# Visteon Q3 2021 Earnings

October 28, 2021



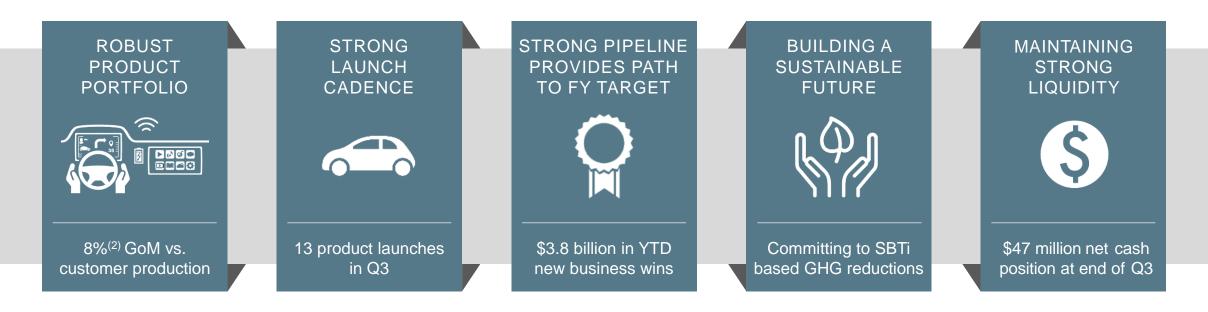
Visteon

### **Q3 2021 Summary**





#### CONTINUED PROGRESS ON GROWTH DRIVERS IN A CHALLENGING ENVIRONMENT

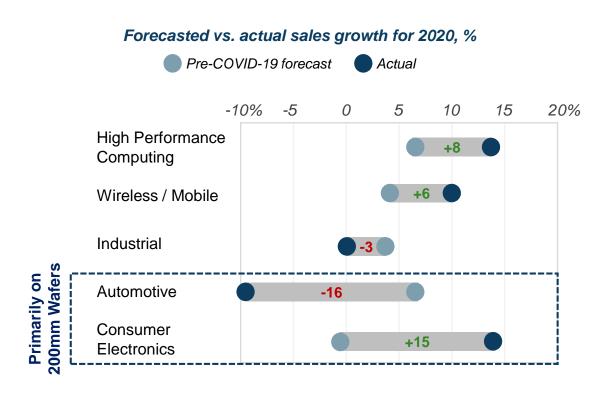


### Semiconductor Demand & Supply Imbalance

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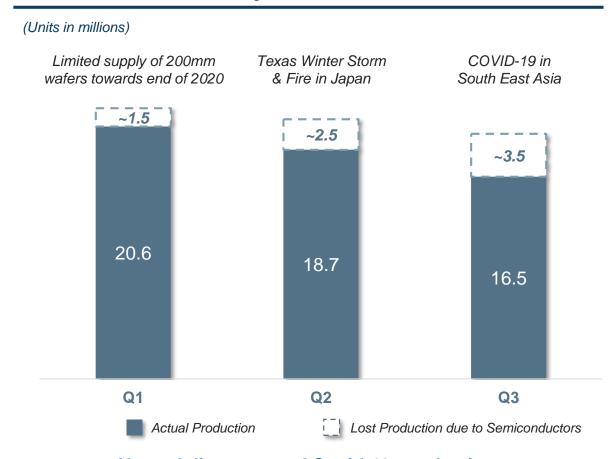
Tight supply of 200mm wafers exacerbated by change in demand

#### Change in 2020 Semiconductor Demand



Ended 2020 in constrained environment following significant shift in industry demand of semiconductors

#### 2021 Industry Production Volumes



Natural disasters and Covid-19 pandemic put additional pressure on tight semiconductor supply

Source: Strategy Analytics

### Q3 2021 Sales Performance



Driven by strong performance of digital clusters and SmartCore™

#### **Growth-Over-Market of 8%**



#### **Q3 Performance Drivers**

- Top customer vehicle production down ~25% Y/Y
- ☐ Visteon sales down 17% Y/Y; up sequentially from Q2
- ☐ Recovering ~75% of incremental semiconductor costs
- Outperformance driven by strong sales of new digital products, including digital clusters, SmartCore™ and Android-based infotainment

Visteon grow-over-market driven by rampup of new digital cockpit products

### **Key Product Launches**

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13 new products launched in Q3 with strong launch cadence in Q4

