# Valeo

# Half-Year 2024 Results

July 25, 2024

**Christophe Périllat**Chief Executive Officer

**Edouard de Pirey** Chief Financial Officer

SMART TECHNOLOGY FOR SMARTER MOBILITY





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01 | H1 2024 Results

# Highlights

**Christophe Périllat**Chief Executive Officer





# H1 margins and free cash flow aligned with FY guidance Strict cost & cash control in a slow market environment

**Group Sales EBITDA Operating margin** H1 2024 €11.1bn €1,383m €445m **RESULTS** 12.4% 4.0% +23% as reported +6% as reported +1.0% lfl vs. H1 2023 +0.8 pts +0.8 pts

Free cash flow after one-off restructuring costs

€121m

+€277m
on H1 2023

### **H1 main achievements**

Cost control & customer compensation

On track to achieve FY guidance Strict cash management at every level

**Shift in mindset** 

POWER Division for all powertrain architectures

Higher flexibility Lower breakeven point Divestment program

Sale of
Thermal Commercial
Vehicle business

New worldwide CSR agreement

Fostering
a proactive
& positive impact



#### **Focus on cost control**

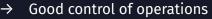


& customer compensation

On track to achieve FY guidance



Gross margin +1.4pts



→ First effects of self-help measures



R&D Peak reached in Q1

- → Increased efficiency
- → Start of R&D and IFRS impact decrease in Q2 '24



**€18m reduction** 

- → Strict control of all expenses
- → First effects of self-help measures

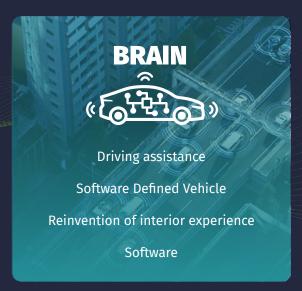


# New segment reporting around 3 Divisions

**Creation of the new POWER Division** 



Formerly Comfort & Driving Assistance



**Formerly Visibility** 





#### **POWER**

# Powertrain & thermal solutions for all powertrain architectures

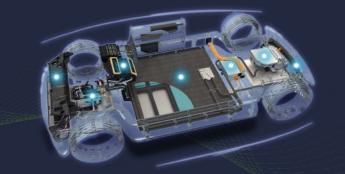
#### ... Compact & Low Consumption

CABIN COMFORT
Heating Ventilation & Air Conditioning,
Surface Flex Heaters

Compact & Silent

#### Compact & Intelligent

HEAT PUMP SYSTEM incl. Flectric Driven Compressor & Heater



#### Compact & Silent

**ELECTRIC AXLE incl. eMotor. Inverter & Reducer** 

#### Light & Low Carbon

STRUCTURAL PARTS

#### Compact & Powerful

ONBOARD BATTERY CHARGER / CONVERTER

#### Safe & Light

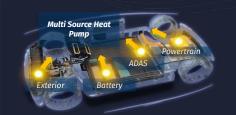
BATTERY SYSTEM cooling & assembly

#### Efficient

#### POWER ELECTRONICS

Optimized cooling of POWER electronics for improved POWER DENSITY & COST





# Intelligent GLOBAL HEAT MANAGEMENT

No more free heating from internal combustion engine so smart energy recovery can preserve ELECTRIC RANGE

#### 01 | Highlights

#### **BRAIN**

# Thermal Camera completing Valeo's sensor set

#### **75%**

of pedestrian deaths occur at night

#### Regulation

NHTSA Expands Nighttime Pedestrian Automatic Emergency Braking (PAEB) Standards Thermal cameras are the most cost effective solution to detect pedestrians in time to prevent a collision



Major contract with a global OEM



Thermal cameras can be also used to detect animals, cars, trucks and other vehicles, strollers and bicycles

Fusion to combine thermal & visible cameras to provide a more robust, safe and capable ADAS system



