# INVESTOR PRESENTATION

# SEPTEMBER 2019

Magna International Inc. | magna.com

#### **Forward Looking Statements**

Certain statements in this presentation constitute "forward-looking information" or "forward-looking statements" (collectively, "forward-looking statements") and are intended to provide information about management's current expectations and plans. Such forward-looking statements may not be appropriate for other purposes. Forward-looking statements may include financial and other projections, as well as statements regarding our future plans, strategic objectives or economic performance, or the assumptions underlying any of the foregoing, and other statements that are not recitations of historical fact. We use words such as "may", "would", "could", "should", "will", "likely", "expect", "anticipate", "believe", "intend", "plan", "aim", "forecast", "outlook", "project", "estimate", "target" and similar expressions suggesting future outcomes or events to identify forward-looking statements.

Forward-looking statements in this presentation includes, but are not limited to, statements relating to

- Magna's ability to capitalize on light-weighting, electrification, autonomy/ADAS and
   Expected consolidated sales, based on such light vehicle production, smart mobility opportunities; Cash flow expectations; Return on Capital and Return on Invested Capital Expectations;

- Return on Capital and Return on Invested Capital Expectations;
   The expected benefits of our acquisition of Viza Seating;
   Magna's forecast of light vehicle production in North America, Europe and out top
- Expected consolitated sales, based on such right venice production, including expected split by segment in our Body Exteriors & Structures; Power & Vision; Seating Systems; and Complete Vehicles segments;
   Sales and Adjusted EBIT Margin percentage by product, segment and
- Net interest expense:
  - Effective income tax rate;
    Adjusted net income;
  - Fixed asset expenditures
  - The timing and success of new program launches; and · Our ability to implement our financial strategy, including future returns of capital to our shareholders, including through dividends and share repurchases

**MAGNA** 

Our forward-looking statements are based on information currently available to us, and are based on assumptions and analyses made by us in light of our experience and our perception of historical trends, current conditions and expected future developments, as well as other factors we believe are appropriate in the circumstances. While we believe we have a reasonable basis for making such forward-looking statements, they are not a guarantee of future performance or outcomes. Whether actual results and developments conform to our expectations and predictions is subject to a number of risks, assumptions and uncertainties, many of which are beyond our control, and the effects of which can be difficult to predict, including, without limitation:

#### Risks Related to the Automotive Industry • economic cyclicality; • regional production volume declines;

- · intense competition;
- potential restrictions on free trade;
  trade disputes/tariffs;

#### Customer and Supplier Related Risks

- concentration of sales with six customers:
- Shifts in market shares among vehicles or vehicle segments;
   shifts in consumer 'take rates' for products we sell;
   quarterly sales fluctuations;
   potential loss of any material purchase orders;
- · a deterioration in the financial condition of our supply base:

#### Manufacturing Operational Risks • product and new facility launch risks;

- operational underperformance;
- restructuring costs;
- · impairment charges:
- labour disruptions;
   supply disruptions
- climate change risks · attraction/retention of skilled labour;

IT Security Risk
 IT/Cybersecurity breach;

#### Pricing Risks

- pricing risks between time of quote and start of production; price concessions; commodity costs
- · declines in scrap steel prices;

#### Warranty / Recall Risks

- costs to repair or replace defective products; warranty costs that exceed warranty provision;
- · costs related to a significant recall;

#### Acquisition Risks

inherent merger and acquisition risks;
acquisition integration risk;

- Other Business Risks

  risks related to conducting business through joint ventures; · our ability to consistently develop and commercialize innovative products or processes;
- our changing business risk profile as a result of increased investment in electrification and autonomous driving, including: higher R&D and engineering costs, and challenges in quoting for profitable returns on products for which we may not
- have significant quoting experience; risks of conducting business in foreign markets:
- fluctuations in relative currency values;
- tax risks:
- reduced financial flexibility as a result of an economic shock; · changes in credit ratings assigned to us;

#### Legal, Regulatory and Other Risks

- antitrust risk;
   legal claims and/or regulatory actions against us; and
- · changes in laws and regulations, including those related to vehicle emissions

In evaluating forward-looking statements or forward-looking information, we caution readers not to place undue reliance on any forward-looking statement, and readers should specifically consider the various factors which could cause actual events or results In organizing of the field with securities commissions in Canada and our annual report on Form 40-F filed with the United States Securities and Exchange Commission, and subsequent filings.

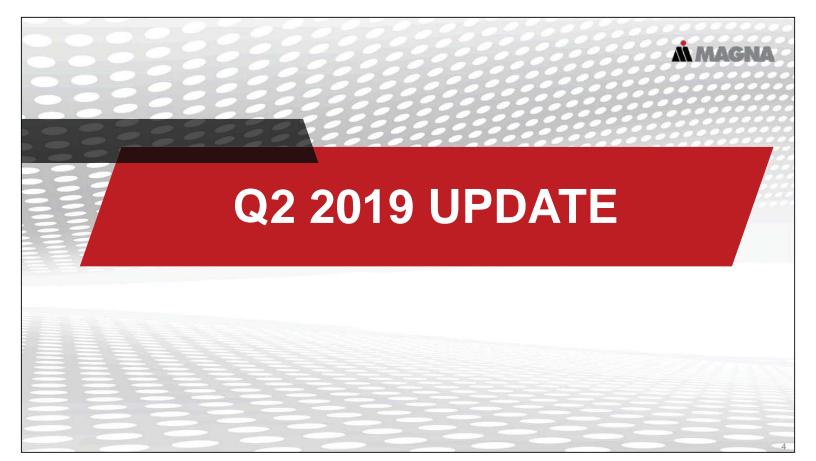
#### **Investment Profile**

- World's 3rd largest automotive supplier by sales
- Strong capabilities in lightweighting, powertrain/electrification, ADAS, seating and mechatronics
- Complete vehicle operations are unique, growing and positioned for smart mobility
- Electrification and Autonomy investments drive further growth opportunities
- Generating strong returns on capital
- Ongoing focus on improving returns and free cash flow conversion
- Expect significant free cash flow in 2019-2021 period
- Attractive valuation

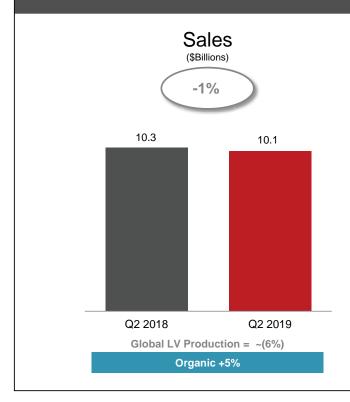
### Agenda

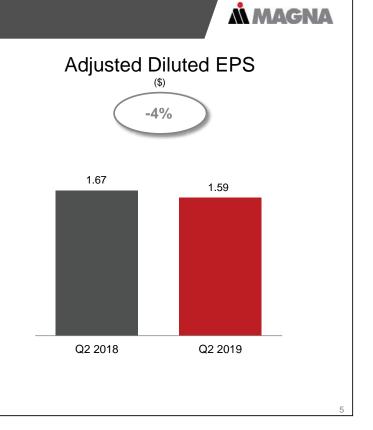


- Q2-2019 Update
- Reporting Segment and Consolidated Outlooks
- Positioning for the Future
- Financial Strategy



### **Q2 2019 Sales and Earnings**





#### **Q2 2019 Segment Results**

BODY EXT. & STRUCTURES	Q2 2018	Q2 2019	POWER & VISION	Q2 2018	Q2 2019
Sales	4,551	4,243	Sales	3,197	2,808
Adjusted EBIT	388	341	Adjusted EBIT	299	201
Adjusted EBIT %	8.5%	8.0%	Adjusted EBIT %	9.4%	7.2%
SEATING SYSTEMS	Q2 2018	Q2 2019	COMPLETE VEHICLES	Q2 2018	Q2 2019
Sales	1,424	1,452	Sales	1,280	1,802
Adjusted EBIT	117	83	Adjusted EBIT	1	43
Adjusted EBIT %	8.2%	5.7%	Adjusted EBIT %	0.1%	2.4%