### **Q3 Key Launch Highlights**



Ford Maverick
Center Information Display



Stellantis K9 Platform
Digital Cluster



Stellantis South America
Display Audio Infotainment



### **Q3 YTD Summary**

26
Launches
Through Q3 2021

**14**All-Digital Cluster Program Launches

Cockpit Domain Controller
Program Launches

#### **Q4 Planned Launches**

*20*+

Q4 2021 Planned Launches ~50

Est. FY 2021 Total Launches



Multi-Display Module



Digital Cluster



Asian OEM SUV

Android-Based Digital Cockpit



North American OEM
Battery Management System,
Digital Cluster

### Q3 and YTD New Business Wins



Industry sourcing activity impacted by Q3 supply chain disruptions

#### Key Q3 New Business Wins



**15" OLED Center Information Display** Visteon's first OLED display technology win



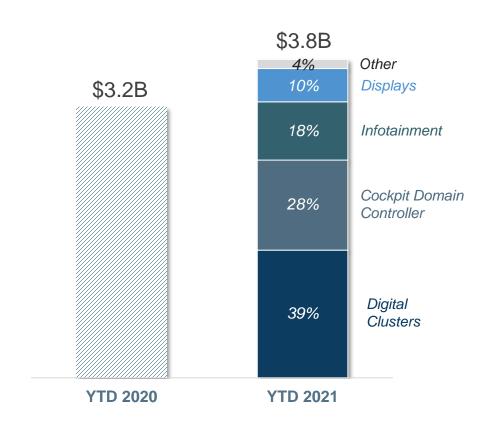
SmartCore™ Cockpit Domain Controller Industry's most advanced integrated cockpit computer



10" All-Digital Cluster
Mid-cycle upgrade to larger all-digital
cluster with Chinese OEM

Technology portfolio aligned with key trends in the industry

#### Y/Y Growth in YTD New Business Wins



~30% of YTD new business wins on electric vehicles

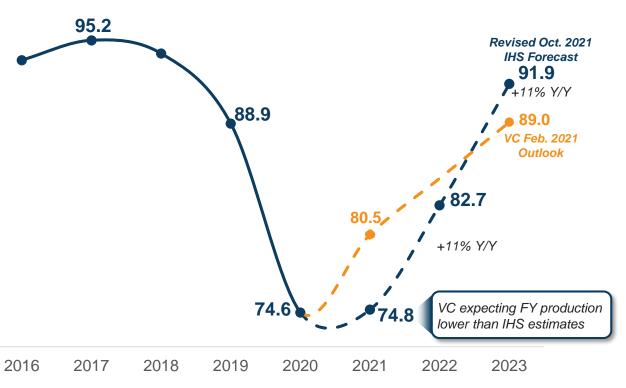
### 2022+ Vehicle Production Considerations



Semiconductor supply chain impact largely mitigated by end of 2022

(Units in millions)

#### Revised Oct. 2021 IHS Production Forecast



Visteon to provide long-term production outlook on Q4 earnings call

#### Semiconductor Imbalance Considerations



#### **Pent-up Automotive Demand**

Automotive demand remains robust and historically low inventory levels continue to be suppressed



#### **Increasing Wafer Capacity**

Additional wafer capacity coming online at the end of 2022 and beyond



#### **Improving Demand Visibility**

Stable long-term demand for semiconductors to help planning and supply



#### **Return of Normal Operating Conditions**

Assuming more normal conditions with mitigation of COVID-19 and non-recurrence of natural disasters

### Committed to a Sustainable Future

Visteon<sup>®</sup>

Visteon commits to SBTi based emissions reduction

#### Near-Term Environmental Goals

On track to meet near-term 2025 environmental goals







Reduce total energy and water consumption, solid waste and CO<sub>2</sub> emissions from 2019 levels

#### SBTi Based Emissions Reduction

Committed to GHG emissions reduction to support 1.5 ° C target



Customer & Investor Recognized



Aligned with Paris Climate Accord



Verified

2030 internal targets to be aligned with SBTi's Corporate Climate Action

### Summary

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### Resilient Q3 Performance in a Challenging Environment