# Thermal camera provides imagery regardless of lighting or atmospheric conditions

**VISION** 

**THERMAL** 

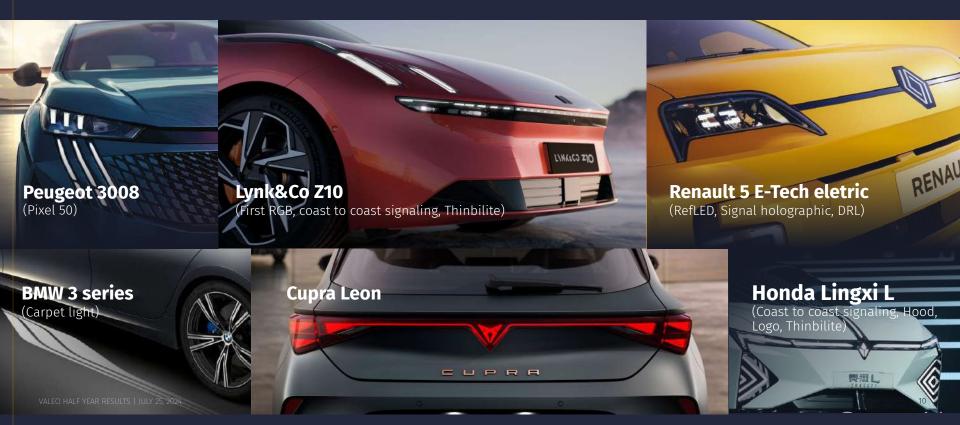






#### **LIGHT**

Close to 300 starts of production throughout 2024



#### 01 | Highlights



# Margins and free cash flow objectives reaffirmed

Sales objectives adjusted to market conditions, especially in electrification

	FY 2024 guidance (a) (b)	FY 2025 objectives (b)
Sales	<b>~€22.0bn</b> previously <b>€22.5bn to €23.5bn</b>	<b>€23.5bn</b> to <b>€24.5bn</b> previously <b>€24.5bn to €25.5bn</b>
EBITDA (as % of sales)	<b>12.1%</b> to <b>13.1%</b>	<b>13.5%</b> to <b>14.5%</b>
Operating margin (as % of sales)	<b>4.0%</b> to <b>5.0%</b>	<b>5.5%</b> to <b>6.5%</b>
Free cash flow before one-off exceptional cost of self-help measures (c)	~€500m	~€800m
Free cash flow after one-off exceptional cost of self-help measures (c)	~€350m	~€650m

<sup>(</sup>a) H2 2024 margins and cash generation expected to be higher than H1

<sup>(</sup>b) For greater comfort, based on (i) LVP 3% below S&P Global mobility production scenario released on February 16, 2024, (ii) Valeo sales in high-voltage of around €1bn in 2024

<sup>(</sup>c) This cost includes, but is not limited to, potential restructuring measures

02 | H1 2024 Results

# Performance & results

**Edouard de Pirey** Chief Financial Officer





# H1 OEM sales impacted by slower high-voltage sales vs H1 2023

Total sales €11,117m

+1% If growth

Reported growth: -1.0% Exchange rate: -1.2%

Scope: -0.6%

оем **€9,295**m

-1% Ifl growth

Reported growth: -2.6%

Exchange rate: -1.2%

Scope: -0.5%

Aftermarket €1,190m

+5% Ifl growth

Reported growth: +2.0%

Exchange rate: -2.2%

Scope: -0.5%

Miscellaneous €632m

+30% If growth

Reported growth: +26.1%

Exchange rate: -1.4%

Scope: -2.1%

### **H1 OEM sales**

Performance\* by region

# World

-1% OEM sales Ifl
+0% Production\*

# Perf. -1pt\*

Incl.

high-voltage impact -4pts geo. mix impact -1pt

# Lower EV car production for specific programs in Europe Ongoing customer repositioning in China



**Europe** (including Africa)

49% of sales



North America

20% of sales



Asia (excluding China)

