

## Investor Presentation

May 2021

## Forward Looking Statements



Certain statements in this presentation 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", "anticipate", "believe", "intend", "plan", "aim", "forecast", "outlook", "project", "estimate", "target" and similar expressions suggesting future outcomes or events to identify forward-looking statements. The following table identifies the material forward-looking statements the material potential risks that we currently believe could cause actual results to differ materially forward-looking statements. Readers should also consider all of the risk factors which follow below the table:

Material Forward-Looking Statement	Material Potential Risks Related to Applicable Forward-Looking Statement
Total Sales Segment Sales	<ul> <li>Mandatory stay-at-home orders and other restrictions to help contain COVID-19 spread could impact vehicle sales, vehicle production and our own production</li> <li>Economic impact of COVID-19 on consumer confidence</li> <li>Supply disruptions, including as a result of a semiconductor chip shortage currently being experienced in the industry and shortages of, or supply constraints on, certain critical materials such as chemicals for seating foam, resins for plastic components, rubber as well as certain types of steel</li> <li>Concentration of sales with six customers</li> <li>Shifts in market shares among vehicles or vehicle segments</li> <li>Shifts in consumer "take rates" for products we sell</li> </ul>
<ul> <li>2023 &amp; 2027:</li> <li>Electrification-related Managed Sales</li> <li>ADAS Compound Annual Sales Growth</li> </ul>	<ul> <li>Intense competition</li> <li>Consumer adoption of electrified vehicle offerings and ADAS features</li> <li>Our ability to grow sales with new entrant electric vehicle OEMs</li> <li>Shifts in market shares among vehicles or vehicle segments</li> <li>Shifts in consumer "take rates" for products we sell</li> <li>Our ability to consistently develop and commercialize innovative products or processes</li> </ul>
Adjusted EBIT Margin Segment Adjusted EBIT Margin Net Income Attributable to Magna	<ul> <li>Same risks as for Total Sales/Segment Sales above</li> <li>Operational underperformance</li> <li>Higher costs incurred to mitigate the risk of supply disruptions, including: materials price increases; higher-priced substitute supplies; premium freight costs to expedite supply of materials; production inefficiencies due to production lines being stopped/restarted unexpectedly based on customers' production schedules; and, potential fines/penalties if customer production is disrupted</li> <li>Price concessions</li> <li>Tax risks</li> </ul>
Equity Income	<ul> <li>Same risks as Adjusted EBIT Margin and Net Income Attributable to Magna above</li> <li>Risks related to conducting business through joint ventures</li> </ul>
Free Cash Flow	Same risks as for Total Sales/Segment Sales, and Adjusted EBIT Margin/Segment Adjusted EBIT Margin & Net Income Attributable to Magna above

## Forward Looking Statements (cont.)



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. In addition to the factors in the table above, 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:

aconomic cyclicality; egional production volume declines, including as a result of the COVID-19 bandemic; ntense competition; botential restrictions on free trade; rade disputes/tariffs;	<ul> <li>IT/Cybersecurity breach;</li> <li>Product Cybersecurity breach;</li> <li>Pricing Risks</li> <li>pricing risks between time of quote and start of production;</li> <li>price concessions;</li> </ul>	<ul> <li>risks related to conducting business through joint ventures;</li> <li>our ability to consistently develop and commercialize innovative products or processes;</li> <li>our changing business risk profile as a result of increased investment in electrification ar autonomous driving, including: higher R&amp;D and engineering costs, and challenges in quoting for profitable returns on products for which we may not have significant quoting</li> </ul>
pandemic; ntense competition; potential restrictions on free trade; rade disputes/tariffs;	<ul> <li>Pricing Risks</li> <li>pricing risks between time of quote and start of production;</li> <li>price concessions;</li> </ul>	<ul> <li>our changing business risk profile as a result of increased investment in electrification ar autonomous driving, including: higher R&amp;D and engineering costs, and challenges in</li> </ul>
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potential restrictions on free trade; rade disputes/tariffs;	<ul> <li>pricing risks between time of quote and start of production;</li> <li>price concessions;</li> </ul>	
rade disputes/tariffs;	price concessions;	quoting for profitable returns on products for which we may not have significant quoting
tomer and Supplier Related Risks		experience;
tomer and Supplier Related Risks	<ul> <li>commodity cost volatility;</li> </ul>	<ul> <li>risks of conducting business in foreign markets;</li> </ul>
tomer and ouppiler related risks	<ul> <li>declines in scrap steel/aluminum prices;</li> </ul>	<ul> <li>fluctuations in relative currency values;</li> </ul>
concentration of sales with six customers;		tax risks;
emergence of potentially disruptive Electric Vehicle OEMs;	Warranty / Recall Risks	<ul> <li>reduced financial flexibility as a result of an economic shock;</li> </ul>
DEM consolidation and cooperation;	costs related to repair or replacement of defective products, including due	<ul> <li>changes in credit ratings assigned to us;</li> </ul>
shifts in market shares among vehicles or vehicle segments;	to a recall;	
shifts in consumer "take rates" for products we sell;	<ul> <li>warranty or recall costs that exceed warranty provision or insurance</li> </ul>	Legal, Regulatory and Other Risks
quarterly sales fluctuations;	coverage limits;	antitrust risk;
potential loss of any material purchase orders;	<ul> <li>product liability claims;</li> </ul>	<ul> <li>legal claims and/or regulatory actions against us; and</li> </ul>
a deterioration in the financial condition of our supply base, including as a result		changes in laws and regulations, including those related to vehicle emissions.
of the COVID-19 pandemic;	Acquisition Risks	
	<ul> <li>inherent merger and acquisition risks;</li> </ul>	
nufacturing Operational Risks	acquisition integration risk;	
product and new facility launch risks;		
operational underperformance;		
estructuring costs;		
mpairment charges;		
abour disruptions;		
COVID-19 shutdowns;		
supply disruptions and applicable costs related to supply disruption mitigation		
nitiatives, including as a result of the COVID-19 pandemic;		
climate change risks;		
attraction/retention of skilled labour;		

results to differ materially from those indicated by such forward-looking statements, including the risks, assumptions and uncertainties above which are:

