



# Investor Presentation May 2022

# **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", "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 contained in this 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
Total Sales	Mandatory COVID-19 lockdowns/stay-at-home orders, including in certain parts of China, could impact vehicle sales, vehicle production and our own production     Economic impact of COVID-19 and/or Russia's invasion of Ukraine on consumer confidence     Supply disruptions, including as a result of a semiconductor chip shortage, COVID-19 related shutdowns, and/or Russia's invasion of Ukraine     Elevated levels of inflation     Regional energy shortages and price increases     Concentration of sales with six customers     Shifts in market shares among vehicles or vehicle segments     Shifts in consumer "take rates" for products we sell
2023, 2024 & 2027:  • Powertrain electrification Managed Sales  • Battery Enclosures Sales  • ADAS Sales	Same risks as for Sales above     Consumer adoption of electrified vehicle offerings and ADAS features     Our ability to grow sales with new entrant electric vehicle OEMs     Our ability to consistently develop and commercialize innovative products or processes     Intellectual property risks
Adjusted EBIT Margin Segmented Adjusted EBIT Margin	Same risks as for Sales above Operational underperformance Higher costs incurred to mitigate the risk of supply disruptions, including: materials price increases; higher-priced substitute supplies; premium freight costs to expedite shipments; production inefficiencies due to production lines being stopped/restarted unexpectedly based on customers' production schedules; and price increases from sub-suppliers that have been negatively impacted by production inefficiencies Price concessions Commodity cost volatility Higher labour costs Tax risks
Free Cash Flow	Same risks as for Sales and Adjusted EBIT Margin/Segment Adjusted EBIT Margin above

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## **Forward Looking Statements**



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:

### Risks Related to the Automotive Industry

- · economic cyclicality;
- regional production volume declines:
- intense competition;
- notential restrictions on free trade:
- trade disputes/tariffs:

### **Customer and Supplier Related Risks**

- concentration of sales with six customers:
- emergence of potentially disruptive Electric Vehicle OEMs, including risks related to limited revenues/operating history of new OEM entrants;
- OEM consolidation and cooperation:
- shifts in market shares among vehicles or vehicle segments;
- . shifts in consumer "take rates" for products we sell:
- dependence on outsourcing;
- quarterly sales fluctuations
- potential loss of any material purchase orders;
- a deterioration in the financial condition of our supply base:

### Manufacturing/Operational Risks

- risks arising from Russia's invasion of Ukraine and compliance with the sanctions the regime imposed in response;
- impact of the semiconductor chip shortages on OEM production volumes and on the efficiency of our operations;
- risks related to COVID-19;
- supply disruptions and higher costs to mitigate such disruptions:
- regional energy shortages and price increases;
- skilled labour attraction/retention:
- product and new facility launch risks; operational underperformance;
- restructuring costs;
- impairment charges; labour disruptions;
- climate change risks;
- leadership succession:

### IT Security/Cybersecurity Risk

IT/Cybersecurity breach;Product Cybersecurity breach;

### **Pricing Risks**

- Inflationary pressures;
- pricing risks between time of quote and award of new
- price concessions:
- commodity cost volatility:
- declines in scrap steel/aluminum prices;

- · 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;
- product liability claims:

### Acquisition Risks

- competition for strategic acquisition targets:
- 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
- intellectual property risks:
- our changing business risk profile as a result of increased investment in electrification and autonomous/assisted 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

- legal claims and/or regulatory actions against us; and
- changes in laws and regulations, including those related to vehicle emissions or made as a result of the COVID-19 pandemic.