#### Organic Sales in Each Segment Outpaced Global Light Vehicle Production

### **Financial Outlook – Key Assumptions**

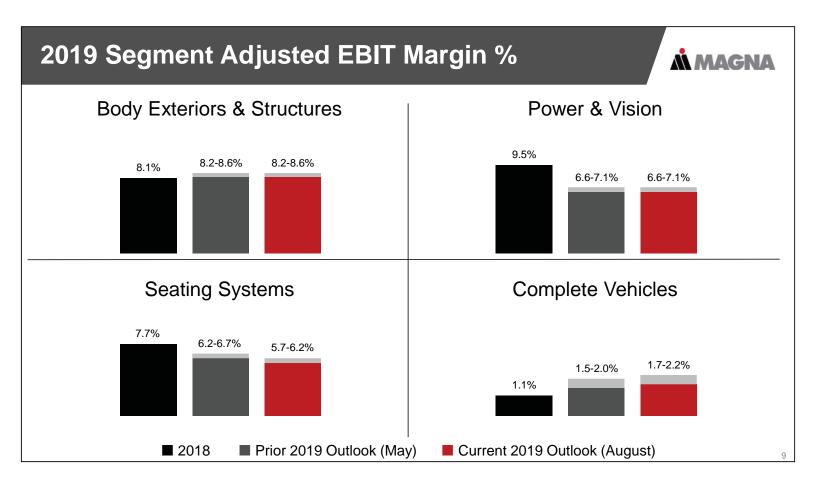
**Å** MAGNA

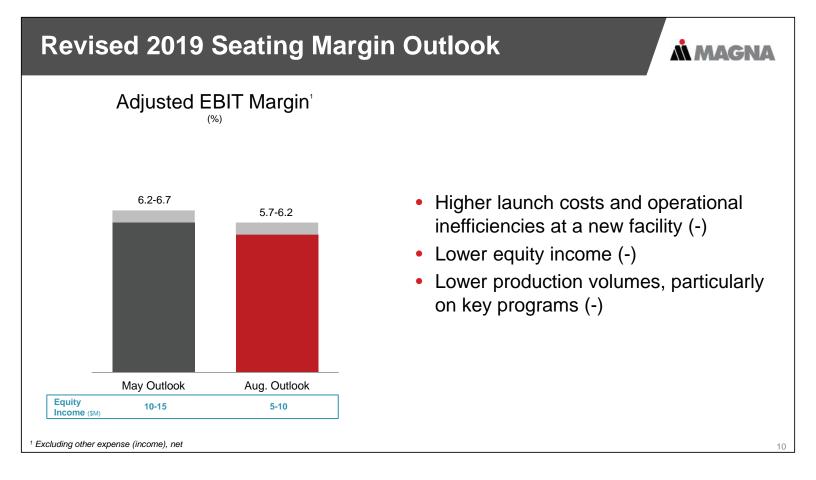
**Å** MAGNA

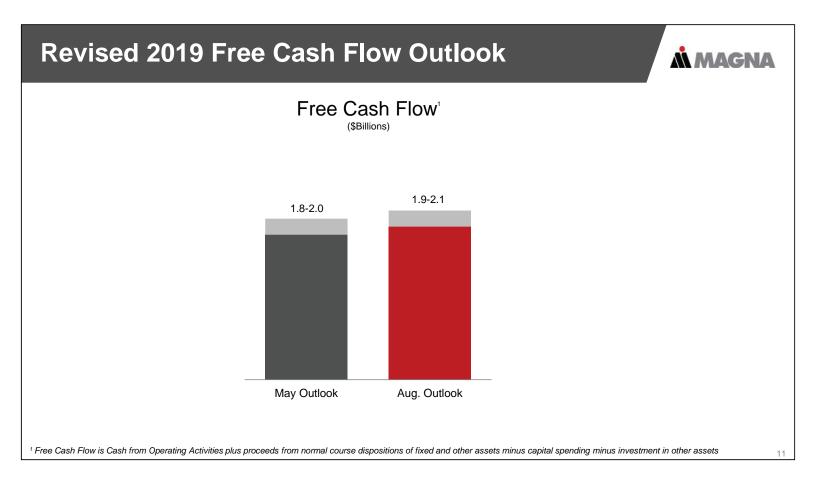
	MAY OUTLOOK 2019	AUGUST OUTLOOK 2019
Automotive Light Vehicle Production (millions of units)		
North America	16.7	16.6
• Europe	21.5	21.4
<ul> <li>China – Magna's Top 30 Vehicles<sup>1</sup></li> </ul>	2.8	2.6
Foreign Exchange Rates		
• U.S. – Cdn	0.743	0.745
• U.S. – Euro	1.124	1.125
• U.S. – RMB	0.148	0.146
Acquisitions/Divestitures/Other Significant Transactions		
<ul> <li>No material unannounced acquisitions / divestitures / other</li> <li>Outlook reflects divestiture of FP&amp;C, which occurred at end</li> </ul>	-	
000000000000000000000000000000000000000		
resents ~2/3 of Magna's 2018 consolidated sales in China. Modified to only include Top 30 vehicles,	previously based on platforms	

#### **Financial Outlook**<sup>1</sup>

U.S. GAAP) (\$Billions, unless otherwise noted)	MAY OUTLOOK 2019	AUGUST OUTLOOK 2019
Sales:		
Body Exteriors & Structures	16.3 – 17.1	16.3 – 17.1
Power & Vision	11.0 – 11.6	11.0 – 11.6
Seating Systems	5.5 – 5.9	5.4 – 5.8
Complete Vehicles	6.9 – 7.3	6.8 – 7.2
Fotal Sales	39.1 – 41.3	38.9 – 41.1
EBIT Margin % <sup>2</sup>	6.7% - 7.0%	6.6% - 6.9%
Equity Income	150M – 195M	150M – 195M
nterest Expense	~100M	~90M
Fax Rate <sup>2</sup>	~24%	~24%
Net Income Attributable to Magna <sup>2</sup>	1.9 – 2.1	1.9 – 2.1
Capital Spending	~1.7	~1.6

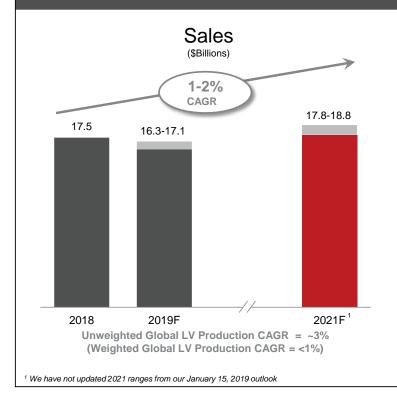






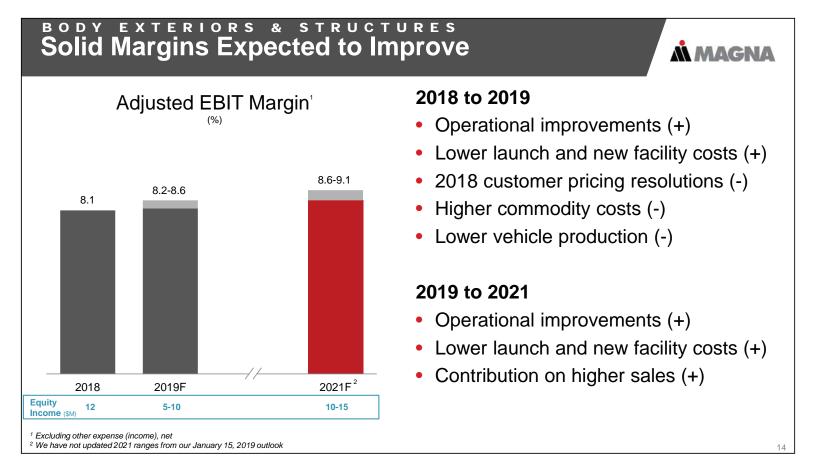


#### BODY EXTERIORS & STRUCTURES Growth In-Line with Production

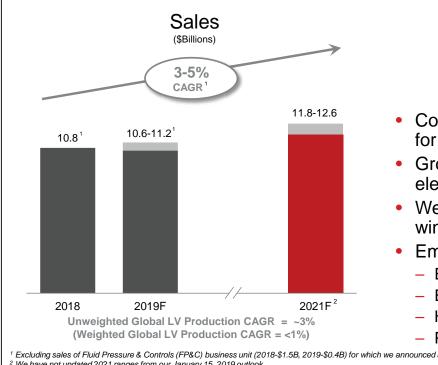


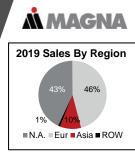


- Strong growth expected in Asia
- Lightweight technologies outgrowing market (hot stamping, high pressure aluminum casting, thermoplastic liftgates)
- Weaker €/C\$/RMB, GM plant actions negatively impact us
- Emerging opportunities:
  - Battery trays/covers for EVs
  - Active aerodynamics
  - ADAS sensor integration



