# Forward. For all.

Second Quarter 2024

August 2, 2024





Louis Tonelli

Vice President, Investor Relations



# Forward Looking Statements



Certain statements in this presentation and accompanying document constitute "forward-looking information" or "forward-looking statements" (collectively, "forward-looking statements"). Any such forward-looking statements are intereded 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", "should", "will", "likely", "expect", "anticipate", "assume", "believe", "intend", "plan", "aim", "forecast", "outlook", "project", "potential", "estimate", "target" and similar expressions suggesting future outcomes or events to identify forward-looking statements. The following table identifies the material forward-looking statements contained in this presentation and accompanying document, together with the material potential risks that we currently believe could cause actual results to differ materially from such 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
Light Vehicle Production	Light vehicle sales levels Production disruptions, including as a result of labour strikes Supply disruptions Production allocation decisions by OEMs Free trade arrangements and tariffs Relative currency values Commodities prices Availability and relative cost of skilled labour
Total Sales Segment Sales	Same risks as for Light Vehicle Production above The impact of elevated interest rates and availability of credit on consumer confidence and in turn vehicle sales and production The impact of deteriorating vehicle affordability on consumer demand, and in turn vehicle sales and production Alignment of our product mix with production demand Customer concentration Shifts in market shares among vehicles or vehicle segments Shifts in consumer "take rates" for products we sell
Adjusted EBIT Margin, Free Cash Flow, Net Income Attributable to Magna / Target Leverage Ratio	Same risks as for Total Sales and Segment Sales above Successful execution of critical program launches Operational underperformance Product warranty/recall risks Restructuring costs Impairments Inflationary pressures Our ability to secure cost recoveries from customers and/or otherwise offset higher input costs Price concessions Risks of conducting business with newer EV-focused OEMs Commodity cost volatility Scrap steel price volatility Higher labour costs Tax risks
Equity Income	<ul> <li>Same risks as Adjusted EBIT Margin, Free Cash Flow, and Net Income Attributable to Magna / Target Leverage Ratio</li> <li>Risks related to conducting business through joint ventures</li> <li>Risks of doing business in foreign markets</li> </ul>

# 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:

#### Macroeconomic, Geopolitical and Other Risks

- · inflationary pressures;
- · interest rates:
- geopolitical risks;

#### Risks Related to the Automotive Industry

- · economic cyclicality;
- · regional production volume declines;
- · deteriorating vehicle affordability;
- misalignment between EV production and sales;
- · intense competition:

#### Strategic Risks

- · alignment with "Car of the Future":
- evolving business risk profile;
- technology and innovation:
- · investments in mobility and technology companies;

#### **Customer-Related Risks**

- customer concentration:
- growth with Asian OEMs:
- growth of EV-focused OEMs;
- risks of conducting business with newer EV-focused OEMs:
- · Fisker bankruptcy:
- · dependence on outsourcing;
- customer cooperation and consolidation:
- · Program cancellations, deferrals and reductions in production volumes;
- market shifts:
- · consumer take rate shifts;
- quarterly sales fluctuations:
- customer purchase orders:
- · potential OEM production-related disruptions;

#### **Supply Chain Risks**

- semiconductor chip supply disruptions and price increases;
- · supply chain disruptions;
- · regional energy supply and pricing;
- · supply base condition;

#### Manufacturing/Operational Risks

- product launch:
- operational underperformance:
- · restructuring costs;
- impairments:
- · labour disruptions;
- skilled labour attraction/retention:
- · leadership expertise and succession:

#### **Pricing Risks**

- · quote/pricing assumptions;
- · customer pricing pressure/contractual arrangements;
- commodity cost volatility:
- · scrap steel/aluminum price volatility;

#### Warranty/Recall Risks

- repair/replace costs:
- · warranty provisions:
- · product liability;

#### Climate Change Risks

- transition risks and physical risks:
- · strategic and other risks:

#### IT Security/Cybersecurity Risks

- IT/cybersecurity breach;
- · product cybersecurity;

