

### **Forward Looking Statements**



Certain statements in this document constitute "forward-looking information" or "forward-looking statements" (collectively, "forward-looking statements"). Any such forward-looking statements are intended to provide information about management's current expectations and plans and 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", "elievet", "intende", "believe", "intended to provide intended t impact of program delays or cancellations on our business; our expectations regarding Total Sales, EBIT margin percentage, interest expense, tax rate, capital spending, future Adjusted Debt to EBITDA ratio; and implied second-half of 2020 light vehicle production, Consolidated Sales, EBIT, Free Cash Flow and decremental margin; Magna's ability to capitalize on growth opportunities in light-weighting, vehicle electrification, smart mobility solutions, autonomous driving and other automotive trends; the timing and success of upcoming launches; and our ability to successfully implement our financial strategy, including future returns of capital to our shareholders.

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 any 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, including as a result of the COVID-19 (coronavirus)
- intense competition:
- potential restrictions on free trade;
- trade disputes/tariffs;

### Customer and Supplier Related Risks

- concentration of sales with six customers; OEM consolidation and cooperation;
- 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, including as a result of the COVID-19 (Coronavirus) pandemic;

## Manufacturing Operational Risks product and new facility launch risks; operational underperformance;

- restructuring costs; impairment charges; labour disruptions;
- COVID-19 (Coronavirus) shutdowns;
- supply disruptions, including as a result of the COVID-19 (coronavirus) pandemic;
- attraction/retention of skilled labour:

### IT Security/Cybersecurity Risk

- Product 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 related to repair or replacement of defective products.
- including due to a recall; warranty or recall costs that exceed warranty provision or insurance coverage limits;

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 to differ materially from those indicated by such forward-looking statements, including the risks, assumptions and uncertainties above which are discussed in greater detail in this document under the section titled "Industry Trends and Risks" and set out in our Annual Information Form filed 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.

· product liability claims:

### **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
- 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;

- 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.

### **Investment Profile**



- World's 3rd largest automotive supplier by sales
- Strong capabilities in lightweighting, powertrain/electrification, ADAS/vision, seating and mechatronics
- Complete vehicle operations are unique and positioned for smart mobility
- Track record of returning capital to shareholders
- Strong liquidity position

### Challenging Production Environment in Key Markets...



### Challenging Q2

- NA & EU markets experienced significant YOY reductions
- Volume declines worse than the Great Financial Crisis

# Trend shows sequential improvement

- Industry environment recovering off of the lows
- Expecting significant improvement in our H2 sales vs H1

Mid-term production trending lower than previously anticipated

- Initiated and accelerated restructuring
- Right-sizing the business to align cost structure
- Recorded \$168M charge in Q2, 2020

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### ... However, Some Encouraging Elements Emerged



# Q2/20 Decremental Margin of ~22%

- On sales impacted by COVID-19
- Reduction in discretionary spending

### **Conserving Additional Cash**

 Reduced capital spending

### Improved Decremental Margin Expected Beyond Q2

- Driven by:
  - Cost reduction across the company
  - Right sizing actions

We Continue to Invest for the Future

# Agenda



- Magna COVID-19 Update
- Q2 2020 Update
- 2020 Outlook
- Financial Strategy
- Positioning for the Future

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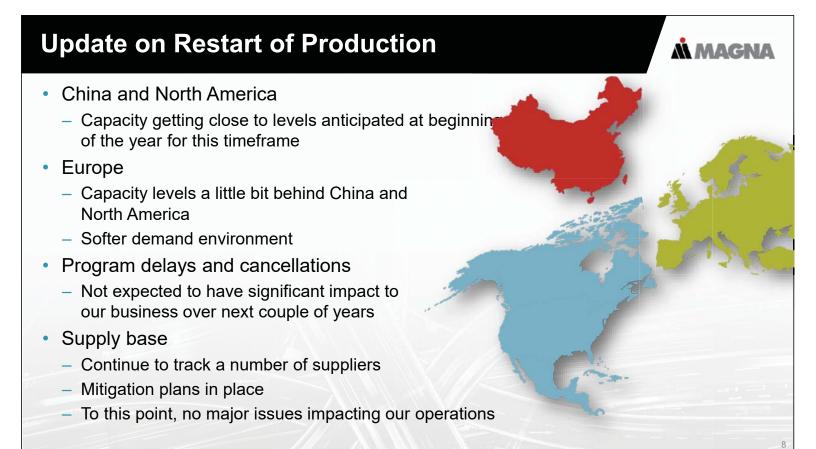
# MAGNA COVID-19 UPDATE