## POWER AND VISION Expect Further Growth

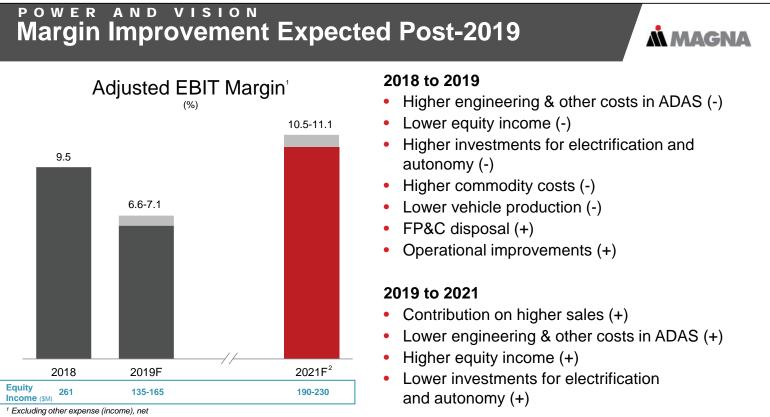




16

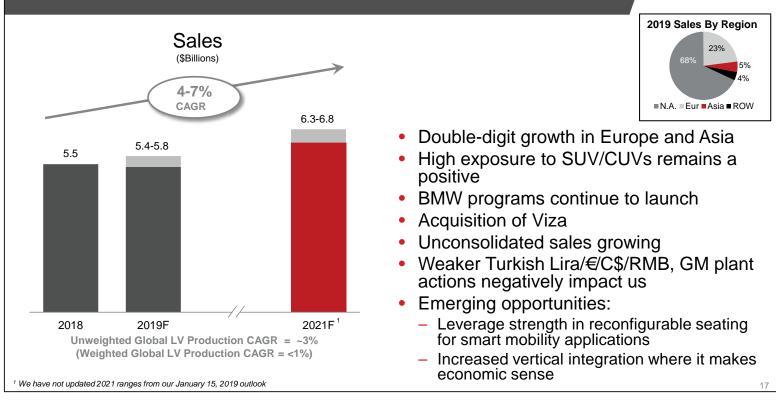
- Continued growth in all regions (adjusted for FP&C sale), highest % in Asia
- Growth driven by DCTs, mechatronics, electronics/ADAS, mirrors and lighting
- Weaker €/RMB/C\$ and Getrag Mexico wind-down in 2019 negatively impact us
- Emerging opportunities:
  - E-latches
  - E-drives
  - Hybrid DCTs
  - Power side doors

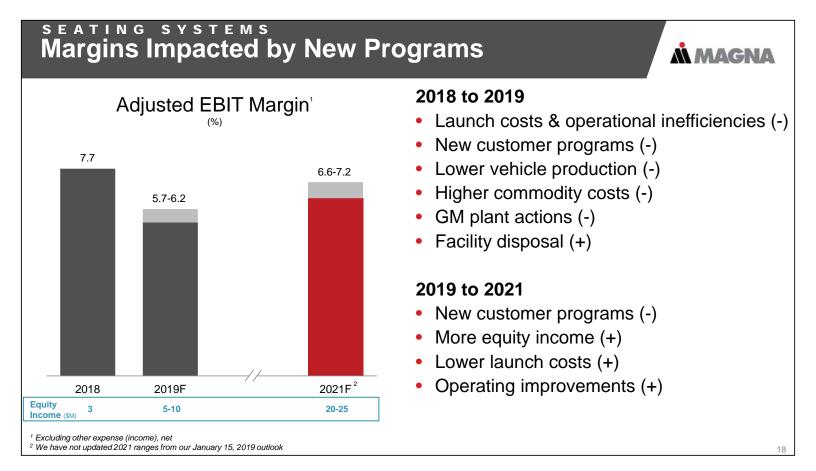
Excluding sales of Fluid Pressure & Controls (FP&C) business unit (2018-\$1.5B, 2019-\$0.4B) for which we announced agreement to sell <sup>2</sup> We have not updated 2021 ranges from our January 15, 2019 outlook



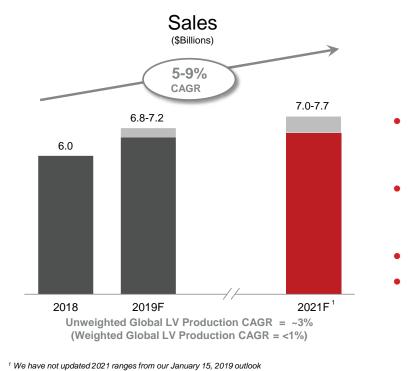
<sup>2</sup> Adjusted EBIT Margin % and Equity Income were reduced on May 9, 2019 to reflect changes in our outlook at one of our transmission joint ventures in China. We have not updated key assumptions with respect to total light vehicle production volumes, foreign exchange rates and material unannounced acquisitions and divestitures as set out in our outlook dated January 15, 2019.

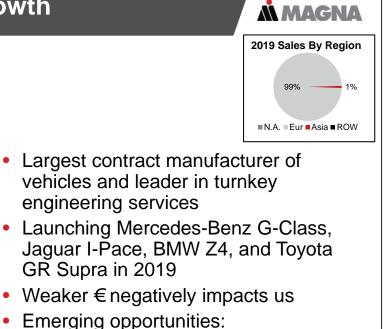
## Further Success in Growing Well Above Market