#### **Acquisition Risks**

- · acquisition of strategic targets;
- · inherent merger and acquisition risks;
- · acquisition integration and synergies;

#### Other Business Risks

- ioint ventures:
- · intellectual property;
- · risks of doing business in foreign markets;
- · relative foreign exchange rates;
- · currency devaluation in Argentina;
- pension risks;
- · tax risks;
- · returns on capital investments;
- · financial flexibility;
- · credit ratings changes;
- · stock price fluctuation;
- · dividends;

#### Legal, Regulatory and Other Risks

- · antitrust proceedings;
- · legal and regulatory proceedings;
- · changes in laws;
- trade agreements;
- · trade disputes/tariffs; and
- environmental compliance.

In evaluating forward-looking statements or forward-looking information, we caution readers not to place undue reliance on any forward-looking statement. Additionally, 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 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 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. Additional information about Magna, including our Annual Information Form, is available through the System for Electronic Data Analysis and Retrieval + (SEDAR+) at <a href="https://www.sedarplus.ca">www.sedarplus.ca</a>, as well as on the United States Securities and Exchange Commission's Electronic Data Gathering, Analysis and Retrieval System (EDGAR), which can be accessed at <a href="https://www.sec.gov">www.sec.gov</a>.



# Reminders

All amounts are in U.S. Dollars.

Effective July 1, 2023 we revised our calculation of Non-GAAP measures to exclude amortization of acquired intangible assets. The historical presentation of non-GAAP measures has also been updated to reflect the revised calculations.

Today's discussion excludes the impact of other expense (income), net ("Unusual Items") and amortization of acquired intangible assets. Please refer to the reconciliation of Non-GAAP measures in our press release dated August 2, 2024 for further information.

"Organic", in the context of sales movements, means "excluding the impact of foreign exchange, acquisitions and divestitures".

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.



Swamy Kotagiri

Chief Executive Officer



# Key Takeaways



- Q2, 2024 Operating performance largely in-line with our expectations
- Executing to our margin outlook
  - Operational excellence activities on track (+75 bps for '24-'25)
  - Megatrend engineering spending reduction (additional \$40M, ~\$90M for '24)
  - Adjusted EBIT Margin range tightened (now 5.4% 5.8%)
- Focus on free cash flow and capital discipline
  - Capital spending reduction (additional ~\$100M, up to \$200M for '24)
  - Maintaining free cash flow outlook
  - On track to be in target leverage range in 2025
- 2026 Updated Outlook reflecting market changes

# Executing Strategy in Current Market Dynamics









# Winning business on key programs across portfolio

 Awarded hot-stamped door ring with Japan-based global OEM

#### **Commercializing innovations**

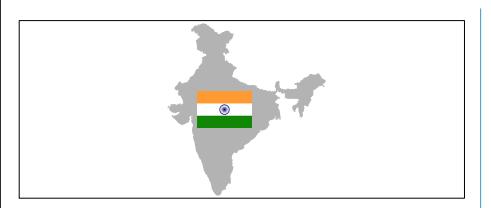
 Awarded reconfigurable seating systems with China-based OEM

#### **Operational Excellence**

- Focus on impactful divisions
  - Restructuring / consolidation / wind-down in 2024 (40+ divisions in key regions)
- Right sizing Complete Vehicle business
- Driving productivity through smart automation

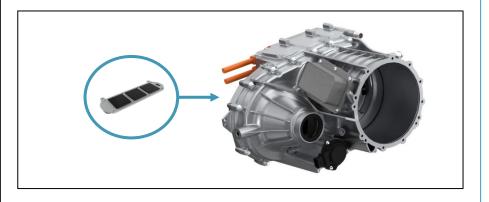
# Executing Strategy in Current Market Dynamics





#### Divestitures of non-core facilities

 Sale of metalforming operations in India (\$190M '23 sales)



# Vertical integration of critical sub-systems – power module acquisition

- Accelerates in-house development
- Leverages combined technical and manufacturing competencies
- Secures supply of key product

