







November 2019

## GARRETT MOTION (NYSE: GTX) INVESTOR PRESENTATION





#### **Forward Looking Statements**

This presentation contains "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of fact, that address activities, events or developments that we or our management intend, expect, project, believe or anticipate will or may occur in the future are forward-looking statements including without limitation our statements regarding our anticipated financial performance, anticipated growth opportunities and production volumes, investments in capital expenditures, market trends, the rebalancing of our portfolio, trends in foreign exchange rates, and projections and explanations regarding our technology solutions. Although we believe forward-looking statements are based upon reasonable assumptions, such statements involve known and unknown risks, uncertainties, and other factors, which may cause the actual results or performance of the company to be materially different from any future results or performance expressed or implied by such forward-looking statements. Such risks and uncertainties include, but are not limited to those described in our annual report on Form 10-K for the year ended December 31, 2018, as well as our other filings with the Securities and Exchange Commission, under such headings "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements." You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this document. Forward-looking statements are not guarantees of future performance, and actual results, developments and business decisions may differ from those envisaged by our forward-looking statements.

#### Non-GAAP Financial Measures

This presentation includes EBIT, EBITDA, Adjusted EBITDA, Adjusted EBITDA, Net Debt, Net Debt to Consolidated EBITDA, Consolidated Debt to Consolidated EBITDA, Adjusted Unlevered Free Cash Flow, Adjusted Levered Free Cash Flow, Levered Free Cash Flow, Consolidated EBITDA, Consolidated EBITDA excluding Honeywell indemnity obligation; Adjusted Levered Free Cash Flow Conversion Rate, Adjusted EBITDA Margin, Consolidated EBITDA Margin, Adjusted EBIT Margin, Adjusted Earnings Per Share ("EPS"), Consolidated EBITDA excluding Honeywell indemnity obligation Margin, Cash flow from operations minus capital expenditures, organic sales growth and other financial measures not compliant with generally accepted accounting principles in the United States ("GAAP"). The Non-GAAP financial measures provided herein are adjusted for certain items as presented in the Appendix containing Non-GAAP Reconciliations and may not be directly comparable to similar measures used by other companies in our industry, as other companies may define such measures differently. Management believes that, when considered together with reported amounts, these measures are useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends. Garrett believes that Adjusted EBITDA, Adjusted EBITDA Margin, Consolidated EBITDA, Consolidated EBITDA Margin, and Adjusted EBITDA margin, consolidated EBITDA, Consolidated EBITDA Margin, and Adjusted EBITDA margin, and investing activities by eliminating the effects of interest and depreciation expenses and therefore more closely measures our operational performance. These metrics should be considered in addition to, and not as replacements for, the most comparable GAAP measure. For additional information with respect to our Consolidated and Combined Financial Statements, see our Form 10 and annual report on Form 10-K for the year ended December 31, 2018 and our quarterly report on Form 10-Q for the quarter ended September 30, 2019.



#### **Additional Disclaimers**

Prior to Garrett's spin-off from Honeywell on October 1, 2018, Garrett's historical financial statements were prepared on a stand-alone basis and derived from the consolidated financial statements and accounting records of Honeywell. Accordingly, for periods prior to October 1, 2018, our financial statements are presented on a combined basis and for the periods subsequent to October 1, 2018 are presented on a consolidated basis (collectively, the historical financial statements for all periods presented are referred to as "Consolidated and Combined Financial Statements"). The Consolidated and Combined Financial Statements have been prepared in accordance with GAAP. The historical consolidated and combined financial information may not be indicative of our future performance and does not necessarily reflect what our consolidated and combined results of operations, financial condition and cash flows would have been had the business operated as a separate, publicly traded company during the periods presented, particularly because of changes that we have experienced and expect to continue to experience in the future as a result of our separation from Honeywell, including changes in the financing, cash management, operations, cost structure and personnel needs of our business.

#### **Material Weakness in Internal Control Over Financial Reporting**

In accordance with the terms of our Indemnification and Reimbursement Agreement with Honeywell, our Consolidated and Combined Balance Sheets reflect a liability of \$1,120 million in Obligations payable to Honeywell as of September 30, 2019, (the "Indemnification Liability"). The amount of the Indemnification Liability is based on information provided to us by Honeywell with respect to Honeywell's assessment of its own asbestos-related liability payments and accounts payable as of such date and is calculated in accordance with the terms of the Indemnification and Reimbursement Agreement. Honeywell estimates its future liability for asbestos-related claims based on a number of factors.

