# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D. C. 20549

FORM 8-K

**CURRENT REPORT** 

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) January 11, 2012

### VISTEON CORPORATION

(Exact name of registrant as specified in its charter)

**Delaware** (State or other jurisdiction of incorporation) 000-54138 (Commission File Number) 38-3519512 (IRS Employer Identification No.)

One Village Center Drive, Van Buren Township, Michigan (Address of principal executive offices)

48111 (Zip Code)

Registrant's telephone number, including area code (800)-VISTEON

| registrate a telephone number, menually area code (500) viol25010  |
|--|
| ck the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following isions: |
| Written communication pursuant to Rule 425 under the Securities Act (17 CFR 230.425)   |
| Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)   |
| Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))   |
| Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))   |
|  |

#### **SECTION 2 – FINANCIAL INFORMATION**

#### Item 2.02. Results of Operations and Financial Condition.

Senior executives of Visteon Corporation (the "Company") are expected to make a presentation on January 11, 2012 to investors and security analysts at Deutsche Bank's 2012 Global Auto Industry Conference in Detroit, Mich., which will include a discussion of the Company's strategy, financial profile and related matters, including certain financial information. In connection with such presentation, the Company is making available the presentation slides attached hereto as Exhibit 99.1, which are incorporated herein by reference.

The information contained in Exhibit 99.1 shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

#### **SECTION 7 – REGULATION FD**

#### Item 7.01. Regulation FD Disclosure.

See "Item 2.02. Results of Operations and Financial Condition" above.

#### **SECTION 9 – FINANCIAL STATEMENTS AND EXHIBITS**

#### Item 9.01. Financial Statements and Exhibits.

Exhibit No. Description

99.1 Presentation slides from the Company's webcast presentation at the 2012 Global Auto Industry Conference to be held on January 11, 2012.

**SIGNATURE** 

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

VISTEON CORPORATION

Date: January 11, 2012 By: /s/ MARTIN E. WELCH I

/s/ MARTIN E. WELCH III

Martin E. Welch III

Executive Vice President
and Chief Financial Officer

### EXHIBIT INDEX

Exhibit No. Description Page

Presentation slides from the Company's webcast presentation at the 2012 Global Auto Industry Conference to be held on January 11, 2012.



## **Visteon Corporation**

Deutsche Bank Global Automotive Industry Conference January 11, 2012





### **Visteon Overview**

- · Leading global automotive supplier of climate, interiors, electronics and lighting products
- · Global manufacturing and engineering footprint with emphasis on low-cost regions
- · Strategically positioned to capitalize on emerging markets growth
- · Strong balance sheet and competitive leverage

### **Product Group Portfolio**



### Climate

- HVAC Systems
- Powertrain Cooling
- · Compressors
- Fluid Transport

### 2011E Sales (1)

\$4.0 Billion

\$1.4 Billion

# Electronics

- · Audio / Infotainment
- Driver Information
- · Center Stack Electronics
- Feature Control Modules

#### Interiors

- Cockpit Modules
- Instrument Panels
- Consoles

\$2.3 Billion

· Door Trim Modules



#### Lighting

- Front / Rear Lighting
- AFS Projectors
- LDM Modules
- · LED Arrays

\$0.5 Billion

Page 2 (1) Estimated 2011 sales, before intra-company eliminations.

### 2011 Highlights



### **Operational**

- · Awarded more than \$1 billion in new business all-time record as percentage of sales
- Three-year backlog of approximately \$1 billion 42 percent higher than 2010
- · Launched new facilities and expansions in Morocco, Russia, China, India and Indonesia
- · Improved percent of hourly workforce outside of high-cost countries to 75 from 70 in 2009
- · Maintained best-in-class safety metrics
- · Improved quality by more than 35 percent
- · Earned quality / performance awards from Ford, Mahindra, Maruti Suzuki, Nissan, Toyota
- · Received PACE Award nomination for innovative zero-leak fitting (Climate)
- · Made significant senior management changes

### Solid Performance in Turbulent Year

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### 2011 Highlights (cont'd)