# Forward. For all.

# Pat McCann

**MAGNA** 

Executive Vice President & Chief Financial Officer

# Q2 2024 Performance Summary



#### **Consolidated Sales**

\$11.0B

Level with Q2/23

Weighted GoM<sup>1</sup> of -1%

(+1% excl. Complete Vehicles)

#### **Adjusted Diluted EPS**

\$1.35

#### **Adjusted EBIT**

5.3% -30 bps \$577M

Free Cash Flow<sup>2</sup>

\$123M

#### Other highlights



Paid \$134M in dividends



Raised CAD\$450M in debt



'24 Outlook: Lowering Capital Spending, Maintaining FCF range

<sup>&</sup>lt;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 (FCF) is Cash from Operations plus Proceeds from normal course Dispositions of fixed and other assets minus Fixed Asset Additions and Increase in Investment in other assets Q2 2024 Results

# Q2 2024 Financial Results





(\$Millions)



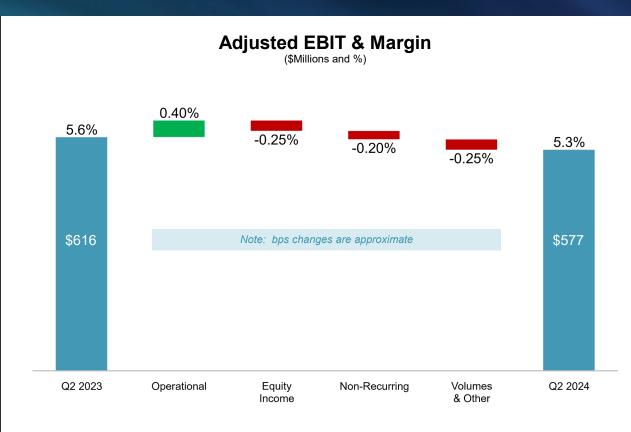
Q2 2024 PRODUCTION	ON
Global	2%
North America	1%
Detroit-based	-5%
Europe	-5%
China	6%
Magna Weighted	0%
Weighted CoM1	10/

Weighted GoM¹ -1% (+1% excl. Complete Vehicles)

<sup>&</sup>lt;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> Includes customer price increases to recover certain higher production input costs and net customer price concessions

# Q2 2024 Financial Results





#### Operational

- Operational excellence activities driving productivity and efficiency improvements
- Lower net engineering costs
- Lower launch, engineering and other costs associated with assembly business
- Higher net input costs (-)

#### Equity Income

- Unfavourable product mix
- Higher depreciation on increased capital deployed at certain equity-accounted entities

#### Non-recurring

- Non-cash FX losses on deferred tax assets (-)
- Higher net warranty costs (-)
- Higher restructuring costs (-)
- Additional supply chain costs (-)
- Higher net favourable commercial items (+)

#### Volumes & Other

- Acquisitions, net of divestitures (-)
- Reduced earnings on lower assembly volumes (-)
- Lower incentive comp and employee profit sharing (+)

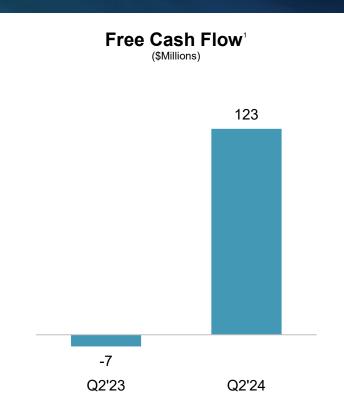
# Q2 2024 Financial Results



(\$Millions, unless otherwise noted)	Q2 2023	Q2 2024	CHANGE
Adjusted EBIT	616	577	(39)
Interest Expense	34	54	(20)
Adjusted Pre-Tax Income	582	523	(59)
Adjusted Income Taxes	(126) 21.6%	(119) 22.8%	7
Income Attributable to Non-Controlling Interests	(15)	(15)	-
Adjusted Net Income Attributable to Magna	441	389	(52)
Diluted Shares Outstanding (millions of shares)	286.3	287.3	(1.0)
Adjusted Diluted EPS (\$)	1.54	1.35	(0.19)

