

Baird Global Industrial Conference

Sachin Lawande, President and CEO
November 2018



Visteon®



Leading supplier of cockpit electronics and autonomous driving systems to carmakers across the world



\$3.15B annual sales



10,000 employees



18 countries



19 manufacturing locations



18 technical centers

A Broad and Diversified Customer Base

Visteon®

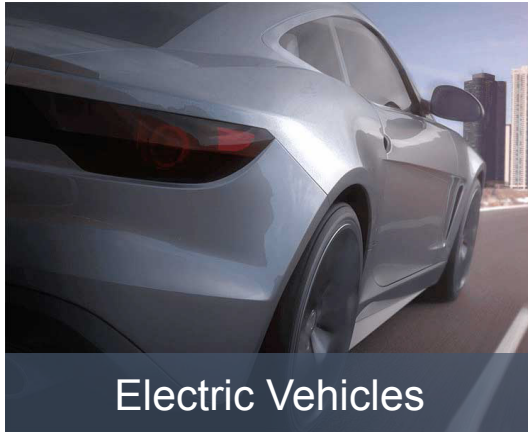


Global automotive technology company with more than 25 customers worldwide

Automotive Technology Trends Favor Visteon

Visteon®

Macro Trends



Automotive Electronics Trends

- OEM investment in new EV platforms
- Electrical architecture increasing pace of digital cockpit



Connected



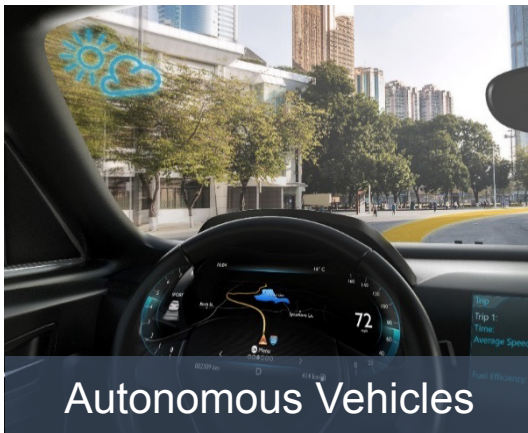
Power consumption



Digital cockpit



Low weight

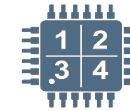


- Increased interest at OEMs in Level 3 ADAS
- Level 3 systems require centralized computing



Distributed to centralized computing

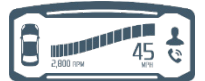
Visteon®



ECU
Consolidation



Display
Audio



Digital
Cluster

smartcore™

phoenix™

dicore™



Autonomous
Driving
drivecore™

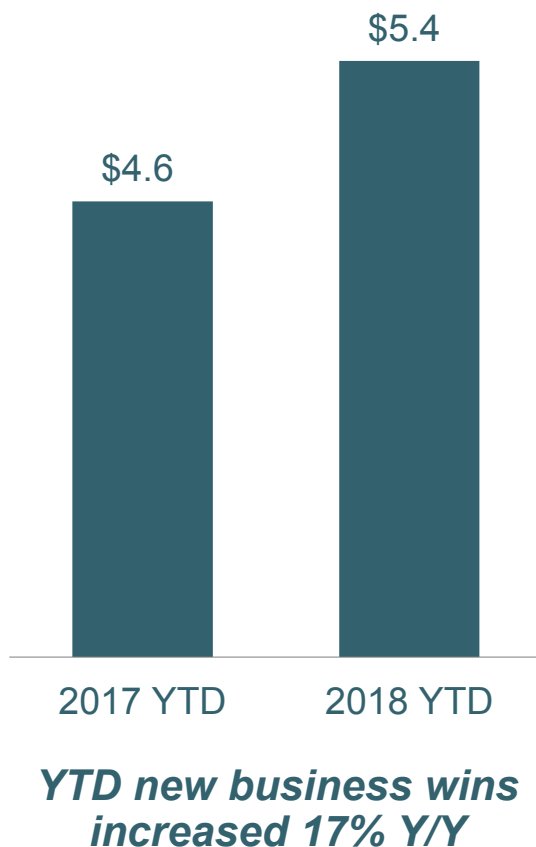
Visteon well-positioned to capitalize in evolving automotive industry environment

Strong Growth in New Business Wins

(Dollars in billions)