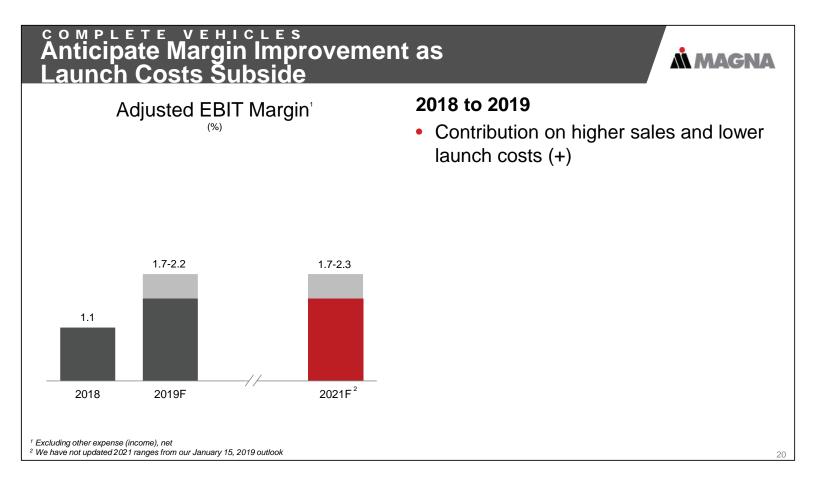


#### COMPLETE VEHICLES Launches Drive Continued Growth

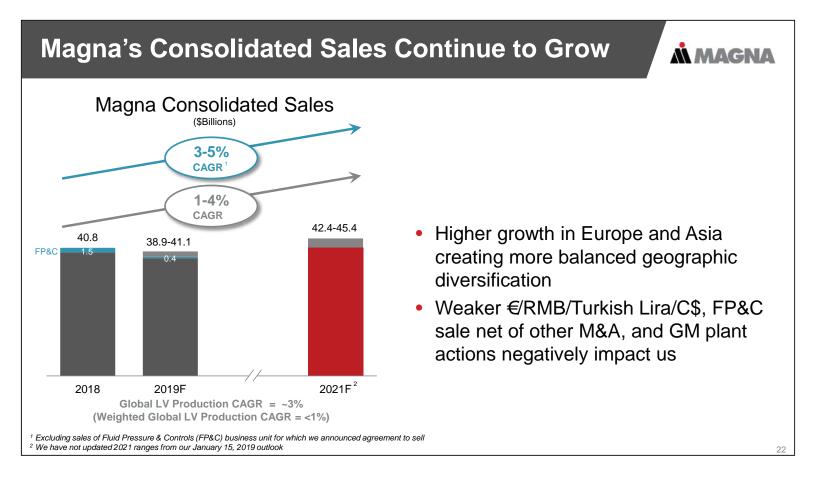




- China EV market with BJEV
- New vehicle concepts



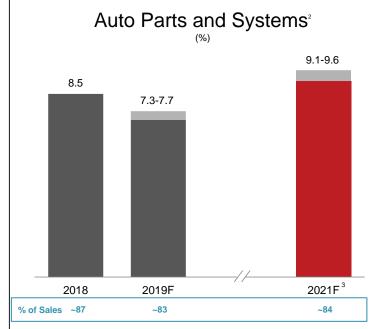


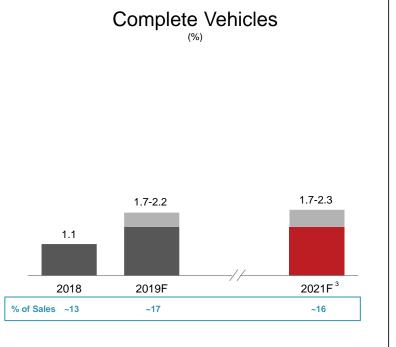


#### **EBIT Margin %**<sup>1</sup>



24

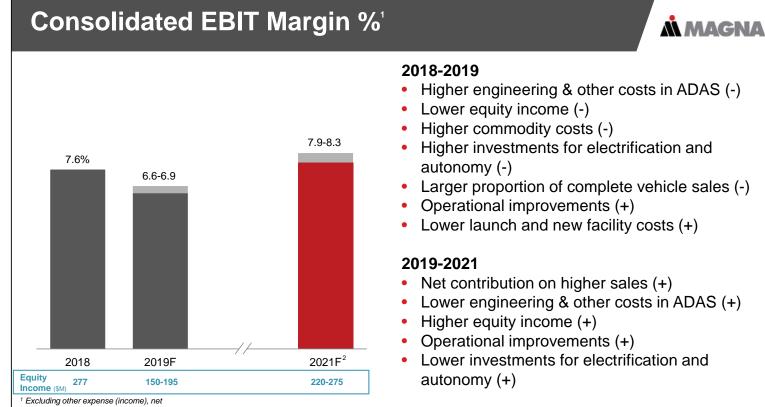




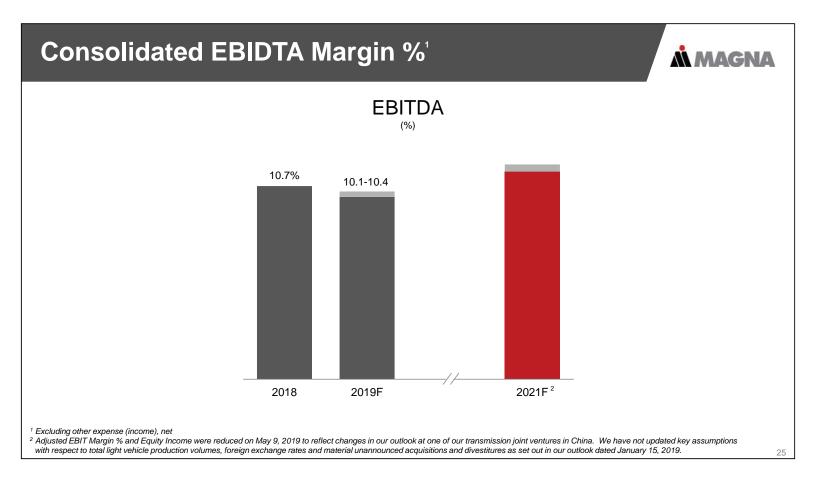
<sup>1</sup> Excluding other expense (income), net

<sup>2</sup> Represents combined Body Exteriors & Structures, Power & Vision, and Seating Systems

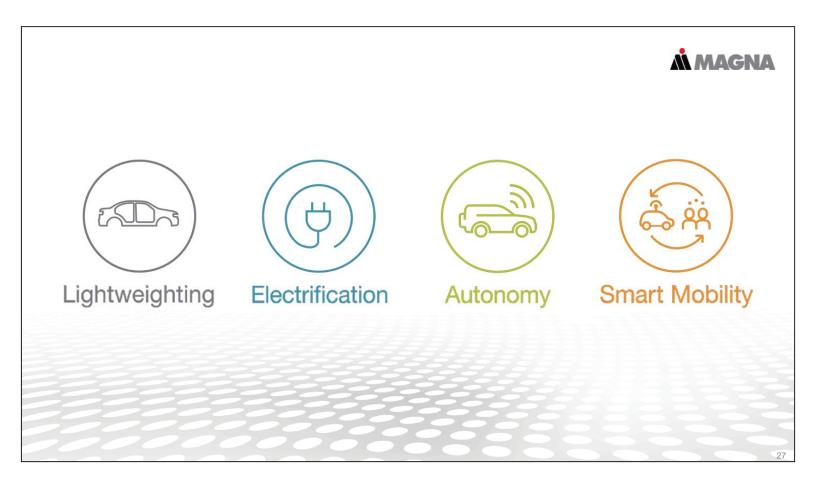
<sup>3</sup> We have not updated 2021 ranges from our January 15, 2019 outlook except for EBIT Margin % and Equity Income (only impacting Auto Parts and Systems above) which were reduced as set out in our press release dated May 9, 2019 to reflect changes at one of our transmission joint ventures in China

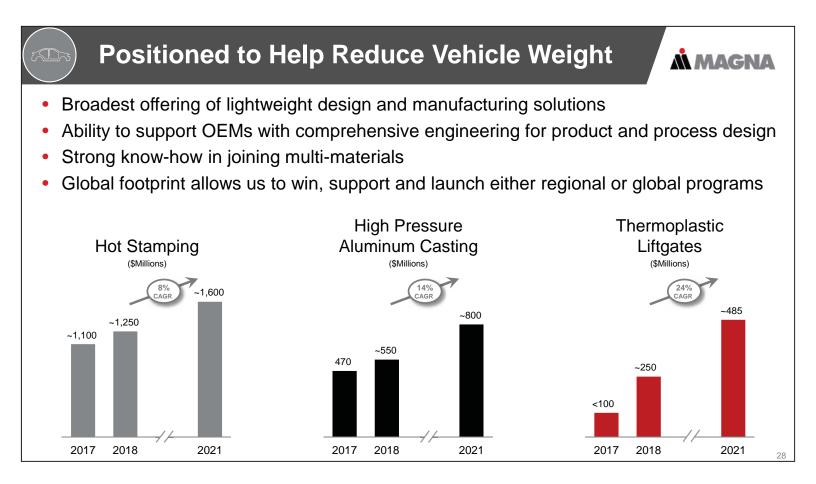


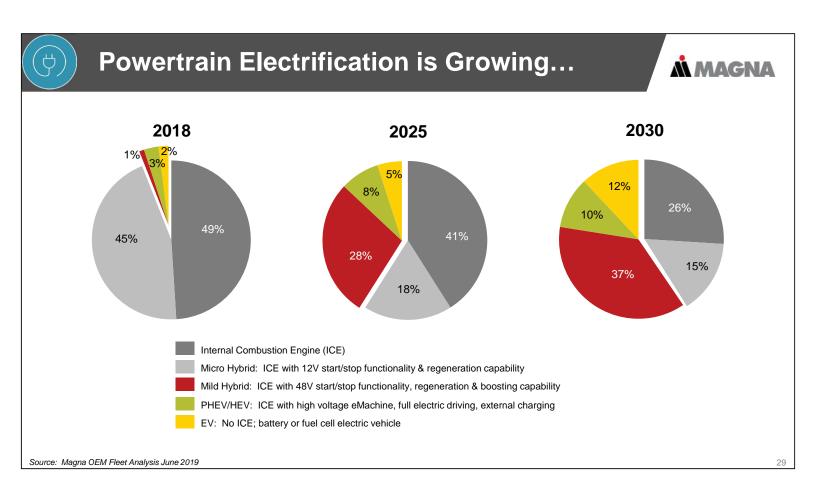
<sup>2</sup> Adjusted EBIT Margin % and Equity Income were reduced on May 9, 2019 to reflect changes in our outlook at one of our transmission joint ventures in China. We have not updated key assumptions with respect to total light vehicle production volumes, foreign exchange rates and material unannounced acquisitions and divestitures as set out in our outlook dated January 15, 2019.