# Q2 2024 Cash Flow and Investment Activities





(\$Millions)	Q2 2023	Q2 2024
Cash from Operations Before Changes in Operating Assets & Liabilities	879	681
Changes in Operating Assets & Liabilities	(332)	55
Cash from Operations	547	736
Fixed Asset Additions	(502)	(500)
Increase in Investments, Other Assets and Intangible Assets	(96)	(170)
Proceeds from Dispositions	44	57
Investment Activities	(554)	(613)
FREE CASH FLOW <sup>1</sup>	(7)	123

KEY SOURCES (USES) OF CASH		
Net Issuances (Repayment) of Debt	544	(416)
Dividends paid	(129)	(134)

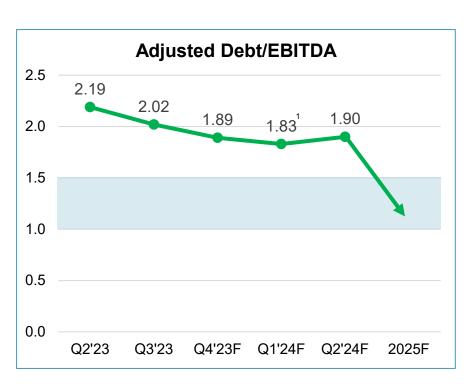
# Continued Financial Strength



TOTAL LIQUIDITY (30JUN24) (\$Millions)	
Cash	999
Available Term & Operating Lines of Credit	2,652
Total Liquidity	3,651

LEVERAGE RATIO (LTM, 30JUN24) (\$Millions)	
Adjusted Debt	7,585
Adjusted EBITDA	3,982
Adjusted Debt / Adjusted EBITDA	1.90

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



Q2 increase as expected, on-track to be back in target range during 2025

# Updated 2024 Outlook – Key Assumptions



2023	MAY 2024	AUGUST 2024
15.6	15.7	15.7
17.4	17.4	17.1
29.3	29.0	29.0
0.742	0.725	0.733
1.082	1.065	1.080
	15.6 17.4 29.3	15.6 15.7 17.4 17.4 29.3 29.0

Changed from previous Outlook



(\$Billions, unless otherwise noted)	2023	MAY 2024	AUGUST 2024
Total Sales	42.8	42.6 – 44.2	42.5 – 44.1
Adjusted EBIT Margin % <sup>1</sup>	5.2%	5.4% - 6.0%	5.4% – 5.8%
Equity Income	112M	120M – 150M	100M – 130M
Interest Expense	156M	~230M	~220M
Income Tax Rate <sup>2</sup>	21.0%	~22%	~22%
Adjusted Net Income Attributable to Magna <sup>3</sup>	1.572	1.5 – 1.7	1.5 – 1.7
Capital Spending	2.500	2.4 – 2.5	2.3 – 2.4
Free Cash Flow⁴	0.209	0.6 - 0.8	0.6 – 0.8

Changed from previous Outlook

# Maintaining Sales and Narrowing Adjusted EBIT Margin Ranges

<sup>&</sup>lt;sup>1</sup> Adjusted EBIT Margin is the ratio of Adjusted EBIT to Total Sales

<sup>&</sup>lt;sup>2</sup> Income Tax Rate has been calculated using Adjusted EBIT and is based on current tax legislation

<sup>3</sup> Adjusted Net Income Attributable to Magna represents Net Income excluding Other expense (income), net, and Amortization of acquired Intangibles

Free Cash Flow (FCF) is Cash from Operations plus Proceeds from normal course Dispositions of fixed and other assets minus Fixed Asset Additions and Increase in Investment in other assets Q2 2024 Results

# Forward. For all.

Swamy Kotagiri

Chief Executive Officer







## **Market Dynamics**

Lower BEV adoption | OEMs recalibrating portfolios | Geopolitical Uncertainty

#### Complete Vehicle Assembly

- No production of Ineos Fusilier and Fisker Ocean programs
- MB G-Class pass-through sales

