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# Forward. For all.

First Quarter 2025 Results Webcast May 2, 2025



## 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 intended to provide information about managements current expectations and pains and may not be appropriate for other purposes. Forward-looking statements may include financial and other projections, as well as statements operating our future plans, strategic objectives or economic plans, strategic o

Material Forward-Looking Statement	Material Potential Risks Related to Applicable Forward-Looking Statement
Light Vehicle Production	Light vehicle sales levels, including due to: A decline in consumer confidence Economic uncertainty Elevated interest rates and availability of consumer credit Deteriorating vehicle affordability Tariffs and/or other actions that erode free trade agreements Production deferrals, cancellations and volume reductions Production and supply disruptions Commodities prices Availability and relative cost of skilled labour
Consolidated/Total Sales Segment Sales	Same risks as for Light Vehicle Production above Alignment of our product mix with production demand Customer concentration Uncertain pace of EV adoption, including North American electric vehicle program deferrals, cancellations and volume reductions Shifts in market shares among vehicles or vehicle segments Shifts in consumer "take rates" for products we sell Relative currency values
Adjusted EBIT Margin, Free Cash Flow, Interest Expense, net, Capital Spending, Adjusted Net Income Attributable to Magna, Target Leverage Ratio / Adj. Debt to Adj. EBITDA, Capital Allocation, Dividend Growth, Ability to Repurchase Shares and Relative Spending on Investment and Capital Return	Same risks as for Consolidated/Total Sales and Segment Sales above Execution of critical program launches Operational underperformance Product warrantly/recall risks Production inefficiencies Umnitigated incremental tariff costs Restructuring costs and/or impairment charges Inflation Ability to secure planned cost recoveries from our 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 Tax risks
Equity Income	<ul> <li>Same risks as Adjusted EBIT Margin, Free Cash Flow, Interest Expense, net, Capital Spending, Adjusted Net Income Attributable to Magna, Target Leverage Ratio / Adj. Debt to Adj. EBITDA, Capital Allocation, Dividend Growth, Ability to Repurchase Shares and Relative Spending on Investment and Capital Return above</li> <li>Risks related to conducting business through joint ventures</li> <li>Risks of doing business in foreign markets</li> <li>Legal and regulatory proceedings</li> <li>Changes in laws</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

- · unpredictable tariff and trade environment:
- · trade disputes and threats to free trade agreements:
- · consumer confidence levels:
- · increasing economic uncertainty:
- interest rates and availability of consumer credit;
- geopolitical risks:

#### Risks Related to the Automotive Industry

- program deferrals, cancellations and volume reductions:
- · economic cyclicality:
- regional production volume declines:
- deteriorating vehicle affordability:
- uncertain pace of EV adoption, including North American electric vehicle program deferrals. cancellations and volume reductions:
- · intense competition:

#### Strategic Risks

- planning and forecasting challenges: · evolution of the vehicle:
- evolving business risk profile:
- technology and innovation:
- investments in mobility and technology companies:

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

- customer concentration:
- market shifts:
- growth of EV-focused OEMs:
- risks of conducting business with newer EV-focused OEMs:
- · dependence on outsourcing;
- customer cooperation and consolidation:
- · consumer take rate shifts;
- · customer purchase orders;
- · potential OEM production-related disruptions;

#### Supply Chain Risks

- · supply base;
- supplier claims;
- · supply chain disruptions;
- · regional energy supply and pricing;

#### Manufacturing/Operational Risks

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

- · 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

- · inherent merger and acquisition risks;
- · acquisition integration and synergies;

#### Other Business Risks

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

#### Legal, Regulatory and Other Risks legal and regulatory proceedings:

- · changes in laws: 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 www.sedarplus.ca, 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 www.sec.gov.



### Reminders

#### All amounts are in U.S. Dollars

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 May 2, 2025 for further information.

