VITESCO TECHNOLOGIES OVERVIEW

€9.1 billion
FY2018 sales

>40,000
employees

By business unit in FY2018:

- **Electrification Technology**
  - 2%
- **Sensing & Actuation**
  - 35%
- **Electronic Controls**
  - 50%
- **Contract Manufacturing\(^1\)**
  - 13%

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**Leading global provider**

of propulsion solutions to make driving more efficient, cleaner and convenient

**Electrification pioneer**

with >10 years of field experience and a portfolio covering all major current and future scenarios

**Electronics champion**

with strong DNA in electronics, mechatronics and software

**Strong position**

in electronic control systems, sensing technologies, actuators and exhaust after-treatment

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Source: Company information. Notes: \(^1\) The Contract Manufacturing business unit comprises legacy manufacturing of Continental AG products in Vitesco Technologies locations as a remainder of the carve-out and will be phased out over time.
FUTURE MOBILITY IS ELECTRIFIED

PROPULSION SHARES

2018

2020

2022

2025

Battery Electric
Plug-In Hybrid
Full Hybrid
48V Mild Hybrid
Pure ICE

BATTERY ELECTRIC

HYBRID

PURE INTERNAL COMBUSTION ENGINE

Source: Company Data Analysis. Notes: Data represents expected outlook on propulsion shares in global light vehicle production by units.
Vitesco Technologies reported 2018 Contract manufacturing with Continental AG Non-core ICE technology Vitesco Technologies core 2018\(^2\) Vitesco Technologies core mid-term target\(^2\)

Source: Company information. Notes: ICE: Internal Combustion Engine. Sales as per end of FY2018. \(^1\) Majority of phase-out planned to be completed within the next decade, timeline may vary depending on strategic decisions and customer demand; \(^2\) Excluding non-core ICE technology and Contract Manufacturing
### STRONG FOUNDATION FROM CORE TECHNOLOGIES FOR THE ELECTRIFIED FUTURE

<table>
<thead>
<tr>
<th></th>
<th>Electronic Controls</th>
<th>Sensing &amp; Actuation</th>
<th>Electrification Technology</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td>€2.9 bn</td>
<td>€2.4 bn</td>
<td>€0.2 bn</td>
<td>€5.5 bn</td>
</tr>
<tr>
<td><strong>Adj. EBITDA margin</strong></td>
<td>14.9%</td>
<td>17.5%</td>
<td>-172.3%</td>
<td>9.6%</td>
</tr>
<tr>
<td><strong>Backlog</strong></td>
<td>€21.3 bn</td>
<td>€13.3 bn</td>
<td>€5.3 bn</td>
<td>€39.9 bn</td>
</tr>
</tbody>
</table>

Source: Company information. Notes: Sales, backlog and adj. EBITDA margin excluding non-core ICE technology and Contract Manufacturing as per end of FY2018. Adjusted EBITDA margin before consolidation and special effects. Backlog defined as sum of cumulative order intake not yet booked as sales.
VITESCO TECHNOLOGIES: AN ELECTRONICS CHAMPION READY FOR GROWTH IN THE ELECTRIFIED FUTURE

Electronics champion
64% electronics content of total backlog\(^1\)

Electrification pioneer
€2.0 bn invested in electrification\(^2\) with €5.3 bn electrification backlog\(^1\)

Strong underlying business
€5.3 bn sales
16.3% adj. EBITDA margin

Future-proof skillset
7,300 engineers
thereof 4,300 software and systems\(^3\)

All electrification scenarios
covered by broad portfolio

Market leader
Top 1 or 2 position in >66% of underlying business sales\(^4\)

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Source: Company information. Notes: Sales and adj. EBITDA margin excluding non-core ICE technology, Contract Manufacturing and Electrification Technology as per end of FY2018. Adjusted EBITDA margin before consolidation and special effects. \(^1\) Backlog of Electrification Technology as per end of FY2018. Total backlog as per end of FY2018: €55.6 bn. Backlog defined as sum of cumulative order intake not yet booked as sales; \(^2\) FY2008-FY2018 cumulative neg. EBIT, thereof more than 750mn in FY2016-2018; \(^3\) Number of engineers as per end of FY2018; \(^4\) Based on company estimate of market positions as per FY2018.
BUILDING AN ELECTRIFICATION POWERHOUSE