As previously disclosed, in the course of preparing our Annual Report on Form 10-K and our Consolidated and Combined Financial Statements for the year ended December 31, 2018, our management determined that there was a material weakness in our internal control over financial reporting relating to the supporting evidence for our liability to Honeywell under the Indemnification and Reimbursement Agreement. Specifically, we were unable to independently verify the accuracy of the certain information Honeywell provided to us that we used to calculate the amount of our Indemnification Liability, including information provided in Honeywell's actuary report and the amounts of settlement values and insurance receivables. For example, Honeywell did not provide us with sufficient information to make an independent assessment of the probable outcome of the underlying asbestos proceedings and whether certain insurance receivables are recoverable. This material weakness has not yet been remediated.

In consultation with our outside advisors, we are working to obtain additional information about the Indemnification Liability through a dialogue and iterative process with Honeywell. That process has continued, and we and our advisors remain in communication with Honeywell on these issues.



Garrett Motion is a cutting-edge technology provider that enables vehicles to become safer, more connected, efficient and environmentally friendly.

We lead the development of innovative and differentiated solutions which empower the transportation industry to redefine and further advance motion.

#### **Garrett at a Glance**



\$3,375M

2018 Net Sales

\$618M

2018 Adjusted EBITDA1

18.3%

2018 Adjusted EBITDA Margin<sup>1</sup>

75%+

Capacity in high growth regions

~7,500

**Employees** 

~1,200

Engineers

13

Manufacturing plants

5

R&D centers

~100M

Garrett turbos in use globally

40

OEMs served globally

~100

New applications annually

1,400+

Patents issued or pending







Turbo Technology Ele

Electric & Hybrid

Connected Vehicles

<sup>&</sup>lt;sup>1</sup> Reconciliations to Non-GAAP financial measures are included in Appendix.

## **Garrett Strategic Priorities**





Technology leadership and broad portfolio of products with breakthrough capabilities









**Turbochargers** 

Electric boosting

Automotive software

Pipeline of electric products

## Differentiated Global Presence and Capability

Best-in-class global manufacturing footprint with operational excellence and agility

Standardized manufacturing plants



400 Advanced supply base Suppliers



Long-term co-development with global OEMs and a worldwide aftermarket platform



350 OE programs in the pipeline



Go-to-partner for technology developments

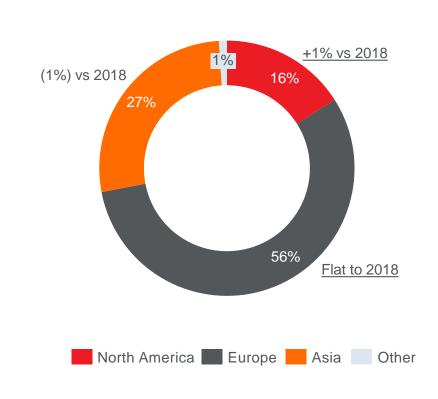
**Long-term Customer Relationships** 

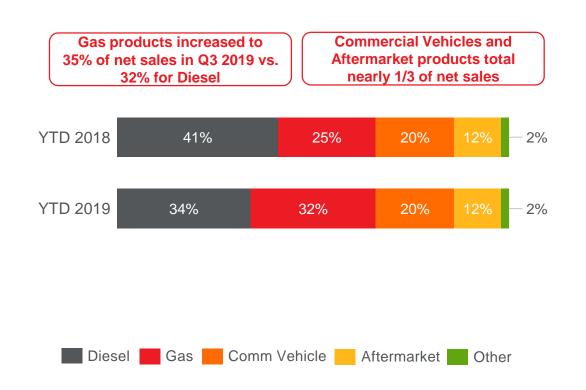
## **Accelerating Portfolio Rebalancing**





#### 9M 2019 Net Sale by Product Line



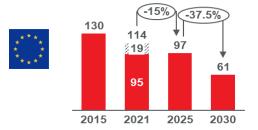


<sup>&</sup>lt;sup>1</sup> Figures by geography based on shipped-from basis.

