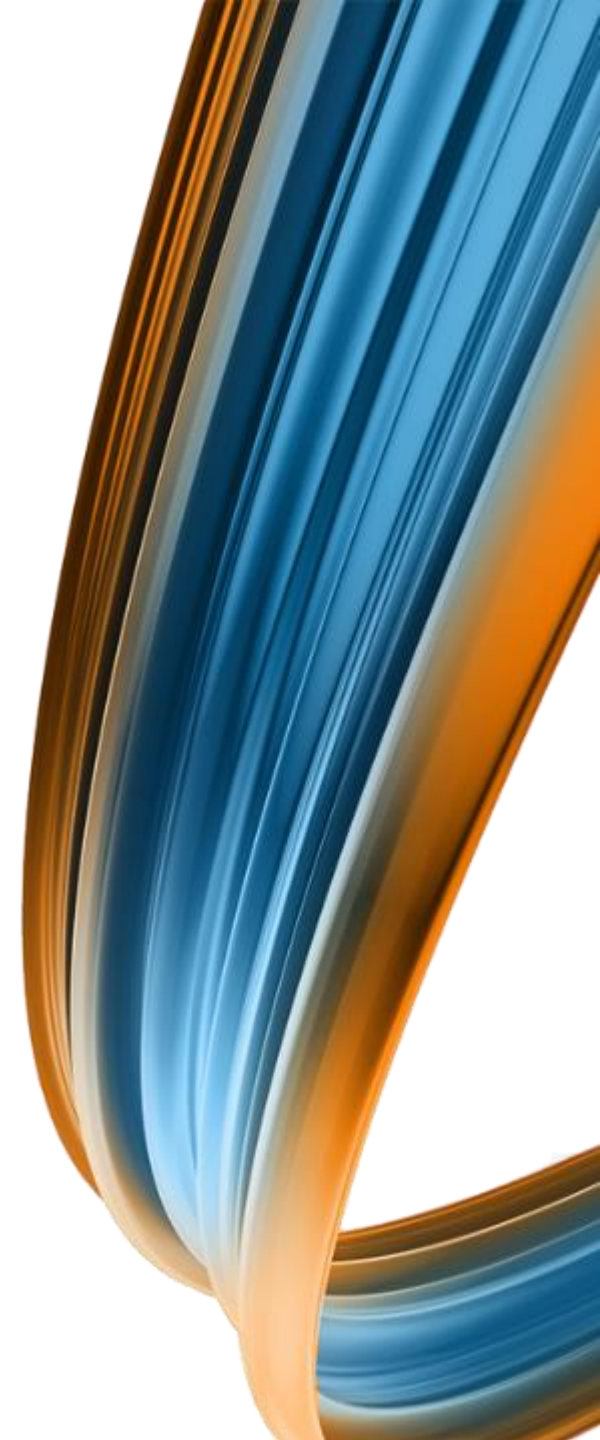


# **Visteon Q4 & Full-Year 2024 Earnings**

February 18, 2025



# Strong FY 2024 Performance

*Expanding our leadership in digital cockpit and electrification electronics*

 <p>Robust Net Sales</p> <p><b>\$3,866</b> Million</p> <p>+4% Growth-over-Market<sup>(1)</sup></p>	 <p>Record Adjusted EBITDA</p> <p><b>\$474</b> Million</p> <p>12.3% Margin</p>	 <p>Record Adjusted FCF</p> <p><b>\$300</b> Million</p> <p>\$307 Million Net Cash</p>
---	--	--

SDV AND ELECTRIFICATION DRIVE OUTGROWTH



Delivered GoM of 9% outside of China

DISPLAYS AND SMARTCORE LEAD NEW BUSINESS WINS



Delivered \$6+ billion of new business wins

FOCUS ON OPERATIONAL EXCELLENCE



Launched 95 new products and expanded margins by 130 bps

BALANCED CAPITAL ALLOCATION STRATEGY



Deployed >\$100 million to M&A and share repurchases

(1) Visteon y/y sales growth (ex. FX and net pricing) compared to production for Visteon customers weighted on Visteon sales contribution. SDV = Software Defined Vehicle

# Product Launches Aligned with Megatrends

*SDV, Digitalization, and Electrification trends drive high number of new product launches*

## FY 2024 Product Trends

### SDV Growing in Mid to Upper Segment of Market

Higher performance SmartCore™ systems and large displays drive greater software and electronics content globally

### Digitalization Trend Gaining Traction in Mass Market PV, CV, and 2W

Digital clusters and infotainment gaining share with Europe value brands and CVs, along with 2W in Asia

### Growth of Hybrids and Affordable BEVs

Flexible BMS system enables OEMs to offer a range of electrified vehicles with different battery configurations