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

Weighted Sales 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**

- ☑ Q1 financial performance ahead of our expectations
  - Mainly strong incremental margins on higher sales
- Returned \$187 million to shareholders through dividends and share repurchases
- Updated Outlook
  - Sales: Increase largely reflects foreign currency translation, partially offset by modestly lower vehicle production in North America
  - Adj. EBIT Margin: Reduction mainly reflects margin-dilutive impact of foreign currency translation, impact of lower vehicle production in North America
- ☑ Working closely with customers to mitigate and adjust in rapidly evolving environment
  - Focusing on what we can control, including cost containment efforts
  - Communicated with customers to pass on any unmitigated incremental tariff costs



## Continue to Win Business and Advance Technologies

### Magna and NVIDIA collaborate to deliver Al-powered solutions

- Magna to integrate NVIDIA DRIVE AGX for next-generation vehicle intelligence
- Collaboration to deliver Al-powered, scalable solutions for ADAS and autonomous driving systems
- Accelerated compute platform will enable advanced active safety and comfort functions, interior cabin AI solutions and more



### Awarded ADAS program with a NA-based global OEM

- ADAS L2+ system including both ECU and front-facing camera
- Enabling features such as lane keep assist, lane centring control, longitudinal assist, and traffic sign recognition



## 2-speed, dual motor e-Drive with advanced off-road technology expands long-term innovation partnership with Mercedes-Benz

- Development, engineering, and production of all-new electric model of iconic off-roader
- Demonstrates innovative approach in delivering advanced powertrain solutions





## **Actions to Mitigate Tariff Cost Impacts**

#### **Assessment of Tariff Impacts**

- Our North American business was \$20 billion or 48% of our global sales in 2024
- In 2024, we imported roughly \$2 billion of goods from countries subject to tariffs, which would result in roughly ~\$500 million of gross tariff costs
- 75%-80% of impacted parts are USMCA-compliant, and many other parts are exempt from tariffs given their Harmonized Tariff Schedule (HTS) codes
- Net of factors above, 2025 <u>annualized</u> tariff exposure ~\$250 million

#### What we are focused on:

- ✓ Working with customers to further mitigate wherever possible (rebalancing, increasing USMCA compliance, HTS part code assessment)
- Utilizing government remissions programs where appropriate
- ✓ Continuing cost reduction programs already in place
- ✓ Remaining disciplined with capital spend
- ✓ Expect 100% of unmitigated incremental tariff costs to be recovered from customers



## **Updated 2025 Outlook – Key Assumptions**

	2024	February 2025	May 2025
Light Vehicle Production: (millions of units)			
North America	15.379	15.1	15.0
• Europe	16.899	16.6	16.6
China	30.839	29.7	30.2
Foreign Exchange Rates:			
1 CDN dollar equals USD	0.730	0.690	0.714
1 EURO equals USD	1.082	1.030	1.111
• 1 RMB equals USD	0.139	0.137	0.137

#### **Other Assumptions:**

#### 1. Production Assumptions:

- reflect strong first quarter performance and near-term OEM production release information, including announced production downtime at certain OEM assembly facilities
- do not contemplate the potential impacts of tariffs and other trade measures on vehicle costs, vehicle affordability, or consumer demand nor the impact of these on vehicle production
- 2. Unmitigated incremental tariff costs to be passed on to customers



## **Updated 2025 Outlook**

(\$Billions, unless otherwise noted)	2024	February 2025	May 2025
Total Sales	42.836	38.6 – 40.2	40.0 – 41.6
Adjusted EBIT Margin % <sup>1</sup>	5.4%	5.3% - 5.8%	5.1% - 5.6%
Equity Income	101	60M – 90M	65M – 95M
Interest Expense	211	~210M	~210M
Income Tax Rate <sup>2</sup>	22.7%	~25%	~26%
Adjusted Net Income Attributable to Magna <sup>3</sup>	1,551	1.3 – 1.5	1.3 – 1.5
Capital Spending	2.178	~1.8	1.7 – 1.8
Free Cash Flow⁴	1.058	0.8 - 1.0	0.8 - 1.0