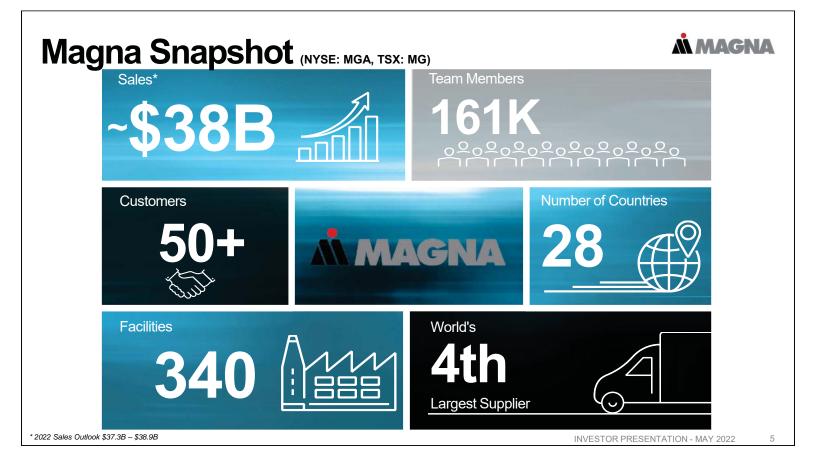
# **Key Messages**



- Well-positioned to capture growing market opportunities given systems approach and unique complete vehicle capabilities
- Operational excellence to enhance efficiencies and mitigate impacts of challenging environment
- Strategic portfolio positions us for sales growth over market and strong free cash flow
- 4 Untapped potential to generate profits and grow shareholder value

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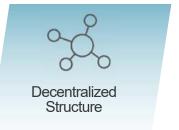
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# Foundational Strengths Enabling Success & Growth













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### **ESG Minded from the Start...**





Operate efficiently and responsibly



Fair treatment of employees



Contributing to communities in which we operate

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# Creating a Better World of Mobility, Responsibly





Net Carbon Neutral in Europe by 2025 and all operations by 2030



Technologies that help customers achieve their sustainability goals



Strong, diverse, and inclusive teams

# **Secular Trends Driving Change**





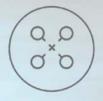
Electrification



Autonomy



**New Mobility** 



Connectivity

### Magna Positioning

- Enhanced e-Powertrain portfolio
- Product range fills transition roadmap to EV
- New EV business across all products
- ✓ Full ADAS capability
- ✓ Complete system expertise
- Expanded collaboration ecosystem
- ✓ Leverage new business models
- ✓ Enabling automakers and new entrants
- Software-enabled functionality in our ECU-related products
- Optimizing performance and efficiency

### Well Positioned for Car of the Future

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# **Our Vision**

Advancing mobility for everyone and everything.

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# **Go-Forward Strategy**

Accelerate deployment of capital towards high-growth areas

Drive operational excellence

Unlock new business models and markets

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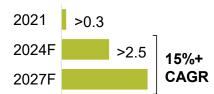
**MAGNA** Portfolio Positively Impacted by Megatrends Magna Sales over time **eDrives Battery Enclosures Positive Impact** mpact of Megatrends **Contract Vehicle Manufacturing** Lighting **Active Aerodynamics Body & Chassis Dual Clutch Transmissions** Aligned Mirrors Mechatronics Seating **Manual Transmissions Negative** 4WD/AWD **Impact Fuel Tanks TODAY FUTURE** INVESTOR PRESENTATION - MAY 2022 12



# **Key Growth Contributors**





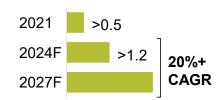


### **Battery Enclosures**









1 Represents managed sales. Managed sales = consolidated sales + sales at 100% for unconsolidated entities

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# **Electrification Business Growing Rapidly**





2 eDrive program launches



2 high-volume hybrid DCT program launches

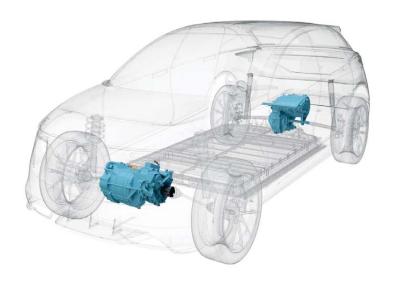


Sales growing at >50% CAGR over outlook period in LG-Magna JV



# **Key Wins in Electrification**





- Primary and secondary eDrives
  - New entrant OEM
  - European OEM
- DCT platform business including hybrid DCTs with Mercedes
- eDrive with China-based OEM

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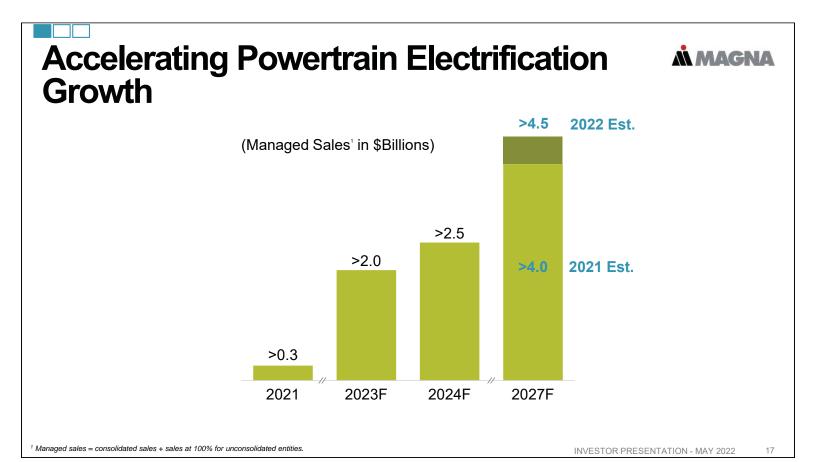
# **Electrifying Trucks Without Compromise**