### **Restart of Operations**



- Health and safety of employees remains our top priority
- Reintegrating employees back into plants and offices
- Following established protocols, assessment tools & guidance documents





### **Advancing Our Protocols**



- Smart Start Playbook provided an excellent framework for managing a "new normal"
- Production ramped up without significant disruption to production efficiency
- Team of varying backgrounds developed recommendations:
  - How our global operations could be adjusted to stay prepared
  - Over and above our current playbook
  - Incorporated into our regular operating procedures and policies





### **Q2-2020 Vehicle Production**



### Region YOY Change in Production

North America - 70%

Europe - 59%

China + 3%

Global - 42%

### Estimated COVID-19 Impact on Magna's 2Q20 Results:

Total Sales ~\$5.5 billion

EBIT ~\$1.2 billion

Decremental Margin ~22%

.

### **Q2 2020 Total Sales**





### **Key Factors:**

- Impact of COVID-19 pandemic ~\$5.5B (-)
- End of production of certain programs (-)
- Foreign exchange translation (-)
- Net customer price concessions (-)

### **Q2 2020 Adjusted EBIT**





### **Key Factors:**

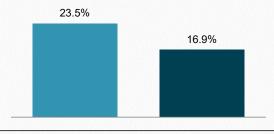
- COVID-19 ~\$1.2B (-)
- Lower tooling contribution (-)
- Higher engineering costs in our ADAS business including retroactive social tax costs (-)
- Net provisions for customer claims (-)
- Net warranty costs (-)
- Lower spending associated with electrification, autonomy, and R&D (+)
- Favourable mix within Complete
   Vehicle assembly programs (+)
- Benefit of a cost cutting initiative in Complete Vehicles (+)

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## **Q2 2020 Financial Highlights**



### Adjusted Effective Tax Rate



 Increase in losses not benefitted in Europe

### Adjusted Diluted EPS



- Lower Adjusted EBIT due to significant decline in sales (-)
- Lower effective income tax recovery rate (-)
- Lower share count (-)

Assuming a tax rate of ~24.5% when we last provided an outlook in February, we estimate our adjusted diluted EPS was negatively impacted by approximately \$0.15

# Q2 2020 Segment Results (incl. COVID-19 Impact)



(\$Millions, unless otherwise noted)

BODY EXT. & STRUCTURES	Q2 2019	Q2 2020
Sales	4,243	1,623
Adjusted EBIT	341	(315)
Adjusted EBIT %	8.0%	(19.4)%
COVID-19 - Sales - Decremental margin		~2,650 >20%

POWER & VISION	Q2 2019	Q2 2020
Sales	2,808	1,298
Adjusted EBIT	201	(226)
Adjusted EBIT %	7.2%	(17.4)%
COVID-19 - Sales - Decremental margin		~1,450 >20%

SEATING	Q2 2019	Q2 2020
Sales	1,452	524
Adjusted EBIT	83	(84)
Adjusted EBIT %	5.7%	(16.0)%
COVID-19 - Sales - Decremental margin		~1,000 ~20%

COMPLETE VEHICLES	Q2 2019	Q2 2020
Sales	1,802	933
Adjusted EBIT	43	44
Adjusted EBIT %	2.4%	4.7%
COVID-19 - Sales - Decremental margin		~400 <10%

<sup>&</sup>lt;sup>1</sup> It is difficult to determine with a high degree of accuracy the value of sales lost as well as the impact to EBIT specifically as a result of our customers' production suspensions and volume reductions attributable to the COVID-19 pandemic. However, based on our expectations at the beginning of the year, we estimate that reduced volumes in Q2 resulted in lost sales of approximately \$5.5 billion and that Adjusted EBIT was negatively impacted by approximately \$1.2 billion.