**95 New Product Launches in 2024**

## Key Q4 2024 Model Launches

 ICE Vehicle



**Nissan Murano**  
Multi-Display Module

 Electric Vehicle



**Honda e:NP1 – China**  
Digital Cluster

 Electric Vehicle



**Jeep Recon**  
Battery Management System

 RoA 2W OEM



**TVS Scooter**  
Digital Cluster

 ICE and Hybrid



**Ford Maverick**  
Digital Cluster & Infotainment

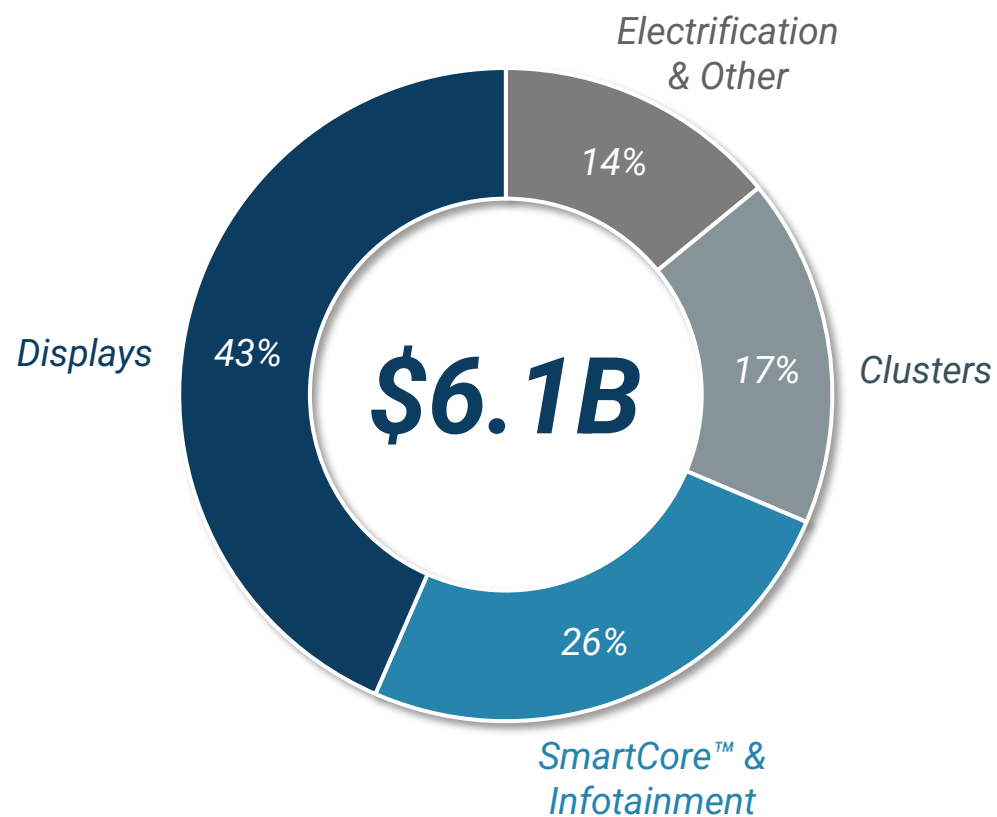
 ICE and EV



**Citroen C4**  
Digital Cluster

# Strong New Business Wins

## FY 2024 New Business Wins by Product



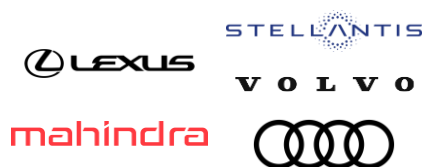
## New Business Win Highlights



**Building Momentum with Toyota**  
Growing relationship with largest global car manufacturer



**Cockpit Win with Maruti Suzuki**  
First win with largest OEM in Indian market with runway for expansion



**Multiple Large Display Wins**  
Record amount of large display wins across multiple OEMs



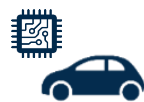
**First SmartCore™ HPC Win**  
AI in the cockpit system for premium brand of Geely in China



Mercedes-Benz

**First OBC and DC/DC Converter Wins**  
Industry-leading power conversion efficiency and density systems

# Delivering on Strategic Initiatives in 2024



Focus on Fast Growing Domains

- ✓ Significant bookings of next-gen large displays and cockpit domain controllers
- ✓ First win for on-board charger and DC/DC converter expands electrification business
- ✓ Bolt-on acquisition of technology companies to broaden Visteon’s capabilities



Deep Product Alignment with Trends

- ✓ First win for high-performance compute (“HPC”) with domestic Chinese OEM
- ✓ Introduced Cognito AI - industry-first AI software framework for the cockpit



Platform-Based Product Development

- ✓ Accelerated vertical integration (e.g. backlight unit for displays and automotive cameras)
- ✓ Maintained software platform leadership through further technology integration



Global Best-Cost Product Delivery

- ✓ Optimized global footprint to align with evolving market dynamics
- ✓ Invested in automotive software training and development at scale with Visteon University



Balanced Capital Allocation

- ✓ Deployed \$55 million to acquisitions that expand product and technology portfolio
- ✓ Executed share repurchases of \$63 million

# 2025 to 2027 Sales Outlook

*Growth driven by progress on strategic initiatives*

## 2025 Sales Outlook

- Customer production expected to decline mid single-digits<sup>(1)</sup>
- Growth-over-market of mid to high single-digit driven by new product launches
- Forecast flat to slightly lower sales y/y for BMS given uncertainty of incentives
- Visteon’s China sales decline expected to moderate in 2025
- Flat base sales as customer recoveries and FX are ~3.5% y/y headwind

---

**Guiding to \$3.75B<sup>(2)</sup> of sales in 2025**

## Growth in 2026 & 2027

- Global vehicle production based on industry forecast<sup>(1)</sup> with modest increase in customer production
- Mid to high single-digit growth-over-market driven by momentum with OEMs in Asia and Europe
- EV sales expected to grow with market as we launch electrification program with third OEM
- Modest growth in China driven by new product launches with domestic, Japanese, and German OEMs

---

**Targeting ~\$4.15B of sales in 2027**

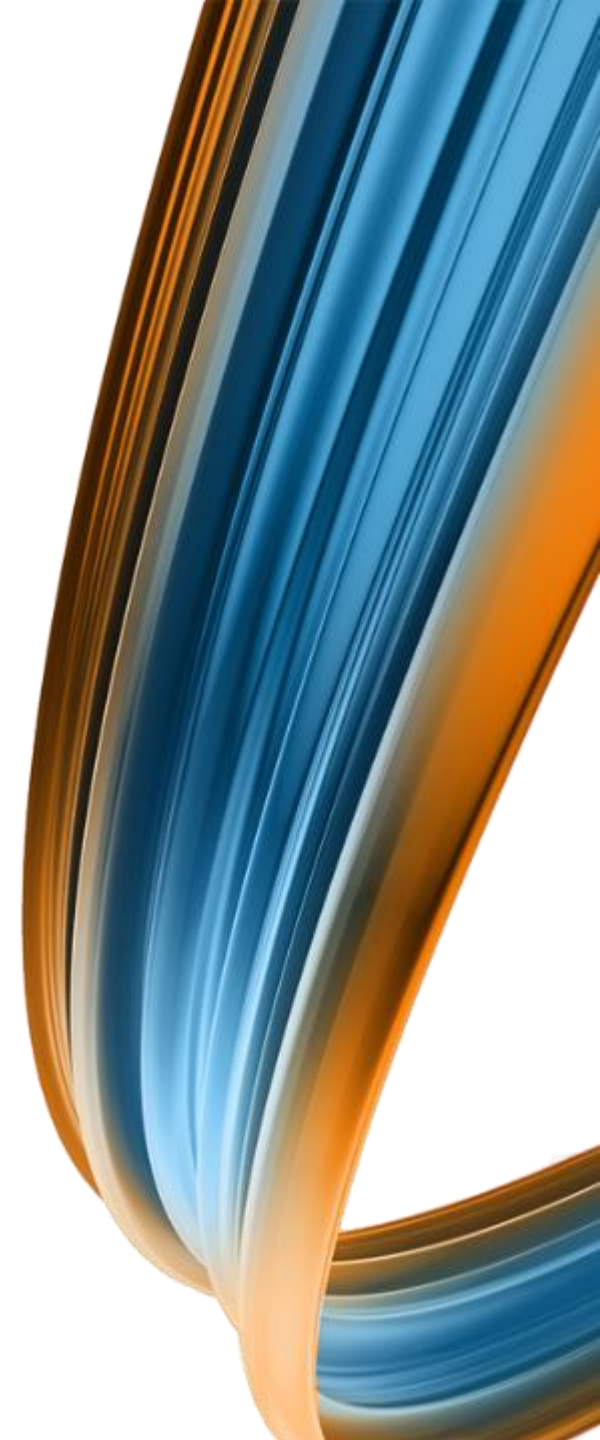
(1) January 2025 S&P Global LVP Forecast and company estimates.