• discussed under the "Industry Trends and Risks" heading of our Management's Discussion and Analysis; and

set out in our Annual Information Form filed with securities commissions in Canada, our annual report on Form 40-F filed with the United States Securities and Exchange Commission, and subsequent filings.
 Readers should also consider discussion of our risk mitigation activities with respect to certain risk factors, which can be also found in our Annual Information Form.







Well-positioned to capture growing market opportunities given systems approach and unique complete vehicle capabilities

Supplier of choice for automakers and enabler for new entrants

Strategic portfolio positions us for sales growth over market and strong free cash flow

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Untapped potential to generate profits and grow shareholder value

## Magna Snapshot (NYSE: MGA, TSX: MG)





\* 2021 Sales Outlook \$40.2 B - \$41.8B

## Foundational Strengths Enabling Success & Growth





## Secular Trends Driving Change



#### Well-Positioned for Car of the Future

## The Power of Magna

Deep Product Expertise

Complete Vehicle Engineering and Manufacturing

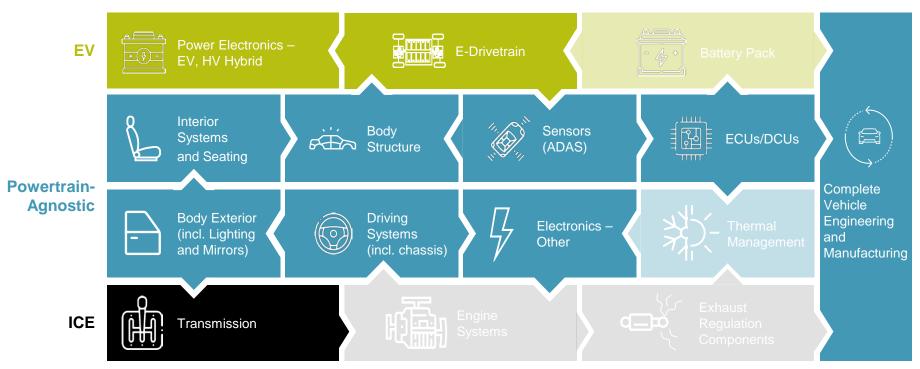
Integrated Systems Level Analysis and Approach



## Agnostic to Vehicle Propulsion

### **Å** MAGNA

Included in Magna's portfolio



Magna's Portfolio is Future-Ready as the Transition to EVs Takes Place

## Clear Go Forward Strategy to Drive Growth



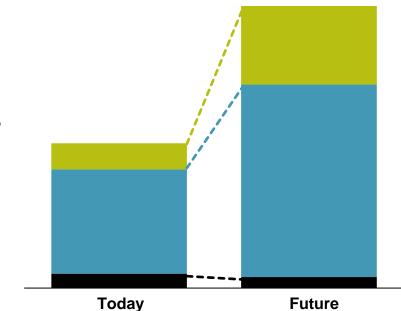
Accelerate<br/>Deployment of<br/>Capital towards<br/>High-Growth<br/>AreasDrive<br/>Operational<br/>ExcellenceUnlock New<br/>Business Models<br/>and Markets

Investor Presentation - May 2021

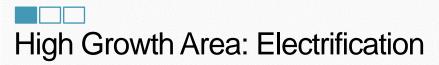
## Accelerate Deployment of Capital Towards High Growth Areas **A MAGNA**

Positive Impact	<ul> <li>eDrives</li> <li>Battery Enclosures</li> <li>ADAS</li> <li>Contract Vehicle Manufacturing</li> <li>New Business Models</li> </ul>	
Aligned	<ul> <li>Lighting</li> <li>Active Aerodynamics</li> <li>Body &amp; Chassis</li> <li>Dual Clutch Transmissions</li> <li>Mirrors</li> <li>Mechatronics</li> <li>Seating</li> </ul>	>
Negative Impact	<ul> <li>Manual Transmissions</li> <li>4WD/AWD</li> <li>Fuel Tanks</li> </ul>	