#### **EV** Impact

Ford, GM, Southern USA/Mexico Program

#### **Active Safety**

 Volume shortfalls, in-sourcing by COEMs, updated view of expected win-rates

- Restructuring Complete Vehicles cost structure
- Driving engineering spend reduction up to \$200M
- Optimizing portfolio and footprint
- Continuing margin expansion
- ✓ Reducing capital expenditure ~\$200M
  - sales to CapEx ratio of <4%</p>
- ✓ Free Cash Flow in the range of \$1.8B \$2.1B

Focused on Margin Expansion, Capital Discipline and FCF Generation

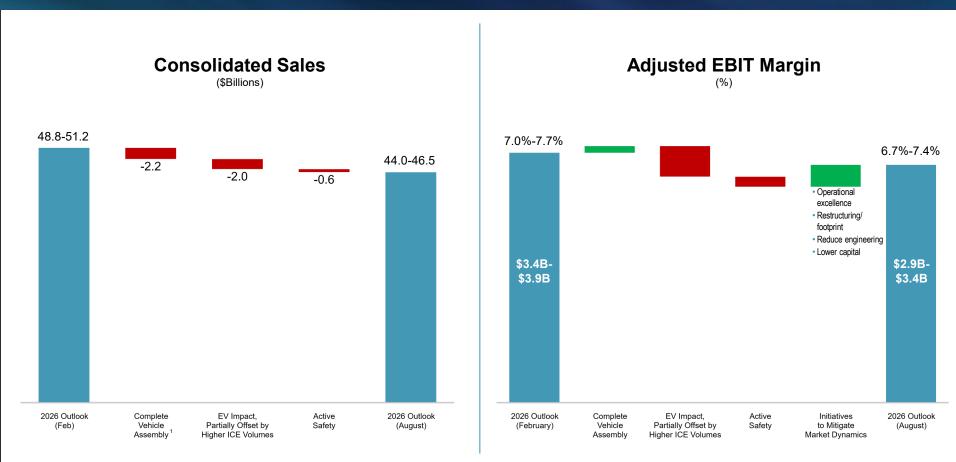


(\$Billions, unless otherwise noted)	FEBRUARY 2024	AUGUST 2024
Total Sales	48.8 – 51.2	44.0 – 46.5
Adjusted EBIT Margin %¹	7.0% – 7.7%	6.7% – 7.4%
Equity Income (included in EBIT)	165M – 210M	125M – 170M
Capital Spending	~1.9	1.6 – 1.8
Free Cash Flow <sup>2</sup>	2.0+	1.8 – 2.1

<sup>2</sup> Free Cash Flow (FCF) is Cash from Operating Activities plus proceeds from normal course dispositions of fixed and other assets minus capital spending minus investment in other assets

Changed from previous Outlook

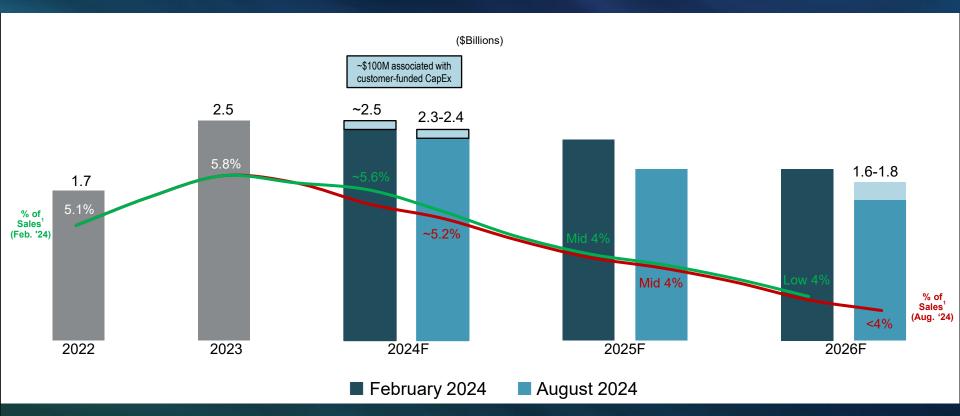




<sup>&</sup>lt;sup>1</sup> Includes \$0.3B of Fisker systems production sales (in addition to \$0.3B of complete vehicle assembly sales)