15% of sales



China

14% of sales



South America

2% of sales

-3% OEM sales Ifl

-3% Production

+3% OEM sales Ifl

+2% Production

+2% OEM sales Ifl

-4% Production

-2% OEM sales Ifl

+5% Production

-6% OEM sales Ifl

-8% Production

In line

+1pt

+6pts

-7pts

+2pts



# Growth in all businesses except High-Voltage Powertrain

- → +2% in POWER excl. high-voltage
- → +6% in BRAIN with
  - +7% in ADAS
  - +4% in Interior Experience
- → +2% in LIGHT

# Growth in all businesses

lfl growth in OEM sales

- → -43% in OEM sales
- → Lower activity on certain EV platforms in Europe
- → High comparaison basis
  (H1 2023: +108% in OEM sales)

#### **Outperformance**

**-1pt** including:

- → high-voltageimpact-4pts
- → geographical mix impact

-1pt



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Except

#### Valeo

#### **POWER**

### +0.7pts Ebitda margin YoY

Despite low activity in high-voltage

# Sales **€5,692**m

-5% lfl growth in OEM sales

-5pts performance

incl. -7pts of high-voltage impact

#### **POWER traditionals**

businesses (excl. high-voltage

+2% lfl growth in OEM sales

#### High-voltage Sales €513n

-43% Ifl growth in OEM sales Q2 at €314m > Q1 at €199m

#### **Business highlights**

- POWER excl. high-voltage production ramp-up
- Lower activity on certain high-voltage platforms in Europe
- High comparaison basis (H1 23: +108% in high-voltage OEM sales)

Synergy plan from the integration of the high-voltage electrification

Higher sales in POWER's profitable and cash generating businesses excl. high-voltage





#### **BRAIN**

# +2.2pts Ebitda margin YoY

Driven by growth in ADAS & Interior Experience

# Sales €2,569m

+6% lfl growth in OEM sales

#### +6pts

outperformance

#### **ADAS**

Sales €1,659m +7% Ifl growth in OEM sales

#### **Interior experience**

+4% OEM sales Ifl growth

#### **Business highlights**

Production ramp-up in cameras



Growth with Japanese and Korean OEMs







<sup>\*</sup> Including the Top Column Module business.

02 | Performance & results

#### LIGHT

# Strong underlying dynamics

with close to 300 launches in 2024

Sales €2,853m

+2% lfl growth in OEM sales

+2pts outperformance

#### **Business highlights**

Growth in EV ((4)) by Chinese OEMs and a North American automaker

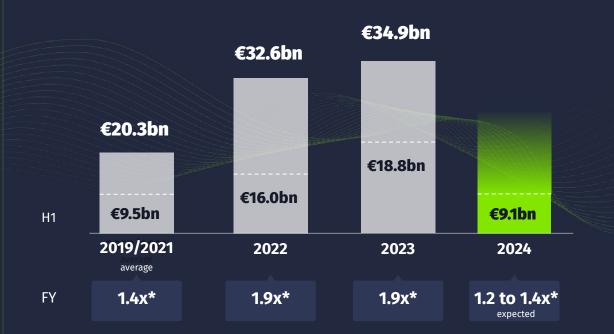
Lower volumes due to production stoppage at certain Japanese OEMs

Resilient margin in a context of high costs involved in preparing for numerous production launches, low business levels due to production stoppages at several Japanese automakers, yen's depreciation against euro





# Selective order intake with several projects being postponed to H2





Several postponements to H2 pending key choices by OEMs on their vehicle architecture



Margin embedded in orders significantly improved since 2022



Order intake in China Chinese OEM 70% / JV 30%

#### 02 | Performance & results

# **Results showing continued improvement in H1**

Thanks to rigourous management of operations

€m	H1 2023	H1 2024
Sales	11,212	11,117
EBITDA	1,302	1,383
As a % of sales	11.6%	12.4%
Operating margin excl. JV & associates	363	445
As a % of sales	3.2%	4.0%
Net attributable income	119	141
As a % of sales	1.1%	1.3%
Free Cash flow before one-off restructuring costs	(156)	146
Free Cash flow after one-off restructuring costs	(156)	121