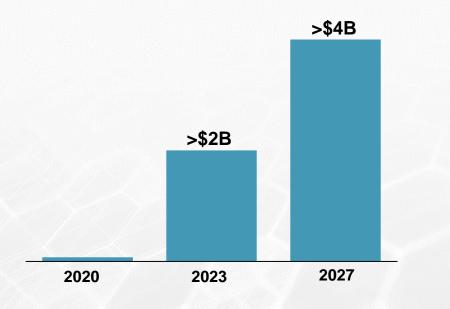
Magna Sales Over Time



#### Our Strategy is to Drive Growth in Positively Impacted Areas



Expected Managed Sales\*



### Key Growth Contributors

eDrive program launches in China in HASCO-Magna Joint Venture

High-volume 48V hybrid DCT programs

New business in primary and secondary eDrives

Expect >50% sales CAGR over the next few years in LG Joint Venture

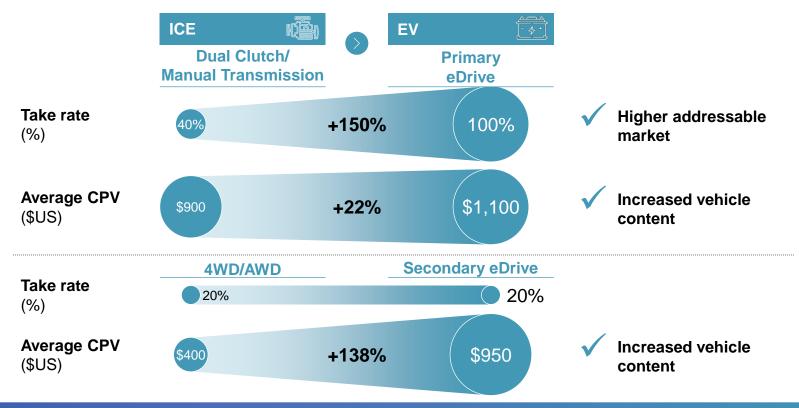
#### Strong Competitive Position for Transition to Electrification

\*Managed sales = consolidated sales + sales at 100% for unconsolidated entities.

**MAGNA** 

## Well-Positioned to Capture Growing EV Opportunity

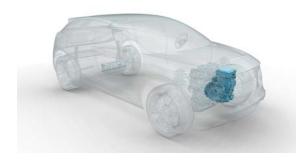




Higher Content Opportunity and Addressable Market for Magna as EV Transition Unfolds

## Innovative Electrification Solutions





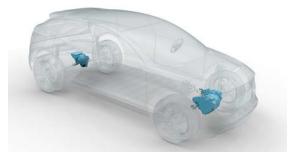
#### EtelligentEco Connected PHEV system

- Up to 38% emission reduction
- Unique cloud connectivity feature
- Smart cruise control and eco routing

New Benchmark for Efficient

Plug-in-Hybrid Technology

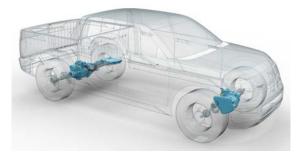
• Class-leading performance in all-electric driving



EtelligentReach Battery-electric drive system

- 30% range extension
- Combination of Next-Gen eDrive, software and controls
- Improvement in efficiency and driving dynamics
- First awarded business

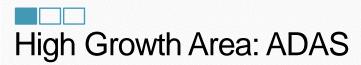
BEV Drive System for Best-in-Class Range and Dynamics



EtelligentForce EV solution for pick-up trucks

- Drop-in replacement retains pick-up truck capability
- Leverage existing assembly processes and installed capital
- First significant change to solid beam rear axle in more than 100 years

#### Electrifying Trucks without Compromising Utility



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### Key ADAS Growth Contributors

#### Ongoing Investments

Expanding Software Engineering Team

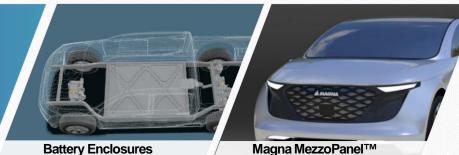
Strategic Partnerships

#### Well-Positioned to Address ADAS Opportunities

## Innovation Across the Vehicle

## **Å** MAGNA

Rethinking the possibilities using our core strengths and systems know-how



Structural opportunities expand with electrification

Magna MezzoPanel™ Integrated ADAS and lighting functions



Adaptive Beam Lighting Increased safety and function by integrating electronics SmartAccess™ Bridging mechatronics and electronics to deliver functionality



**Å** MAGNA

Tapping Into Great Thinking Outside the Company

**Open for Business** Mindset

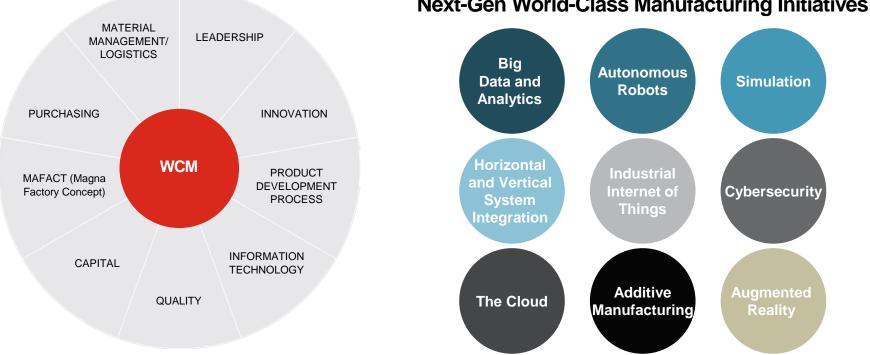
**Auto-Qualified Results** 

Access to New Creative Approaches









#### **Next-Gen World-Class Manufacturing Initiatives**

Committed to Manufacturing Excellence

## Early Stages of Our Sustainability Journey

## Focused on Energy Optimization and Renewable Energy

- Goals for carbon-neutrality
  - In Europe by 2025
  - Globally by 2030
- Will be an industry leader in North America, and aligned with industry leaders in Europe