<sup>&</sup>lt;sup>4</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



<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>&</sup>lt;sup>3</sup> Adjusted Net Income Attributable to Magna represents Net Income excluding Other expense (income), net

## **Additional Financial Modeling Guidance**

- North America
  - Average content per vehicle ~\$1,300
  - Incremental/Decremental margins 15-20%, under normal conditions
- Foreign currency translation sensitivity on sales and Adj. EBIT Margin
  - Euro-US\$
    - Sales: 1 cent change: ~\$110m annually
    - Adj. EBIT Margin: below corporate average
  - C\$-US\$
    - Sales: 1 cent change: ~\$50m annually
    - Adj. EBIT Margin: approximately corporate average
- Proactively evaluating costs and capital



## **Guiding Principles**

#### Long-Term Ownership Mentality



- Culture of accountability with compensation aligned with short-term execution, long-term value creation
- Solutions-oriented approach to building durable partnerships with OEMs
- · Investment decisions based on long-term ownership mindset

#### Portfolio Management



- Target meaningful or growing markets with stable or growing profit pools
- Strong (or path towards) market positioning and profitable growth
- Sustainable competitive advantage from differentiated technology and/or manufacturing capabilities
- · Exit businesses that do not align with portfolio criteria

## Maintain Strong Balance Sheet



- Maintain flexibility to navigate industry cyclicality and to invest for profitable growth
- Preserve liquidity and solid investment grade credit ratings (Adj. Debt / Adj. EBITDA between 1.0-1.5x)

## Capital Allocation Strategy



• Disciplined approach to investments that support long-term free cash flow per share growth:

#### 1. Invest for Profitable Growth:

• Organic/inorganic investment in product capabilities, customer diversification, or geographic footprint

#### 2. Return Capital to Shareholders:

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



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## Pat McCann

**Executive Vice President & Chief Financial Officer** 



## **Q1 2025 Performance Highlights**

#### **Consolidated Sales**

\$10.1B

-8%

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

(-1% excl. Complete Vehicles)

#### **Adjusted EBIT**

3.5%

-80 bps

\$354M

-25%

#### **Adjusted Diluted EPS**

\$0.78

-28%

Free Cash Flow<sup>2</sup>

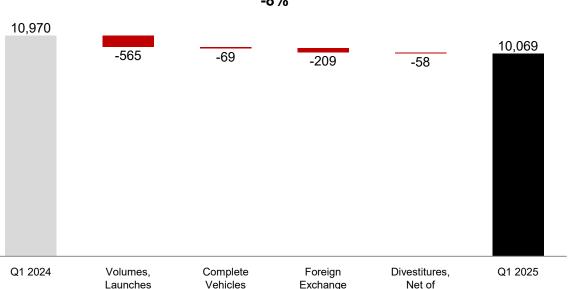
\$-313M

<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 2 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

## **Q1 2025 Financial Results**







Q1 2025 LV Production						
Global	-3%					
North America	-5%					
Detroit-based	-9%					
Europe	-8%					
China	+2%					
Magna Weighted	-5%					
Weighted Sales GoM¹ -1% (-1% excl. Complete Vehicles)						

Acquisitions<sup>3</sup>

excl FX



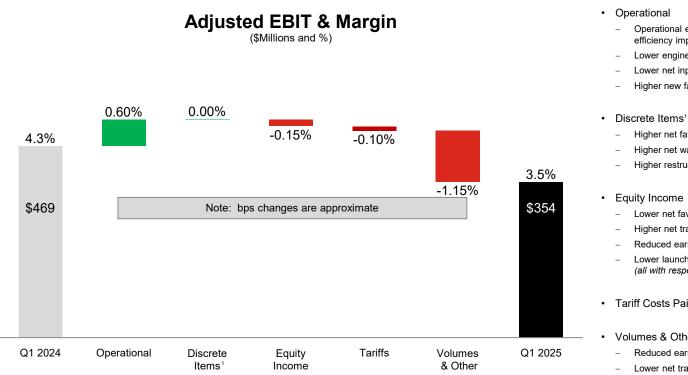
& Other<sup>2</sup>

<sup>1</sup> Weighted Sales 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>&</sup>lt;sup>2</sup> Includes customer price increases to recover certain higher production input costs, favourable commercial items and net customer price concessions