(2) At the midpoint of guidance.

NOTE: Production forecast does not include any 2025 tariff impact.

# **Visteon Q4 & Full-Year 2024 Financial Results**

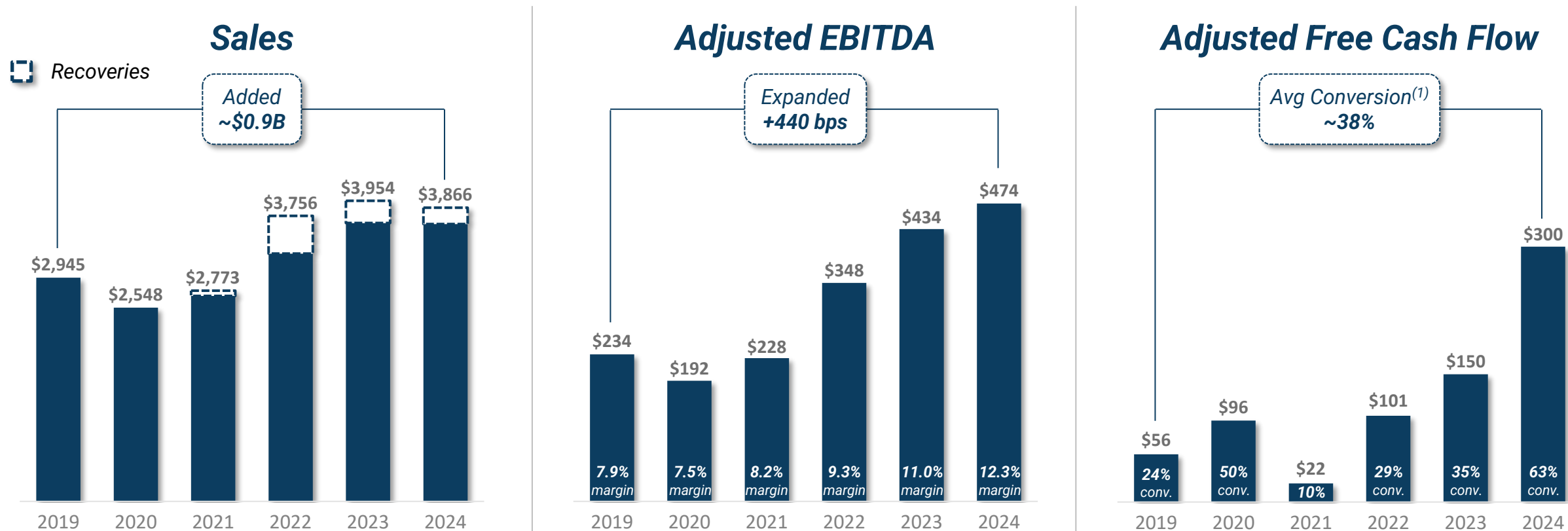
February 18, 2025



# Impressive 5-Year Financial Performance

Delivered higher revenue, expanded margins, and generated significant cash flow

(Dollars in millions)



**Strong foundation for continued profitable growth**

(1) Average represents the sum of Adjusted Free Cash Flow divided by the sum of Adjusted EBITDA from 2019 – 2024.

# Q4 2024 Financial Review

*Strong finish to the year with continued commercial and operational discipline*



## Net Sales

**\$939** Million

+8% GoM<sup>(1)</sup> Outside of China

- ▶ Strong demand with y/y sales increasing for digital clusters, displays, and electrification
- ▶ GoM of 2% driven by significant outperformance in Americas and Europe, partially offset by China
- ▶ Recoveries stable sequentially and lower y/y due to improved semiconductor supply



## Adjusted EBITDA

**\$117** Million

12.5% Margin

- ▶ Strong adj. EBITDA performance with continued cost discipline and operational performance
- ▶ Lower net engineering y/y due to favorable timing of recoveries
- ▶ Continued commercial execution and strong cost controls drove normalized margins of ~12%



## Adjusted FCF

**\$165** Million

\$307 Million Net Cash

- ▶ Record cash flow driven by adjusted EBITDA and significant working capital inflow
- ▶ Net cash position supports flexibility and a balanced capital allocation strategy
- ▶ Executing on shareholder returns with \$43 million of share repurchases in the quarter

(1) Visteon y/y sales growth (ex. FX and net pricing) compared to production for Visteon customers weighted on Visteon sales contribution.  
GoM = Growth-over-Market

# FY 2024 Sales & EBITDA Performance

Expanded margins by 130 bps in a challenging industry environment

(Dollars in millions)

## Key Performance Drivers



### Growth-Over-Market

Market outgrowth of 4% (9% outside of China) supported by ramp-up of product launches