### **EtelligentForce**

- Uncompromised towing and payload
- Minimal disruption to vehicle platform and OEM assembly
- Significant customer interest



# Battery Enclosures – Growing Addressable Market





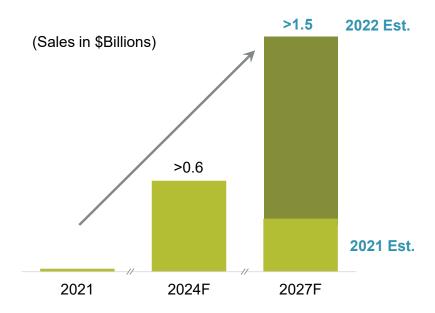
- Large, high content, highly engineered product
- Multi-materials and processes
- Investing capital while leveraging existing know-how and installed capacity
- Launching on the GMC Hummer EV and Ford F-150 Lightning

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# Battery Enclosures – Growing Addressable Market





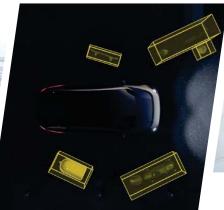


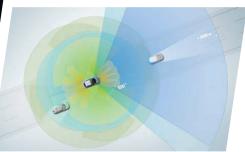
# **ADAS Business – Launching**





near-field perception software





Surround-view camera system

Complete ADAS system

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# **ADAS Business Growing – Key Wins**





- Advanced front camera programs
- Surround View system on Toyota Tundra
- Two Driver Monitoring Systems (DMS)

# Full Systems Capability





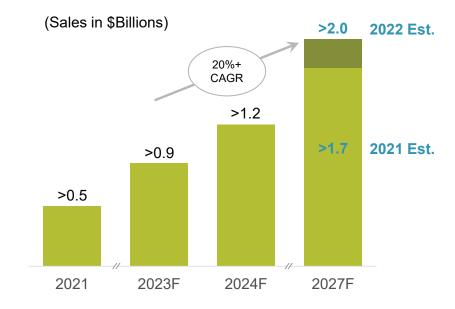
- Complete sensor suite, domain controller and software
- Scalable system approach enabling L2+ features
- Enhanced vehicle intelligence delivering a complete ADAS experience

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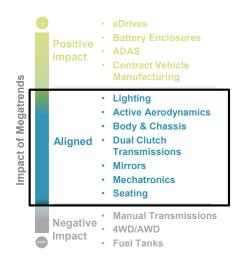
# **Accelerating ADAS Growth**

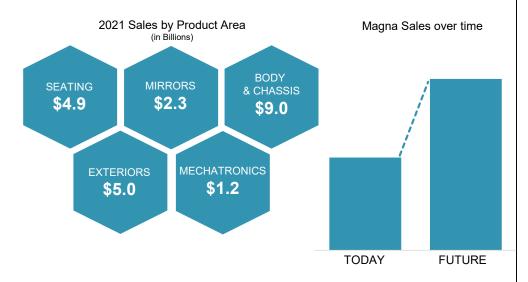




# Leading Market Positions in Aligned Product Areas





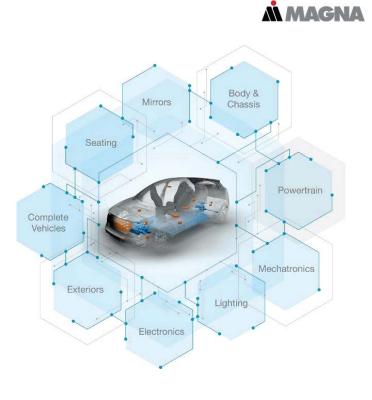


# The Power of Magna

Deep product expertise

Integrated systems approach

Complete vehicle engineering and manufacturing

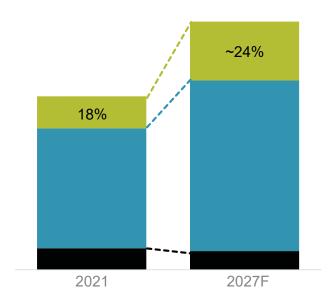


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# **Expecting Growth and Meaningful Shift** in Product Portfolio