1. Leading the transition toward electric mobility
2. Profitable underlying business enabling above-market growth
3. Radical measures and decisive actions to foster value creation
4. Clear vision delivered by new management with strong track record
5. Positioned to achieve superior growth with attractive cash generation
LEADING THE TRANSITION TOWARD ELECTRIC MOBILITY
SUCCESSFULLY CAPITALIZING ON MARKET OPPORTUNITIES

Market Drivers

- **Worldwide regulation** requires significantly lower CO₂ and pollutant emissions
- OEMs adjust their fleet strategies faster and more radically
- Societal pressure for change increases

Our solutions enable the transformation

Propulsion Evolution

- ~30-40% of all new vehicles worldwide will be hybrid or electric by 2025¹
- Pure ICE share in new vehicles will go down by up to 35 percentage points from 2018 to 2025¹

Our portfolio covers all scenarios

Vehicle Content

- Increase of average total content value per vehicle by 26% from 2018 to 2025 mainly driven by electrification²
- All future propulsion technologies heavily rely on electronics

Electronics is our DNA

Source: Company information. Notes: ¹ BCG, “Who will drive electric cars to the tipping point?”, January 2020; Company Data Analysis; ² McKinsey, Reboost, October 2019
# FIRST SUPPLIER TO FULLY EMBRACE THE TRANSITION TOWARD ELECTRIC MOBILITY

<table>
<thead>
<tr>
<th>Coverage of Electrification Components</th>
<th>Investment in Electrification</th>
<th>Backlog in Electrification</th>
</tr>
</thead>
<tbody>
<tr>
<td>~80%</td>
<td>€2.0 billion</td>
<td>€5.3 billion</td>
</tr>
</tbody>
</table>

## Backlog of Electrification Technology as per end of FY2018
Backlog defined as sum of cumulative order intake not yet booked as sales.

## Investment in Electrification
- First 48V Drive in Europe
- 48V High Power Demonstrator: Electric driving with 48V

## Full Hybrid, Plug-In Hybrid & Battery Electric Vehicle
- First lithium-ion battery system worldwide for a full hybrid
- First power electronics in Europe for a lithium-ion full hybrid
- First electric drive in Europe for a battery electric vehicle

## 48V Mild Hybrid
- First 48V drive in Europe

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2011</th>
<th>2013</th>
<th>2015</th>
<th>2017</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>48V High Power Demonstrator</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Integrated Axle Drive</td>
<td>o Highest power density</td>
<td>o Lowest weight in its power class</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Key Points
- **Coverage of Electrification Components**: ~80%
- **Backlog in Electrification**: €5.3 billion
- **Investment in Electrification**: €2.0 billion

**Source**: Company information. Notes: Cumulative units sold for several product generations. “First” meaning first mass market application. Backlog of Electrification Technology as per end of FY2018. Backlog defined as sum of cumulative order intake not yet booked as sales. ¹ FY2008-FY2018 cumulative negativity EBIT, thereof more than 750mn in the past three years; ² Number of electrification components which are exclusively applied in electrified vehicles, according to McKinsey Reboost, October 2019, with these components Vitesco Technologies can address an estimated market of ~€30-45 bn in 2025 according to Company Data Analysis.
LEADING SOLUTIONS FOR ALL ELECTRIFICATION TYPES

Electrification: Key offering
System supplier offering full range from battery management to drive

- 48V Belt Starter Generator
- 48V DC/DC Converter
- 48V Battery Pack

Integrated axle drive and components from battery management to charging and power electronics

- 48V Belt Starter Generator
- 48V DC/DC Converter
- 48V Battery Pack

- HV Inverter
- HV DC/DC Converter
- HV Battery Management
- HV Battery Junction Box
- HV Electric Axle Drive System
- Integrated Power Electronics & Charging

Source: Company information. Notes: HV: High Voltage. CO₂ savings relate to “tank to wheel” potential vs. pure combustion vehicle based on WLTP (World Harmonized Light-Duty Vehicles Test Procedure)
VITESCO TECHNOLOGIES’ PORTFOLIO OFFERS SUPERIOR CPV OPPORTUNITIES IN ANY FUTURE SCENARIO