#### **Broad Sustainability Strategy**

- Product quality
- Health and safety culture
- Diversity and inclusion
- Employee development and training



Science-Based Approach Aligned with Objectives of Paris Climate Agreement

## Unlock New Business Models and Markets

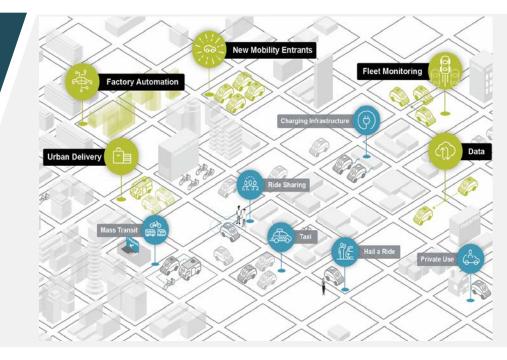


## New Mobility Landscape Creating Wide Range of Opportunities

- Urban delivery
- Factory automation
- Collaboration with automakers

#### **Magna Positioning**

- · Building blocks to participate in many of these areas
- Complete vehicle systems approach makes our proposition more attractive
  - Capital efficiency
  - Launch reliability
  - Speed to market



#### Leveraging Our Systems and Complete Vehicle Knowledge to Unlock New Business

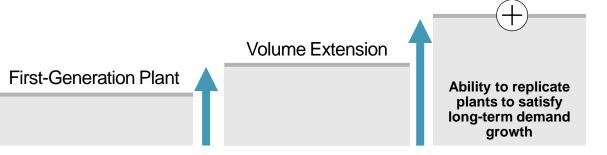
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## Flexible Production Concept

- Expansion planning in advance
- Volume expansion in phases
- Flexible supply management
   approach



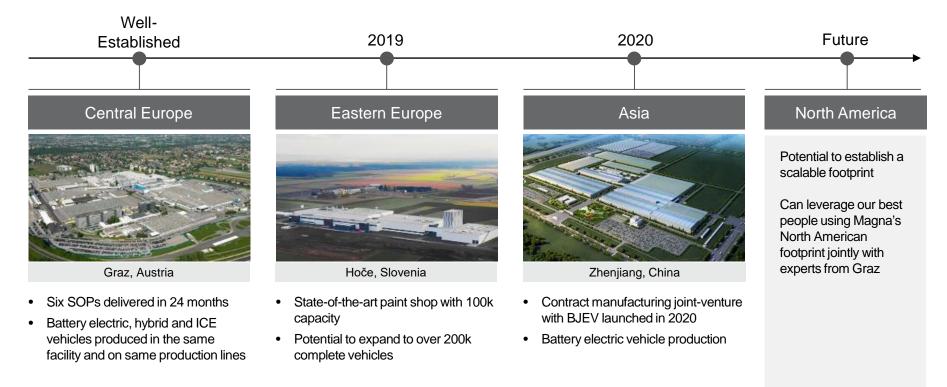






## Global Production Network





#### Ability to Scale and Localize in Key Markets

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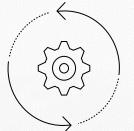
## Full Vehicle and System Capabilities

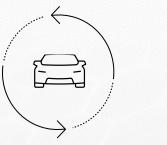
Complete Vehicle Engineering

Complete Vehicle Manufacturing

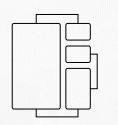
EV and E/E Architectures Broad System Portfolio Full ADAS System and Software Platform

Uniquely Positioned to be a Strategic Partner















## Financial Strategy

## Strong 5 Year Performance

2016-2020

**Average Weighted Sales Growth Over Market (GoM)**<sup>1</sup>

6%

**MAGNA** 



**Return of Capital** 



<sup>1</sup> Weighted Growth over Market (GoM) compares organic sales growth (%) to vehicle production change (%) after applying Magna geographic sales weighting, excluding Complete Vehicles, to regional production

Total Shareholder Return (NYSE)

100% peer average of 35%

## **Continued Financial Flexibility**



(\$B)

TOTAL LIQUIDITY (3/31/21)	
Cash	\$3.5
Available Term & Operating Lines of Credit	\$3.5
Total Liquidity	\$7.0
LEVERAGE RATIO (LTM, 3/31/21)	
Adjusted Debt	\$6.147
Adjusted EBITDA	\$3.540
Adjusted Debt / Adjusted EBITDA (Q1 2021)	1.74
Adjusted Debt / Adjusted EBITDA (Q4 2020)	1.98
lavestment grade retings from Meedule CSD	

Investment-grade ratings from Moody's, S&P, DBRS

Estimated Future LTD Principal Repayments (12/31/20) (\$M) \$1,479 \$722 \$760 \$647 \$129 2021 2022 2023 2024 2025 Thereafter

#### Q1'21 HIGHLIGHTS

- Continued operational excellence and higher earnings driving strong cash generation
- Extended maturity date on \$2.6 billion of our revolving credit facility by two years to June 2026

#### Improving Adjusted Debt to Adjusted EBITDA

## **Capital Allocation Priorities**



Maintain Strong Balance Sheet

- Preserve liquidity and high investment grade credit ratings
  - Adj. debt / Adj. EBITDA ratio between 1.0-1.5x
- Maintain flexibility to invest for growth