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# **Foundation of Operational Excellence**









# Operational Excellence Driving Success

(2021)

**~\$7B** average annual sales on vehicle launches

40<sub>bps</sub> improved quality costs/sales

customer recognitions (record)

**1.7B** parts shipped

\$9B+ average annual sales on new business awards

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# **Building the Factories of the Future**



### **Factory Digitalization**



- · Timely, data-driven decisions
- · Rapid scaling
- Improve quality, reduce costs

Data Analytics Drive Predictive Tool Maintenance



- Improves quality, lower scrap, eliminates other processes
- Maximizes tool utilization
- Scalable across multiple processes

End of Line Quality Inspection Using Augmented Reality



- 40% reduction in inspection cycle time
- · Improves quality control
- · Easily scaled: 65 divisions in 6 months

### **Established Track Record**





- Produced >3.7 million vehicles
- Scaling business
- Integrating new building blocks
- Speed to market
- Continuous improvement mindset

### Vehicles In Production











Jaguar E-PACE



Jaguar I-PACE since 2018



BMW Z4



Toyota GR Supra



rcfox αT nce 2020



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# Expanding Ecosystem beyond just cars Product Manufacturing Manufacturing and assembly Department of the product/vehicle Department of the product/vehicle Offerings adjacent to vehicle service that enhance vehicle usage, efficiency, or adoption



# **Financial Strategy**

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# **Strong 5 Year Performance**



2017-2021

Average Weighted Sales Growth Over Market (GoM)

6%

Growth Over Market in Every Year

**Investment in Business** 

\$10.8B

**Return of Capital** 

\$7.4B

**Total Shareholder Return (NYSE)** 

112%

Peer Average of 29%



# Capital Allocation Principles

### **Maintain Strong Balance Sheet**

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

### **Invest for Growth**

- Organic and inorganic opportunities
- Innovation

### **Return Capital to Shareholders**

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

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# **M&A Aligned with Our Strategy**



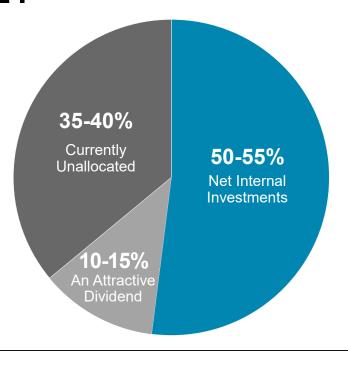


### STRATEGIC FILTERS

- Expands/Complements Technology Base
- Technologies that Enable Acceleration in Megatrend Areas (e.g., electrification, autonomy)
- Customer Diversification
- Geographic Expansion

# **Projected Operating Cash Flow Uses** 2022-2024





Plus: debt capacity increases as EBITDA grows

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# **Continued Financial Flexibility**



(\$M)	
TOTAL LIQUIDITY (03/31/22)	
Cash	\$1,996
Available Term & Operating Lines of Credit	\$3,539
Total Liquidity	\$5,535
LEVERAGE RATIO (LTM, 03/31/22)	
Adjusted Debt	\$5,471
Adjusted EBITDA	\$3,529
Adjusted Debt / Adjusted EBITDA	1.55
Investment-grade ratings from Moody's, S&P.	DBRS

\$1,437 \$692 \$771 \$651 \$455 \$3 2022 2023 2024 2025 2026 Thereafter

### Q1 2022 Financial Results





Q1'22 Production	
Global	-7%
North America	-4%
Europe	-16%
China	+3%
Magna Weighted	-7%

### **Key Factors**

- Lower global light vehicle production (-)
- Lower assembly volumes (-)
- Foreign currency translation: \$311M (-)
- Divestitures, net of acquisitions: \$64M (-)
- Customer price concessions (-)
- Launch of new programs (+)
- Price increases to recover higher input costs (+)

• Electrification spending (-)

entities (-)

Reduced earnings on lower

sales at other equity-accounted

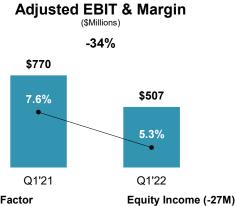
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### Q1 2022 Financial Results

### **MAGNA**



### **Most Significant Factor**

Higher input costs (-)