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### Q2 2020 Cash Flow



(\$Millions)

### **Cash from Operations**

Net Loss + Non-Cash Items \$ (298)
Changes in Non-Cash Operating Assets & Liabilities \$ (934)
\$ (1,232)

### **Investment Activities**

Fixed Assets \$ (169)
Investments, Other Assets & Intangibles \$ (72)

Proceeds from Disposition and Other \$ 11

Free Cash Flow \$ (1,462)

Dividends Paid \$ (116)



# **FINANCIAL STRATEGY**

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## **Capital Allocation Principles Unchanged**



- Maintain Strong
  Balance Sheet
- Preserve liquidity and high investment grade credit ratings
- Maintain flexibility to invest for growth
- **2** Invest for Growth
- Organic opportunities (disciplined capital spending)
- Innovation
- Acquisitions that fit product strategy
- **3** Return Capital to Shareholders
- Board approved Q2 2020 dividend
- Stopped share repurchases given ongoing uncertainty

Ongoing focus on Free Cash Flow Generation and ROIC

# **Strong Liquidity Position**



(\$Millions, unless otherwise noted)

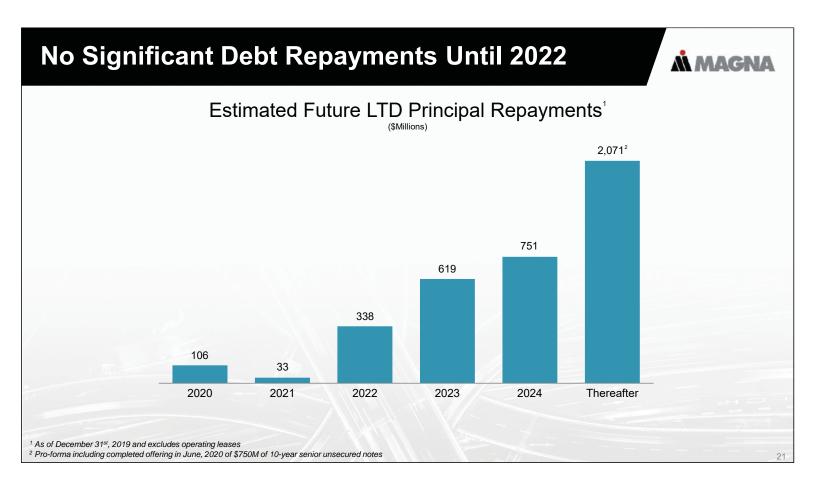
Available Operating & Term Lines of Credit	\$ 3,490
Cash & Cash Equivalents	\$ 648
Total Available Liquidity (6/30/20)	\$ 4,138

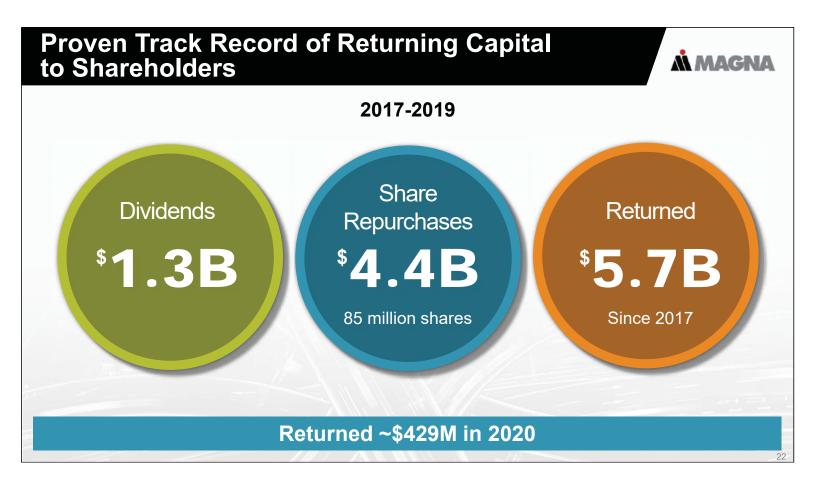
Adjusted Debt to Adjusted EBITDA



(\$Millions, unless otherwise noted)