# **Updated Capital Spending**





# Expect Lower Capital Spending and CapEx/Sales Ratio

# Updated 2026 Outlook – Recap



# Sales (\$44.0-\$46.5B)

Updated to shifting new market reality

Actively pursuing customer recoveries to partially offset lower sales expectations

# Investments

Cumulative reductions over 2024-2026, compared to February Outlook:

Megatrend Engineering up to \$500MCapEx up to \$600M

# Margin (6.7%-7.4%)

Multiple self-help initiatives well underway to mitigate impact of lower sales

150+ bps improvement over 2023

# Free Cash Flow (\$1.8-\$2.1B)

Continue to anticipate increases each year over outlook period

> \$1.6B higher than 2023



# 2024 Summary

Q2 operating performance largely in-line with our expectations

Mitigating market challenges with a focus on Margin Expansion, Capital Discipline and FCF generation

#### 2024 Outlook:

- Maintaining Sales, narrowing Adjusted EBIT Margin
- Lowering CapEx
- Maintaining FCF

### Solid Quarter, On Track for 2024

# ANAGNA Forward. For all.



# Appendix – Q2 2024 Results

# Q2 2024 Reconciliation of Reported Results



Excluding: (1) Other Expense (Income), Net and (2) Amortization of Acquired Intangible Assets \$Millions, except for share figures	Rep	orted	(1)	(2	)	Adjı	usted
Income Before Income Taxes % of Sales	\$	427 <b>3.9%</b>	\$ 68	\$	28	\$	523 <b>4.8%</b>
Income Tax Expense % of Pretax	\$	99 <b>23.2%</b>	\$ 15	\$	5	\$	119 <b>22.8%</b>
Income Attributable to Non-Controlling Interests	\$	(15)	\$ -	\$	-	\$	(15)
Adjusted Net Income Attributable to Magna <sup>1</sup>	\$	313	\$ 53	\$	23	\$	389
Adjusted Diluted Earnings Per Share	\$	1.09	\$ 0.18	\$	0.08	\$	1.35

# Q2 2023 Reconciliation of Reported Results



Excluding: (1) Other Expense (Income), Net and (2) Amortization of Acquired Intangible Assets \$Millions, except for share figures	Rep	orted	(1)	(2	2)	Adj	usted
Income Before Income Taxes % of Sales	\$	483 <b>4.4%</b>	\$ 86	\$	13	\$	582 <b>5.3%</b>
Income Tax Expense % of Pretax	\$	129 <b>26.7%</b>	\$ (5)	\$	2	\$	126 <b>21.6%</b>
Income Attributable to Non-Controlling Interests	\$	(15)	\$ -	\$	-	\$	(15)
Adjusted Net Income Attributable to Magna <sup>1</sup>	\$	339	\$ 91	\$	11	\$	441
Adjusted Diluted Earnings Per Share	\$	1.18	\$ 0.32	\$	0.04	\$	1.54

# Sales Performance vs Market



## Q2 2024 vs Q2 2023

		. 1	Performance vs Weighted Global Production
	Reported	Organic <sup>1</sup>	(Weighted GoM)
Body Exteriors & Structures	(2%)	(1%)	(1%)
Power & Vision	13%	7%	7%
Seating Systems	(9%)	(8%)	(8%)
Complete Vehicles	(19%)	(18%)	(18%)
TOTAL SALES	0%	(1%)	(1%)
Unweighted Production Growth	2%		
Weighted Production Growth <sup>2</sup>	0%		

<sup>&</sup>lt;sup>1</sup> Organic Sales represents sales excluding acquisitions net of divestitures and FX movements

<sup>&</sup>lt;sup>2</sup> Calculated by applying Magna geographic sales weighting, excluding Complete Vehicles, to regional production