<sup>&</sup>lt;sup>3</sup> Substantially the divestiture of our controlling interest in metalforming operations in India

## Q1 2025 Financial Results



<sup>&</sup>lt;sup>1</sup> Includes items from both Q1 2025 and Q1 2024. Represents the net change year over year.

- Operational excellence activities driving productivity and efficiency improvements (+)
- Lower engineering spend (+)
- Lower net input costs (+)
- Higher new facility costs (-)
- Higher net favourable commercial items (+)
- Higher net warranty costs (-)
- Higher restructuring costs not included in Unusual Items (-)
- Lower net favourable commercial items (-)
- Higher net transactional fx losses (-)
- Reduced earnings on lower sales] (-)
- Lower launch costs (+) (all with respect to certain equity-accounted entities)
- Tariff Costs Paid, Not Yet Recovered from Customers(-)

#### Volumes & Other

- Reduced earnings on lower sales (-)
- Lower net transactional fx gains (-)



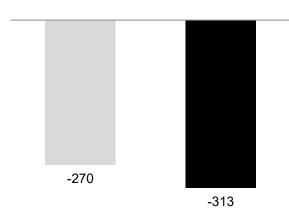
## **Q1 2025 Financial Results**

(\$Millions, unless otherwise noted)	Q1 2024	Q1 2025	Change
Sales	10,970	10,069	(901)
Adjusted EBIT	469 4.3%	354 3.5%	(115)
Interest Expense	51	50	1
Adjusted Pre-Tax Income	418	304	(114)
Adjusted Income Taxes	(90) 21.5%	(78) 25.7%	12
Income Attributable to Non-Controlling Interests	(17)	(7)	10
Adjusted Net Income Attributable to Magna	311	219	(92)
Diluted Shares Outstanding (millions of shares)	287.1	282.0	(5.1)
Adjusted Diluted EPS (\$)	1.08	0.78	(0.30)



## Q1 2025 Cash Flow and Investment Activities





Q1'24 Q1'25

(\$Millions)	Q1 2024	Q1 2025
Cash from Operations Before Changes in Operating Assets & Liabilities	591	547
Changes in Operating Assets & Liabilities	(330)	(470)
Cash from Operations	261	77
Fixed Asset Additions	(493)	(268)
Increase in Investments, Other Assets and Intangible Assets	(125)	(148)
Proceeds from Dispositions	87	26
Investment Activities	(531)	(390)
Free Cash Flow <sup>1</sup>	(270)	(313)

Key Sources (uses) of Cash		
Net Repayment of Debt	757	322
Repurchase of Common Shares	3	51
Dividends paid	134	136



<sup>&</sup>lt;sup>1</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

## **Maintaining Strong Balance Sheet**

Total Liquidity (31MAR25) (\$millions)	
Cash	1,059
Available Term & Operating Lines of Credit	3,536
Total Liquidity	4,595

Leverage Ratio (LTM, 31MAR25) (\$millions)	
Adjusted Debt	7,685
Adjusted EBITDA	4,001
Adjusted Debt / Adjusted EBITDA	1.92x

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



# In Summary: Magna's Performance and Outlook

#### Q1 financial performance ahead of our expectations

**Returned \$187 million** to shareholders in dividends and share repurchases

#### **Updated Outlook**, excluding impacts of tariffs

- Mainly reflects impacts of foreign currency translation and modest reduction in North American vehicle production
- No change in adj. net income attributable to Magna, free cash flow ranges