Visteon®

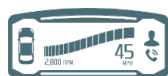
YTD New Business Wins ⁽¹⁾



2018 YTD Breakdown



70% from next-generation digital products



35% All-Digital Clusters / Complex Displays



35% Display Audio / Embedded Infotainment

smartcore™ **~\$1 billion** powered by SmartCore™

Highlights



75% conquest wins



2 new OEM nameplates

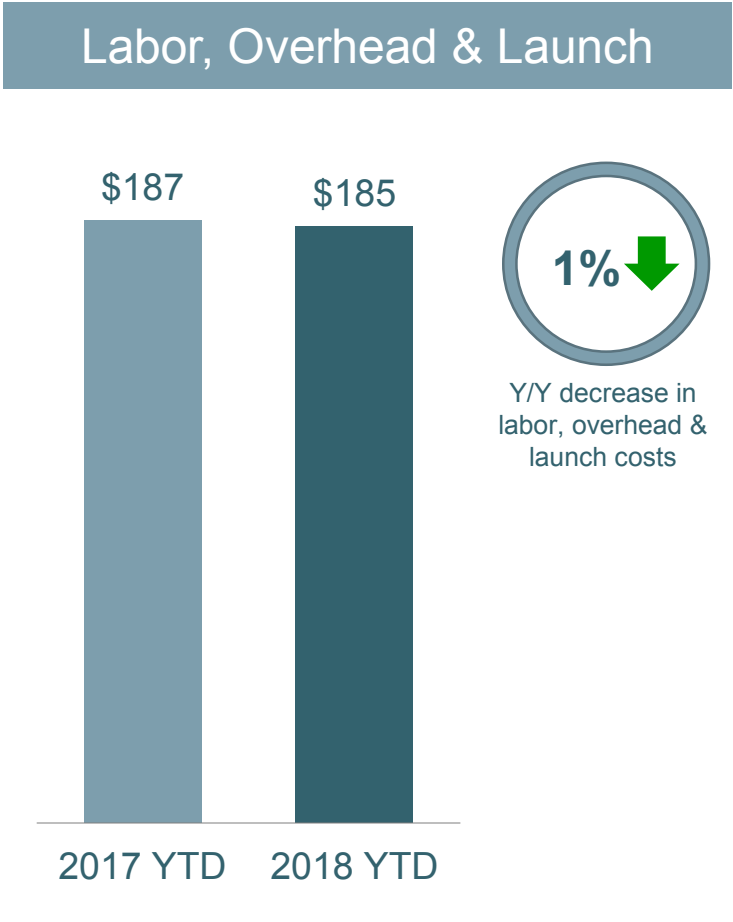
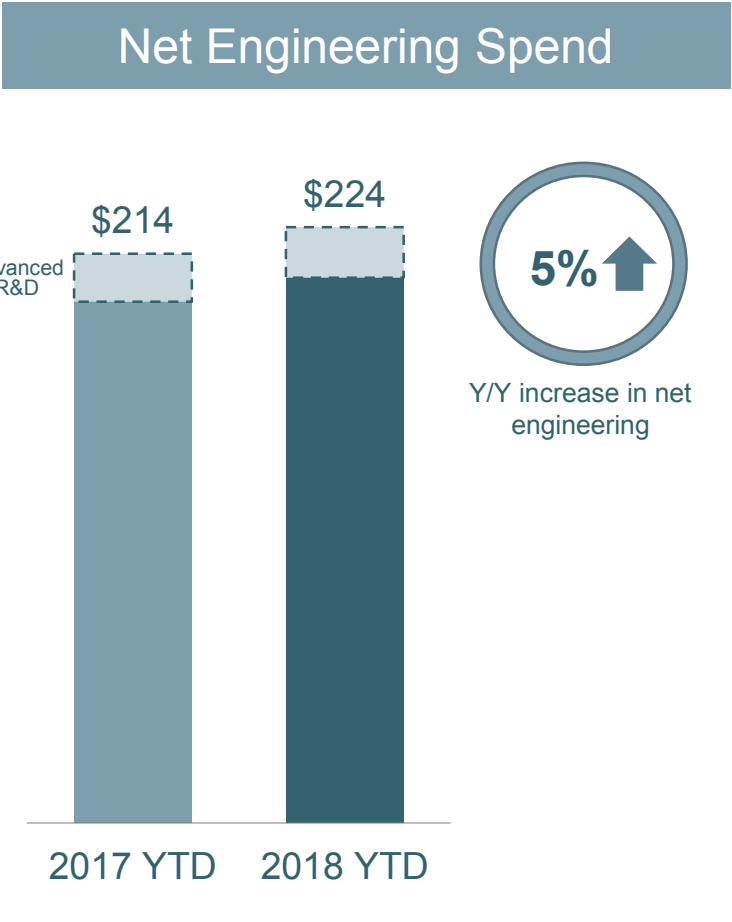
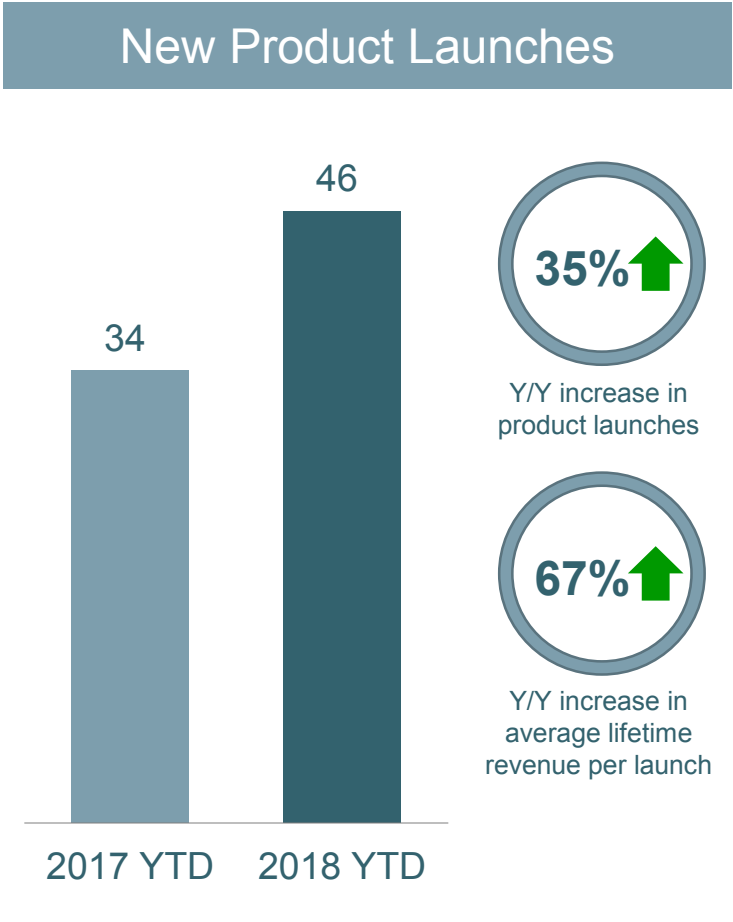