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2025</th>
<th>2025</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ICE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CPV (in €)</td>
<td>€510</td>
<td>€1,040</td>
<td>€1,700</td>
<td>€2,200</td>
</tr>
<tr>
<td><strong>48V Mild Hybrid</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2x ICE 2018</td>
<td></td>
<td></td>
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<tr>
<td><strong>Plug-In Hybrid</strong></td>
<td></td>
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<td></td>
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<tr>
<td>3x ICE 2018</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td><strong>Battery Electric Vehicle</strong></td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>4x ICE 2018</td>
<td></td>
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</tbody>
</table>

VITESCO TECHNOLOGIES PRESENT IN MAJORITY OF TOP 10 ELECTRIFIED PLATFORMS FOR KEY ARCHITECTURES

### 48V Mild Hybrid
- **6/10**

### Plug-In Hybrid
- **8/10**

### Battery Electric Vehicle
- **8/10**

Vitesco Technologies supplies one or more components from the following product groups:
- Electrification Technology (BU ET)
- Electronic Controllers (BU EC)
- Thermal Management (BU S&A)

Examples:

Source: Company information, IHS Markit – Automotive Alternative Propulsion Forecast, October 10, 2019. Notes: Presence subject to OEM sourcing strategy (single- or multiple-source) and vehicle configuration (e.g. manual or automatic transmission)
POSITIONED TO OUTGROW THE POWERTRAIN MARKET DUE TO A FAVORABLE PRODUCT MIX

- Worldwide production slowing down
- Higher value of electrification content
- Clear electrification strategy with an attractive portfolio mix

CAGR 2018-2025E

<table>
<thead>
<tr>
<th>Light vehicle production worldwide¹</th>
<th>Light vehicle powertrain market incl. batteries worldwide¹</th>
<th>Vitesco Technologies core mid-term target²</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.3%</td>
<td>4.7%</td>
<td>4.7%</td>
</tr>
</tbody>
</table>

Source: Company information. Notes: ¹ McKinsey, Reboost, October 2019; ² Excluding non-core ICE technology and Contract Manufacturing
PROFITABLE UNDERLYING BUSINESS ENABLING ABOVE-MARKET GROWTH
CASH GENERATIVE UNDERLYING BUSINESS PROVIDES MEANS AND EXPERTISE

€5.3 billion
Underlying Business Sales

>65%
Cash Conversion\(^1\)

>66%
of sales\(^2\)
Top 1 or 2 Market Position\(^3\)

Electronic Controls

Brain of the powertrain assuring efficiency, performance and convenience

Sensing & Actuation

Eyes and hands of the powertrain, allowing precise control

- Transmission Control Units
- Engine Control Units

NO\(_x\) Sensors
Flex Fuel, Active High Temperature, Knock Sensors
Electronic Throttle Controls

Source: Company information. Notes: Sales excluding non-core ICE technology, Contract Manufacturing and Electrification Technology as per end of FY2018. Global positions based on company estimate market share data.

\(^1\) Defined as (Adj. EBITDA – Capex) / Adj. EBITDA, arithmetic mean FY2017-FY2018;

\(^2\) Represents underlying business sales;

\(^3\) Based on company estimate of market positions as per FY2018.
LEVERAGING EXISTING CORE COMPETENCIES
TO CAPTURE ADDITIONAL FUTURE OPPORTUNITIES

Established carry-over to non-LV

Commercial vehicle
- Engine Control Units
- After-treatment Control Units
- Transmission Control Units
- Sensors
- Actuators
- Catalysts

Two-wheeler
- Engine Control Units
- Sensors
- Actuators
- Catalysts

Short-term

Electrification application

Master Controller

Hybrid Transmission Electronics

Mid- to long-term

Fuel cell application

Redeployment of combustion components to heavy and light duty vehicles (e.g. Air Path, Fluid, Electronics, …)

Thermal Management

Clean Air Solutions

100% high voltage electrification portfolio

Source: Company information
RADICAL MEASURES AND DECISIVE ACTIONS TO FOSTER VALUE CREATION

- Contract Manufacturing with Continental AG
- Non-core ICE technology
- Vitesco Technologies core 2018
- Electrification Technology
- Underlying business
- Vitesco Technologies core mid-term target
EXECUTION OF A CLEAR ELECTRIFICATION STRATEGY
FOCUSBING ON PROFITABILITY AND OPTIMIZING INVESTMENTS