### **Financial**

- · Re-listed on NYSE on January 10
- · Added to Russell 1000® Index on June 27
- · Increased margins expected for Electronics, Interiors and Lighting product groups
- · Expect record full-year Adjusted EBITDA
- · Maintained strongest balance sheet since spin
- · Committed to fund 2012 and part of 2013 pension obligation with shares

### **Asset Optimization**

- · Completed sale of portion of investment in Duckyang joint venture
- · Signed non-binding MOU to sell majority of Interiors business to YFV
- · Announced intent to sell Grace Lake Corporate Center

### Solid Performance in Turbulent Year

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Please see important disclosures regarding "Forward Looking Information" and "Use of Non-GAAP Financial Information"

### **Product Technologies**



#### Climate





#### Interiors



Improved visibility and

safety through intelligent

light management while

providing unique styling

features

Electric Vehicles and Hybrid Electric Vehicles trend drives new technology solutions for passenger comfort and efficiency





Consumers demanding enhanced feature / function, personalization and craftsmanship



Improved fuel economy through weight reduction and increased use of sustainable, recyclable materials

Visteon Light

An ultra-lightweight, fully

recyclable, reinforcement

technology that allows

airbag deployment without

the additional cost / weight of welded reinforcements

Reinforcement (VLR™)





Advanced Front Lighting System (AFS) and

High efficiency, fully integrated climate system including electric compressor, heat pump system and battery thermal management

Premium digital display instrument cluster platform - supports complex graphics and video capabilities with a high level of customerdriven configurability

- #3 market position in #2 market position (incl. clusters & displays YFV & DY)
  - YFV: #1 Interiors market
  - · Strong emerging market

Glare-Free technologies are used to adjust light in real-time based on driving conditions

- position in China
- 100% low-cost manufacturing footprint
- LED / Adaptive technologies
- · Growing presence in China and India

• #2 market position

- 1 of 2 competitors with full product line offering
- 85% of current Visteon backlog
- - Full cockpit electronics portfolio
  - Cost-effective global product platforms

### **New Business Wins**





Climate

- Conquest business for high-volume European premium and electric vehicles
- New technology wins with European and Asian OEs
- Strengthened relationships with key customers with new technologies



- · Added to Asian OE supplier panel, won global audio program
- North American OE cross carline in-vehicle wireless charging first to market
- · Expansion of motorcycle cluster business outside of Asia



- North American OE awarded global development lead for major platform
- · European OE expanding relationship in South America and Asia
- · European OE first program sourcing for Europe



- European OE new relationship
- · Re-established as strategic supplier in North America
- · Energy-efficient front lighting system on major OE electric vehicle

Awarded More than \$1 Billion in New Business During 2011

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### Excludes Headcount Related to Non-Consolidated Affiliates



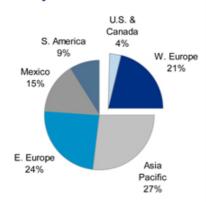
Approximately 32,000 Salary, Hourly and Agency Workers Globally

Page 7 Note: As of September 30, 2011. Includes salary, hourly and agency workers. Excludes headcount related to non-consolidated affiliates.

### Low-Cost Footprint



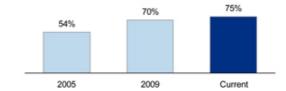




### **Global Headcount**

|                  | US / Canada / |              |        |  |
|------------------|---------------|--------------|--------|--|
|                  | ROW           | W. Europe    | Total  |  |
| Salary Headcount | 5,562         | 2,929        | 8,491  |  |
| % of Salary      | 66%           | 34%          |        |  |
| Hourly Headcount | 17,519        | 5,873        | 23,392 |  |
| % of Hourly      | ( 75%)        | 25%          |        |  |
| Global Headcount | <b>23,081</b> | <b>8,802</b> | 31,883 |  |
| % of Total       | 72%           | 28%          |        |  |

### **Hourly ROW Progression**



### 75% of Hourly Workforce Outside of High-Cost Countries

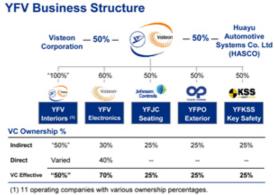
Page 8 Note: As of September 30, 2011. Includes salary, hourly and agency workers. Excludes headcount related to non-consolidated affiliate:

### Yanfeng Visteon



- 50 / 50 joint venture between Visteon / HASCO (SAIC) in China, established in 1994
- · Fourth largest components company in China
- SVW, SGM and SAIC ~65% of sales; export 6%
- 88 facilities and approximately 29,000 employees
- Estimated 2011 sales of over \$6 billion for combined YFV operations





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### Proposed Sale of Interiors Business to YFV



- Would broaden and strengthen 17-year Visteon and SAIC / HASCO relationship
  - Realignment of Visteon assets due to ownership in YFV
  - Visteon retains 50% ownership post transaction
- · Would create second largest global interiors supplier
  - Ability to serve more than 30 customers from over 60 facilities in 16 countries
  - Enhances global manufacturing and engineering footprint
  - Creates ability to serve OEs increasingly global programs
  - Provides cost, timing and resource benefits over organic global expansion

On November 30, 2011, Visteon Signed a Non-Binding Memorandum of Understanding to Sell the Majority of its Interiors Business to YFV

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## Preliminary 2011 Financial Performance and 2012 Outlook



### Pension Liability Initiatives



### **Defined Benefit Pension Plan Change**

 Effective December 31, 2011, Visteon's U.S. active employees ceased to accrue benefits under defined benefit pension plans

### Return of PBGC Deposit to Visteon

- · Visteon contributed approximately \$15 million to one of U.S. plans on December 27, 2011
  - Following return of funds previously held by PBGC
  - Will offset the plan's funding needs after June 2013

### **U.S. Pension Plan Share Contribution**

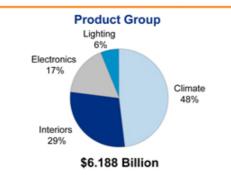
- · Visteon contributed \$70 million in a single contribution on January 9, 2012
  - \$60 million to fund 2012 and \$10 million to fund 2013

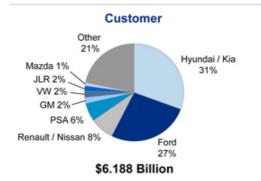
#### U.S. Pension Plan Funding

- · 2012 requirements fully funded through stock contribution
- For 2013, approximately \$25 million of pre-funding completed through \$15 million in cash and \$10 million stock contribution

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### Sales Breakdown - Q3 2011 YTD





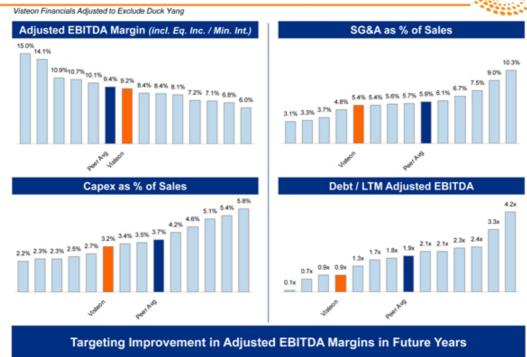


Visteon\*



### Visteon vs. Auto Supplier Peers - Q3 2011 YTD





Page 14 Source: Capital IQ: Peer Group includes BWA, Continental, Denso, Faurecia, FDML, JCI, LEA, MGA, MTOR, TEN, TRW and Valeo.

Please see important disclosures regarding "Use of Non-GAAP Financial Information."



| Production<br>Volumes | 2012 volumes in line with IHS December 2011 forecast     Visteon key customers largely forecasted to grow at slower rates than overall industry after outpacing industry for last two years |
|-----------------------|---|
| Currency              | <ul> <li>Key exchange rate assumptions</li> <li>Euro: \$1.30 / € vs. \$1.40 / € in 2011</li> <li>S. Korean Won: KRW 1,125 / \$ vs. KRW 1,104 / \$ in 2011</li> </ul>                        |
| Other                 | Free cash flow assumptions     Includes approximately \$100 million of payments related to restructuring and bankruptcy claims     Reflects pension contributions funded with Visteon stock |