49% Y/Y increase in average award size

smartcore™ **4** SmartCore™ wins

Operational Excellence

(Dollars in millions)



Note: YTD figures for nine months ended September 30th.

Delivering cost efficiencies while investing for long-term growth

Three Eras of Enhanced Safety



Advanced Driver Assistance 2010-2016

Level 1 and Level 2 Features



Partially Automated Safety 2016-2025

Lane Change Assist
Traffic Jam Assist
Self-Park



Fully Automated Safety 2025+

Highway Autopilot
City Autopilot

DriveCore™ Update



- ✓ Level 2 features complete
- ✓ Engagement with lead customer
- Working on development of Level 3 capabilities, with end of 2019 target

DriveCore™ Ecosystem – China



Tencent 腾讯



*Partnerships with key China
technology leaders*

Transitioning into Level 3 autonomous driving technologies via partnership with GAC

Artificial Intelligence in the Cockpit

Visteon®



Driver Monitoring Systems

- Image recognition error rates now better for algorithms than humans due to AI advances
- Required for Euro NCAP 5-star safety rating
- Key requirement for level-3 self-driving
- Machine learning vs. computer vision



Voice Enabled Smart Assistant

- Algorithm voice recognition accuracy has reached threshold for human accuracy
- Natural language interaction
- Edge vs. cloud-based smart assistant
- Optimized for in-car experience

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“AI in Cockpit”

- Developing edge AI for autonomous and cockpit applications
- Integration of DMS into cluster and Voice Smart Assistant into infotainment
- Partnering with Tencent for China market

Building the Foundation Through Long-Term Vision

Customer Engagement



- 17% Y/Y increase in YTD new business wins
- 75% of YTD new business wins are conquest wins

Technology Portfolio



- 70% of YTD new business wins from next-generation digital products
- SmartCore™ wins of nearly \$1 billion YTD

Return Enhancement



- Executed \$250 million in open-market repurchases and ASR in 2018 YTD
- \$450 million remaining in authorized share buyback programs

Visteon®