<table>
<thead>
<tr>
<th>Improvement Program on current business</th>
<th>Execution of Electrification Strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Design</td>
<td>▪ Modular design → time to market</td>
</tr>
<tr>
<td></td>
<td>▪ Platform approach → scale</td>
</tr>
<tr>
<td></td>
<td>▪ Increased efficiency → range</td>
</tr>
<tr>
<td>Bill of Material $↓</td>
<td>▪ Make/Buy/Partner → reduced cost</td>
</tr>
<tr>
<td>Robustness $↑</td>
<td>▪ Simplified processes → reduced cost</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>▪ Scalable performance classes → offering</td>
</tr>
<tr>
<td></td>
<td>▪ Modular products → scale &amp; offer</td>
</tr>
<tr>
<td></td>
<td>▪ Robust for electrification scenarios</td>
</tr>
<tr>
<td>Manufacturing Cost $↓</td>
<td>▪ Strict hurdle rates → profitability</td>
</tr>
<tr>
<td></td>
<td>▪ Co-Invest → invest control</td>
</tr>
</tbody>
</table>

Source: Company information

Improvements achieved across entire portfolio and numerous customer projects

Manufacturing Cost $↓

Portfolio

Order Book

Source: Company information
**DECISION TO EXIT/PHASE OUT NON-CORE BUSINESSES**

**Contract Manufacturing for Continental AG**

Legacy manufacturing of Continental AG products in Vitesco Technologies as a remainder of the carve-out

Profitability largely offset on group level by business currently outsourced to Continental AG

- **€1.2 bn sales** → **Phase-Out**

**Non-core ICE technology**

Combustion products with limited long-term market perspective
- Injector, High Pressure Pump
- Fuel Delivery
- Selective Catalytic Reduction Systems
- Turbocharger

Profitability: €3 mn Adj. EBITDA

- **€2.5 bn sales** → **Exit / Phase-Out**

Base case scenario with upside potential through strategic options

Source: Company information. Notes: Majority of phase-out planned to be completed within the next decade, timeline may vary depending on strategic decisions and customer demand; ICE: Internal Combustion Engine. Sales and adj. EBITDA as per end of FY2018. Adj. EBITDA before consolidation and special effects.
GLOBAL FOOTPRINT RATIONALIZATION AND CONTINUOUS FOCUS ON OPERATIONAL EXCELLENCE

**Focus areas**

- Local production for local demand approach
- Plant consolidation / shift towards BCC
- Advanced robotics applications

**Target**

<table>
<thead>
<tr>
<th>2018</th>
<th>Mid- to long-term</th>
</tr>
</thead>
<tbody>
<tr>
<td>31 plants</td>
<td>24 plants</td>
</tr>
</tbody>
</table>

Commitment to operational excellence: Continuous focus on operational efficiency and cost control along the P&L structure to maintain and improve profitability.

Source: Company information. Notes: BCC: Best Cost Country. BCC shares reflect planned share in sales produced in best cost countries.
CLEAR VISION DELIVERED BY NEW MANAGEMENT WITH A STRONG TRACK RECORD
EXPERIENCED MANAGEMENT COMMITTED TO DELIVER ON THEIR VISION: ELECTRIFIED. EMOTION. EVERYWHERE.

<table>
<thead>
<tr>
<th>Relevant experience</th>
<th>&gt;30 years</th>
<th>&gt;30 years</th>
<th>&gt;25 years</th>
<th>&gt;20 years</th>
<th>&gt;25 years</th>
<th>&gt;25 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Track record</td>
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<tr>
<td>o Transformed Body &amp; Security business: 2x sales(^1), 2x EBIT margin(^1)</td>
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<td></td>
<td></td>
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<tr>
<td>o Carved-out part of Continental’s business</td>
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<tr>
<td>o Strengthened Chassis &amp; Safety division: 2x sales at attractive profitability(^1)</td>
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<tr>
<td>o Supported profitable growth with advanced driver assistance systems</td>
<td></td>
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<tr>
<td>o Restructured Continental’s tire dealer business in Germany</td>
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<tr>
<td>o Successfully led the integration of 63,000 Siemens VDO employees into Continental</td>
<td></td>
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</tr>
<tr>
<td>o Turned around after-treatment Actuator business from negative to double digit EBIT margin(^1)</td>
<td></td>
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<tr>
<td>o Led the introduction of new Actuator applications for electric vehicles</td>
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<tr>
<td>o Reduced R&amp;D to sales ratio(^2) for System Program business</td>
<td></td>
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<tr>
<td>o Pioneered in Multicore and AutoSAR-based Controls</td>
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<td></td>
</tr>
<tr>
<td>o Transformed Sensing &amp; Actuation business: 2x sales(^1), ~6x EBIT margin(^1)</td>
<td></td>
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<tr>
<td>o Founded innovative NO(_x) Sensor business and positioned VT as #1 in the market</td>
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</tr>
</tbody>
</table>