### Other Items

- Inefficiencies and other costs at certain underperforming facilities (-)
- Higher electrification spending (-)
- · Lower equity income (-)
- Net favourable commercial items (+)
- Lower launch costs (+)
- Lower employee profit sharing and incentive comp (+)
- Lower net ADAS application engineering costs (+)





Adjusted effective tax rate of 17.3% vs 23.3% in Q1, 2021:

- · Net favourable adjustments related to changes in tax laws
- · Favourable adjustments from temporal fx
- · Higher favourable impact from R&D credits

Adjusted Net Income Attributable to Magna of \$383M, down \$183M

<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

# Financial Outlook – Key Assumptions



	2021	FEBRUARY 2022	APRIL 2022
Light Vehicle Production (millions of units)		г	
North America	13.1	15.2	14.7
• Europe	16.0	18.5	16.4
• China	24.6	24.2	24.4
Foreign Exchange Rates			
1 CDN dollar equals USD	0.798	0.800	0.790
1 EURO equals USD	1.183	1.130	1.091
• 1 RMB equals USD	0.155	0.157	0.157

Changed from previous Outlook

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### 2022 Outlook



2021	FEBRUARY 2022	APRIL 2022
14.5	16.2 – 16.8	15.8 – 16.4
11.3	11.9 – 12.3	11.6 – 12.0
4.9	5.4 – 5.7	5.2 - 5.5
6.1	5.8 – 6.1	5.2 - 5.5
36.2	38.8 – 40.4	37.3 – 38.9
5.7%	6.0% - 6.4%	5.0% - 5.4%
148M	70M – 100M	70M – 100M
78M	~80M	~90M
19.8%	~21%	~21%
1.553	1.7 – 1.9	1.3 – 1.5
1.4	~1.8	~1.8
	14.5 11.3 4.9 6.1 36.2 5.7% 148M 78M 19.8% 1.553	14.5 16.2 - 16.8 11.3 11.9 - 12.3 4.9 5.4 - 5.7 6.1 5.8 - 6.1 36.2 38.8 - 40.4 5.7% 6.0% - 6.4% 148M 70M - 100M 78M ~80M 19.8% -21% 1.553 1.7 - 1.9

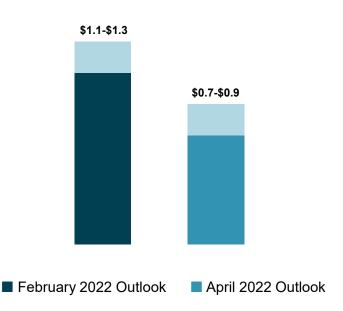
Changed from previous Outlook

Adjusted EBIT Margin is the ratio of Adjusted EBIT to Total Sales
 The Income Tax Rate has been calculated using Adjusted EBIT and is based on current tax legislation
 Net Income Attributable to Magna represents Net Income excluding Other expense (income), net

# Free Cash Flow Expectations







<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

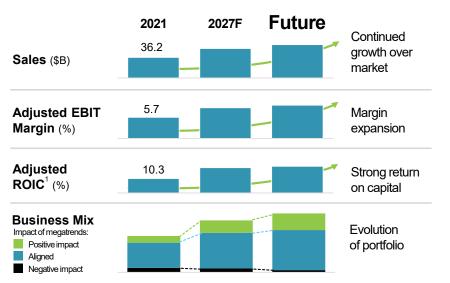
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# **Executing Our Disciplined Profitable Growth Strategy**



# Accelerate deployment of capital towards high-growth areas Drive operational excellence Unlock new business models and markets



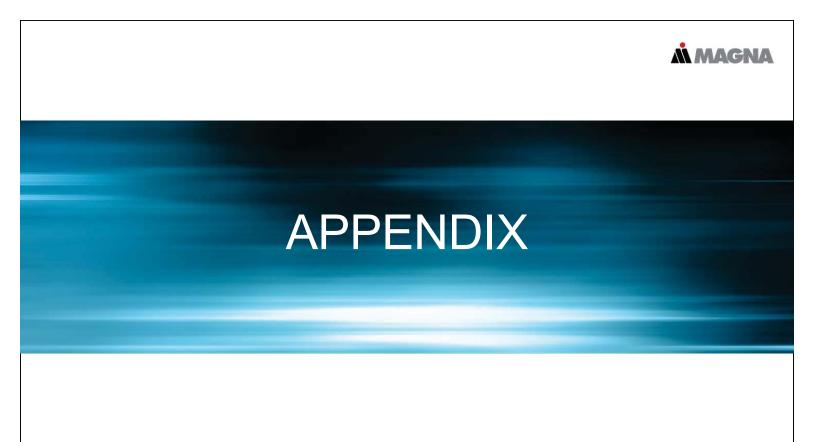
<sup>&</sup>lt;sup>1</sup> Adjusted Return on Invested Capital (Adjusted ROIC) is calculated as Adjusted After-tax operating profits divided by Average Invested Capital for the period. Please see Magna's 2021 Annual Report for detailed calculation.