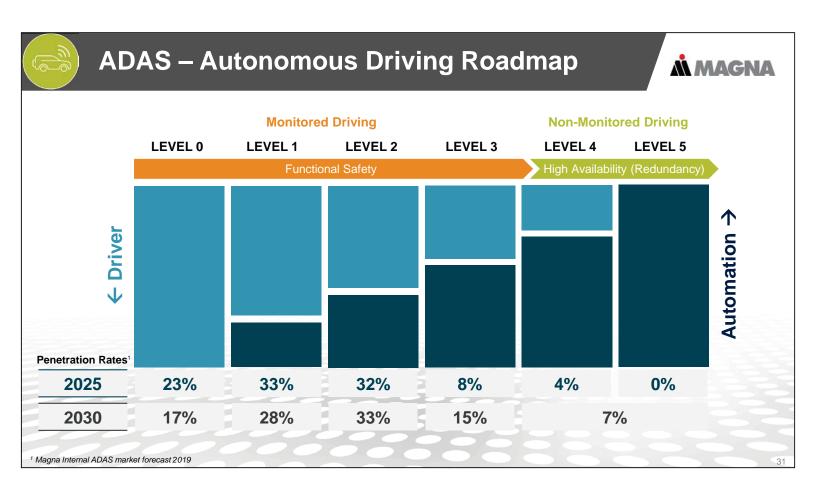
### ...Electrification Trend an Opportunity for Magna

**MAGNA** 

- Outside of Magna Powertrain, our business not significantly impacted by electrification trend
- Vehicles will still require systems such as bodies, seats, ADAS, latches, mirrors
- Magna's Powertrain business well-positioned to benefit from electrification
  - Making increased investments in electrification in both driveline and transmission systems
- We see increased CPV opportunity from 48V and high voltage systems including BEVs
  - Hybrids: Hybrid DCT (P2.5), Hybrid Transfer Case (P3), Electric Rear Axle Drive (P4)
  - EVs: Highly integrated primary and secondary e-drives (front and/or rear axles)



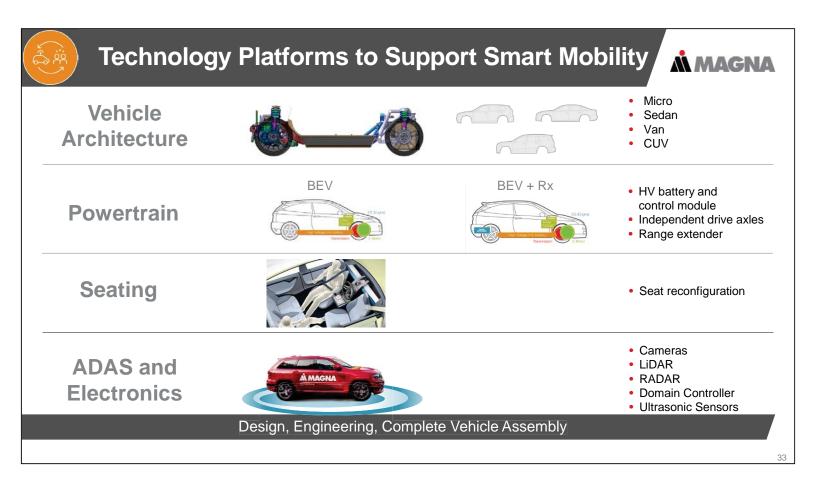
Our Strategy Addresses the Shift to Electrified Powertrains



#### **Positioning Magna for an Autonomous Future**



- Building on strength in vision-based ADAS
- Program award with BMW for solid state LiDAR
- Quoting high-definition, digital radar
- Scalable platforms for domain controllers
- MAX4 demonstrator vehicle shows our systems integration and level 4 capability
- Increased ADAS investments to support new features





### **Reconfigurable Seating Solutions and Technology**

- Magna is a pioneer in reconfigurable seating
  - Stow 'n Go® seats on 4 generations of Chrysler minivans
  - Pitch Slide EZ Entry 1<sup>st</sup> to market on GMC Acadia
- New system designed for flexible collaborative interior
  - Car sharing
  - Long road trips
  - Autonomous ride sharing
- Reconfigurability will play key role in smart mobility
  - Seats adjusting to the consumer
  - Increase useable cabin space
  - Improve interaction between drivers and riders

### Driving the Future of Vehicle Access

- SMARTACCESS<sup>™</sup>: Complete power door system
  - Features industry-first advanced haptic motion control
- Easily operated through multiple HMI solutions
  - Gesture recognition, capacitive touch, key fob, phone, e-handles
- Enhanced safety through obstacle detection
  - Available in contact and non-contact
- Fully customizable feature set
  - Virtual door check, door presenter, ice breaker, cinching
- Autonomy/smart mobility applications
- Significant content opportunity









#### Magna's Competitive Advantage: Agility and Cross Group Collaboration

#### Liftgate Synergy Project



- Exteriors & Mechatronics co-development initiative
- Development of best-in-class design for thermoplastic liftgate solution
- Global SUV/CUV Market and 5<sup>th</sup> door vehicles

#### 48 Volt E-Drive



- Electronics & Powertrain 48Volt E-Drive
- Add-On Hybrid solution for simple package integration
- High Power Design (25kW) to gain full recuperation potential
- Up to 18% CO<sub>2</sub> reduction
- Integrated decoupling element

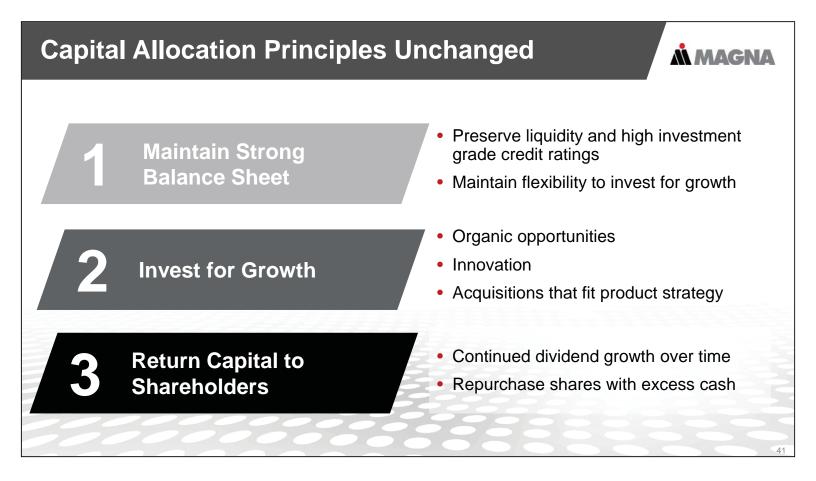


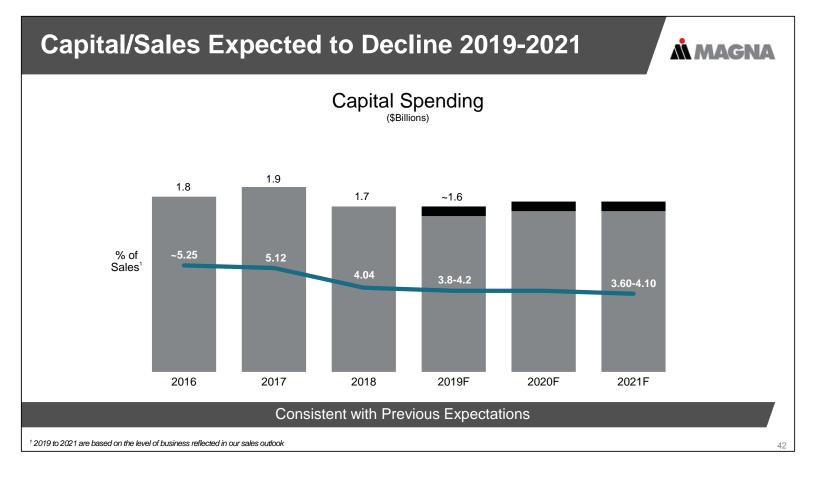
- Exteriors & Cosma co-development initiative
- Development of best-in-class multi-material battery enclosure solution
- Material-agnostic focus on integration and complexity reduction