Delivered 8% growth-over-market relative to our customers' production



### Continued Imbalance in Semiconductor Supply in Q4

Industry production volumes is expected to be generally in line with Q3



#### **Fundamentals of Business Remain Strong**

Launches of digital cockpit products setting stage for continued outperformance



#### **Technology Portfolio Aligned with Key Trends**

Solutions designed for connected car, digitalization and electrification



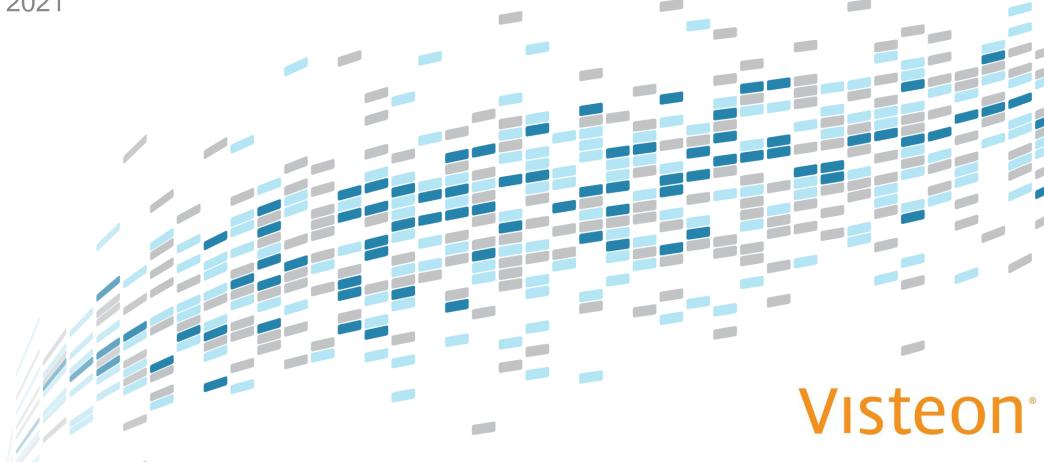
### **Continuing to Build the Foundation for Future Growth**

Won \$3.8 billion in NBWs through Q3 across a broad range of products



# Q3 2021 Financial Results

October 28, 2021



### Q3 2021 in Review

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#### Resilient results in a challenging environment







#### **ACTIVELY MINIMIZING SUPPLY CHAIN IMPACTS**



### SALES AND MARGIN PERFORMANCE

- ► 8%<sup>(2)</sup> GoM despite significant supply chain impacts
- Margins impacted by scale and incremental supply chain costs



#### SEMICONDUCTOR COST RECOVERIES

- ► Recoveries of ~75% in Q3 for incremental semiconductor costs
- Expecting full-year net impact of ~\$40M



### CASH FLOW AND BALANCE SHEET

- ► Total cash balance of \$401 million, net cash balance of \$47 million
- Net debt / last 12-months EBITDA of (0.2x)



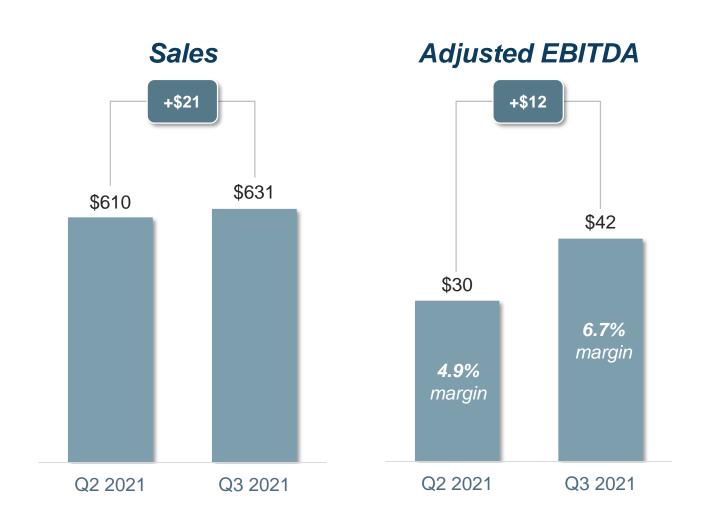
- Updating guidance due to ongoing supply chain disruption
- Q4 industry vehicle production expected to be similar to Q3

### Q3 2021 Q/Q Key Drivers



EBITDA improvement driven by semiconductor cost recoveries

(Dollars in millions)



### Commentary

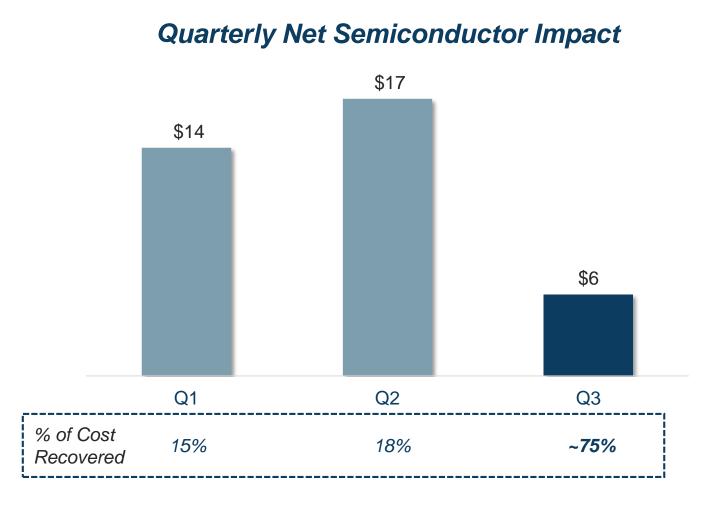
- Q3 sales continued to be impacted by semiconductor related production disruptions
- Sequential sales benefitted from positive customer mix, customer recoveries, and growth of digital cockpit products
- Lower net incremental semiconductor impact from ~\$17M in Q2 to ~\$6M in Q3 due to cost recoveries
- ☐ Fundamentals of business remain intact with continued focus on managing fixed costs