Source: Company information. Notes: 1 Increase of sales and EBIT margin in FY2018 compared to sales and EBIT margin in FY2010; 2 Decrease of R&D to sales ratio in FY2018 compared to R&D to sales ratio in FY2012
POSITIONED TO ACHIEVE SUPERIOR GROWTH WITH ATTRACTIVE CASH GENERATION
UNDERLYING BUSINESS TO FUND TRANSITION INTO ELECTRIFICATION

Source: Company information. Notes: ICE: Internal Combustion Engine; Sales as per end of FY2018
## FY2018 financials

<table>
<thead>
<tr>
<th></th>
<th>Sales (€ mn)</th>
<th>Adj. EBITDA (€ mn)</th>
<th>Capex (% of sales)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electrification Technology</td>
<td>197</td>
<td>-172.3%</td>
<td>23.0%</td>
</tr>
<tr>
<td></td>
<td>3,226</td>
<td>12.2%</td>
<td>7.1%</td>
</tr>
<tr>
<td></td>
<td>2,392</td>
<td>17.5%</td>
<td>7.0%</td>
</tr>
<tr>
<td></td>
<td>834</td>
<td>-2.9%</td>
<td>7.4%</td>
</tr>
<tr>
<td>Sensing &amp; Actuation</td>
<td>4,568</td>
<td>10.2%</td>
<td>6.9%</td>
</tr>
<tr>
<td></td>
<td>2,948</td>
<td>14.9%</td>
<td>5.3%</td>
</tr>
<tr>
<td></td>
<td>1,620</td>
<td>1.7%</td>
<td>9.7%</td>
</tr>
<tr>
<td></td>
<td>1,225</td>
<td>9.9%</td>
<td>7.9%</td>
</tr>
<tr>
<td>Electronic Controls</td>
<td>9,143</td>
<td>7.1%</td>
<td>7.5%</td>
</tr>
<tr>
<td></td>
<td>5,465</td>
<td>9.6%</td>
<td>6.7%</td>
</tr>
</tbody>
</table>

## Mid-term target

<table>
<thead>
<tr>
<th></th>
<th>Sales (€ mn)</th>
<th>Adj. EBITDA (€ mn)</th>
<th>Capex (% of sales)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electrification Technology</td>
<td></td>
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<tr>
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<tr>
<td>Sensing &amp; Actuation</td>
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<td></td>
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<tr>
<td>Electronic Controls</td>
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<tr>
<td>Contract Manufacturing</td>
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<td></td>
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<tr>
<td>Vitesco Technologies</td>
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</tr>
</tbody>
</table>

Source: Company information. Notes: ¹ Includes group consolidation; ² Includes Electrification Technology, Sensing & Actuation core and Electronic Controls core; ³ Before consolidation and special effects.

**POSITIONED TO ACHIEVE SUPERIOR GROWTH WITH ATTRACTIVE CASH GENERATION**
BUILDING AN ELECTRIFICATION POWERHOUSE

1. Leading the transition toward electric mobility
   - €5.3 bn electrification backlog

2. Profitable underlying business enabling above-market growth
   - 16.3% adj. EBITDA margin

3. Radical measures and decisive actions to foster value creation
   - Exit / phase-out of €2.5 bn non-core sales

4. Clear vision delivered by new management with strong track record
   - ELECTRIFIED. EMOTION. EVERYWHERE.

5. Positioned to achieve superior growth with attractive cash generation
   - >65% cash conversion

Source: Company information. Notes: Adj. EBITDA margin excluding non-core ICE technology, Contract Manufacturing and Electrification Technology as per end of FY2018. Adjusted EBITDA margin before consolidation and special effects. ¹ Backlog of Electrification Technology as per end of FY2018. Backlog defined as sum of cumulative order intake not yet booked as sales; ² Defined as (Adj. EBITDA – Capex) / Adj. EBITDA, arithmetic mean FY2017-FY2018.
POSITIONED TO ACHIEVE SUPERIOR GROWTH WITH ATTRACTIVE CASH GENERATION (CONT’D)