Valeo



Sales

+1.0% like-for-like



**EBITDA** 

+6%

+0.8pts



Operating margin

+23%

+0.8pts



Net income

+18%

+0.2pts



Free cash flow after one-off restructuring costs

+€277m

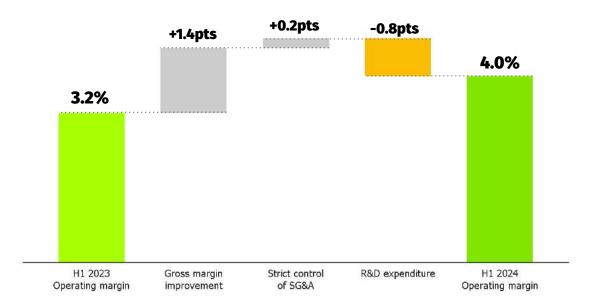
on H1 2023

#### 02 | Performance & results

# Operating margin at 4.0% of sales

+0.8pts vs 2023

As a % of sales



#### **Gross margin improvement**

- → Good control of operations
- First effects of self-help measures
- → Improved profitability of existing contracts, starts of production of new contracts with higher profitability & slight negative volume effect
- → Much lower provisions reversal on onerous & unfavorable contracts (€48m vs. €159m in 2023)

#### +1.4pts

#### Strict control of SG&A

- Strict control of all expenses
- → First effects of self-help measures

#### +0.2pts

#### **R&D: Focus on efficiency**

- → Strict control of R&D expenses in a context of very high order book
- → Capitalization IFRS impact, at 2.4pts, lower than expected (2.8pts)
- Start of R&D and IFRS impact decrease in Q2 '24

#### -0.8pts

#### Net income of €141m or 1.3% of sales

€m	H1 2023	H1 2024
Sales	11,212	11,117
Operating margin excl. JV & associates	363	445
As a % of sales	3.2%	4.0%
JV & associates	4	4
Operating margin incl. JV & associates	367	449
As a % of sales	3.3%	4.0%
Other income & expenses	(18)	(50)
of which restructuring costs	(8)	(134)
Cost of net debt	(108)	(123)
Other financial income & expenses	(24)	(14)
Income before taxes	217	262
As a % of sales	1.9%	2.4%
Income taxes	(64)	(89)
Non-controlling interests	(34)	(32)
Net attribuable income	119	141
As a % of sales	1.1%	1.3%

#### **Other income & expenses**

- → €(134)m in restructuring costs
- → €94m gain on disposal of Thermal Commercial Vehicles business

€(50)m

#### **Cost of net debt**

In a context of higher interest rates

€(123)m

#### **Effective taxe rate**

34%



#### **Cost reduction measures**

# New **POWER Division**





#### **Social and Legal Procedures**

- → Finalized
- involving 1,150 job cuts worldwide, incl. 735 in Europe

#### Self-help measures in H1

- → €(119)m in one-off restructuring costs
- → Cash outflow of €(25)m

# **Group cost base** adjustments



#### More than €200m annual run rate savings

- → €50m H2 savings
- → €150m savings in 2025
- €200m annual savings from 2026

#### €300m in one-off self-help measures\*

→ Over the 2-year period (2024 & 2025)

\* This cost includes, but is not limited to, potential restructuring measures.