**Working closely** with customers to mitigate and adjust in rapidly evolving environment

- Actively managing what is under our control
- Passing unmitigated incremental tariff costs on to customers





## Appendix



## Q1 2025 Reconciliation of Reported Results

Excluding: (1) Other Expense (Income), Net and (2) Amortization of Acquired Intangible Assets \$Millions, except for share figures	Repo	orted	(	1)	(2)	)	Adju	sted
Income Before Income Taxes % of Sales	\$	225 <b>2.2%</b>	\$	53	\$	26	\$	304 <b>3.0%</b>
Income Tax Expense % of Pretax	\$	72 <b>32.0%</b>	\$	1	\$	5	\$	78 <b>25.7%</b>
Income Attributable to Non-Controlling Interests	\$	(7)	\$	-	\$	-	\$	(7)
Adjusted Net Income Attributable to Magna <sup>1</sup>	\$	146	\$	52	\$	21	\$	219
Adjusted Diluted Earnings Per Share	\$	0.52	\$	0.18	\$	0.08	\$	0.78



<sup>&</sup>lt;sup>1</sup> Adjusted Net Income Attributable to Magna represents Net Income excluding Other expense (income), net and Amortization of Acquired Intangible Assets

## Q1 2024 Reconciliation of Reported Results

Excluding: (1) Other Expense (Income), Net and (2) Amortization of Acquired Intangible Assets \$Millions, except for share figures	Repo	orted	(	1)	(2	)	Adju	ısted
Income Before Income Taxes % of Sales	\$	34 <b>0.3%</b>	\$	356	\$	28	\$	418 <b>3.8%</b>
Income Tax Expense % of Pretax	\$	8 <b>23.5%</b>	\$	76	\$	6	\$	90 <b>21.5%</b>
Income Attributable to Non-Controlling Interests	\$	(17)	\$	-	\$	-	\$	(17)
Adjusted Net Income Attributable to Magna <sup>1</sup>	\$	9	\$	280	\$	22	\$	311
Adjusted Diluted Earnings Per Share	\$	0.03	\$	0.97	\$	0.08	\$	1.08



<sup>&</sup>lt;sup>1</sup> Adjusted Net Income Attributable to Magna represents Net Income excluding Other expense (income), net and Amortization of Acquired Intangible Assets

## **Sales Performance vs Market**

Q1 2025 vs Q1 2024

	Reported	Organic¹	Performance vs Weighted Global Production (Weighted GoM)
	•		
Body Exteriors & Structures	(10%)	(7%)	(2%)
Power & Vision	(5%)	(3%)	2%
Seating Systems	(10%)	(8%)	(3%)
Complete Vehicles	(8%)	(5%)	0%
TOTAL SALES	(8%)	(6%)	(1%)
Unweighted Production Growth	(3%)		
Weighted Production Growth <sup>2</sup>	(5%)		



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

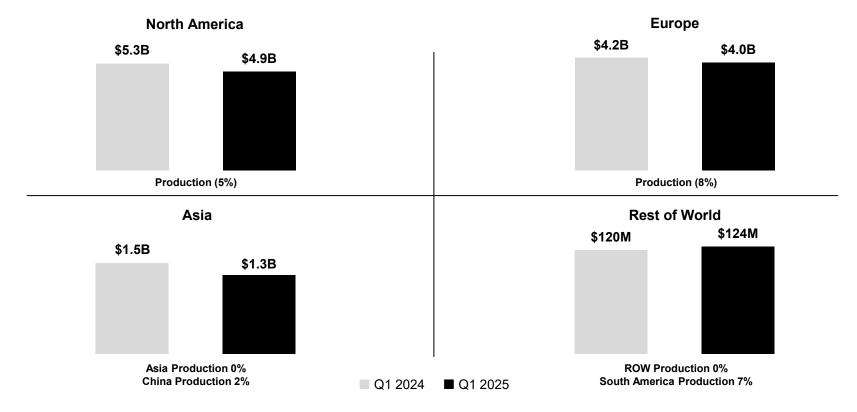
<sup>&</sup>lt;sup>2</sup> Calculated by applying Magna geographic sales weighting, excluding Complete Vehicles, to regional production

