

**ELECTRIC
POWER STEERING
&
STEER-BY-WIRE**

**COLUMNS &
INTERMEDIATE
SHAFTS**

**DRIVELINE
SYSTEMS**

SOFTWARE

eDRIVE

**HYDRAULIC
POWER
STEERING**



nexteer
AUTOMOTIVE

a leader in intuitive motion control

2022 Q3

Investor Communication

17 Nov 2022

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In this document, all references to "Bookings" are to our estimation of the value of booked business under contracts that have been awarded to us, but which have not yet begun production. The Bookings 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 Bookings, we also assume that the relevant contracts will be performed in accordance with their terms. Any modification, suspension or cancellation of the contracts related to the Bookings by our customers could have a substantial and immediate effect on the value of the Bookings. The value of Bookings is not a measure defined by International Financial Reporting Standards ("IFRS"), and our methodology for determining the Bookings may not be comparable to the methodology used by other companies in determining the value of their Bookings. While we believe that our current Bookings is a relevant financial metric, we must emphasize that the information in relation to the Bookings included in this document does not constitute any forecast or prediction of our revenue and profits, and the actual future value may differ from the estimated Bookings due to various factors beyond our control. We cannot assure you that our estimated Bookings contained in this document will be indicative of our future operating results.

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Presenters

ROBIN MILAVEC

Executive Board Director
President
Chief Technology Officer
Chief Strategy Officer



MIKE BIERLEIN

Senior Vice President
Chief Financial Officer



Business Wins – Q3 YTD and 2022 Outlook

Key Highlights YTD

- Industry 1st High Volume SbW Program with A Leading Global OEM

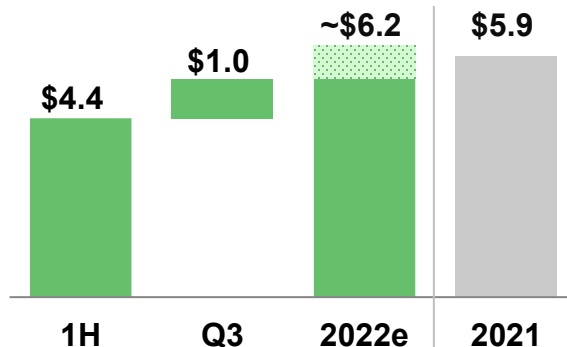
- Premium Products with Chinese OEMs

- Business Wins of New BEV Platform for Trucks/SUVs in NA

Bookings & Full-Year Outlook

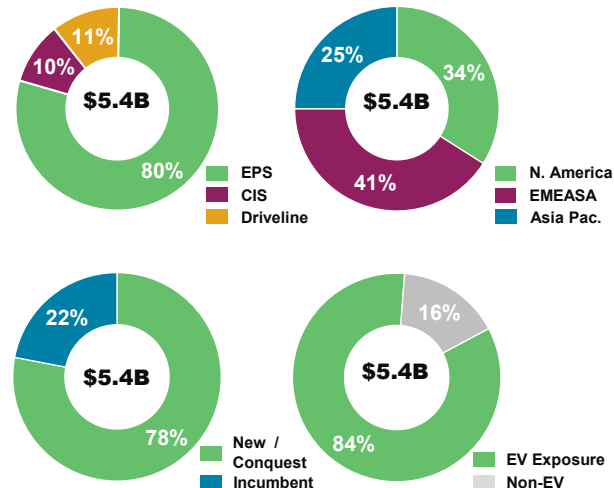
(\$ in billions)