## Production Volumes – 2011 vs. 2012

| (Units in Millions) | 2011E | 2012E |
|---------------------|-------|-------|
| North America       | 13.0  | 13.8  |
| Europe              | 20.1  | 19.1  |
| <u>Asia</u>         |       |       |
| China               | 17.3  | 18.8  |
| South Korea         | 4.5   | 4.7   |
| All Other           | 15.0  | 17.6  |
| Sub-total           | 36.8  | 41.1  |
| South America       | 4.4   | 4.6   |
| Other               | 2.2   | 2.5   |
| Total               | 76.5  | 81.1  |
|                     |       |       |

| 2012 %<br>B/(W) 2011<br>5.9% | Ex. Honda<br>& Toyota |
|------------------------------|-----------------------|
| (4.9%)                       | (5.3%)                |
|                              |                       |
| 8.5%                         | 8.5%                  |
| 3.7%                         | 3.7%                  |
| 16.6%                        | 12.4%                 |
| 11.2%                        | 9.0%                  |
|                              |                       |
| 7.1%                         | 4.3%                  |
| 15.9%                        | 15.2%                 |
| 6.0%                         | 3.4%                  |
|                              |                       |

Solid Growth Forecasted in 2012 for All Regions Except Europe – Recovery in Honda and Toyota Volumes is Significant Contributor to Growth

Page 16 Source: IHS Automotive, December 2011

### OEM Production Volumes - 2011 vs. 2012



| (Units in Millions) | 2011E | 2012E | 2012 B/(W)<br>2011 |
|---------------------|-------|-------|--------------------|
| North America       |       |       |                    |
| Ford                | 2.7   | 2.7   | 2.1%               |
| Honda               | 1.1   | 1.4   | 30.1               |
| Toyota              | 1.3   | 1.6   | 26.7               |
| All Other           | 8.0   | 8.1   | 0.6                |
| Sub-Total           | 13.0  | 13.8  | 5.9%               |
| Europe              |       |       |                    |
| Ford                | 1.6   | 1.4   | (8.7%)             |
| PSA                 | 2.4   | 2.3   | (5.5)              |
| Renault / Nissan    | 2.6   | 2.4   | (9.8)              |
| All Other           | 13.5  | 13.0  | (3.4)              |
| Sub-Total           | 20.1  | 19.1  | (4.9%)             |
| <u>Asia</u>         |       |       |                    |
| Hyundai / Kia       | 5.2   | 5.4   | 3.5%               |
| Honda               | 1.6   | 2.0   | 25.5               |
| Toyota              | 5.7   | 6.8   | 18.9               |
| All Other           | 24.4  | 26.9  | 10.1               |
| Sub-Total           | 36.8  | 41.1  | 11.2%              |
| South America       |       |       |                    |
| Ford                | 0.4   | 0.5   | 4.2%               |
| All Other           | 3.9   | 4.1   | 7.5                |
| Sub-Total           | 4.4   | 4.6   | 7.1%               |
| Other               | 2.2   | 2.5   | 15.9               |
| Total               | 76.5  | 81.1  | 6.0%               |

- IHS forecasts some
   OEs to grow at slower
   rates than overall
   industry volumes
- IHS forecasts recovery in Honda and Toyota volumes to be a key driver of market growth

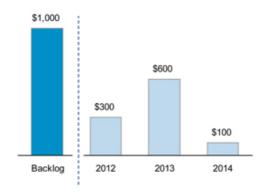
Page 17 Source: IHS Automotive, December 2011.

### Backlog

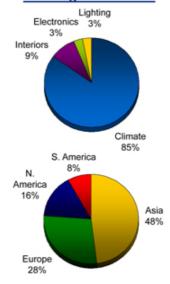
# Visteon

### **Backlog**

 Visteon defines backlog as new incremental business net of lost business which will launch over the next three years



### **Backlog Breakdown**



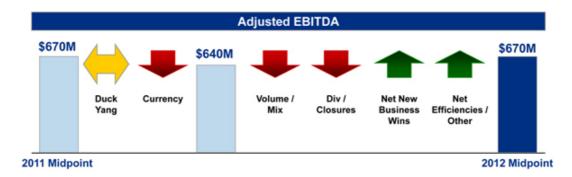
Strong Product / Technology Portfolio Continues to Drive Backlog

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### 2012 Full-Year Guidance Walk