### **Investment Summary**

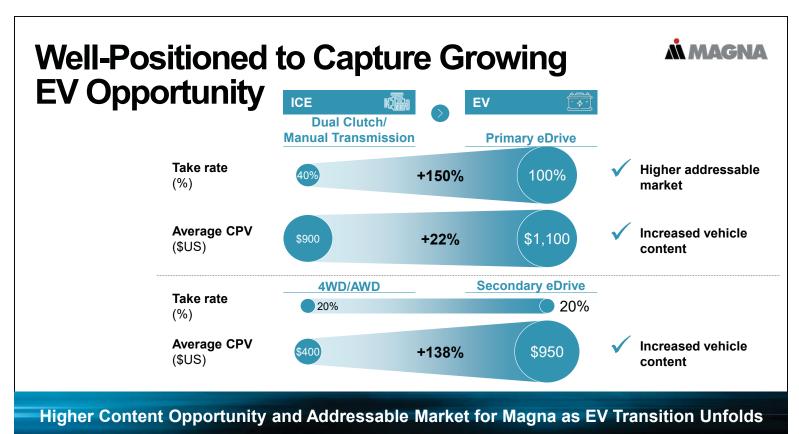


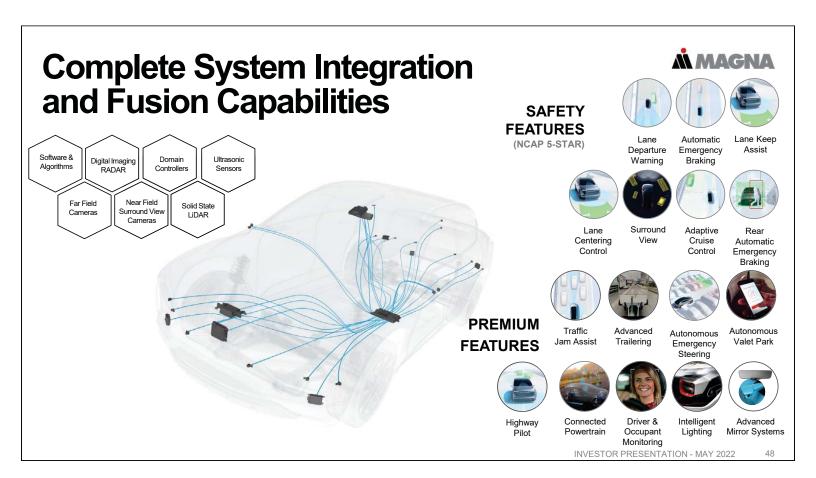
- Well-positioned to capture growing market opportunities given systems approach and unique complete vehicle capabilities
- Operational excellence to enhance efficiencies and mitigate impacts of challenging environment
- Strategic portfolio positions us for sales growth over market and strong free cash flow
- (4) Untapped potential to generate profits and grow shareholder value





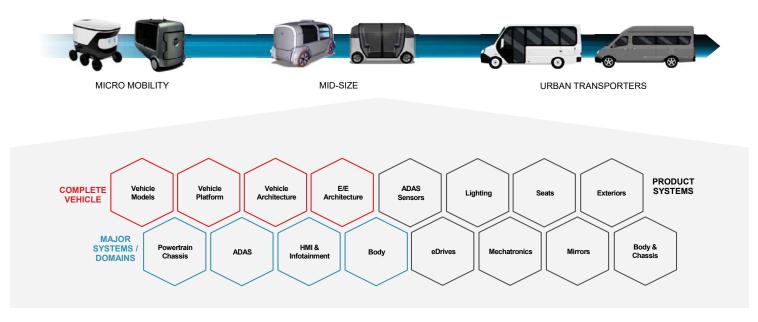
### **Bringing Power to the Wheels** A MAGNA **MODULAR & SCALABLE PRODUCTS MODULAR & SCALABLE BUILDING BLOCKS** Traction E-Motor Control HW Primary + Dedicated & Actuation Hybrid Drive Secondary eDrive Decoupling Gearsets & Differentials Hydraulics Synchro Hybrid Dual-Clutch eBeam Transmission Housings & **Dual Clutch** 4WD / AWD Transmission INVESTOR PRESENTATION - MAY 2022