#### Free Cash Flow of €121m

€m	H1 2023	H1 2024
EBITDA	1,302	1,383
Tangible CAPEX (property, plant & equipment)	(456)	(600)
Intangible CAPEX	(480)	(592)
of which capitalized R&D	(461)	(565)
Change in working capital*	(237)	233
Restructuring costs	(118)	(44)
of which one-off restructuring costs	-	(25)
Income tax	(97)	(123)
Other*	(188)	(136)
Free Cash Flow before one-off restructuring costs	(156)	146
Free Cash Flow after one-off restructuring costs	(156)	121
Net financial expenses	(119)	(149)
Dividends	(114)	(118)
Other financial items	(18)	103
Net Cash Flow	(407)	(43)

<sup>\*</sup>incl. €(62)m of provision reversal that were compensated by an accrued income recorded in Change in Working capital

#### Capex (PP&E)

under strict control in a context of strong increase in order intake

#### **Working capital**

incl. €290m sustainable decline in inventories especially of electronic components

#### **Restructuring costs**

incl. one-off self-help measures

#### Other financial items

incl. €212m cashed in on the sale of the Thermal Commercial Vehicles business

€103m

#### Valeo

# Leverage ratio down to 1.5x

Net debt in €bn



#### **Gearing ratio**

Net debt/Shareholders' equity

110%

As of June 30, 2024 vs 127% a year ago

#### Leverage ratio

Net debt/EBITDA (Covenant: < 3.5)

1.5x

As of June 30, 2024 vs 1.8x a year ago

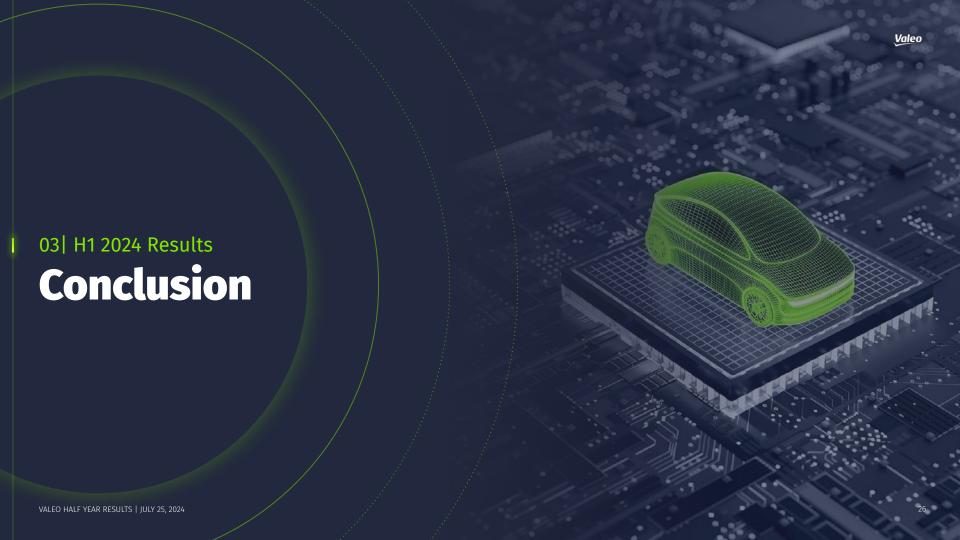


#### Green bonds and credit ratings



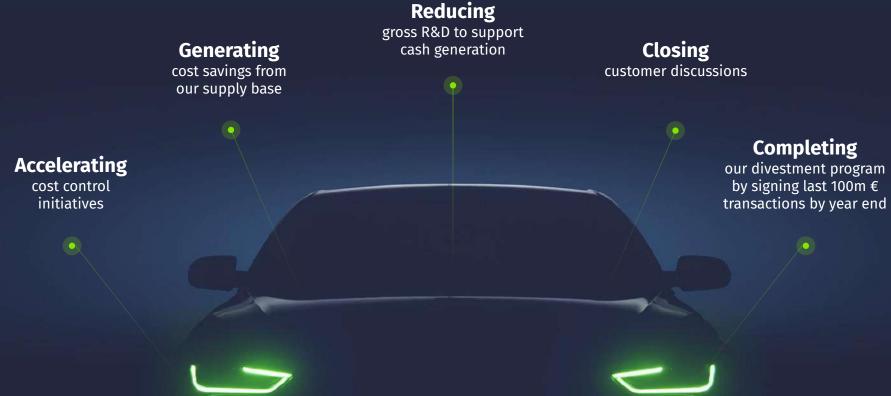
New green bond issued on April 4, 2024 €850m - 4.50% coupon - April 2030 maturity