Adjusted Debt	\$	6,144
Other	\$	237
Lease Liability per Balance Sheet	\$	1,798
Debt per Balance Sheet	\$	4,109
Adjusted EBITDA	\$	2,617
Other	\$	(10
Lease Adjustment	\$	316
LTM EBITDA	\$	2,311
	Q	2 2020





## 2020 Outlook<sup>1</sup>



(\$Billions, unless otherwise noted)

	August 2020
Total Sales	\$30.0 - \$32.0
EBIT Margin %	2.9% - 3.3%
Interest Expense	~\$90M
Tax Rate	~30%
Capital Spending	~\$1.4

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# 2020 Outlook YOY Implications for 2<sup>nd</sup> Half



	Implied H2 2020	H2 2019	Change
LIGHT VEHICLE PRODUCTION:			
North America	7.4M	7.8M	<b>↓</b> 5%
Europe	8.9M	10.0M	<b>4</b> 10%
Global	39.6M	44.7M	<b>↓</b> 11%
KEY FINANCIALS:			
Total Sales	17.05B - 19.05B	18.7B	<b>↓</b> 9% – <b>↑</b> 2%
EBIT	~1.05B – ~1.25B	1.15B	
Free Cash Flow	1.3B – 1.5B	1.45B	
Decremental Margin	< 20%		

Solid Outlook the Result of Actions Taken Across Magna

<sup>&</sup>lt;sup>1</sup> In this outlook we have assumed no material unannounced acquisitions or divestitures or other significant transactions. In addition, there is increased uncertainty related to our outlook above as a result of elevated risks associated with consumer demand, as well as continuing COVID-19 risks to various aspects of our business and the automotive industry, as discussed in our MD&A for the second quarter of 2020, our Annual Information Form / Form 40-F dated March 27, 2020 and subsequent filings.