### **Invest for Growth**

- Organic and inorganic opportunities
- Innovation

## Return Capital to Shareholders

- Continued dividend growth over time
- Repurchase shares with excess liquidity

## M&A Aligned with Our Strategy



**STRATEGIC FILTERS** 

Expands/Complements Technology Base

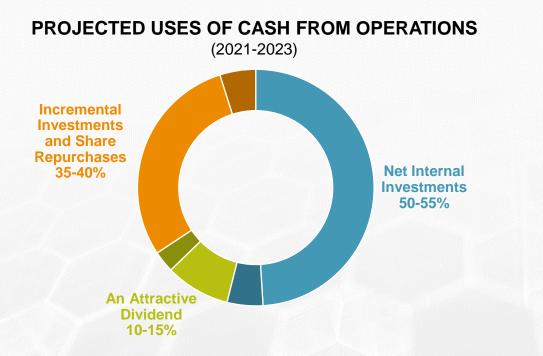
Technologies that Enable Acceleration in Megatrend Areas (e.g., electrification, autonomy)

**Customer Diversification** 

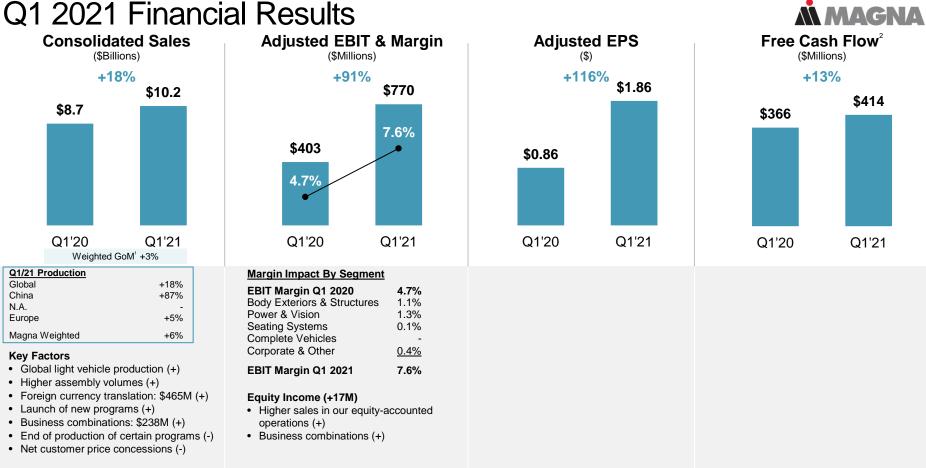
**Geographic Expansion** 

### **Capital Allocation**





#### Disciplined, Profitable Approach to Growth Will Remain a Foundational Principle



<sup>1</sup> Weighted Growth over Market (GoM) compares organic sales growth (%) to vehicle production change (%) after applying Magna geographic sales weighting, excluding Complete Vehicles, to regional production

<sup>2</sup> Free Cash Flow is Cash from Operating Activities plus proceeds from normal course dispositions of fixed and other assets plus settlement of long-term

receivable from a non-consolidated joint venture minus capital spending minus investment in other assets

### 2021 Outlook



Assumptions	MAY	FEBRUARY	2023 <sup>1</sup>
Light Vehicle Production (millions of units)			
North America	15.6	15.9	16.3
Europe	18.5	18.5	20.1
China	24.7	24.0	26.0
Foreign Exchange Rates			
<ul> <li>1 CDN dollar equals USD</li> </ul>	0.797	0.770	0.770
<ul> <li>1 EURO equals USD</li> </ul>	1.201	1.210	1.210
1 RMB equals USD	0.153	0.153	0.153
\$ Billions, Unless Otherwise Noted			
Sales			
<ul> <li>Body Exteriors &amp; Structures</li> </ul>	\$16.5 - \$17.1	\$16.5 – \$17.1	\$18.0 - \$19.0
Power & Vision	\$12.0 – \$12.4	\$11.6 - \$12.0	\$13.0 – \$13.6
Seating Systems	\$5.6 – \$5.9	\$5.8 – \$6.1	\$6.1 – \$6.5
Complete Vehicles	\$6.7 - \$7.0	\$6.5 - \$6.8	\$6.3 - \$6.8
Total Sales	\$40.2 – \$41.8	\$40.0 - \$41.6	\$43.0 - \$45.5
Adjusted EBIT Margin % <sup>2</sup>	7.2% – 7.6%	7.1% – 7.5%	8.1% - 8.6%
Equity Income	\$120M – \$150M	\$85M – \$115M	\$155M – \$200M
Interest Expense	~\$100M	~\$110M	
Income Tax Rate <sup>3</sup>	~23%	~23%	
Net Income Attributable to Magna <sup>4</sup>	\$2.2 - \$2.4	\$2.1 - \$2.3	
Capital Spending	~\$1.6	~\$1.6	

<sup>1</sup> We have not updated 2023 Outlook ranges from our February 19th, 2021 press release

<sup>2</sup> Adjusted EBIT Margin is the ratio of Adjusted EBIT to Total Sales

<sup>3</sup> The Income Tax Rate has been calculated using Adjusted EBIT and is based on current tax legislation

<sup>4</sup> Net Income Attributable to Magna represents Net Income excluding Other expense (income), net

## Free Cash Flow' Expectations

\$1.4-\$1.6

2021

(\$Billions)