# **Innovation Ecosystem**









**Taping Into Great Thinking Outside the Company** 

**Open for Business Mindset** 



Access to New **Creative Approaches** 



















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**MAGNA** 

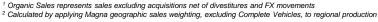
Q1 2022

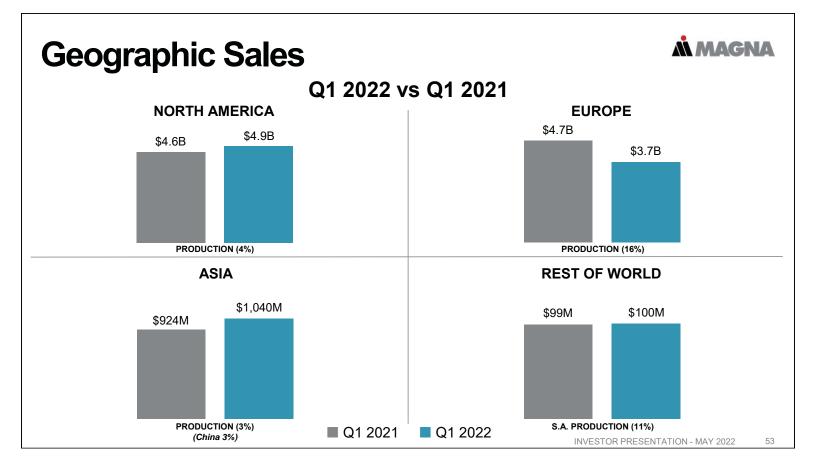
### Sales Performance vs Market



Q1 2022 vs Q1 2021

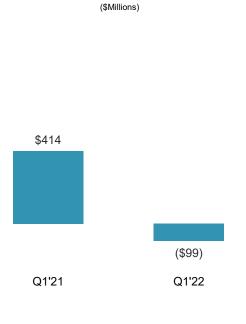
	REPORTED	ORGANIC <sup>1</sup>	PERFORMANCE VS WEIGHTED GLOBAL PRODUCTION (Weighted GoM)
Body Exteriors & Structures	1%	6%	13%
Power & Vision	(3%)	(2%)	5%
Seating Systems	6%	10%	17%
Complete Vehicles	(31%)	(26%)	(19%)
TOTAL SALES	(5%)	(2%)	5%
Unweighted Production Growth	(7%)		
Weighted Production Growth <sup>2</sup>	(7%)		





### **Q1 2022 Cash Flow and Investment Activities**





Free Cash Flow<sup>1</sup>

Cash from Operations Before Changes in Operating Assets & Liabilities	\$749M
Changes in Operating Assets & Liabilities	(\$569M)
Cash from Operations	\$180M
Fixed Asset Additions	(\$238M)
Increase in Investments, Other Assets and Intangible Assets	(\$64M)
Proceeds from Dispositions	\$23M
1 1000000 ITOTTI Diopositionio	¥
Free Cash Flow <sup>1</sup>	(\$99M)
·	
Free Cash Flow <sup>1</sup>	
Free Cash Flow <sup>1</sup>	• •
Free Cash Flow <sup>1</sup> OTHER USES OF CASH	(\$99M)
OTHER USES OF CASH  Net Repayment of Debt	(\$99M) \$328M

<sup>&</sup>lt;sup>1</sup> Free Cash Flow (FCF) 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

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Lev	er	ay	e	d	U	O
(\$Millions)						

LTM EBITDA	\$ 3,318
Lease Adjustment	\$ 325
Other	\$ (114)
Adjusted EBITDA	\$ 3,529
Debt per Balance Sheet	\$ 3,628
Lease Liability per Balance Sheet	\$ 1,645
Other	\$ 198
Adjusted Debt	\$ 5,471
Adjusted Debt / Adjusted EBITDA (Q1 2022)	1.55x

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### BODY EXTERIORS & STRUCTURES

### **Segment Financial Performance**





- Launch of new programs (+)
- Price increases to recover higher input costs (+)
- Lower global light vehicle production (-)
- Divestitures, net of acquisitions: \$97M (-)
- Foreign currency translation: \$80M (-)
- Customer price concessions (-)



- · Higher input costs (-)
- Inefficiencies & other costs at certain underperforming facilities (-)
- · Commercial settlements (+)
- · Divestitures, net of acquisitions (+)