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Please see important disclosures regarding "Forward Looking Information" and "Use of Non-GAAP Financial Information"

### Full-Year Guidance



|  | 2011 Guidance        | 2012 Guidance     |
|--|----------------------|-------------------|
| Product Sales                          | \$8.0 B - \$8.2 B    | \$7.1 B - \$7.5 B |
| Adjusted EBITDA                        | \$660 M - \$680 M    | \$650 M - \$690 M |
| Free Cash Flow                         | (\$80) M - (\$100) M | \$25 M - \$50 M   |
| Other Selected Items:                  | 2011 Guidance        | 2012 Guidance     |
| Depreciation and Amortization          | ~ \$320 M            | ~ \$310 M         |
| Interest Payments                      | ~ \$50 M             | ~ \$50 M          |
| Cash Taxes                             | ~ \$140 M            | ~ \$150 M         |
| Restructuring Related Payments         | ~ \$80 M             | ~ \$100 M         |
| Pension Funding (in Excess of Expense) | ~ \$50 M             | ~ \$10 M          |
| Capital Spending                       | ~ \$265 M            | ~ \$250 M         |

### Adjusted EBITDA Discussion



#### 2012 vs. 2011

- 2012 Adjusted EBITDA margins forecasted to improve versus 2011
- Adjusted EBITDA margins in 2011 were higher in first half of year than second half, reflecting revenue recognition related to accommodation agreements
- · For 2012, we project
  - First half margins to be lower than first half 2011 due to reduced benefit from accommodation agreements
  - Second half margins expected to be higher than second half 2011

### 1st Half vs. 2nd Half 2012 Margins

 Margins projected to improve from first half to second half 2012, driven by:

### **New Business Wins**

· Launches of higher margin products

### **Material Savings**

- Procurement initiatives / supplier rationalization
- · Global design standardization

### Manufacturing Savings

· Reduced indirect headcount

#### Other Cost Efficiencies

- · Systems improvements
- · Fixed cost reductions

Projecting Adjusted EBITDA Margin Improvement in Second Half of 2012

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### Key Initiatives



- Asset Optimization
- Margin Improvement
- Free Cash Flow
- New Business Wins / Backlog

Focused on Continued Strategy of Optimizing Visteon's Business Portfolio to Maximize Shareholder Value

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### Use of Non-GAAP Financial Information



Throughout this presentation, the Company has provided information regarding certain non-GAAP financial measures. These measures include "free cash flow" and "Adjusted EBITDA." Free cash flow represents cash flow from operating activities less capital expenditures. Adjusted EBITDA represents net income (loss) attributable to Visteon, plus net interest expense, provision for income taxes and depreciation and amortization, as further adjusted to eliminate the impact of asset impairments, gains or losses on divestitures, net restructuring expenses and other reimbursable costs, certain non-recurring employee charges and benefits, reorganization items, and other non-operating gains and losses.

Management believes that free cash flow is useful in analyzing the Company's ability to service and repay its debt, and it uses the measure for planning and forecasting in future periods, as well as in management compensation decisions. Free cash flow is not a recognized term under accounting principles generally accepted in the United States ("GAAP") and does not reflect cash used to service debt and does not reflect funds available for investment or other discretionary uses.

Management believes Adjusted EBITDA is useful to investors because it provides meaningful supplemental information regarding the Company's operating results because the excluded items may vary significantly in timing or amounts and/or may obscure trends useful in evaluating and comparing the Company's continuing operating activities. Management uses this measure for planning and forecasting in future periods. Adjusted EBITDA is not a recognized term under GAAP and does not purport to be an alternative to net earnings (losses) as an indicator of operating performance or to cash flows from operating activities as a measure of liquidity. Because not all companies use identical calculations, this presentation of Adjusted EBITDA may not be comparable to other similarly titled measures of other companies. Additionally, Adjusted EBITDA is not intended to be a measure of cash flow available for management's discretionary use, as it does not consider certain cash requirements such as interest payments, tax payments and debt service requirements.