## **Segment Impact on Adjusted EBIT % of Sales** Q1 2025 vs Q1 2024

(\$Millions)	Sales		Adju EE		Adjusted EBIT as a Percentage of Sales
1 <sup>st</sup> Quarter of 2024	\$	10,970	\$	469	4.3%
Increase (Decrease) Related to:					
Body Exteriors & Structures	\$	(463)	\$	(68)	(0.5%)
Power & Vision	\$	(196)	\$	26	0.4%
Seating Systems	\$	(143)	\$	(82)	(0.8%)
Complete Vehicles	\$	(107)	\$	17	0.2%
Corporate and Other	\$	8	\$	(8)	(0.1%)
1 <sup>st</sup> Quarter of 2025	\$	10,069	\$	354	3.5%

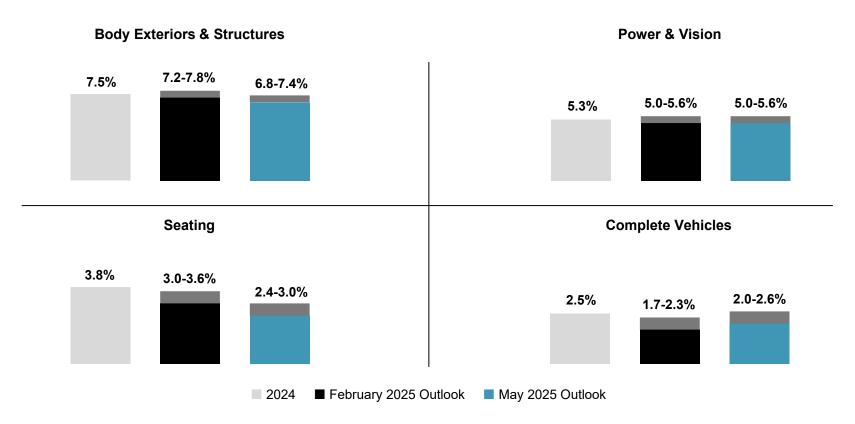


## Geographic Sales Q1 2025 vs Q1 2024





## 2025 Segment Adjusted EBIT Margin





## **Leverage Ratio Q1 2025**

(\$Millions)	
Debt per Balance Sheet	\$ 7,558
Credit Rating Agency Adjustments	127
Adjusted Debt	\$ 7,685
LTM EBITDA	\$ 3,716
Credit Rating Agency Adjustments	285
Adjusted EBITDA	\$ 4,001
Adjusted Debt / Adjusted EBITDA Ratio (Q1 2025)	1.92x



## **Financial Outlook**

(\$Billions, unless otherwise noted)	2025	2026
Sales:		
Body Exteriors & Structures	15.9 – 16.5	16.8 – 17.6
Power & Vision	14.8 – 15.2	15.2 – 15.7
Seating Systems	5.3 – 5.6	5.3 - 5.7
Complete Vehicles	4.5 - 4.8	3.7 - 4.1
Total Sales	40.0 – 41.6	40.5 – 42.6
Adjusted EBIT Margin % <sup>1</sup>	5.1% – 5.6%	6.5% - 7.2%
Equity Income (included in EBIT)	65M – 95M	65M – 110M
Interest Expense, net	~210M	
Income Tax Rate <sup>2</sup>	~26%	
Adjusted Net Income attributable to Magna <sup>3</sup>	1.3 – 1.5	
Capital Spending	1.7 – 1.8	

<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>&</sup>lt;sup>3</sup> Adjusted Net Income attributable to Magna represents Net Income excluding Other expense (income), net, and amortization of acquired intangible assets, net of tax