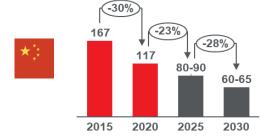
## **Compelling Long-Term Turbocharger Growth Trends**



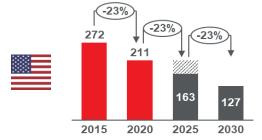
#### **Tougher Global CO2 Regulations**



Passenger Vehicle NEDC (WLTP from 2021) CO2 emission in g/km



Passenger Vehicle NEDC CO2 emission in g/km



Passenger & Light Commercial Vehicle EPA 2-cycle CO2 emission in g/mi



Source: Government reports

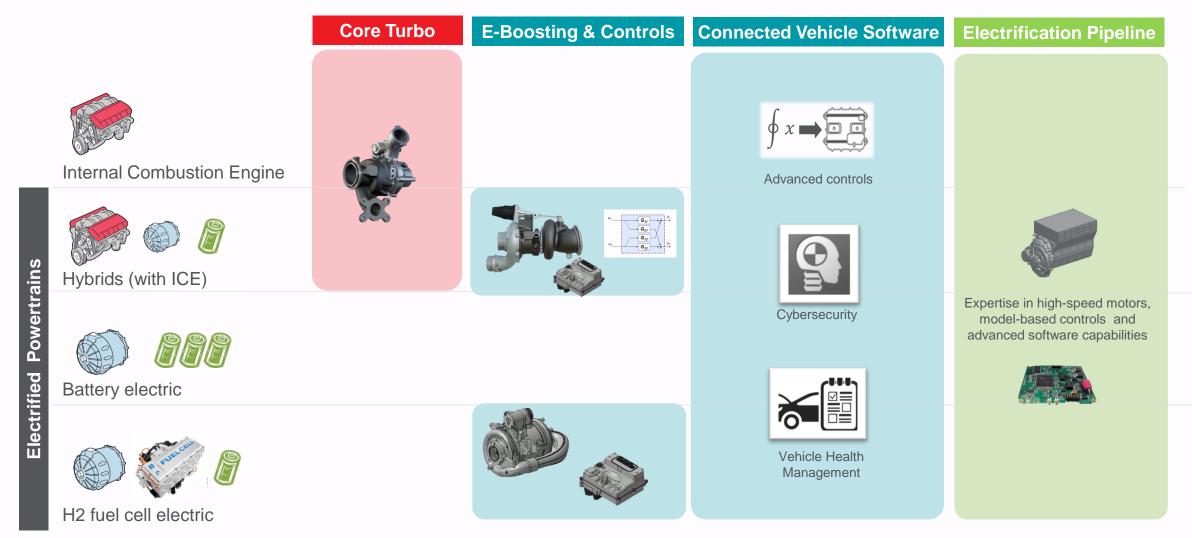
#### **Annual Production (units in millions)** 2025 vs 2017 110 -**Light Vehicle** 100 **Production** +7M **New cars** 90 80 70 +16M 57% Turbo 60 **Turbocharged cars Production** 50 40 **Hybrid Vehicle** +33M Production 30 **Hybrid cars** 20 BEV\* 10 +10M **Production Battery Electric** 2017 2018 2019 2020 2021 2022 2023 2024 2025 cars

\* BEV: Battery Electric Vehicle

Source: IHS, November 2019

## **Developing a Comprehensive Technology Portfolio**





## **Core Turbocharger Technology Differentiation**



	Technology	r Trend	Industry Driver	GTX Technology
Light Vehicle Gasoline	Industry transition to VNT		CO2 fleet average targets	<ul> <li>1<sup>st</sup> Gas VNT industry launch 2016</li> <li>~60% EU (~40% global) Gas VNT by 2025</li> <li>+ 30% to 50% \$/vehicle</li> </ul>
Light Vehicle Diesel	Next-Generation VNT & 2-Stage		More complex solutions to meet EU7 emissions regulation in 2025	<ul> <li>Gen7 VNT &amp; Gen4 2Stage   +2pts Fuel Eco</li> <li>Provides CO2 / NOx emissions reduction</li> </ul>
Commercial Vehicle	Next-Generation Wastegate & Double-Axle VNT		China 6 regulation On-Highway CO2 regulation	<ul> <li>Gen3 industry-leading performance</li> <li>Unique portfolio covering all applications</li> </ul>

## Garrett's Leadership Role in a Transforming Auto Industry



#### **Industry Challenge GTX Offering** Gas VNT & Electric Boosting Hybrid powertrain CO<sub>2</sub> optimization **SOP 2021** Gen 2 Fuel cell Compressor Gen2 & 3 **Electrified** Fuel Cell powertrain affordability SOP 2021 High power density motors, BMS\*,... POC Efficient & light weight electric powertrain Connected & Cyber security Intrusion Detection Software SOP 2021 Autonomous Compliance with safety regulation Advanced controls for EMS\*\* production Diagnostics for OEM service bay In pilot Warranty cost for more and more complex systems oroduction Prognosis tool for OEM Service efficiency & downtime avoidance POC @ OEMs Shared Expected regulation starting in EU Prognostics tool for fleet POC @ fleet