### Net Incremental Semiconductor Cost Impact

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~75% of incremental semiconductor costs recovered in Q3

(Dollars in millions)



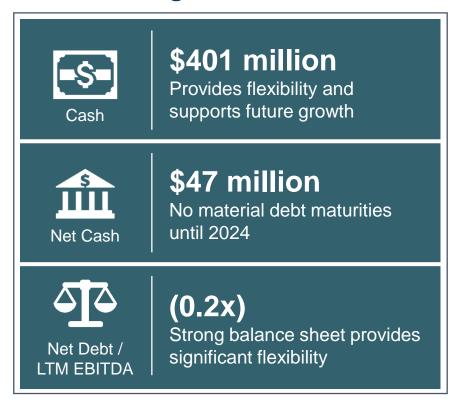
## Commentary Experienced higher semiconductor related disruptions and costs in Q3 ☐ Focused on meeting customer delivery commitments while minimizing incremental semiconductor costs ■ Reduction in net impact driven by higher recovery of incremental costs from customers ■ Expecting ~\$40M full-year impact

### YTD 2021 Cash Flow and Balance Sheet



Negative impact from working capital partially offset by ongoing capex discipline

#### **Strong Balance Sheet**

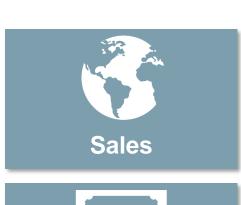


(Dollars in Millions)	YTD 2020	YTD 2021
Adjusted EBITDA	\$117	\$136
Trade Working Capital	54	(100)
Cash Taxes	(13)	(20)
Interest Payments	(17)	(11)
Other Changes	(21)	12
Capital Expenditures	(83)	(54)
Adjusted FCF	\$37	(\$37)

### 2021 Full-Year Outlook



Updating full-year outlook to reflect lower industry production volumes



Updated 2021 Full-Year Outlook

Commentary

\$2,600 - \$2,650

Supply chain pressures continuing into Q4

 Industry forecast continues to adjust downwards, reflecting reduced OEM schedules and plant closures



\$165 - \$175 (~6.5% Margin)

- Reduced scale negatively impacting margin
- Incremental semiconductor costs expected to be ~\$40M



Break-even

- Inventory increase due to uneven production schedules
- Capex process implemented in 2020 continues to optimize capex levels

### **Investment Thesis**

### Visteon<sup>®</sup>

Visteon is a compelling long-term investment opportunity







Innovative Product Portfolio



Competitive Cost Structure



Strong
Balance Sheet

- Digital cockpit leader for cars, trucks and two-wheelers
- Supporting industry shift to electric vehicles
- Nimble and adaptable to changing environment

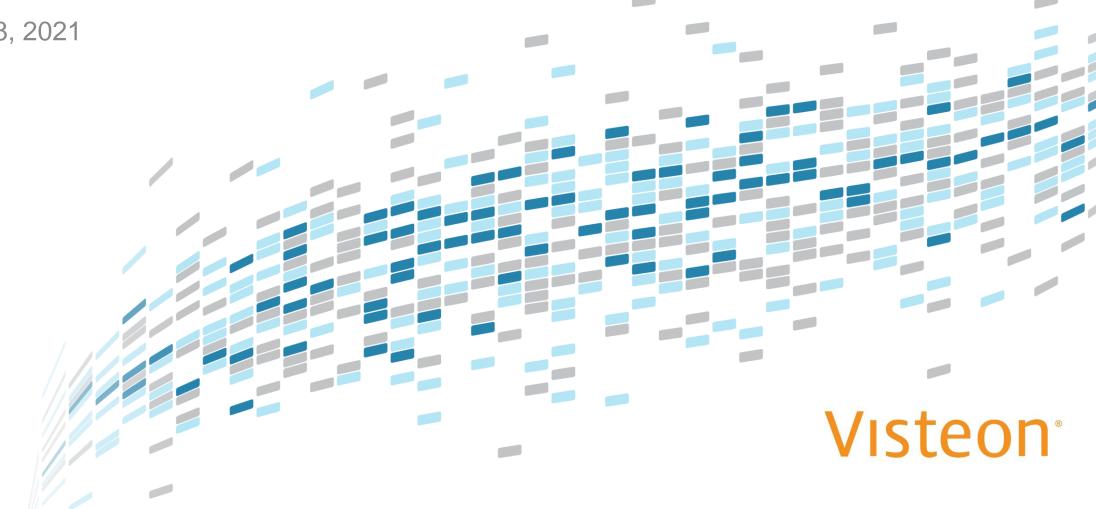
- Leading analog-to-digital transition in automotive cockpits
- Industry leader in cockpit domain controllers
- Industry-first wireless battery management system