### Supply Chain Recoveries

Y/Y headwind to sales from lower recoveries as the supply chain normalized



### Operational Performance

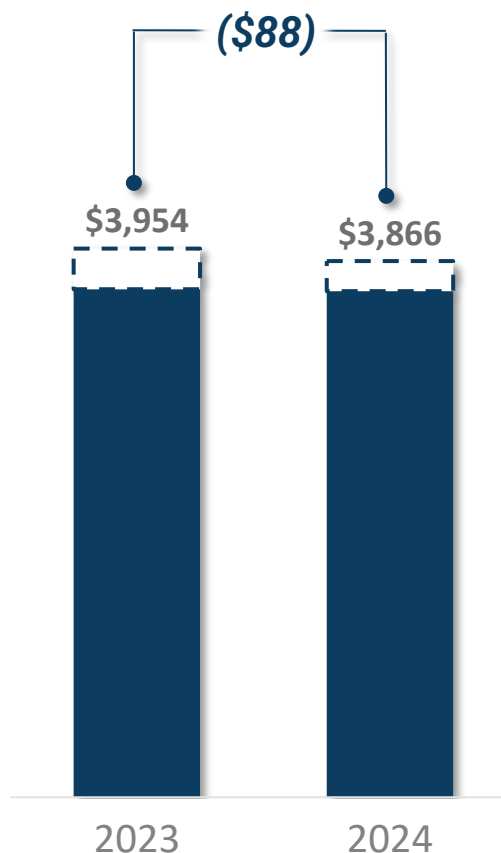
Strong manufacturing performance amid successful launch of 95 new products



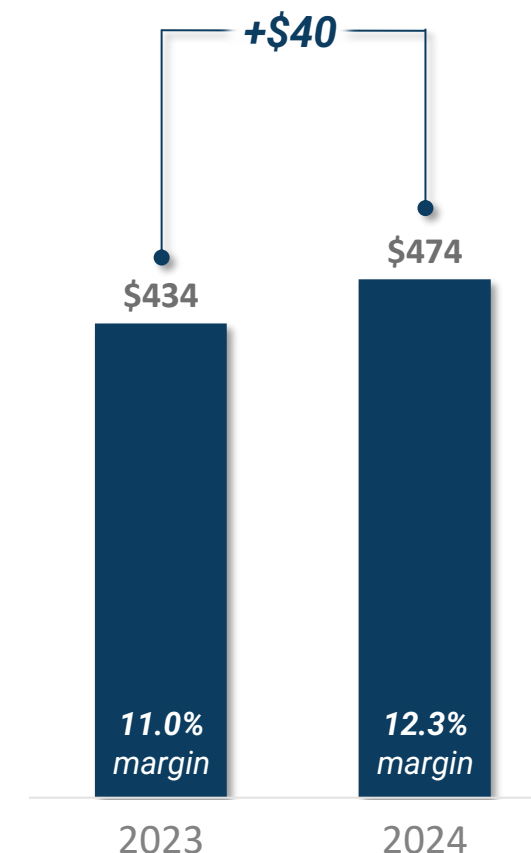
### Engineering

Higher level of engineering recoveries drove y/y improvement

## Sales



## Record Adjusted EBITDA



 Recoveries

# Cash Flow and Capital Allocation

Generated substantial cash flow from increased profitability and significant working capital inflow

(Dollars in millions)	FY 2023	FY 2024
Adjusted EBITDA	\$434	\$474
Trade Working Capital	(65)	30
Cash Taxes	(68)	(73)
Interest Payments	(5)	4
Other Changes	(21)	2
Capital Expenditures	(125)	(137)
<b>Adjusted FCF</b>	<b>\$150</b>	<b>\$300</b>

<b>\$137M</b>	<b>Capital Expenditures</b> Investing to support continued organic growth
<b>\$55M</b>	<b>Mergers &amp; Acquisitions</b> Expanding product and engineering capabilities through bolt-on acquisitions
<b>\$63M</b>	<b>Share Repurchases</b> Continuing to return cash to shareholders

**Delivered on Balanced Capital Allocation Approach in 2024**

# 2025 Full-Year Guidance

(Dollars in millions unless otherwise noted)



Sales

**\$3.65B – \$3.85B**  
MSD/HSD Growth-over-Market\*



Adj. EBITDA

**\$450 – \$480**  
12.4% Margin\*



Adj. FCF

**\$175 – \$205**  
~40% Conversion\*

## 2025 Key Assumptions

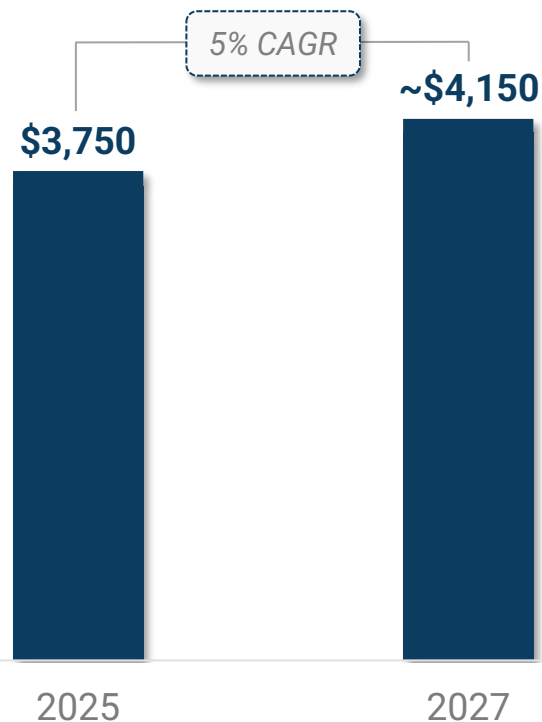
- Customer production forecasted to decline mid single-digits
  - Mid to high single-digit growth-over-market driven by product launches, partially offset by ongoing headwinds in China
  - Supply chain recoveries step down y/y in 2025
- 
- Strong commercial discipline and operational performance
  - Margins expand with strong cost controls while investments in engineering continue
- 
- Capex of ~\$150 million for the full-year
  - Delivering on targeted conversion ratio of ~40%