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### POWER & VISION

# Segment Financial Performance





- · Lower global light vehicle production (-)
- Foreign currency translation: \$92M (-)
- Net customer price concessions (-)
- Launch of new programs (+)
- Acquisition: \$37M (+)





- Higher input costs (-)
- Higher electrification spending (-)
- Lower equity income (-)
- Inefficiencies at certain underperforming facilities (-)
- Reduced earnings on lower sales (-)
- Commercial settlements (+)
- Lower net ADAS application engineering costs (+)
- Lower launch costs (+)

### SEATING

# **Segment Financial Performance**

### **M** MAGNA



- Launch of new programs (+)
- · Lower global light vehicle production (-)
- Foreign currency translation: \$54M (-)
- · Net customer price concessions (-)



- · Higher input costs (-)
- Earnings on higher sales (+)
- Lower launch costs (+)
- · Commercial settlements (+)

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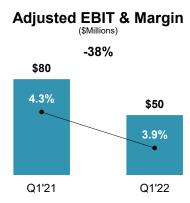
### COMPLETE VEHICLES

# Segment Financial Performance





- · Lower vehicle assembly volumes (-15.4K units)
- Weaker euro: \$92M (-)
- Favourable program mix (+)



- Reduced earnings on lower assembly volumes, net of contractual fixed cost recoveries on certain programs (-)
- Higher energy costs (-)
- Lower employee profit sharing & incentive comp (+)
- Higher margins on engineering programs (+)



# Other

# Significant Content on BEV Launches Globally MAGNA











Ford F-150 Lightning

Mercedes-Benz GLS SUV

Cadillac Lyriq

Rivian R1S









**GMC Hummer** 

BMW iX

Mercedes-Benz EQE

Volkswagen ID Buzz









Fisker Ocean

□ North America

□ Europe

☐ China

NIO ES7

Xpeng G9

**Smart B-SUV** 

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# **Key 2022 Non-EV Launches**





Chevrolet Silverado (Oshawa)



Jeep Wagoneei







Ford Maverick



Alpha Romero Tonale



BMW X1



Mercedes-Benz GLC



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### 2024 Financial Outlook

<sup>2</sup> Organic Sales represents sales excluding acquisitions net of divestitures and FX movements



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ASSUMPTIONS	
Light Vehicle Production (millions of units)	
North America	17.5
• Europe	21.2
• China	29.0
Foreign Exchange Rates	
1 CDN dollar equals USD	0.800
1 EURO equals USD	1.130
1 RMB equals USD	0.157
Billions, Unless Otherwise Noted	
Sales	
Body Exteriors & Structures	\$19.6 – \$20.6
Power & Vision	\$14.3 – \$14.9
Seating Systems	\$6.2 – \$6.6
Complete Vehicles	\$5.0 – \$5.5
Total Sales	\$44.6 – \$47.1
Adjusted EBIT Margin % <sup>2</sup>	8.1% – 8.6%
Equity Income	\$170M - \$215M

1 Forward-looking financial information for 2024 is based on outlook information and assumptions provided in our press release dated February 11, 2022, and has not been updated

### Segment Sales & Adjusted EBIT Margin % AL MAGNA **BODY EXTERIORS & POWER & VISION SEATING SYSTEMS COMPLETE VEHICLES STRUCTURES** 11-12% 8-10% 8-11% (6)-(3)% CAGR 19.6-20.6 15.8-16.4 14.5 14.3-14.9 13.6 11.3 11.6-12.0 9.7 6.2-6.6 5.2-5.5 5.2-5.5 5.0-5.5 4.5 2024F 2022F 2024F 2020 2021 2022F 2020 2021 2022F 2020 2021 2024F 2020 2021 2022F 2024F Organic<sup>2</sup> Sales CAGR 9-10% Organic<sup>2</sup> Sales CAGR 11-13% Organic<sup>2</sup> Sales CAGR 9-11% Organic<sup>2</sup> Sales CAGR (5)-(2)% **ADJUSTED EBIT MARGIN %** 9.9-10.5 8 9-9 5 6.0-6.5 6.5 6.0 5.7 5.5-6.0 5.1 4.5-5.0 4.7 3.4-3.9 3.4-3.9 3 1 2.3-2.8 24 2022F 2024F 2024F 2020 2021 2022F 2024F 2020 2021 2022F 2024F

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

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# Magna Segment and Regional Data<sup>1</sup>