- Leveraging industry-leading engineering footprint
- Optimizing spend through platform-based approach
- Commercial and operational discipline

- ▶ \$401M in cash to provide flexibility and support future growth
- ► No material debt maturities until 2024
- ► (0.2x) net debt / trailing 12-month adjusted EBITDA

# Appendix

October 28, 2021



### Forward-Looking Information



- This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The words "will," "may," "designed to," "outlook," "believes," "should," "anticipates," "plans," "expects," "intends," "estimates," "forecasts" and similar expressions identify certain of these forward-looking statements. 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:
  - continued and future impacts of the coronavirus (COVID-19) pandemic on our financial condition and business operations including global supply chain disruptions, market downturns, reduced consumer demand, and new government actions or restrictions;
  - significant or prolonged shortage of critical components from our suppliers, including but not limited to semiconductors, and particularly those who are our sole or primary sources;
  - conditions within the automotive industry, including (i) the automotive vehicle production volumes and schedules of our customers, (ii) the financial condition of our customers and the effects of any restructuring or reorganization plans that may be undertaken by our customers, including work stoppages at our customers, 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:
  - our ability to execute on our transformational plans and cost-reduction initiatives in the amounts and on the timing contemplated;
  - 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 access funds generated by foreign subsidiaries and joint ventures on a timely and cost effective basis;
  - 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;
  - changes in laws, regulations, policies or other activities of governments, agencies and similar organizations, domestic and foreign, that may tax or otherwise increase the cost of, or otherwise affect, the manufacture, licensing, distribution, sale, ownership or use of our products or assets; and
  - those factors identified in our filings with the SEC (including our Annual Report on Form 10-K for the fiscal year ended December 31, 2020 as updated by our subsequent filings with the Securities and Exchange Commission).
- 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. The financial results presented herein are preliminary and unaudited; final financial results will be included in the
  company's Quarterly Report on Form 10-Q for the fiscal quarter ended September 30, 2021. New business wins, re-wins and backlog 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 production
  levels, customer cancellations, installation rates, customer price reductions and currency exchange rates

### Use of Non-GAAP Financial Information

### Visteon<sup>®</sup>

- Because not all companies use identical calculations, adjusted gross margin, adjusted SG&A, adjusted EBITDA, adjusted net income, adjusted EPS, free cash flow and adjusted free cash flow used throughout this presentation may not be comparable to other similarly titled measures of other companies.
- In order to provide the forward-looking non-GAAP financial measures for full-year 2020, the Company is providing reconciliations to the most directly comparable GAAP financial measures on the subsequent slides. The provision of these comparable GAAP financial measures is not intended to indicate that the Company is explicitly or implicitly providing projections on those GAAP financial measures, and actual results for such measures are likely to vary from those presented. The reconciliations include all information reasonably available to the Company at the date of this presentation and the adjustments that management can reasonably predict.

#### Adjusted Gross Margin

The Company defines Adjusted gross margin as gross margin, adjusted to eliminate the impacts of intangibles amortization, stock-based compensation expense and other non-operating costs.

(Dollars in millions)  Gross margin  Less: Stock-based compensation expense			2021					
(Dollars in millions)	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
Gross margin	\$53	\$4	\$99	\$89	\$245	\$73	\$35	\$47
Less:								
Stock-based compensation expense	1	1	1	1	4	1	2	-
Intangibles amortization	1	1	-	-	2	-	-	-
Other	-	1	1	1	3	1	-	1
Subtotal	\$2	\$3	\$2	\$2	\$9	\$2	\$2	<b>\$1</b>
Adjusted gross margin	\$55	\$7	\$101	\$91	\$254	\$75	\$37	\$48

#### Adjusted SG&A

The Company defines Adjusted SG&A as SG&A, adjusted to eliminate the impacts of intangibles amortization, stock-based compensation expense and other non-operating costs.