# 2027 Targets

Delivering growth and strong financial performance through 2027

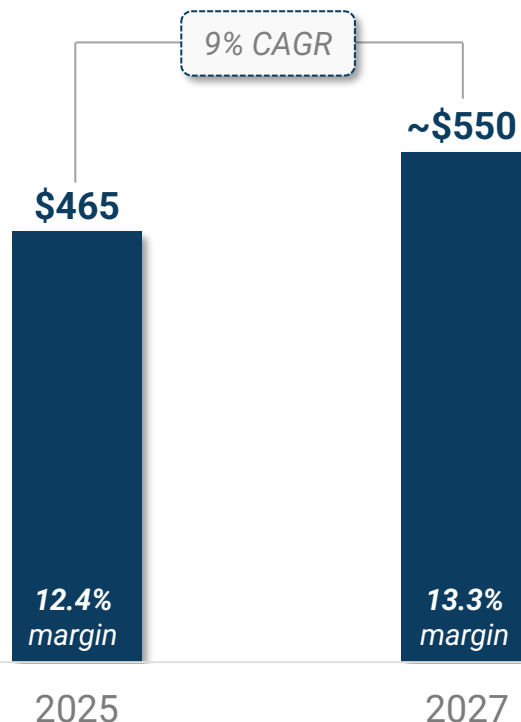
(Dollars in millions)

## Sales



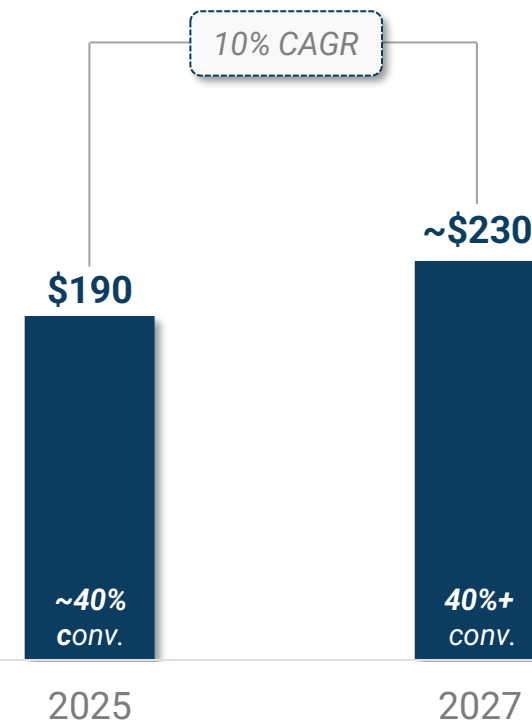
- Modest increase in customer production
- Mid to high single-digit growth-over-market
- Sales growth driven by strategic initiatives

## Adjusted EBITDA



- Driving increased margins from scale and improvements to operational performance
- Incrementals in the low 20% range

## Free Cash Flow



- Strong cash conversion from capital light business model
- Capex assumed at 3.5% to 4.0% of sales

# Investment Thesis

*Visteon continues to be a compelling long-term investment opportunity*



## Digital Cockpit Electronics Leader



## Innovative Product Portfolio



## Competitive Cost Structure



## Balanced Capital Allocation

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

- ▶ Industry leader in digital clusters and cockpit domain controllers
- ▶ Portfolio of advanced displays supported by vertical integration
- ▶ Integrated EV solutions including BMS and power electronics

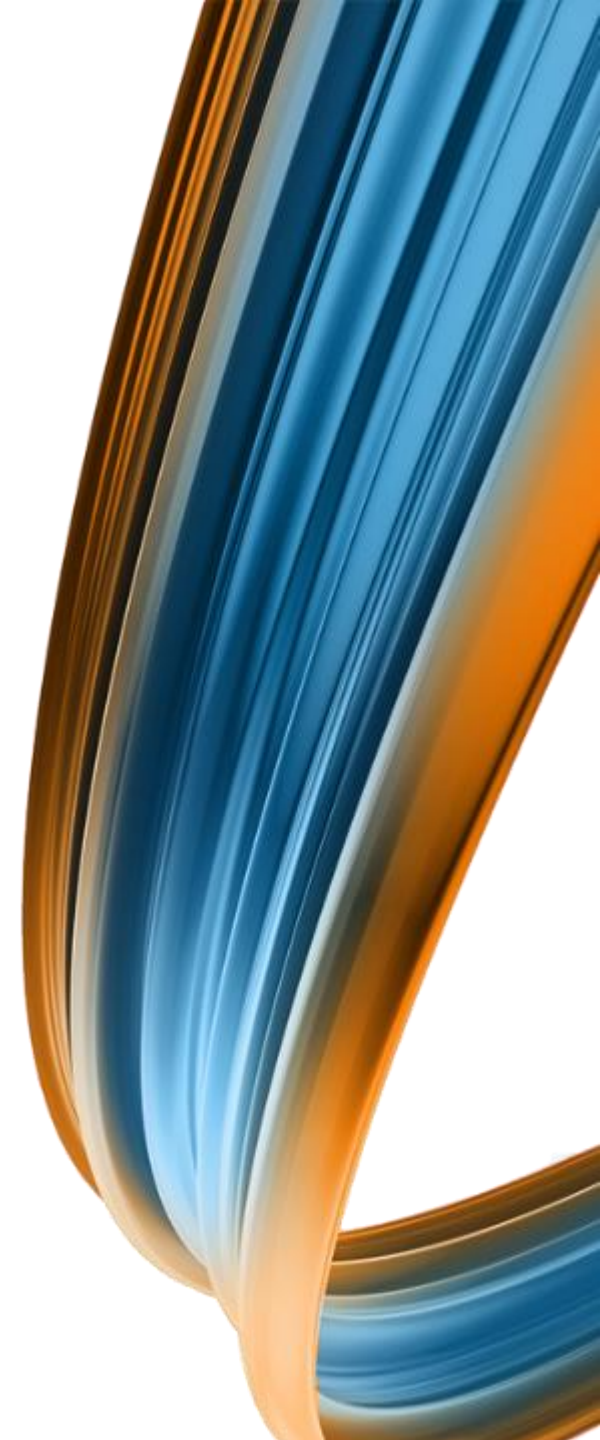
- ▶ Optimizing spend through platform-based approach
- ▶ Leveraging industry-leading engineering footprint
- ▶ Commercial and operational discipline