Rating	LT	Outlook	ST
Moody's	Baa3	Negative	Prime-3
S&P Global	BB+	Negative	В



#### Valeo

# **H2 key business focus**



# **Thank you** Q&A



# Q2 Sales by type

Total sales €5,690m

+0% Ifl growth

Reported growth: -0.7%

Exchange rate: -0.4%

Scope: -0.4%

OEM €4,741m

-2% Ifl growth

Reported growth: -3.4%

Exchange rate: -0.8%

Scope: -0.4%

Aftermarket €593m

+8% Ifl growth

Reported growth: +7.4%

Exchange rate: -0.7%

Scope: +0.6%

Miscellaneous €356m

**+28%** If growth

Reported growth: +31.4%

Exchange rate: +5.2%

Scope: -2.0%

### **Q2 OEM sales**

Performance\* by region

# World

-2% OEM sales Ifl +0% Production\*

Perf. -2pt\*

Incl.

high-voltage impact -3pts geo. mix impact -2pt

# Lower EV car production for specific programs in Europe

Ongoing customer repositioning in China



**Europe** (including Africa)

50% of sales



North **America** 

20% of sales



Asia (excluding China)

15% of sales



#### China

13% of sales



South **America** 

2% of sales

-1% OEM sales Ifl

-6% Production

-3% OEM sales Ifl +2% Production

-5pts

+1% OEM sales Ifl -2% Production

+3pts

-9% OEM sales Ifl

+4% Production

-6% OEM sales Ifl

-9% Production

-13pts

+3pts





# **Q2 sales by Division**

Sales by Division (in millions of euros)	Q2 2023	Q2 2024	Change in sales	Change in OEM sales*	Perf.**
DOWED	2.000	2,000	F0/	70/	-7pts
POWER	3,069	2,909	-5%	-7%	high-voltage impact -7pts
BRAIN	1,227	1,340	+9%	+7%	+7pts
LIGHT	1,440	1,438	-%	-1%	-1pt
Other	(6)	3	na	na	na
Group Total	5,730	5,690	+4%	-2%	-2pts

<sup>\*</sup> like for like

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# **H1 segment information**

<b>Half-Year 2024</b> ( <i>€m</i> )	BRAIN	POWER	LIGHT	Other	Total
Sales:	2,569	5,692	2,853	3	11,117
Segment (Excluding Group)	2,549	5,615	2,851	102	11,117
Intersegment (Group)	20	77	2	(99)	
EBITDA	408	585	362	28	1,383
Research & Development expenditure, net	(423)	(458)	(193)	(5)	(1,079)
Investments in property, plant & equipment & intangible assets	464	414	269	31	1,178
Segment assets*	3,614	6,751	2,945	263	13,573

<sup>\*</sup> The segment assets shown for the LIGHT Division do not include the amount relating to the assets of the PIAA business reclassified as held for sale at June 30, 2024

<b>Half-Year 2023</b> ( <i>€m</i> )	BRAIN*	POWER	LIGHT	Other*	Total
Sales:	2,448	5,951	2,816	(3)	11,212
Segment (Excluding Group)	2,431	5,882	2,813	30	11,156
Intersegment (Group)	17	69	3	(33)	56
EBITDA	336	571	376	19	1,302
Research & Development expenditure, net	(369)	(445)	(193)	7	(1,000)
Investments in property, plant & equipment & intangible assets	367	318	292	26	1,003
Segment assets	3,217	7,140	2,899	213	13,469

<sup>\*</sup> In line with the Group's new organizational structure effective as from June 30, 2024, the Top Column Module activity is presented as part of the BRAIN Division.