(Dollars in millions)			2021					
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
SG&A	\$54	\$41	\$45	\$53	\$193	\$45	\$44	\$42
Less:								
Stock-based compensation expense	(4)	(3)	(3)	(4)	(14)	(3)	(3)	(4)
Intangibles amortization	(2)	(3)	(3)	(2)	(10)	(3)	(2)	(2)
Other	-	(1)	-	-	(1)	-	(1)	(1)
Subtotal	(\$6)	(\$7)	(\$6)	(\$6)	(\$25)	(\$6)	(\$6)	(\$7)
Adjusted SG&A	\$48	\$34	\$39	\$47	\$168	\$39	\$38	\$35



#### Adjusted Net Income and Adjusted EPS

- The Company defines Adjusted net income as net income / (loss) attributable to Visteon adjusted to eliminate the impact of restructuring expense, discontinued operations and related tax effects and other gains and losses not reflective of the Company's ongoing operations.
- The Company defines Adjusted earnings per share as Adjusted net income divided by diluted shares.

			2020			2021				
Dollars and shares in millions, except per share data)	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3		
Net income / (loss) attributable to Visteon	(\$35)	(\$45)	\$6	\$18	(\$56)	\$16	(\$11)	\$5		
Average shares outstanding, diluted	27.9	27.8	28.0	28.2	27.9	28.4	28.0	28.4		
Earnings / (loss) per share	(\$1.25)	(\$1.62)	\$0.21	\$0.64	(\$2.01)	\$0.56	(\$0.39)	\$0.18		
Memo: Adjusted EPS										
Net income / (loss) attributable to Visteon	(\$35)	(\$45)	\$6	\$18	(\$56)	\$16	(\$11)	\$5		
Restructuring expense, net	33	4	32	7	76	(1)	1	(2)		
Other	-	2	1	6	9	1	1	2		
Tax effect of adjustments	-	(1)	-	(1)	(2)	-	-	-		
Subtotal	\$33	\$5	\$33	\$12	\$83	<b>\$0</b>	\$2	\$0		
Adjusted net income / (loss)	(\$2)	(\$40)	\$39	\$30	\$27	<b>\$16</b>	(\$9)	\$5		
Average shares outstanding, diluted	27.9	27.8	28.0	28.2	27.9	28.4	28.0	28.4		
Adjusted earnings / (loss) per share	(\$0.07)	(\$1.44)	\$1.39	\$1.06	\$0.97	\$0.56	(\$0.32)	\$0.18		

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#### Adjusted EBITDA

The Company defines Adjusted EBITDA as net income / (loss) attributable to the Company adjusted to eliminate the impact of depreciation and amortization, restructuring expense, net interest expense, equity in net (income) / loss of non-consolidated affiliates, provision for income taxes, discontinued operations, net income / (loss) attributable to non-controlling interests, non-cash stock-based compensation expense, and other gains and losses not reflective of the Company's ongoing operations.

			2020				2021		FY 2021 Guidance
(Dollars in millions)	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Midpoint
Net income / (loss) attributable to Visteon	(\$35)	(\$45)	\$6	\$18	(\$56)	\$16	(\$11)	\$5	(\$5)
Depreciation and amortization	25	25	25	29	104	27	28	27	110
Restructuring expense, net	33	4	32	7	76	(1)	1	(2)	2
Interest expense, net	2	3	5	1	11	2	2	2	8
Equity in net (income) / loss of non-consolidated affiliates	(1)	(1)	(2)	(2)	(6)	-	-	(2)	(3)
Provision for income taxes	5	2	12	9	28	12	4	4	27
Net income / (loss) attributable to non-controlling interests	(1)	3	4	2	8	3	-	2	7
Non-cash, stock-based compensation	5	4	4	5	18	4	5	4	18
Other	-	2	1	6	9	1	1	2	6
Subtotal	\$68	\$42	\$81	\$57	\$248	\$48	\$41	\$37	\$175
Adjusted EBITDA	\$33	(\$3)	\$87	\$75	\$192	\$64	\$30	\$42	\$170
Memo: Adjusted Net Income									
Net income / (loss) attributable to Visteon	(\$35)	(\$45)	\$6	\$18	(\$56)	<b>\$16</b>	(\$11)	\$5	(\$5)
Restructuring expense, net	33	4	32	7	76	(1)	1	(2)	2
Other	-	2	1	6	9	1	1	2	6
Tax effect of adjustments	-	(1)	-	(1)	(2)	-	-	-	-
Subtotal	\$33	\$5	\$33	\$12	\$83	\$0	\$2	\$0	\$8
Adjusted net income / (loss)	(\$2)	(\$40)	\$39	\$30	\$27	\$16	(\$9)	\$5	\$3



EV 2024

#### Free Cash Flow and Adjusted Free Cash Flow

- The Company defines Free cash flow as cash flow from (for) operating activities less capital expenditures.
- The Company defines Adjusted free cash flow as cash flow from (for) operating activities less capital expenditures, as further adjusted for restructuring-related payments.