- ▶ Strong cash generation provides flexibility and supports future growth
- ▶ No material near-term debt maturities
- ▶ Balanced capital allocation across capex, M&A, and shareholder returns

***Industry-leading cockpit and electrification electronics product portfolio with best-in-class cost structure***

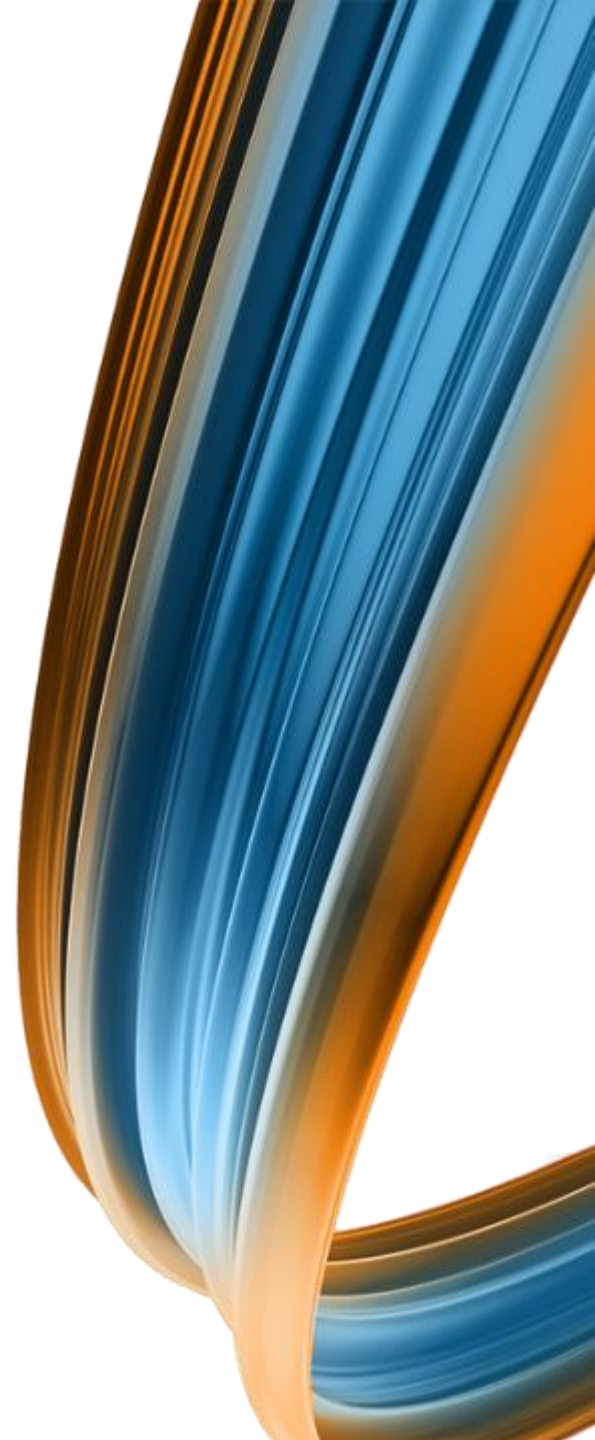
# Earnings Q&A

February 18, 2025



# Appendix

February 18, 2025



# Forward-Looking Statements

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 geopolitical conflicts and related supply chain disruptions, including but not limited to the conflicts in the Middle East, Russia and East Asia and the possible the imposition of sanctions;
- 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;
- failure of the Company's joint venture partners to comply with contractual obligations or to exert undue influence or pressure in China;
- 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 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;
- disruptions in information technology systems including, but not limited to, system failure, cyber-attack, malicious computer software (malware including ransomware), unauthorized physical or electronic access, or other natural or man-made incidents or disasters;
- 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, tariffs, regulations, policies or other activities of governments, agencies and similar organizations, domestic and foreign, that may tax or otherwise increase the cost of, prohibit 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, 2023, 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 release, 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 December 31, 2024. 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 production levels, customer price reductions and currency exchange rates.

# Use of Non-GAAP Financial Information

- 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 2024, 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.

# Reconciliation of Non-GAAP Financial Information

## Adjusted Gross Margin

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

(Dollars in millions)	2023					2024				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>Gross margin</b>	\$ 110	\$ 104	\$ 143	\$ 130	\$ 487	\$ 119	\$ 147	\$ 131	\$ 134	\$ 531
<b>Less:</b>										
Non-cash, stock-based compensation expense	3	4	4	3	14	4	5	4	4	17
Intangibles amortization	—	—	—	1	1	—	—	—	1	1
Other	1	—	1	1	3	1	—	1	—	2
<b>Subtotal</b>	<b>\$4</b>	<b>\$4</b>	<b>\$5</b>	<b>\$5</b>	<b>\$18</b>	<b>\$5</b>	<b>\$5</b>	<b>\$5</b>	<b>\$5</b>	<b>\$20</b>
<b>Adjusted gross margin</b>	<b>\$114</b>	<b>\$108</b>	<b>\$148</b>	<b>\$135</b>	<b>\$505</b>	<b>\$124</b>	<b>\$152</b>	<b>\$136</b>	<b>\$139</b>	<b>\$551</b>

## Adjusted SG&A

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

(Dollars in millions)	2023					2024				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>SG&amp;A</b>	<b>\$52</b>	<b>\$52</b>	<b>\$52</b>	<b>\$51</b>	<b>\$207</b>	<b>\$52</b>	<b>\$49</b>	<b>\$51</b>	<b>\$55</b>	<b>\$207</b>
<b>Less:</b>										
Non-cash, stock-based compensation expense	(5)	(5)	(5)	(5)	(20)	(6)	(6)	(6)	(6)	(24)
Intangibles amortization	(3)	(2)	(3)	(1)	(9)	(1)	(1)	—	(1)	(3)
Other	—	(1)	—	(1)	(2)	—	—	(1)	—	(1)
<b>Subtotal</b>	<b>(\$8)</b>	<b>(\$8)</b>	<b>(\$8)</b>	<b>(\$7)</b>	<b>(\$31)</b>	<b>(\$7)</b>	<b>(\$7)</b>	<b>(\$7)</b>	<b>(\$7)</b>	<b>(\$28)</b>
<b>Adjusted SG&amp;A</b>	<b>\$ 44</b>	<b>\$ 44</b>	<b>\$ 44</b>	<b>\$ 44</b>	<b>\$ 176</b>	<b>\$45</b>	<b>\$42</b>	<b>\$44</b>	<b>\$48</b>	<b>\$179</b>

# Reconciliation of Non-GAAP Financial Information (cont'd)

## 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 and impairment expense, 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 average diluted shares outstanding.