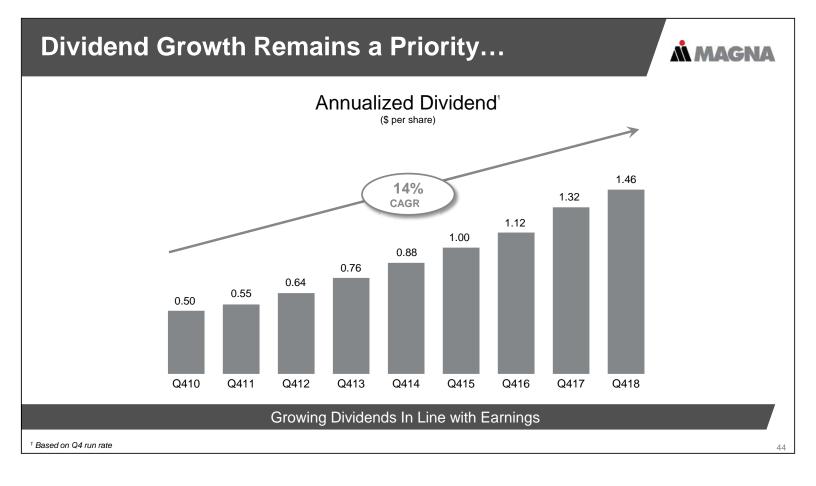
### **Our Ongoing Financial Focus**

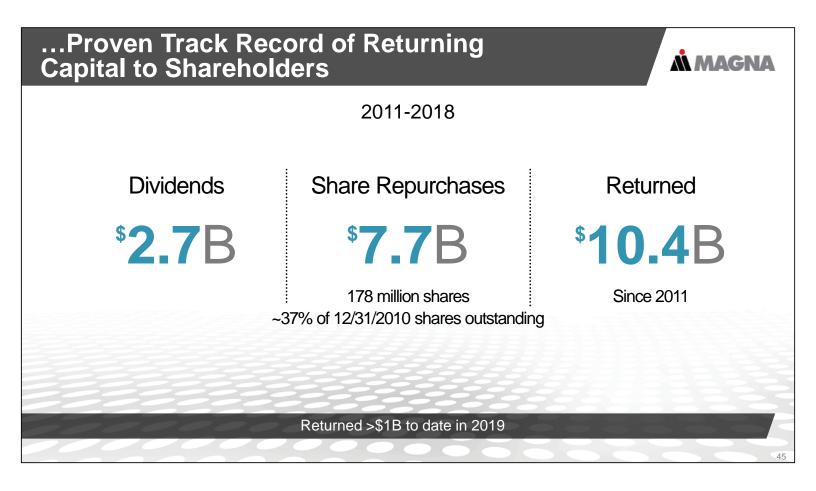
- Unchanged capital allocation strategy
  - Maintain strong balance sheet, invest for growth and return capital to shareholders
  - Adjusted Debt to Adjusted EBITDA ratio of between 1.0 and 1.5x
- Driving down our capital spending % of sales
- · Further increasing free cash flow generation
- Continued dividend growth over time
- Share repurchases with excess cash
- Delivering strong ROIC

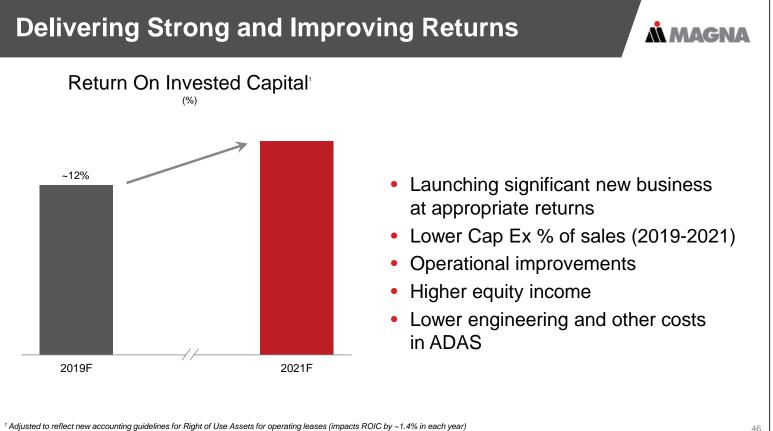




#### **Further Strong Free Cash Flow Generation Å** MAGNA Free Cash Flow<sup>1</sup> (\$Billions) 1.9-2.1 1.6 >**\$6.5B** (2019-2021) >40% of Market Cap 1.2 1.1 >\$6B (2018-2020) ~\$5B (2017-2019) 2021F 2016 2017 2018 2019F 2020F <sup>1</sup> Free Cash Flow is Cash from Operating Activities plus proceeds from normal course dispositions of fixed and other assets minus capital spending minus investment in other assets 43







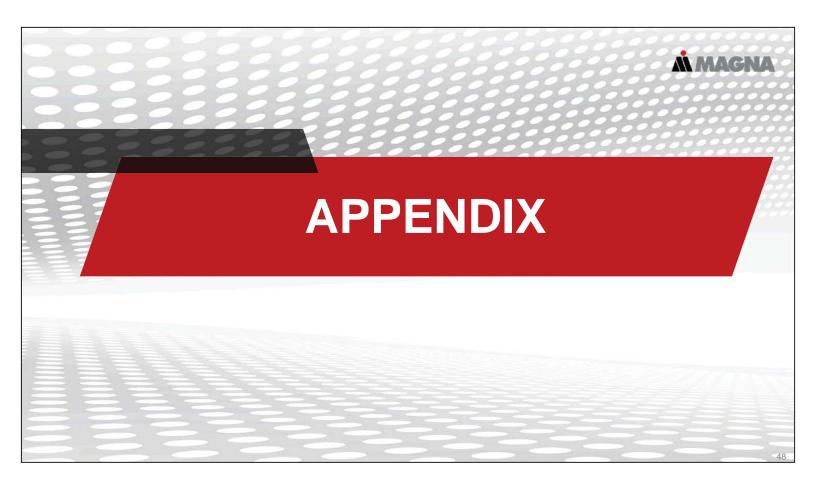
<sup>1</sup> Adjusted to reflect new accounting guidelines for Right of Use Assets for operating leases (impacts ROIC by ~1.4% in each year)

#### In Summary

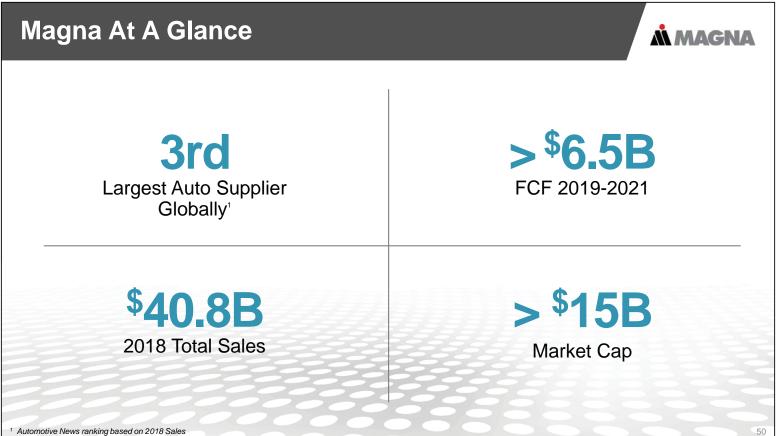


- Continuing to grow sales
- Increasing investment in electrification and autonomy
- Expect significant free cash flow generation (2019-2021)
- Well positioned for future mobility
- Attractive valuation









<sup>1</sup> Automotive News ranking based on 2018 Sales

#### **Body Exteriors & Structures Today**



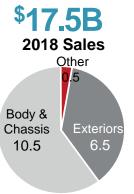


**BODY & CHASSIS** 

EXTERIORS

#### **Products and Capabilities**

- Body & Chassis
- Exterior Fascia, Front End & Liftgate Modules
- Active Aerodynamic Systems
- Exterior Trim
- Fuel Tanks
- Roof Systems



**Key Trends:** Lightweighting, Aerodynamics, Multi-Materials Material and Process Technologies Most Important Leader in Shaping Vehicle Body, Joining Technologies Fast Growing Product Areas: Hot Stamping, High Pressure Casting, Composite Liftgates



#### **Seating Systems Today**



SEATING

#### Products and Capabilities

- Seating Structures
- Seat Trim & Foam
- Seating Mechanisms
- Complete Seats



**MAGNA** 

54

Key Trends: Vertical Integration, Autonomy, Seat Content Growth Comfort & Convenience for Consumer Design/Engineering for Manufacturing is Critical Strong Global Growth and excellent exposure to SUVs/CUVs