\$1.6-\$1.8



**2021-2023** (\$Billions)

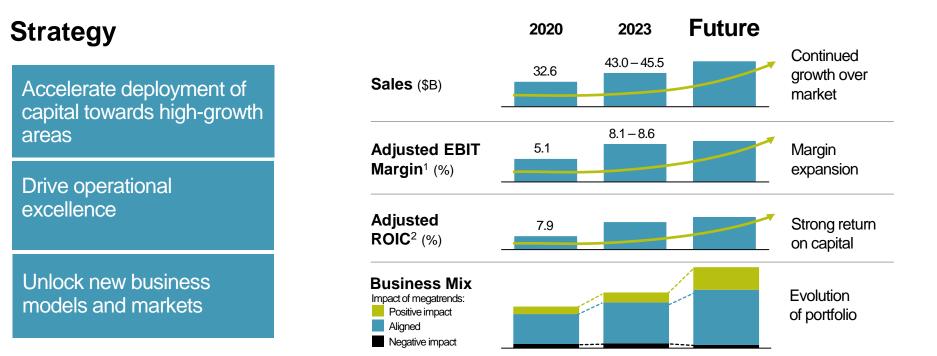


February 2021 Outlook May 2021 Outlook

<sup>1</sup> Free Cash Flow is Cash from Operating Activities plus proceeds from normal course dispositions of fixed and other assets plus settlement of long-term receivable from a non-consolidated joint venture minus capital spending minus investment in other assets

## Executing Our Disciplined Profitable Growth Strategy





#### Generating Sustainable Shareholder Value

<sup>1</sup> Adjusted EBIT Margin is the ratio of Adjusted EBIT to Total Sales; Adjusted EBIT excludes other expense (income), net.

<sup>2</sup> Adjusted Return on Invested Capital (Adjusted ROIC) is calculated as Adjusted After-tax operating profits divided by Average Invested Capital for the period. See Magna's 2020 Annual Report for detailed calculation.

## **Investment Summary**





Well-positioned to capture growing market opportunities given systems approach and unique complete vehicle capabilities

**Supplier of choice** for automakers and enabler for new entrants

Strategic portfolio positions us for sales growth over market and strong free cash flow



**Untapped potential** to generate profits and grow shareholder value

## <u>M MAGNA</u>

# Appendix

#### NORTH AMERICA

### New Launches





Jeep Grand Cherokee 3-Row



Ford Bronco



**Chevrolet Bolt EUV** 



Toyota Tundra



Honda Civic



GMC Hummer

## E U R O P E New Launches





Skoda Enyaq



BMW 2 Series Active Tourer



Peugeot 308



Mercedes-Benz EQE



Volkswagen T7



BMW iX

# New Launches

ASIA





Mercedes-Benz C-Class



Ford Mustang Mach E



Geely Emgrand GL



Audi A7 Sportback



Honda Civic

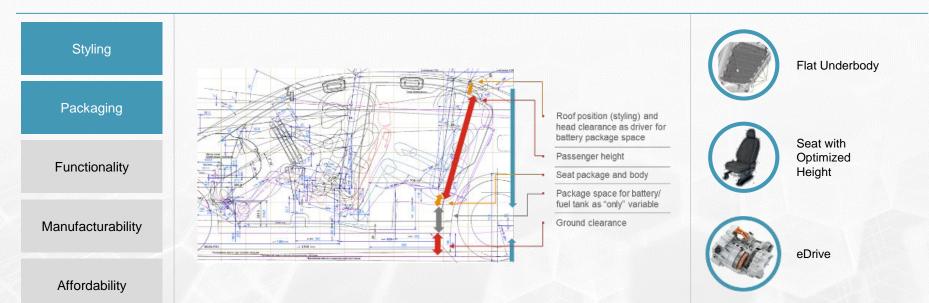
## Systems Approach Unique Styling and Packaging

**Design Requirements** 

#### **Design Objectives**



### **Optimized Products**



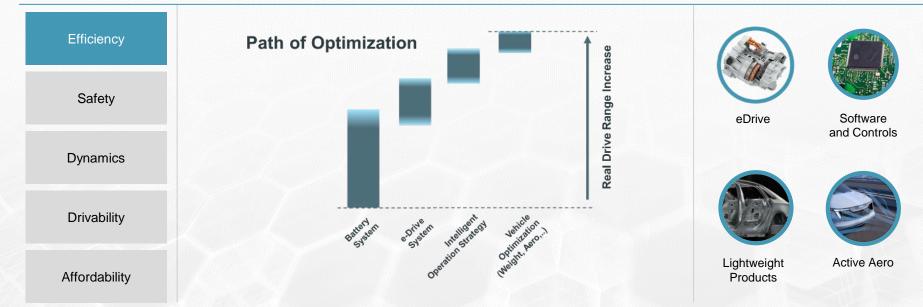
## Systems Approach Best-in-Class Driving Range