Electrification



Lightweighting



Autonomy



Magna Well Positioned to Remain a Leader in Mobility

# **Select Technologies Supporting Trends**



**Smart Access** 

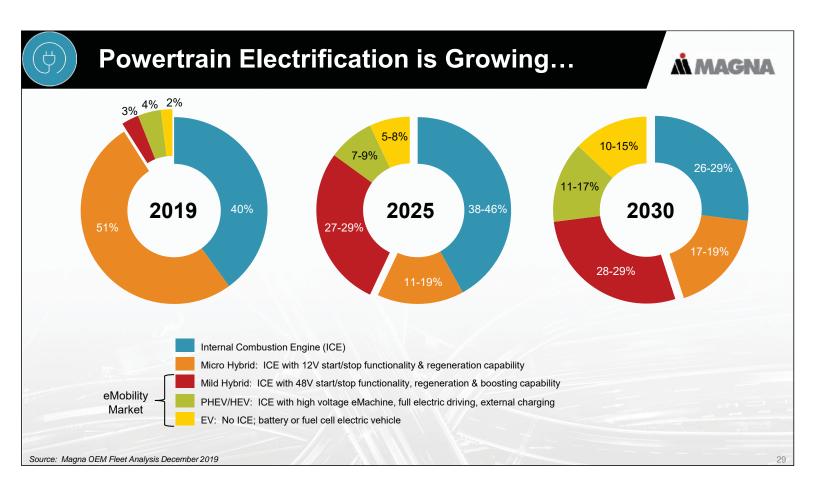
Reconfigurable Seating

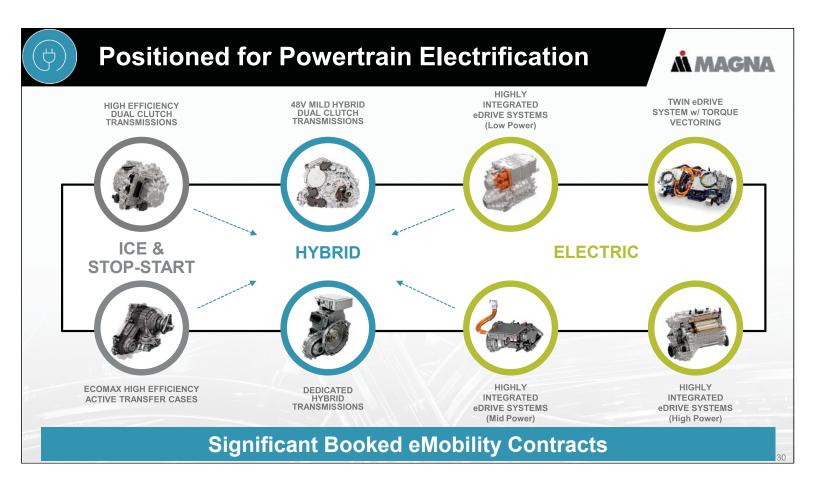
**Battery Frames** 











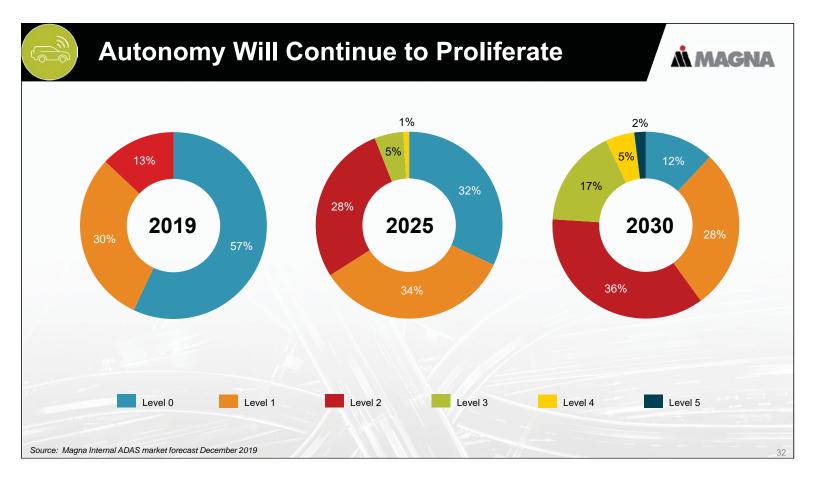


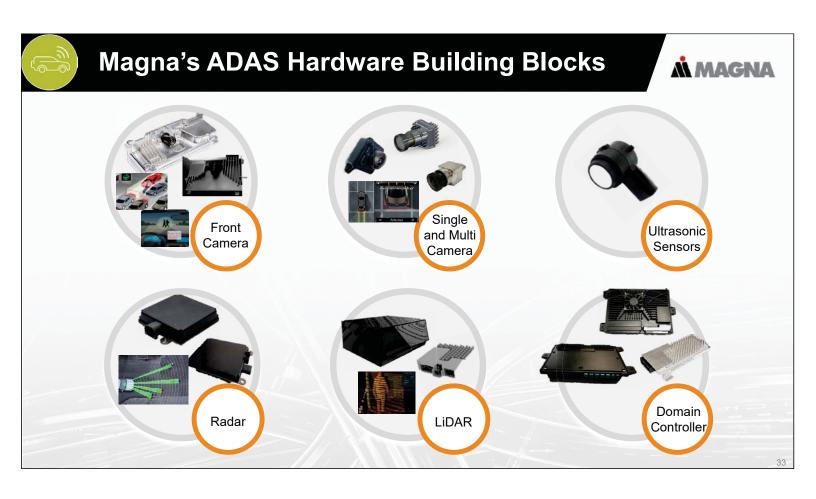
### Positioned to Help Reduce Vehicle Weight