### Reconciliation of Non-GAAP Financial Information



### Adjusted EBITDA

|   | 3rd Qua | rter YTD | FY 2011 ( | Estimated) | FY 2012 ( | Estimated) |
|---|---------|----------|-----------|------------|-----------|------------|
| (Dollars in Millions)                       | 2010    | 2011     | Low-end   | High-end   | Low-end   | High-end   |
| Net Income attributable to Visteon          | (\$108) | \$106    | \$40      | \$60       | \$20      | \$60       |
| Interest expense, net                       | 160     | 22       | 30        | 30         | 40        | 40         |
| Provision for income taxes                  | 94      | 87       | 130       | 130        | 150       | 150        |
| Depreciation and amortization               | 207     | 248      | 320       | 320        | 310       | 310        |
| Restructuring and other related costs, net  | 5       | 25       | 100       | 100        | 115       | 115        |
| Loss on debt extinguishment                 | -       | 24       | 24        | 24         |           |            |
| Reorganization and other related items, net | 123     | 8        | 10        | 10         | 15        | 15         |
| OPEB and other employee charges             | (30)    | 6        | 6         | 6          |           |            |
| Impairments and loss on sale of assets      | 25      | -        |           |            | -         |            |
| Adjusted EBITDA                             | \$476   | \$526    | \$660     | \$680      | \$650     | \$690      |

The Company defines Adjusted EBITDA as net income attributable to Visteon, plus net interest expense, provision for income taxes and depreciation and amortization, as further adjusted to eliminate the impact of asset impairments, gains or losses on divestitures, net restructuring expenses and other reimbursable costs, certain non-recurring employee charges and benefits, reorganization items, and other non-operating gains and losses.

#### Free Cash Flow

|   | 3rd Qua | rter YTD | FY 2011 (I | Estimated) | FY 2012 (I | Estimated) |
|---|---------|----------|------------|------------|------------|------------|
| (Dollars in Millions)                   | 2010    | 2011     | Low-end    | High-end   | Low-end    | High-end   |
| Cash provided from Operating Activities | \$223   | \$55     | \$165      | \$185      | \$275      | \$300      |
| Capital expenditures                    | (117)   | (185)    | (265)      | (265)      | (250)      | (250)      |
| Free Cash Flow                          | \$106   | (\$130)  | (\$100)    | (\$80)     | \$25       | \$50       |

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### Forward-Looking Information



This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not guarantees of future results and conditions but rather are subject to various factors, risks and uncertainties that could cause our actual results to differ materially from those expressed in these forward-looking statements, including, but not limited to,

- our ability to satisfy future capital and liquidity requirements; including our ability to access the credit and capital markets at the
  times and in the amounts needed and on terms acceptable to us; our ability to comply with financial and other covenants in our
  credit agreements; and the continuation of acceptable supplier payment terms;
- · our ability to satisfy pension and other post-employment benefit obligations;
- . our ability to access funds generated by foreign subsidiaries and joint ventures on a timely and cost effective basis;
- conditions within the automotive industry, including (i) the automotive vehicle production volumes and schedules of our
  customers, and in particular Ford's and Hyundai-Kia's vehicle production volumes, (ii) the financial condition of our customers or
  suppliers and the effects of any restructuring or reorganization plans that may be undertaken by our customers or suppliers or
  work stoppages at our customers or suppliers, and (iii) possible disruptions in the supply of commodities to us or our customers
  due to financial distress, work stoppages, natural disasters or civil unrest;
- new business wins and re-wins do not represent firm orders or firm commitments from customers, but are based on various assumptions, including the timing and duration of product launches, vehicle productions levels, customer price reductions and currency exchange rates;
- general economic conditions, including changes in interest rates and fuel prices; the timing and expenses related to internal restructurings, employee reductions, acquisitions or dispositions and the effect of pension and other post-employment benefit obligations;
- increases in raw material and energy costs and our ability to offset or recover these costs, increases in our warranty, product liability and recall costs or the outcome of legal or regulatory proceedings to which we are or may become a party; and
- those factors identified in our filings with the SEC (including our Annual Report on Form 10-K for the fiscal year ended Dec. 31, 2010).

Caution should be taken not to place undue reliance on our forward-looking statements, which represent our view only as of the date of this presentation, and which we assume no obligation to update.

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www.visteon.com