			2020			FY 2021 Guidance			
(Dollars in millions)	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Midpoint
Cash flow from (for) operating activities	\$25	(\$38)	\$110	\$71	\$168	\$11	(\$10)	(\$13)	\$50
Less: Capital expenditures, including intangibles	(44)	(21)	(18)	(21)	(104)	(18)	(15)	(21)	(85)
Free cash flow	(\$19)	(\$59)	\$92	\$50	\$64	(\$7)	(\$25)	(\$34)	(\$35)
Exclude: Restructuring-related payments	5	7	11	9	32	16	9	4	35
Adjusted free cash flow	(\$14)	(\$52)	\$103	\$59	<b>\$96</b>	\$9	(\$16)	(\$30)	\$0



#### Adjusted EBITDA Build-up

			2020		2021					
(Dollars in millions)	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	YTD	
Sales	\$643	\$371	\$747	\$787	\$2,548	\$746	\$610	\$631	\$1,987	
Gross margin	\$53	\$4	\$99	\$89	\$245	\$73	\$35	\$47	\$155	
Intangibles amortization	1	1	-	-	2	-	-	-	-	
Stock-based compensation expense	1	1	1	1	4	1	2	-	3	
Other	-	1	1	1	3	1	-	1	2	
Adjusted gross margin	\$55	\$7	\$101	\$91	\$254	\$75	\$37	\$48	\$160	
% of sales	8.6%	1.9%	13.5%	11.6%	10.0%	10.1%	6.1%	7.6%	8.1%	
SG&A	(\$54)	(\$41)	(\$45)	(\$53)	(\$193)	(\$45)	(\$44)	(\$42)	(\$131)	
Intangibles amortization	2	3	3	2	10	3	2	2	7	
Stock-based compensation expense	4	3	3	4	14	3	3	4	10	
Other	-	1	-	-	1	-	1	1	2	
Adjusted SG&A	(\$48)	(\$34)	(\$39)	(\$47)	(\$168)	(\$39)	(\$38)	(\$35)	(\$112)	
Adjusted EBITDA										
Adjusted gross margin	\$55	\$7	\$101	\$91	\$254	\$75	\$37	\$48	\$160	
Adjusted SG&A	(48)	(34)	(39)	(47)	(168)	(39)	(38)	(35)	(112)	
D&A	22	21	22	27	92	24	26	25	75	
Pension financing benefits, net	4	3	3	4	14	4	5	4	13	
Adjusted EBITDA	\$33	(\$3)	\$87	\$75	\$192	\$64	\$30	\$42	\$136	
% of sales	5.1%	(0.8%)	11.6%	9.5%	7.5%	8.6%	4.9%	6.7%	6.8%	
Equity in affiliates	\$1	\$1	\$2	\$2	\$6	-	-	\$2	\$3	
Noncontrolling interests	1	(3)	(4)	(2)	(8)	(3)	-	(2)	(7)	