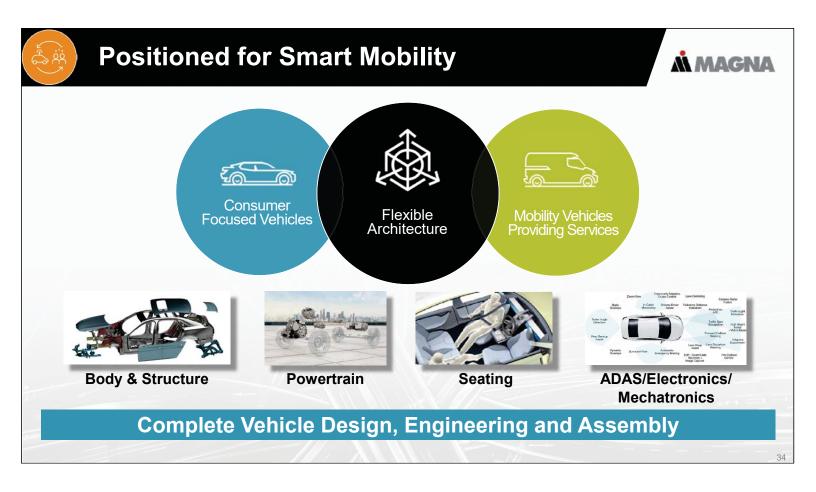


- Broadest offering of lightweight design and manufacturing solutions
- Ability to support OEMs with comprehensive engineering for product and process design
- Strong know-how in joining multi-materials
- Global footprint allows us to win, support and launch either regional or global programs









# **In Summary**



- · Implementing right-sizing actions to align with updated mid-term expectations
- Strong liquidity position
- Continuing to invest for the future
- Well positioned for future mobility



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# APPENDIX

# NORTH AMERICA New Launches Ramping Up









Mercedes-Benz GLE Coupe

Ford Maverick



Cadillac Escalade

Ford Mustang Mach E

Body Power & Vision Seating

# New Launches Ramping Up





Volkswagen Caddy



BMW 2-Series



Porsche Taycan Cross Turismo



Mercedes-Benz GLA



Volkswagen ID.4

● Body ● Power & Vision ● Seating

# New Launches Ramping Up





Mercedes-Benz GLB



Ford Explorer



BMW X2



Body Power & Vision Seating

Cadillac CT4



Geely 05



Chevy Blazer

### **Executive Leadership Announcement**



- Sherif Marakby has joined Magna as Executive Vice President of Research and Development
  - Will manage all aspects of innovation and new product development strategy
  - 30 years of experience in automotive and technology industries
  - Extensive experience in electrification
  - Previously served as President & CEO of Ford Autonomous Vehicles LLC
  - Served on the Board of Directors for Argo Al
  - Spent time with Uber as Vice President of Global Vehicle Programs



## **GM Supplier of the Year Awards**









**Truck Frames** 



Systems



**Supplier of** the Year **Awards** 



**Fascias** 







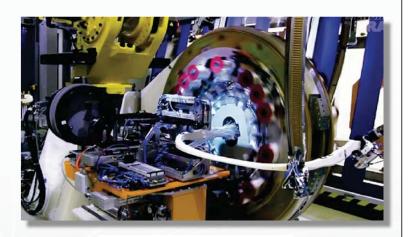


Innovation Most Ever for a Supplier in a Single Year

### **PACE Award for Composite Liftgate**



- · Lightweight solution debuted on the 2020 Toyota Supra
- Space frame reinforcement solution enables 10% mass reduction and is first application in the automotive industry
- Expect significant growth in liftgates going forward





# **Q2 2020 Sales Performance vs Market**



	Reported	Organic¹	Unweighted Performance vs Global Production	Weighted Performance vs Global Production
Body Exteriors & Structures	(62%)	(61%)	(19%)	(2%)
Power & Vision	(54%)	(53%)	(11%)	6%
Seating	(64%)	(63%)	(21%)	(4%)
Complete Vehicles	(48%)	(47%)	(5%)	12%
TOTAL SALES	(58%)	(57%)	(15%)	2%

**Unweighted Production Growth** (42%)

Weighted Production Growth<sup>2</sup> (59%)

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# **YTD Sales Performance vs Market**



	Reported	Organic¹	Unweighted Performance vs Global Production	Weighted Performance vs Global Production
Body Exteriors & Structures	(38%)	(37%)	(4%)	2%
Power & Vision	(35%)	(28%)	+5%	11%
Seating	(38%)	(38%)	(5%)	1%
Complete Vehicles	(40%)	(38%)	(5%)	1%
TOTAL SALES	(37%)	(35%)	(2%)	4%

**Unweighted Production Growth** (33%)

Weighted Production Growth<sup>2</sup> (39%)

<sup>&</sup>lt;sup>1</sup> Excluding acquisitions net of divestitures and FX movements

 $<sup>^2 \ {\</sup>it Calculated by applying Magna geographic sales weighting, excluding Complete Vehicle sales, to regional production}$ 

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