**Design Requirements** 

**Design Objectives** 

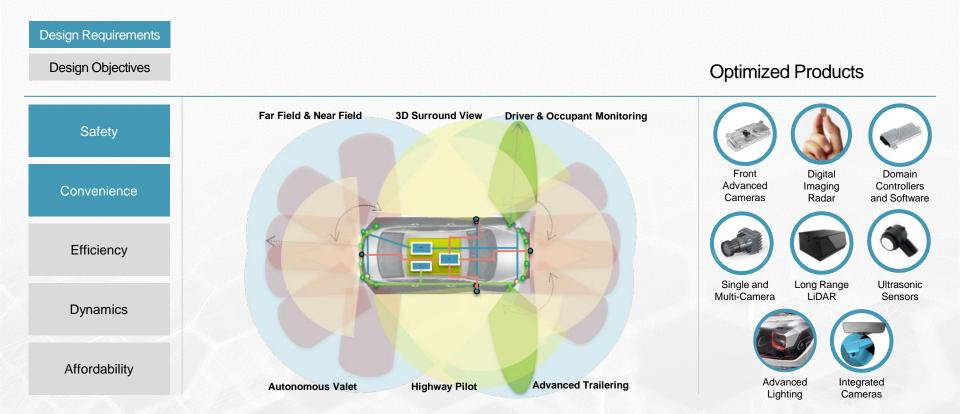


### **Optimized Products**



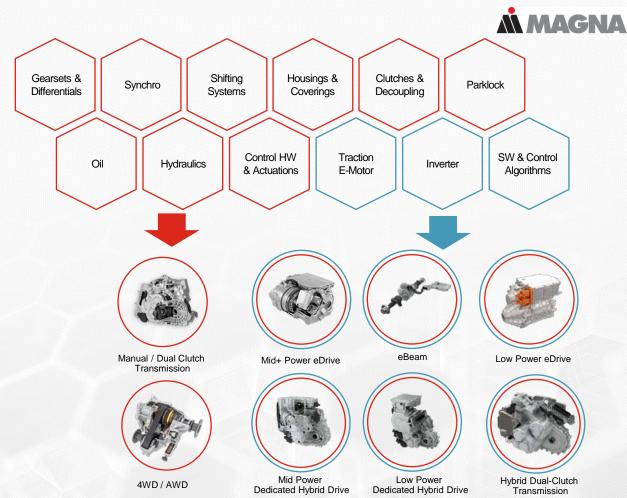
## Systems Approach Optimizing Vision and Response





Powertrain Portfolio Building Block Approach

> MODULAR & SCALABLE BUILDING BLOCKS



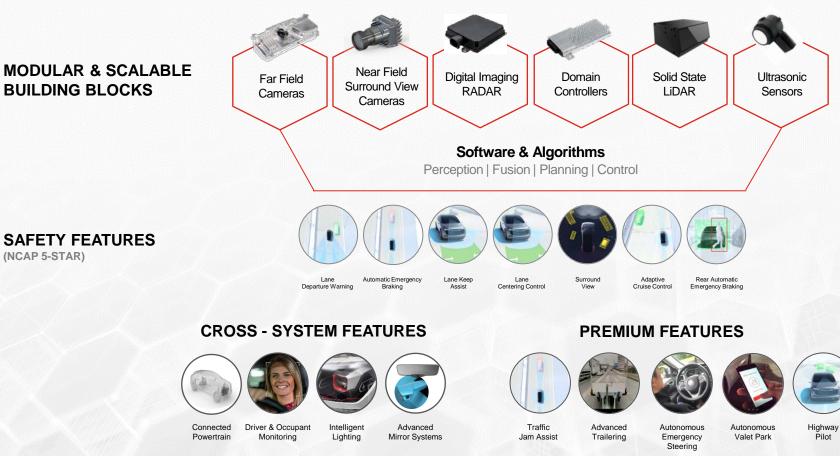
MODULAR & SCALABLE PRODUCTS

Electrification Enablers

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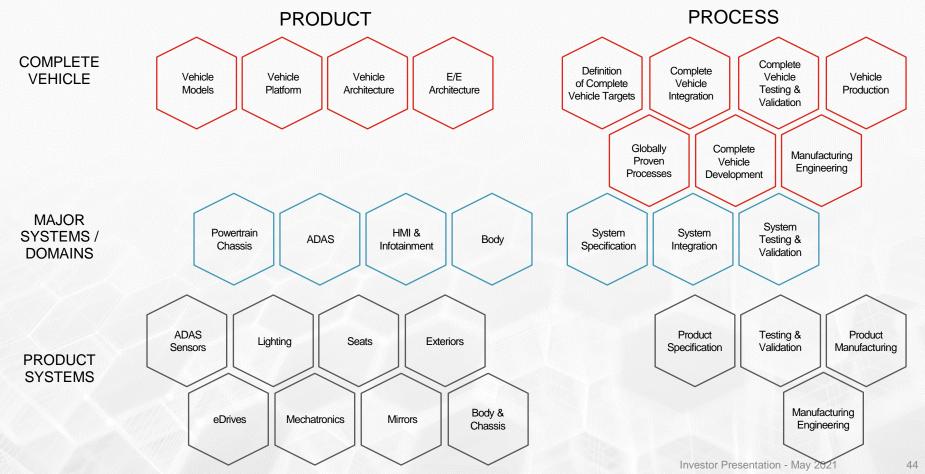
## Full ADAS Systems Building Block Approach

**Å** MAGNA

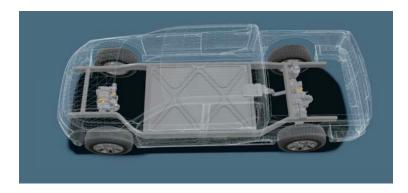


## Complete Vehicles Building Block Approach









### **Battery Enclosures**

- · Contributes to vehicle structure and safety
- Steel, aluminum, and multi-material, including composites
- Business awards for GM Hummer EV and Ford F-150 EV



### Magna MezzoPanel™

- Front fascia with integrated ADAS sensors and lighting
- Large-format lens and in-mold film