Higher Full-Year Booking Estimate Y/Y

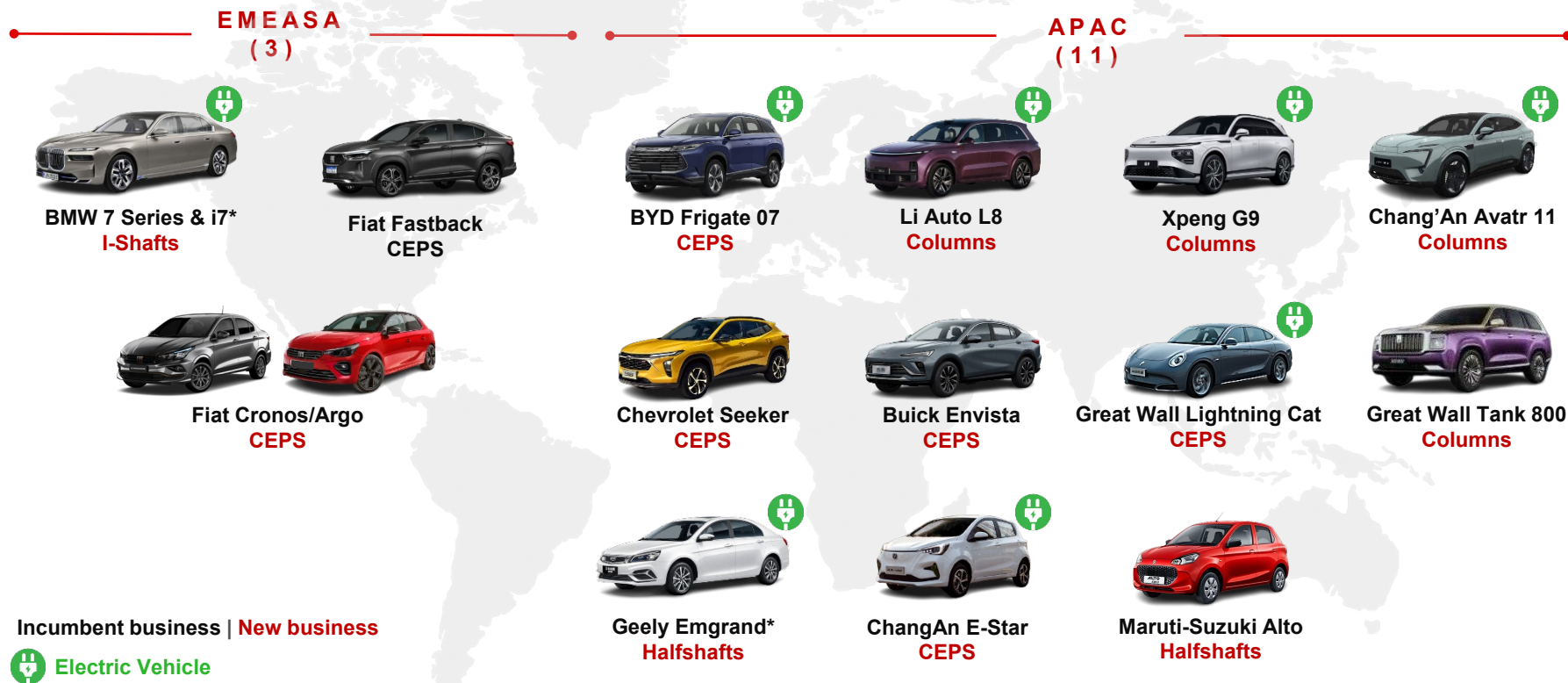


YTD Bookings Composition

(\$ in billions)



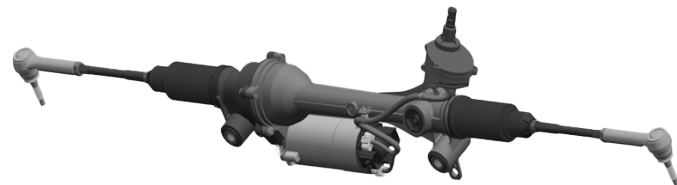
Launched 14 Major Programs in Q3



* Include EV version in addition to ICE

Rack-Assisted EPS Opportunity with Chinese OEMs

<i>Customer</i>	<i>1st SOP</i>	<i>EV</i>	<i>ADAS L3/4 Enabler</i>	<i>Customer Expansion</i>
OEM 1	2021	✓	✓	✓
OEM 2	2023		✓	
OEM 3	2023	✓	✓	
OEM 4	2023	✓	✓	
NEV OEM 5	2023	✓	✓	✓
NEV OEM 6	2023	✓	✓	✓
NEV OEM 7	2023	✓	✓	✓
OEM 8	2024	✓	✓	
NEV OEM 9	2024	✓	✓	✓



Strong model cycle of local OEMs

Meets superior configuration for electrification & performance

Local market readiness based on modular design

Capitalizing on Premium Technology Seizes Unique Growth Opportunity with China's Market Conversion to REPS