#### 04 | Backup slides



# **Research & Development**

		H1 2023	H1 2024	Change
Sales	(in €m)	11,212	11,117	-1.0%
Capitalized development expenditure	(in €m)	461	565	+23%
	(as a % of sales)	4.1%	5.1%	+1.0pt
Amortization and impairment of capitalized development expenditure*	(in €m)	(272)	(302)	+11%
	(as a % of sales)	-2.4%	-2.7%	-0.3pts
IFRS Impact	(in €m)	189	263	+39%
	(as a % of sales)	1.7%	2.4%	+0.7pts
		H1 2023	H1 2024	Change
Gross Research and Development expenditure	(in €m)	(1,245)	(1,405)	+13%
	(as a % of sales)	-11.1%	-12.6%	-1.5pts
IFRS Impact	(in €m)	189	263	+39%
	(as a % of sales)	1.7%	2.4%	+0.7pts
Subsidies and grants, and other income	(in €m)	56	63	+13%
Research and Development expenditure	(in €m)	(1,000)	(1,079)	+8%
	(as a % of sales)	-8.9%	-9.7%	-0.8pts
Customer contribution to R&D	(in €m)	268	301	+12%
Net R&D expenditure	(in €m)	(732)	(778)	+6%
	(as a % of sales)	-6.5%	-7.0%	-0.5pts



# **Share information**

#### **Share Data**

Bloomberg Ticker FR FP

Reuters Ticker VLOF.PA

ISIN Number FR0013176526

Shares outstanding as of June 30, 2024 244,633,504

#### **ADR Data**

Ticker/trading symbol VLEEY

CUSIP Number 919134304

Exchange OTC

Ratio (ADR: ord) 1:2

Depositary Bank J.P. Morgan

Contact at J.P. Morgan – ADR Jim Reeves

Broker relationship desk +1 212-622-2710

#### Valeo

# Glossary

Order intake corresponds to business awarded by automakers during the period to Valeo, and to joint ventures and associates based on Valeo's share in net equity, less any cancellations, based on Valeo's best reasonable estimates in terms of volumes, selling prices and project lifespans. Unaudited indicator.

Like for like (or LFL): the currency impact is calculated by multiplying sales for the current period by the exchange rate for the previous period. The Group structure impact is calculated y adjusting sales by elimination (or by addition in the event of a change in consolidation method) to ensure that the prior period is comparable with the current period.

Operating margin including share corresponds to operating income before other income and expenses and before net earnings of equity-accounted companies.

**EBITDA** corresponds to (i) operating margin before depreciation, amortization and impairment losses (included in the operating margin) and the impact of government subsidies and grants on non-current assets, and (ii) net dividends from equity-accounted companies.

Free cash flow corresponds to net cash from operating activities (excluding changes in non-recurring sales of receivables and net payments for the principal portion of lease liabilities) after taking into account acquisitions and disposals of property, plant and equipment and intangible assets.

Net cash flow corresponds to free cash flow less (i) cash flows in respect of investing activities, relating to acquisitions and disposals of investments and to changes in certain items shown in non-current financial assets, (ii) cash flows in respect of financing activities, relating to dividends paid, treasury share purchases and sales, interest paid and received, and acquisitions of equity interests without a change in control, and (iii) changes in non-recurring sales of receivables.

**Net debt** comprises all long-term debt, liabilities associated with put options granted to holders of non-controlling interests, short-term debt and bank overdrafts, less loans and other long-term financial assets, cash and cash equivalents and the fair value of derivative instruments hedging the foreign currency and interest rate risks associated with these items.