(Dollars and shares in millions, except per share data)	2023					2024				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>Net income / (loss) attributable to Visteon</b>	<b>\$34</b>	<b>\$20</b>	<b>\$66</b>	<b>\$366</b>	<b>\$486</b>	<b>\$42</b>	<b>\$71</b>	<b>\$39</b>	<b>\$122</b>	<b>\$274</b>
Average shares outstanding, diluted	28.7	28.7	28.5	28.2	28.5	28.0	27.9	27.9	27.9	27.9
<b>Earnings / (loss) per share</b>	<b>\$ 1.18</b>	<b>\$ 0.70</b>	<b>\$ 2.32</b>	<b>\$ 12.98</b>	<b>\$ 17.05</b>	<b>\$ 1.50</b>	<b>\$ 2.54</b>	<b>\$ 1.40</b>	<b>\$ 4.37</b>	<b>\$ 9.82</b>
<b>Net income / (loss) attributable to Visteon</b>	<b>\$34</b>	<b>\$20</b>	<b>\$66</b>	<b>\$366</b>	<b>\$486</b>	<b>\$42</b>	<b>\$71</b>	<b>\$39</b>	<b>\$122</b>	<b>\$274</b>
Restructuring, net	1	1	—	3	5	2	1	28	1	32
Non-operating costs, net	1	13	1	2	17	1	—	2	3	6
Tax effect of adjustments	—	—	—	(4)	(4)	—	(1)	(6)	(2)	(9)
<b>Subtotal</b>	<b>\$2</b>	<b>\$14</b>	<b>\$1</b>	<b>\$1</b>	<b>\$18</b>	<b>\$3</b>	<b>\$—</b>	<b>\$24</b>	<b>\$2</b>	<b>\$29</b>
<b>Adjusted net income / (loss)</b>	<b>\$36</b>	<b>\$34</b>	<b>\$67</b>	<b>\$367</b>	<b>\$504</b>	<b>\$45</b>	<b>\$71</b>	<b>\$63</b>	<b>\$124</b>	<b>\$303</b>
Average shares outstanding, diluted	28.7	28.7	28.5	28.2	28.5	28.0	27.9	27.9	27.9	27.9
<b>Adjusted earnings / (loss) per share</b>	<b>\$ 1.25</b>	<b>\$ 1.18</b>	<b>\$ 2.35</b>	<b>\$ 13.01</b>	<b>\$ 17.68</b>	<b>\$ 1.61</b>	<b>\$ 2.54</b>	<b>\$ 2.26</b>	<b>\$ 4.44</b>	<b>\$ 10.86</b>

In 2024, the Company determined that additional U.S. deferred income tax assets were more likely than not to be realized resulting in a \$49 million non-cash tax benefit to Net income attributable to Visteon Corporation or \$1.76 per diluted share. 2023 includes a non-cash tax benefit to Net income attributable to Visteon Corporation of \$313 million, or \$11.10 per diluted share in the fourth quarter, and \$10.98 per diluted share for the full year, related to a reduction in the valuation allowance against the U.S. deferred tax assets.

# Reconciliation of Non-GAAP Financial Information (cont'd)

## 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 and impairment expense, net interest expense, equity in net (income) / loss of non-consolidated affiliates, provision for (benefit from) income taxes, 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.

(Dollars in millions)	2023					2024					FY 2025 Guidance Midpoint
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	
<b>Net income / (loss) attributable to Visteon</b>	<b>\$34</b>	<b>\$20</b>	<b>\$66</b>	<b>\$366</b>	<b>\$486</b>	<b>\$42</b>	<b>\$71</b>	<b>\$39</b>	<b>\$122</b>	<b>\$274</b>	<b>\$230</b>
Depreciation and amortization	29	26	24	25	104	22	24	25	25	96	105
Restructuring, net	1	1	—	3	5	2	1	28	1	32	5
Interest expense, net	3	3	1	—	7	—	—	—	(2)	(2)	—
Equity in net (income) / loss of non-consolidated affiliates	5	2	1	2	10	4	—	3	(4)	3	(5)
Provision for (benefit from) income taxes	14	13	21	(296)	(248)	19	25	11	(41)	14	70
Net income / (loss) attributable to non-controlling interests	4	3	5	7	19	2	4	1	3	10	10
Non-cash, stock-based compensation	8	9	9	8	34	10	11	10	10	41	45
Other	1	13	1	2	17	1	—	2	3	6	5
<b>Subtotal</b>	<b>\$65</b>	<b>\$70</b>	<b>\$62</b>	<b>(\$249)</b>	<b>(\$52)</b>	<b>\$60</b>	<b>\$65</b>	<b>\$80</b>	<b>(\$5)</b>	<b>\$200</b>	<b>\$235</b>
<b>Adjusted EBITDA</b>	<b>\$99</b>	<b>\$90</b>	<b>\$128</b>	<b>\$117</b>	<b>\$434</b>	<b>\$102</b>	<b>\$136</b>	<b>\$119</b>	<b>\$117</b>	<b>\$474</b>	<b>\$465</b>

2024 and 2023 include a non-cash tax benefit to Net income attributable to Visteon Corporation of \$49 million and \$313 million, respectively, related to a reduction in the valuation allowance against the U.S. deferred tax assets.

