### **Business Update**

- Current environment largely unchanged from March 30 update
  - NA and EMEASA manufacturing operations currently suspended in compliance with government orders and customer production requirements
- Customer expectations for restart target likely May, yet subject to government restrictions by country
- Expect staged ramp-up of customer production upon restart
- Continue to execute cost and investment constraint
- Nexteer manufacturing restart preparedness in place enhanced employee health and safety protocols



#### Business Update – Q1 2020 China Trend



- Q1 OEM unit production and wholesale activity as reported by CAAM
- March 2020 provided uptrend for both metrics compared with February low
  - Both metrics behind 2019 levels
- IHS Markit expecting slow yet steady recovery in coming months
- Likely similar trend to be experienced in NA and EMEASA post production restart



## **Global Manufacturing Restart Playbook**

#### **Playbook in Place**

- 1. Compilation of best practices identified across multiple-industries
- 2. Further enhances strong Nexteer Quality / Health / Safety policies and protocols already in place
- 3. On-going communication and training with all Nexteer facilities





#### **Global Manufacturing Restart Playbook**

General work instruction created / visual aids posted prominently



#### 2. People Safety



- Daily employee health screening
- Employee education personal and work area cleaning and safety
- PPE provided to all employees
- Minimum work area 6-foot distance or barrier in place; limit job rotations
- Marked worked areas to limit contact; separation in cafeterias, conference rooms, etc.



## Q1 2020 Backlog Update

#### 2019 Snapshot

- 2019 Customer Booking of \$7.0
  Billion; 50% new / conquest wins
- Backlog of \$26.4B at YE 2019

#### **Current Environment**

- 2020 Bookings initially planned to be weighted to second half of year
- OEMs likely to defer timing as current focus on restart / near-term launches
- Volatility / uncertainty = inability to provide reasonable Backlog update



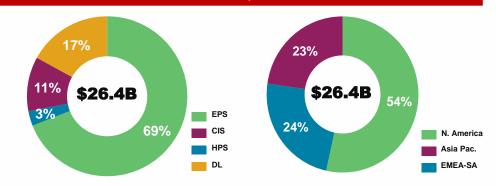


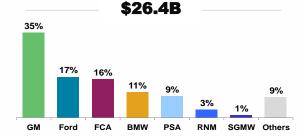


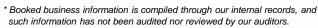




## ORDER-TO-DELIVERY BACKLOG\* AS OF DEC. 31, 2019











## **Dual Pinion EPS Market Application**



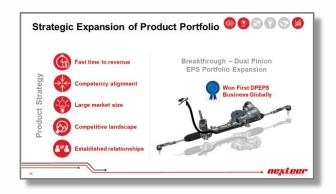




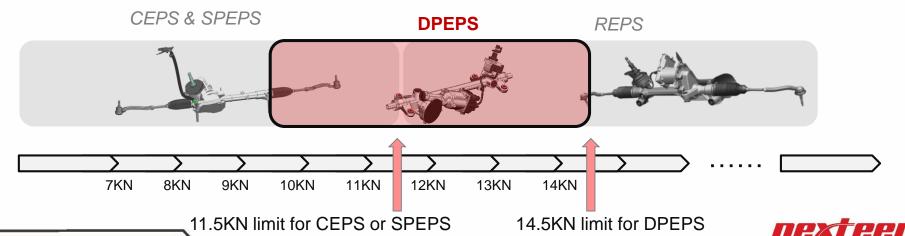


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- Bridges Technologies
- Scalable from 9KN to 14.5KN
- **Cost-efficient** solution (in overlapping load capabilities with Rack EPS)
- Leverages Nexteer's building blocks from market-leading Rack & Single Pinion EPS:
   #1 global position in 2019 for both REPS & SPEPS