Significant Launches Underway

#### **Viza Seating Acquisition**

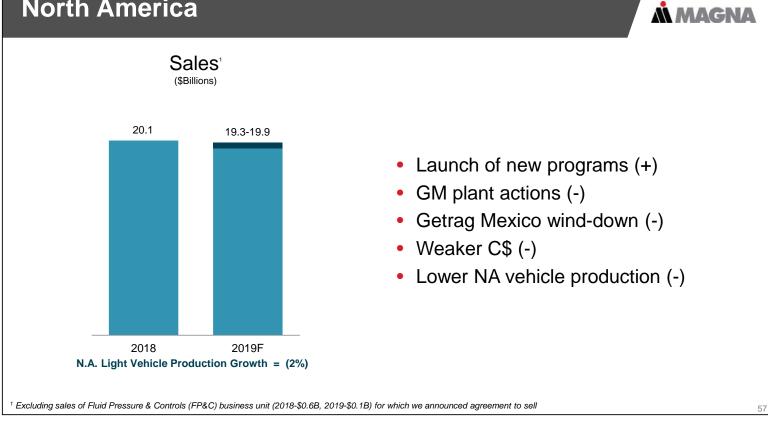


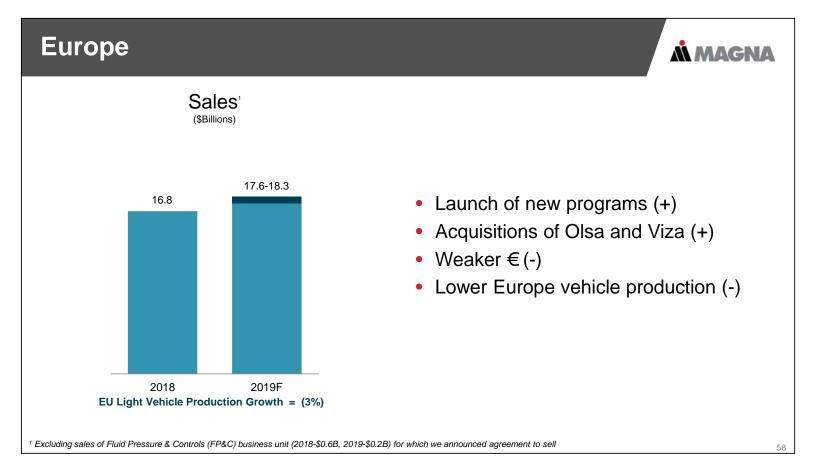
 Expands our global footprint and vertical integration in seat structures

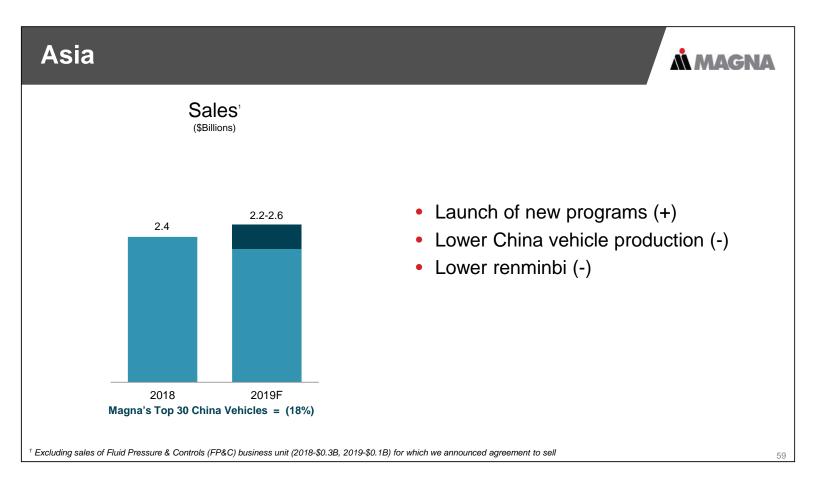
- 2017 sales of approximately €125 million in four production facilities supporting customers that include VW, PSA, and Renault Nissan
- Brings seat-structure expertise and a portfolio of products including patented floor-latch systems and foldable seats
- Will help further develop reconfigurable seating solutions for the smart mobility landscape
- Closed April 2019