GLOBAL PRODUCTION MILESTONE

As of Q3

1 Million Milestone

Global EPS Milestone

1 MILLION
SPEPS
&
1 MILLION
DRIVELINE



KENITRA, MOROCCO

1 MILLION
DRIVELINE



CHENNAI, INDIA

1 MILLION
CEPS



PORTO ALEGRE, BRAZIL



90 MILLION

ELECTRIC POWER STEERING
UNITS



Balanced Manufacturing Footprint



Closer to Customers



Higher Efficiency

Q3 Production and 2H Outlook

OEM Production Volumes Rebounded Y/Y and Q/Q in Q3 2022

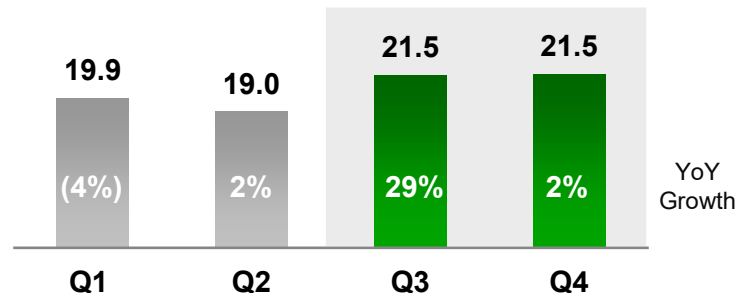
- Global Q3 production increased by 29% Y/Y due to a low base in Q3 2021
- Q3 production increased by 13% Q/Q driven by China

All Regions Forecasting Improvement in 2H vs 1H 2022

- NA: Volume growth expected to remain
- APAC/China: Full year production outlook raised compared with previous forecasts
- EMEASA: Remain flat impacted by energy crisis and geopolitical conflict

2022 Quarterly Global Light Vehicle Production

(Units in millions)



Regional Production Forecast

(Units in millions)

	2H 2022E	1H 2022	H/H %	FY 2022E	FY 2021	Y/Y %
Global	43.0	39.0	10%	82.0	77.2	6%
NA	7.2	7.1	1%	14.3	13.0	9%
China	14.9	11.7	27%	26.7	24.8	7%
APAC	25.5	21.5	18%	47.0	43.6	8%
EMEASA*	9.2	9.2	0%	18.4	18.5	-1%

*EMEASA includes Europe and South America

Source: Nov 2022 IHS Markit Ltd.

2022 Operating Environment

Tailwinds

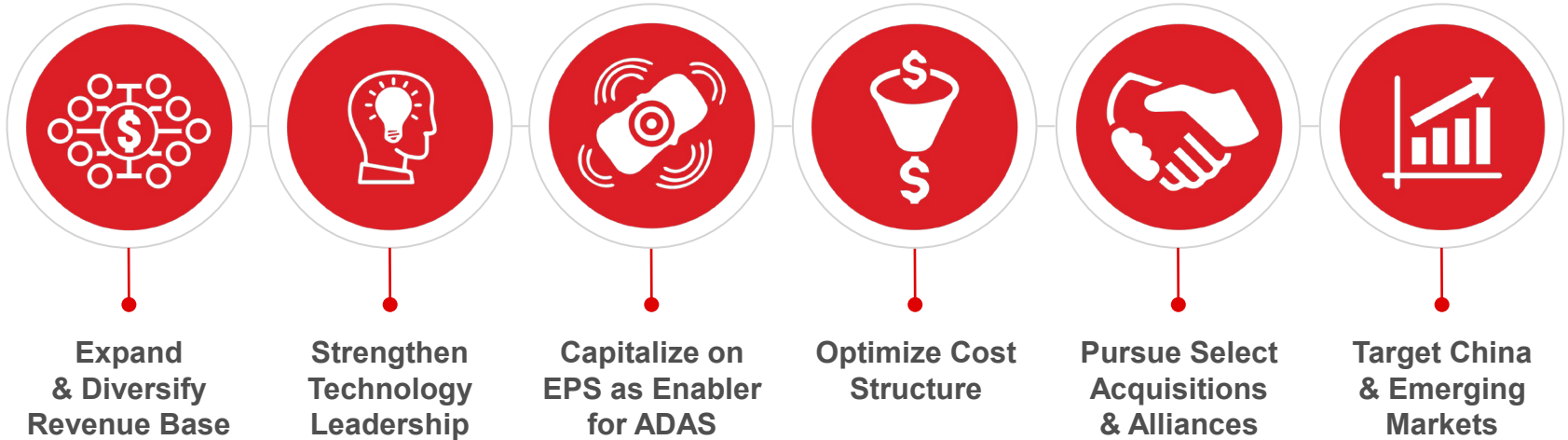
- Product volumes increasing
- Vehicle inventory still at lower levels
- New program launches generating above market revenue growth
- Disciplined approach with capital spending
- Effective inventory management

Monitoring

- Cost inflation (material, energy, etc.)
- Customer negotiations to recover inflationary costs
- Lingering supply chain constraints
- Central banks monetary policies increasing interest rates

**Above Market Revenue Growth
Amid Challenging Near-Term Environment**

Strategy for Profitable Growth



A well-defined plan to drive stakeholder value