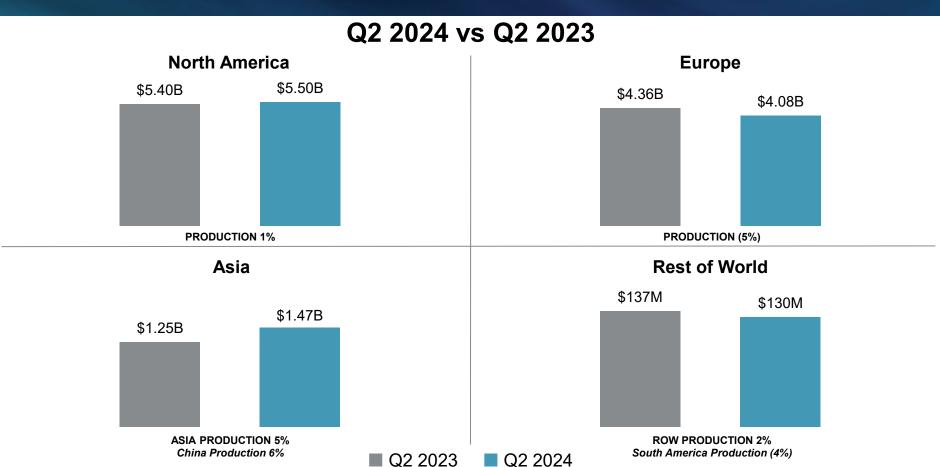
# Segment Impact on Adjusted EBIT % of Sales A MAGNA

## Q2 2024 vs Q2 2023

(\$Millions)		Sales	Adjus EB		Adjusted EBIT as a Percentage of Sales
2 <sup>nd</sup> Quarter of 2023	\$ ^	10,982	\$	616	5.6%
Increase (Decrease) Related to:					
Body Exteriors & Structures	\$	(75)	\$	(53)	(0.4%)
Power & Vision	\$	464	\$	74	0.4%
Seating Systems	\$	(148)	\$	(14)	0.0%
Complete Vehicles	\$	(284)	\$	(14)	0.0%
Corporate and Other	\$	19	\$	(32)	(0.3%)
2 <sup>nd</sup> Quarter of 2024	\$ 1	10,958	\$	577	5.3%

# Geographic Sales





# 2024 Segment Sales & Adjusted EBIT Margin





# Capital Allocation Principles



			Q2 2024
Maintain Strong	<ul> <li>Preserve liquidity and high investment grade credit ratings</li> </ul>		
Balance Sheet	- Adj. debt / Adj. EBITDA ratio between 1.0-1.5x	LTM 30JUN24	1.90x
Balarice Officet	<ul> <li>Maintain flexibility to invest for growth</li> </ul>		
Invest for	Organic and inorganic opportunities	Fixed asset additions Other investments Acquisitions	\$ 500M \$ 170M \$ 56M
Growth	<ul> <li>Innovation</li> </ul>		
Return Capital	Continued dividend growth over time		\$ 134M
to Shareholders	Repurchase shares with excess liquidity		

# Disciplined, Profitable Approach to Growth Remains a Foundational Principle

# Leverage Ratio Q2 2024



(\$Millions)	
LTM EBITDA	\$ 3,699
Credit Rating Agency Adjustments	283
Adjusted EBITDA	\$ 3,982
Debt per Balance Sheet	\$ 7,460
Credit Rating Agency Adjustments	125
Adjusted Debt	\$ 7,585
Adjusted Debt / Adjusted EBITDA Ratio (Q2 2024)	1.90x



# Appendix – Updated 2026 Outlook

# Updated 2026 Outlook – Key Assumptions



	FEBRUARY 2024	AUGUST 2024
Light Vehicle Production (millions of units)		
North America	16.1	16.1
• Europe	17.3	17.3
China	30.6	30.6
Foreign Exchange Rates		
1 CDN dollar equals USD	0.740	0.740
• 1 EURO equals USD	1.080	1.080
• 1 RMB equals USD	0.137	0.137
No future Fisker Ocean produ No Ineos Fusilier EV producti		

- No changes to:
  - Light Vehicle Production
  - Foreign Exchange Rates
- Significant changes to program mix (primarily in North America)

# Continuing to Explore Opportunities Not Included in Outlook