#### **Nexteer DPEPS Load Advantage**

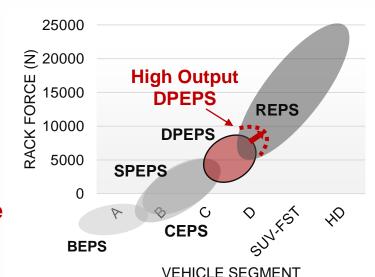




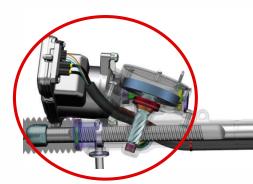




- Achieves higher load capacity than competitors (up to 14.5KN)
- Fully validated on test bench & demonstrated to OEM on SUV and D-Segment sedans
- Launches to market in 2023 on LCV
- Offers cost-efficient option to accommodate
  EVs' heavy loads due to battery mass



Assist side common with SPEPS components



Input side common with REPS components



## **High Output Rack EPS**



#### **Capable of Higher Rack Forces**

 H.O. REPS increases load capacity up to 24kN (vs. standard REPS in production 10kN – 15kN)

# Advantages: Safety, Comfort & Fuel Economy

- Enhanced fuel economy via mass reduction & on-demand engine auto start/stop
- Better steering feel via reduced friction
- Enhanced Safety via High Availability electrical architecture & advanced driver assist features
- Better Consumer Value: Helps OEMs close the "Price-to-Feature Gap" between LD & HD Trucks



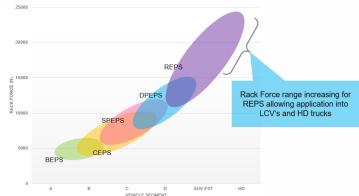








#### **EPS Architectures vs Vehicle Segments**











## 2019 Sustainability Report

# Corporate Sustainability An Opportunity To Differentiate Nexteer

# Focused On 5 Key Performance Areas For Creating Stakeholder Value

 Environmental, Health & Safety, Business Ethics, Supply Chain Excellence, Value Creation, Community Engagement

#### 2019 Achievements

- Highest EcoVadis rating to date moved to 86<sup>th</sup> percentile, Approaching Gold Status
- MotoSolution's Corporate Social Responsibility Award in Poland
- Great Place to Work Awards in Brazil, France, Germany and Italy





#### **Summary**

- Given current information, Q2 2020 may be low-point with potential gradual restart and ramp-up of OEM production in May / June timeframe
- BUT situation remains very fluid and subject to risks and uncertainties beyond our control; government mandates and restrictions and changing customer production and development plans
- Continue to manage cost and investment with focus on cash management and close coordination with customer production plans
- 1H 2020 financial metrics will be negatively impacted significantly when compared with 1H 2019 - although performance not quantifiable currently



## **Nexteer Joins COVID-19 Fight: Prints PPE Components**

## Using 3D Printers in Saginaw, USA & Tychy, Poland to Produce Face Masks & Shields Components

- Donating to local medical facilities
- Produced 900 face masks & 600 face shields as of 4/12
- Increasing to 1,000 per day in Saginaw, MI with injection mold production
- CNXMotion JV also joining effort
- Demonstrates the creativity & compassion of our people & our
  One Nexteer culture to find solutions to help our local
  communities with much needed medical supplies

# THANK YOU TO THE **ONE NEXTEER**TEAM FOR THIS GREAT WORK!











## Automotive World est. 1992

Nexteer supports fight against COVID-19 with medical mask & face shield components production



Nexteer Puts 3D Printers to Work in Fight Against COVID-19



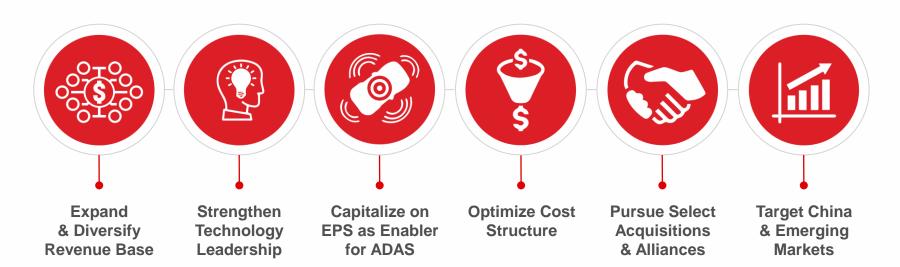








## **Strategy for Profitable Growth**



#### A Well-defined Plan To Drive Stakeholder Value