### Structural Opportunities Expand with Electrification

### Integrated ADAS and Lighting Functions





### SmartAccess™

- Enables unique access experiences
- Easily operated through multiple human-machine interface solutions
- Enhanced safety through non-contact obstacle detection
- Fully customizable

### Bridging Mechatronics and Electronics to Deliver New Functionality



### Adaptive Beam Lighting

- Glare-free high beam
- Virtual dynamic bending
- Speed-dependent lighting
- Pedestrian detection

### Increased Safety and Function by Integrating Electronics





### **Smart Dies**

- 5-10% uptime improvement
- Up to 30% reduction in scrap
- 30-50% less hours in inspection

# Real-Time Analytics for Better Decisions

## Advanced Robotics

- High volume production
- 2D/3D vision systems and trajectory planning with AI
- 50% reduction in floor space
- 10-20% higher operating efficiency

### Automation-Enabled Efficiency

**MAGNA** 





## **Fenceless Robotics**

- Operator and robot freely and safely collaborate
- Doubles payload at 10 times the speed
- Reduced floor space
- Improved operator ergonomics

## Human and Robotic Collaboration





## **Data Analytics**

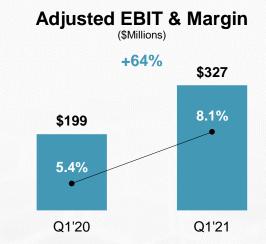
- Paint color change process optimization
- Implemented in 20 Exteriors manufacturing facilities
- Significant cost savings

## Using Data to Minimize Waste and Reduce Costs

### BODY EXTERIORS & STRUCTURES



- Higher global light vehicle production (+)
- Launch of new programs (+)
- Foreign currency translation: \$130M (+)
- End of production of certain programs (-)
- Net customer price concessions (-)

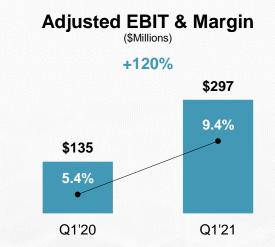


- Earnings on higher sales (+)
- Cost savings and operating efficiencies, including as a result of restructuring actions (+)
- Lower net commodity costs (+)
- Lower transactional FX gains (-)
- Higher launch costs (-)
- Net settlements of customer claims (-)

### POWER & VISION



- Higher global light vehicle production (+)
- Consolidation of Getrag entities: \$162M (+)
- Foreign currency translation: \$160M (+)
- Launch of new programs (+)
- Net customer price concessions (-)

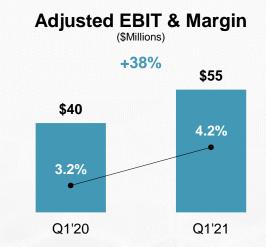


- Earnings on higher sales (+)
- Lower net application engineering costs in ADAS (+)
- Consolidation of Getrag entities (+)
- Cost savings and operating efficiencies, including as a result of restructuring actions (+)

### SEATING



- Acquisition of Hongli in China (+)
- Launch of new programs: \$76M (+)
- Foreign currency translation: \$30M (+)
- Unfavourable production mix (-)
- Net customer price concessions (-)



- Productivity and efficiency improvements at an underperforming facility (+)
- Higher equity income (+)
- Cost savings and operating efficiencies, including as a result of restructuring actions (+)
- Unfavourable vehicle production mix (-)

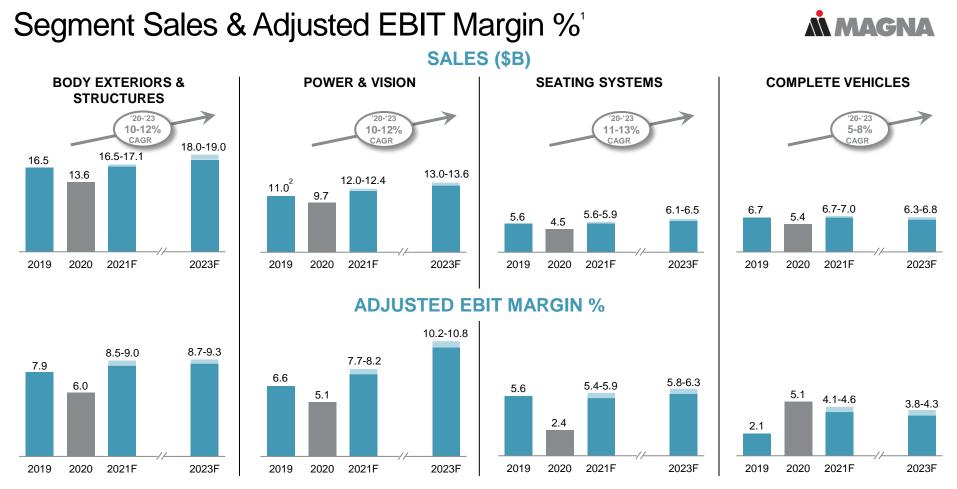
### COMPLETE VEHICLES



- Higher vehicle assembly volumes (+9,100 units)
- Higher euro: \$155m (+)



- Earnings on higher assembly volumes, net of contractual fixed cost recoveries on certain programs (+)
- Higher margins on engineering programs (+)
- Favourable program mix (+)
- Earnings related to our arrangements with Fisker (+)
- Favourable engineering program resolution in Q1'20 (-)



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

<sup>2</sup> Excluding \$0.4B in sales of Fluid Pressure & Controls (FP&C) business unit sold at end of Q1, 2019

# Magna Segment and Regional Data