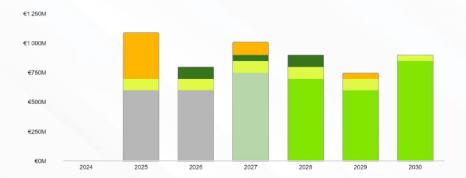
**ROCE**, or return on capital employed, corresponds to operating margin (including share in net earnings of equity-accounted companies) divided by capital employed (including investments in equity-accounted companies), excluding goodwill.

ROA, or return on assets, corresponds to operating income divided by capital employed (including investments in equity-accounted companies), including goodwill.

#### 04 | Backup slides

# **Debt profile**

#### Average maturity: 3 years



#### Sustainability-linked senior bond (EMTN)

Maturity	Amount	Coupon
May 2027	€750m	5.375%
August 2028	€700M	1.000%

#### Green Bond

Maturity	Amount	Coupon	
April 2029	€600m	5.875%	
April 2030	€850m	4,50%	

#### Bilateral bank loan

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Maturity	Amount	Coupon	
August 2026	€100m	E3M-1.25%	
July 2027	€50m	E3M-2.00%	
December 2028	€100m	E6M-1.95%	

#### EIB loan

Maturity	Amount	Coupon
Repayment from 2024 until June 2029	€300M	0.885%
Repayment from 2025 until Feb. 2030	€300M	1.083%

#### Senior bond (EMTN)

Maturity	Amount	Coupon	
June 2025	€600M	1.500%	
March 2026	€600M	1.625%	

#### Schuldschein

Maturity	Amount	Coupon	
April 2025	€90M	1.291%	
April 2025	€122M	E6M+1.150%	
October 2025	€30M	4.95%	
October 2025	€149m	E6M+1.9%	
October 2027	€30m	5.251%	
October 2027	€82m	E6M+2.1%	
October 2029	€5m	5.503%	
October 2029	€45m	E6M+2.3%	



Undrawn credit facilities

**€1.6B**\\
As of June 30, 2024

Cash & cash equivalents

Maturity

**£3.03**\\
As of June 30, 2024

#### **Valeo EMTN Green bonds**

Issuance date	Apr. 11, 2024	Oct. 12, 2023
Amount	€850m	€600m
Coupon	4.50%	5.875%

April 11, 2030

April 12, 2029

#### Valeo

#### **Safe harbour statement**

Statements contained in this document which, when they are not historical fact, constitute "forward-looking statements". These statements include projections and estimates and their underlying assumptions, statements regarding projects, objectives, intentions and expectations with respect to future financial results, events, operations, services, and product development and potential and future performance. Even though Valeo's Management feels that the forward-looking statements are reasonable as at the date of this document, investors are put on notice that the forward-looking statements are subject to numerous factors, risks and uncertainties that are difficult to predict and generally beyond Valeo's control, which could cause actual results and events to differ materially from those expressed or projected in the forward-looking statements. Such factors include, among others, the Company's ability to generate cost savings or manufacturing efficiencies to offset negotiated or imposed price reductions. The risks and uncertainties to which Valeo is exposed mainly comprise the risks resulting from the investigations currently being carried out by the antitrust authorities as identified in the Universal Registration Document, risks related to the automotive equipment industry and to the development and launch of new products and risks due to certain global and regional economic conditions, environmental and industrial risks as well as risks and uncertainties described or identified in the public documents submitted by Valeo to the French financial markets authority (Autorité des marchés financiers – AMF), including those set out in the "Risk Factors" section of the 2023 Universal Registration Document registered with the AMF on March 29, 2024 (under number D.24-0218).

In addition, other risks which are currently unidentified or considered to be non-material by the Group, could have the same adverse impact and investors could lose all or part of their investment. Forward-looking statements are given only as at the date of this document and Valeo does not undertake to update the forward-looking statements to reflect events or circumstances which occur subsequent to the publication of this document. Valeo assumes no responsibility for any analyses issued by analysts and any other information prepared by third parties which may be used in this document. Valeo neither intends to review, nor will it confirm, any estimates issued by analysts.



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