# Reconciliation of Non-GAAP Financial Information (cont'd)

## 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.

(Dollars in millions)	2023					2024					FY 2025 Guidance Midpoint
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	
<b>Cash flow from (for) operating activities</b>	<b>(\$19)</b>	<b>\$61</b>	<b>\$127</b>	<b>\$98</b>	<b>\$267</b>	<b>\$69</b>	<b>\$57</b>	<b>\$98</b>	<b>\$203</b>	<b>\$427</b>	<b>\$320</b>
Less: Capital expenditures, including intangibles	(21)	(30)	(31)	(43)	(125)	(37)	(31)	(28)	(41)	(137)	(150)
<b>Free cash flow</b>	<b>(\$40)</b>	<b>\$31</b>	<b>\$96</b>	<b>\$55</b>	<b>\$142</b>	<b>\$32</b>	<b>\$26</b>	<b>\$70</b>	<b>\$162</b>	<b>\$290</b>	<b>\$170</b>
Exclude: Restructuring-related payments	3	1	2	2	8	2	2	3	3	10	20
<b>Adjusted free cash flow</b>	<b>(\$37)</b>	<b>\$32</b>	<b>\$98</b>	<b>\$57</b>	<b>\$150</b>	<b>\$34</b>	<b>\$28</b>	<b>\$73</b>	<b>\$165</b>	<b>\$300</b>	<b>\$190</b>

# Reconciliation of Non-GAAP Financial Information (cont'd)

## Adjusted EBITDA Build-up

(Dollars in millions)	2023					2024				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Sales	\$967	\$983	\$1,014	\$990	\$3,954	\$933	\$1,014	\$980	\$939	\$3,866
Gross margin	\$110	\$104	\$143	\$130	\$487	\$119	\$147	\$131	\$134	\$531
Intangibles amortization	—	—	—	1	1	—	—	—	1	1
Stock-based compensation expense	3	4	4	3	14	4	5	4	4	17
Other	1	—	1	1	3	1	—	1	—	2
<b>Adjusted gross margin</b>	<b>\$114</b>	<b>\$108</b>	<b>\$148</b>	<b>\$135</b>	<b>\$505</b>	<b>\$124</b>	<b>\$152</b>	<b>\$136</b>	<b>\$139</b>	<b>\$551</b>
<i>% of sales</i>	<i>11.8%</i>	<i>11.0%</i>	<i>14.6%</i>	<i>13.6%</i>	<i>12.8%</i>	<i>13.3%</i>	<i>15.0%</i>	<i>13.9%</i>	<i>14.8%</i>	<i>14.3%</i>
SG&A	(\$52)	(\$52)	(\$52)	(\$51)	(\$207)	(\$52)	(\$49)	(\$51)	(\$55)	(\$207)
Intangibles amortization	3	2	3	1	9	1	1	—	1	3
Stock-based compensation expense	5	5	5	5	20	6	6	6	6	24
Other	—	1	—	1	2	—	—	1	—	1
<b>Adjusted SG&amp;A</b>	<b>(\$44)</b>	<b>(\$44)</b>	<b>(\$44)</b>	<b>(\$44)</b>	<b>(\$176)</b>	<b>(\$45)</b>	<b>(\$42)</b>	<b>(\$44)</b>	<b>(\$48)</b>	<b>(\$179)</b>
Adjusted EBITDA										
Adjusted gross margin	\$114	\$108	\$148	\$135	\$505	\$124	\$152	\$136	\$139	\$551
Adjusted SG&A	(44)	(44)	(44)	(44)	(176)	(45)	(42)	(44)	(48)	(179)
D&A	26	24	21	23	94	21	23	25	23	92
Other income, net	3	2	3	3	11	2	3	2	3	10
<b>Adjusted EBITDA</b>	<b>\$99</b>	<b>\$90</b>	<b>\$128</b>	<b>\$117</b>	<b>\$434</b>	<b>\$102</b>	<b>\$136</b>	<b>\$119</b>	<b>\$117</b>	<b>\$474</b>
<i>% of sales</i>	<i>10.2%</i>	<i>9.2%</i>	<i>12.6%</i>	<i>11.8%</i>	<i>11.0%</i>	<i>10.9%</i>	<i>13.4%</i>	<i>12.1%</i>	<i>12.5%</i>	<i>12.3%</i>
Equity income (loss) in affiliates	(\$5)	(\$2)	(\$1)	(\$2)	(\$10)	(\$4)	\$—	(\$3)	\$4	(\$3)
Noncontrolling interests	(4)	(3)	(5)	(7)	(19)	(2)	(4)	(1)	(3)	(10)

# Net Engineering

(Dollars in millions)	2023					2024				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Engineering costs, gross	(\$83)	(\$91)	(\$79)	(\$77)	(\$330)	(\$83)	(\$81)	(\$80)	(\$90)	(\$334)
Recoveries	27	29	25	39	120	23	31	33	56	143
<b>Engineering costs, net</b>	<b>(\$56)</b>	<b>(\$62)</b>	<b>(\$54)</b>	<b>(\$38)</b>	<b>(\$210)</b>	<b>(\$60)</b>	<b>(\$50)</b>	<b>(\$47)</b>	<b>(\$34)</b>	<b>(\$191)</b>

# Financial Results – U.S. GAAP

(Dollars in millions, except per share data)	2023					2024				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<u>Income Statement</u>										
Sales	\$967	\$983	\$1,014	\$990	\$3,954	\$933	\$1,014	\$980	\$939	\$3,866
Gross margin	110	104	143	130	487	119	147	131	134	531
SG&A	52	52	52	51	207	52	49	51	55	207
Net income / (loss) attributable to Visteon	34	20	66	366	486	42	71	39	122	274
Earnings / (loss) per share, diluted	\$1.18	\$0.70	\$2.32	\$12.98	\$17.05	\$1.50	\$2.54	\$1.40	\$4.37	\$9.82
<u>Cash Flow Statement</u>										
Cash flow from (for) operating activities	(\$19)	\$61	\$127	\$98	\$267	\$69	\$57	\$98	\$203	\$427
Capital expenditures, including intangibles	21	30	31	43	125	37	31	28	41	137

In 2024, the Company determined that additional U.S. deferred income tax assets were more likely than not to be realized resulting in a \$49 million non-cash tax benefit to Net income attributable to Visteon Corporation or \$1.76 per diluted share. 2023 includes a non-cash tax benefit to Net income attributable to Visteon Corporation of \$313 million, or \$11.10 per diluted share in the fourth quarter, and \$10.98 per diluted share for the full year, related to a reduction in the valuation allowance against the U.S. deferred tax assets.

**25**  
YEARS  
IN MOTION

visteon®