<table>
<thead>
<tr>
<th>9M2019 financials</th>
<th>Sales</th>
<th>Adj. EBITDA</th>
<th>Capex</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€ mn</td>
<td>% of sales</td>
<td>€ mn</td>
</tr>
<tr>
<td>Electrification Technology</td>
<td>189</td>
<td>-117.8%</td>
<td>-222</td>
</tr>
<tr>
<td>Sensing &amp; Actuation</td>
<td>2,439</td>
<td>13.2%</td>
<td>323</td>
</tr>
<tr>
<td>of which core</td>
<td>1,825</td>
<td>17.0%</td>
<td>310</td>
</tr>
<tr>
<td>of which non-core ICE technology</td>
<td>614</td>
<td>2.1%</td>
<td>13</td>
</tr>
<tr>
<td>Electronic Controls</td>
<td>3,212</td>
<td>4.9%</td>
<td>156</td>
</tr>
<tr>
<td>of which core</td>
<td>2,068</td>
<td>12.3%</td>
<td>254</td>
</tr>
<tr>
<td>of which non-core ICE technology</td>
<td>1,144</td>
<td>-8.6%</td>
<td>-98</td>
</tr>
<tr>
<td>Contract Manufacturing</td>
<td>1,002</td>
<td>8.5%</td>
<td>85</td>
</tr>
<tr>
<td>Vitesco Technologies</td>
<td>6,828</td>
<td>5.0%</td>
<td>341</td>
</tr>
<tr>
<td>of which core²</td>
<td>4,068</td>
<td>8.4%</td>
<td>341</td>
</tr>
</tbody>
</table>

Source: Company information. Notes: ¹ Includes group consolidation; ² Includes Electrification Technology, Sensing & Actuation core and Electronic Controls core; ³ Before consolidation and special effects
## SUMMARY OF REPORTED HISTORICAL FINANCIALS

### Reported financials (in € mn)

<table>
<thead>
<tr>
<th></th>
<th>FY2017</th>
<th>FY2018</th>
<th>9M2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (€ mn)</td>
<td>9,083</td>
<td>9,143</td>
<td>6,828</td>
</tr>
<tr>
<td>% growth</td>
<td>-</td>
<td>0.7%</td>
<td>-</td>
</tr>
<tr>
<td>Adj. EBITDA¹ (%)</td>
<td>879</td>
<td>646</td>
<td>341</td>
</tr>
<tr>
<td>% margin</td>
<td>9.7%</td>
<td>7.1%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Adj. EBIT² (%)</td>
<td>487</td>
<td>225</td>
<td>-8</td>
</tr>
<tr>
<td>% margin</td>
<td>5.4%</td>
<td>2.5%</td>
<td>-0.1%</td>
</tr>
<tr>
<td>Capex (€ mn)</td>
<td>689</td>
<td>684</td>
<td>548</td>
</tr>
<tr>
<td>% sales</td>
<td>7.6%</td>
<td>7.5%</td>
<td>8.0%</td>
</tr>
</tbody>
</table>

### Order intake (in € bn)

<table>
<thead>
<tr>
<th></th>
<th>FY2017</th>
<th>FY2018</th>
<th>9M2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake (€ bn)</td>
<td>1.7x</td>
<td>1.4x</td>
<td>1.1x</td>
</tr>
<tr>
<td>FY2017</td>
<td>13.4</td>
<td>11.4</td>
<td>6.2</td>
</tr>
<tr>
<td>FY2018</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9M2019</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Company information. Notes: Order intake defined as sum of acquired lifetime sales within the respective fiscal year. ¹ Before consolidation and special effects; ² Before amortization of intangibles from PPA, consolidation and special effects; ³ Ratio of order intake over sales excluding Contract Manufacturing.
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