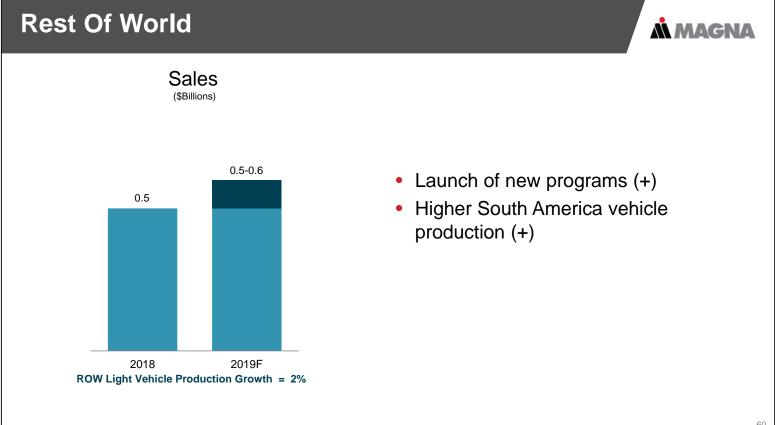


#### **North America**









# NORTH AMERICA New Launches Ramping Up

**Å MAGNA** 



BMW X7



**Chevrolet Blazer** 



Ford Explorer | Lincoln Aviator



Body Power & Vision Seating



Honda Passport

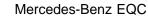


Jeep Gladiator

#### EUROPE New Launches Ramping Up

**BMW 1-Series** BMW Z4 Audi A3 Sportback

Mercedes-Benz B-Class Body Power & Vision Seating Complete Vehicles







Toyota GR Supra

62

61

# New Launches Ramping Up

**Å** MAGNA



Acura RDX



Audi A6



BMW 3-Series



Body Over & Vision Over & Vision

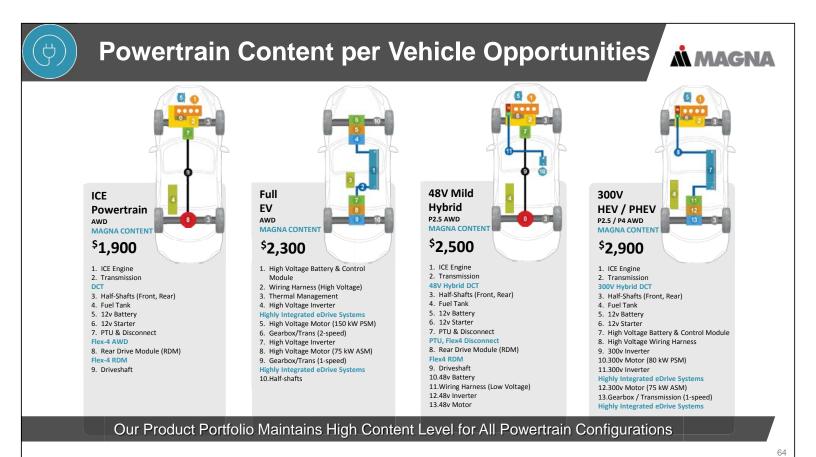


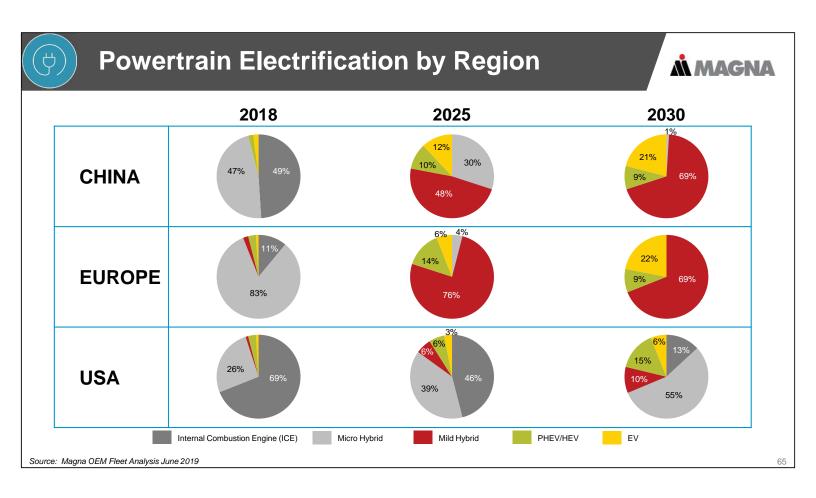
Ford Focus

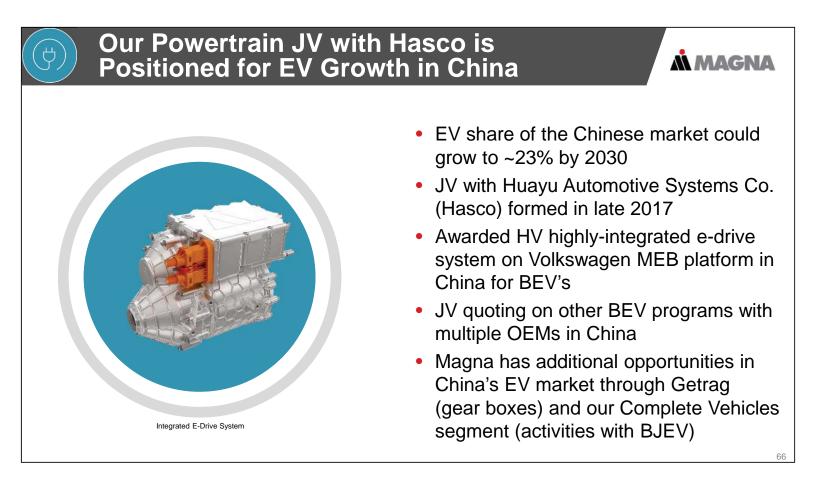


63

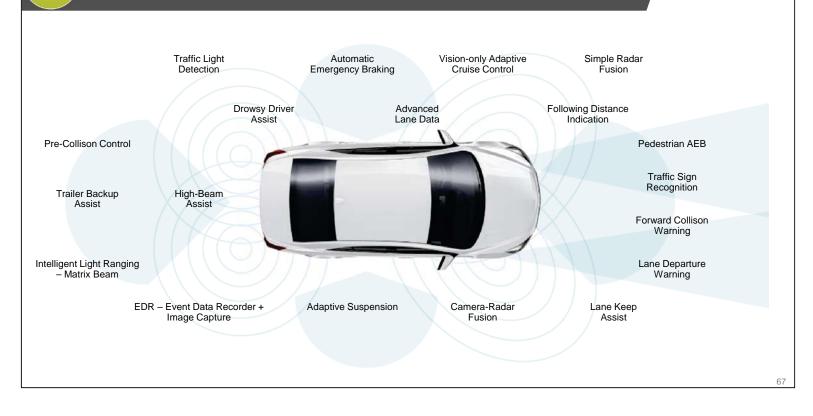
Geely CV-2

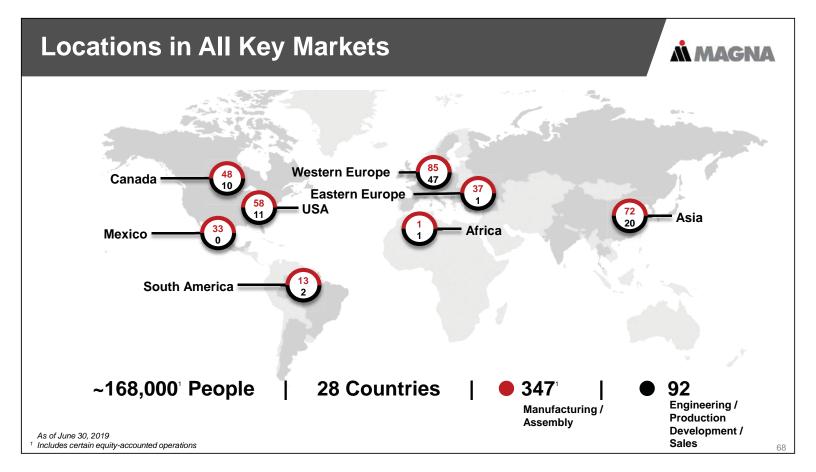


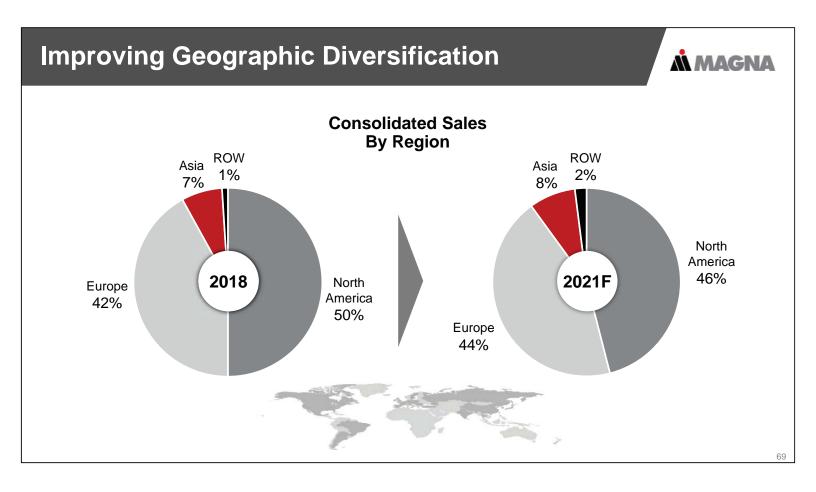


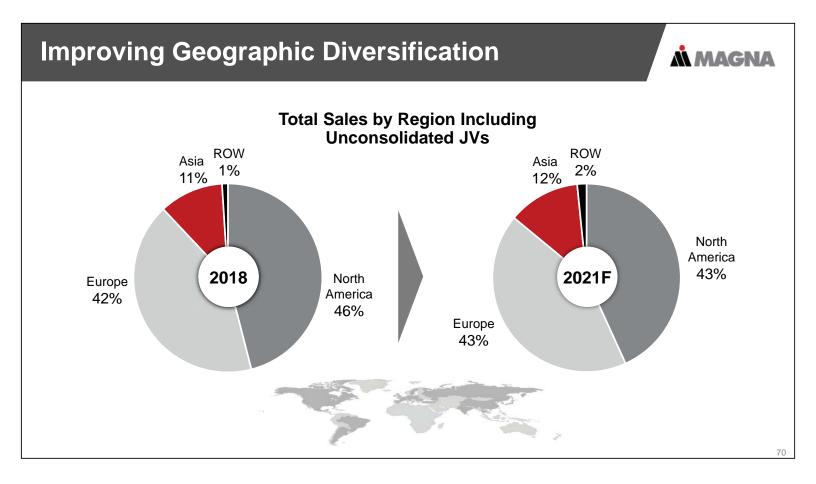


### **ADAS Features by Magna**









### 2021 Financial Outlook – Key Assumptions

**Å** MAGNA

**Å** MAGNA

	1	
	2021 '	
Automotive Light Vehicle Production (millions of units)		
North America	17.0	
• Europe	22.9	
<ul> <li>China – Magna's Top 30 Vehicles<sup>2</sup></li> </ul>	3.1	
Foreign Exchange Rates		
• U.S. – Cdn	0.760	
• U.S. – Euro	1.130	
• U.S. – RMB	0.145	
Acquisitions/Divestitures/Other Significant Transactions		
• No material unannounced acquisitions / divestitures / other significant transactions included		
<ul> <li>Outlook reflects divestiture of FP&amp;C, which occurred at end of Q1, 2019</li> </ul>		
000000000000000000000000000000000000000		
have not updated 2021 key assumptions from our January 15, 2019 outlook presents ~2/3 of Magna's 2018 consolidated sales in China. Modified to only include Top 30 vehicles, previously based on platforms		

#### 2021 Financial Outlook<sup>1</sup>

J.S. GAAP) (\$Billions, unless otherwise noted)	2021 <sup>2</sup>
Sales:	
Body Exteriors & Structures	17.8 – 18.8
Power & Vision	11.8 – 12.6
Seating Systems	6.3 - 6.8
Complete Vehicles	7.0 – 7.7
Fotal Sales	42.4 - 45.4
EBIT Margin % <sup>3</sup>	7.9% – 8.3%
Equity Income	220M – 275M
nterest Expense	
Tax Rate <sup>3</sup>	
Net Income Attributable to Magna <sup>3</sup>	
Capital Spending	

<sup>1</sup> Outlook reflects divestiture of FP&C, which occurred at end of Q1, 2019. Outlook does not include the gain on sale of the business

<sup>2</sup> We have not updated 2021 ranges from our January 15, 2019 outlook except for EBIT Margin % and Equity Income which were reduced as set out in our press release dated May 9, 2019 to reflect changes at one of our transmission joint ventures in China <sup>3</sup> Excluding other expense (income), net

### Adjusted Debt to Adjusted EBITDA Calculation

**Å** MAGNA

Adjusted Debt	\$ 5,358
Other	\$ 218
Lease Liability per Balance Sheet	\$ 1,758
Debt per Balance Sheet	\$ 3,382
Adjusted EBITDA	\$ 4,502
Other	\$ (134
LTM Other Income per Financial Statements & Restructuring (Expense)	\$ 512
LTM EBITDA	\$ 4,124