### Reconciliation of Gross Margin

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Gross Margin Build-up

		2020		2021					
Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	YTD	
\$643	\$371	\$747	\$787	\$2,548	\$746	\$610	\$631	\$1,987	
(517)	(322)	(600)	(663)	(2,102)	(614)	(528)	(532)	(1,674)	
(73)	(45)	(48)	(35)	(201)	(59)	(47)	(52)	(158)	
\$53	\$4	\$99	\$89	\$245	\$73	\$35	\$47	\$155	
80.4%	86.8%	80.3%	84.2%	82.5%	82.3%	86.6%	84.3%	84.2%	
11.4	12.1	6.4	4.4	7.9	7.9	7.7	8.2	8.0	
8.2%	1.1%	13.3%	11.3%	9.6%	9.8%	5.7%	7.4%	7.8%	
				~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~					
(\$100)	(\$78)	(\$79)	(\$78)	(\$335)	(\$80)	(\$86)	(\$80)	(\$246)	
27	33	31	43	134	21	39	28	88	
(\$73)	(\$45)	(\$48)	(\$35)	(\$201)	(\$59)	(\$47)	(\$52)	(\$158)	
	\$643 (517) (73) <b>\$53</b> 80.4% 11.4 <b>8.2%</b> (\$100) 27	\$643 \$371 (517) (322) (73) (45) <b>\$53 \$4</b> 80.4% 86.8% 11.4 12.1 <b>8.2% 1.1%</b> (\$100) (\$78) 27 33	Q1         Q2         Q3           \$643         \$371         \$747           (517)         (322)         (600)           (73)         (45)         (48)           \$53         \$4         \$99           80.4%         86.8%         80.3%           11.4         12.1         6.4           8.2%         1.1%         13.3%           (\$100)         (\$78)         (\$79)           27         33         31	Q1         Q2         Q3         Q4           \$643         \$371         \$747         \$787           (517)         (322)         (600)         (663)           (73)         (45)         (48)         (35)           \$53         \$4         \$99         \$89           80.4%         86.8%         80.3%         84.2%           11.4         12.1         6.4         4.4           8.2%         1.1%         13.3%         11.3%           (\$100)         (\$78)         (\$79)         (\$78)           27         33         31         43	Q1         Q2         Q3         Q4         Full Year           \$643         \$371         \$747         \$787         \$2,548           (517)         (322)         (600)         (663)         (2,102)           (73)         (45)         (48)         (35)         (201)           \$53         \$4         \$99         \$89         \$245           80.4%         86.8%         80.3%         84.2%         82.5%           11.4         12.1         6.4         4.4         7.9           8.2%         1.1%         13.3%         11.3%         9.6%           (\$100)         (\$78)         (\$79)         (\$78)         (\$335)           27         33         31         43         134	Q1         Q2         Q3         Q4         Full Year         Q1           \$643         \$371         \$747         \$787         \$2,548         \$746           (517)         (322)         (600)         (663)         (2,102)         (614)           (73)         (45)         (48)         (35)         (201)         (59)           \$53         \$4         \$99         \$89         \$245         \$73           80.4%         86.8%         80.3%         84.2%         82.5%         82.3%           11.4         12.1         6.4         4.4         7.9         7.9           8.2%         1.1%         13.3%         11.3%         9.6%         9.8%           (\$100)         (\$78)         (\$79)         (\$78)         (\$335)         (\$80)           27         33         31         43         134         21	Q1         Q2         Q3         Q4         Full Year         Q1         Q2           \$643         \$371         \$747         \$787         \$2,548         \$746         \$610           (517)         (322)         (600)         (663)         (2,102)         (614)         (528)           (73)         (45)         (48)         (35)         (201)         (59)         (47)           \$53         \$4         \$99         \$89         \$245         \$73         \$35           80.4%         86.8%         80.3%         84.2%         82.5%         82.3%         86.6%           11.4         12.1         6.4         4.4         7.9         7.9         7.7           8.2%         1.1%         13.3%         11.3%         9.6%         9.8%         5.7%           (\$100)         (\$78)         (\$79)         (\$78)         (\$335)         (\$80)         (\$86)           27         33         31         43         134         21         39	Q1         Q2         Q3         Q4         Full Year         Q1         Q2         Q3           \$643         \$371         \$747         \$787         \$2,548         \$746         \$610         \$631           (517)         (322)         (600)         (663)         (2,102)         (614)         (528)         (532)           (73)         (45)         (48)         (35)         (201)         (59)         (47)         (52)           \$53         \$4         \$99         \$89         \$245         \$73         \$35         \$47           80.4%         86.8%         80.3%         84.2%         82.5%         82.3%         86.6%         84.3%           11.4         12.1         6.4         4.4         7.9         7.9         7.7         8.2           8.2%         1.1%         13.3%         11.3%         9.6%         9.8%         5.7%         7.4%           (\$100)         (\$78)         (\$79)         (\$78)         (\$335)         (\$80)         (\$86)         (\$80)           27         33         31         43         134         21         39         28	

### Financial Results – U.S. GAAP



			2020		2021					
(Dollars in millions, except per share data)	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	YTD	
Income Statement										
Sales	\$643	\$371	\$747	\$787	\$2,548	\$746	\$610	\$631	\$1,987	
Gross margin	53	4	99	89	245	73	35	47	155	
SG&A	54	41	45	53	193	45	44	42	131	
Net income / (loss) attributable to Visteon	(35)	(45)	6	18	(56)	16	(11)	5	10	
Earnings / (loss) per share, diluted	(\$1.25)	(\$1.62)	\$0.21	\$0.64	(\$2.01)	\$0.56	(\$0.39)	\$0.18	\$0.35	
Cash Flow Statement										
Cash flow from (for) operating activities	\$25	(\$38)	\$110	\$71	\$168	\$11	(\$10)	(\$13)	(\$12)	
Capital expenditures, including intangibles	44	21	18	21	104	18	15	21	54	

# Visteon®