<sup>\*</sup> BMS: Battery Management System

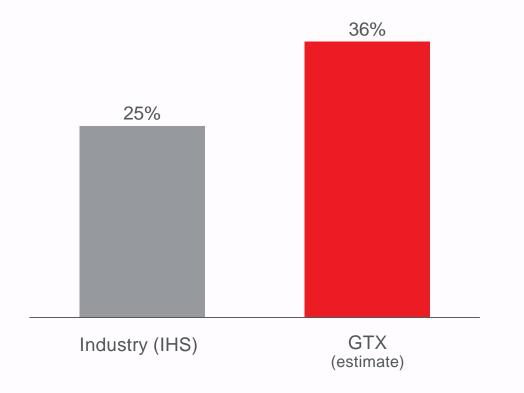
<sup>\*\*</sup> EMS: Engine Management System

## **GTX Solutions for Electrified Hybrid Powertrains**



#### **Winning Hybrid Platforms**

Hybrids as production volume % (Light Vehicle) - 2023



#### **GTX Technology | Market Potential**

#### **High efficiency Gas VNT | Industry 2025: ~\$2B**

- High temperature kinematics
- Low cost casting materials
- Fit for Ultra High volume production

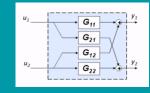


#### E-Boosting solutions | Industry 2025: ~\$1B

- High speed motor and controller
- System integration for high temperature & high vibration environment
- Advanced boost and energy management controls







## E-Turbo Highlights Garrett's Unique Capabilities



#### **Key Attributes**

- 250kRPM Ultra high speed motor 20x faster than Electric Vehicle (EV) traction motor
- Proprietary software enables rapid current switching – 30,000 times per second
- Boost & energy management controls runs in OEM's Engine Control Unit (ECU)

Electronic controller



E-Turbo with integrated high speed motor

#### **Relevance to Garrett**

- Strong turbo hybrid macros driving E-Boosting
- First mass market E-Turbo to launch in 2021
- 10+ predevelopment projects on going
- Performance and mass volume offerings
- + 50-100% \$ content / vehicle



- +15% power
- -5% fuel consumption (including energy recuperation)
- Enabler of advanced combustion strategies

#### **GTX Solutions for Fuel Cell Powertrains**



#### **Winning Fuel Cell Platforms**

Gen 1 & Gen1+

Gen 2

Gen 3







**Predevpt contract** 

In production

China specific dev.

Awarded, SOP '21

**'21** 

with major global
OEM for SOP '25 NEW



Cost: baseline

Vol.: 10,000 / year

• Cost: 1/3

• Vol.: 100,000 / year

• Cost: 1/10

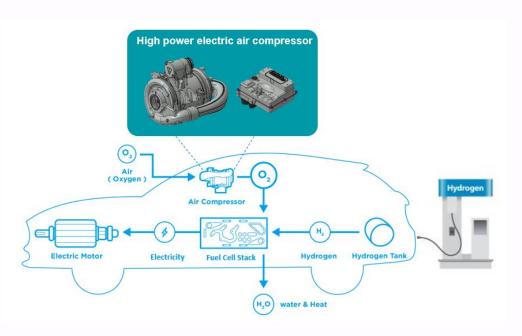
- Portfolio covering Commercial & Passenger Vehicles
- 10+ development & predevelopment projects globally

#### **GTX Technology | Market Potential**

#### Fuel Cell Compressor | Industry 2030 ~\$1B

- High speed motors and controllers (up to 150 kRPM)
- Oil free bearing and specialized aerodynamics
- Development & production capacity in China (2020)





## **GTX Solutions for Vehicle Monitoring Software**



#### Winning Software Applications

**GTX Integrated Vehicle Monitoring Solution** 

**Cyber Security** 

IVHM\*

Adv. Controls







1st award with OEM, for SOP '21

Pilot production with OEM in China 500 service stations equipped

- In production with global truck OEM
- Awarded E-Boost controls
- Production projects awarded for all offerings
- Proof of Concept with many OEMs and fleets customers

#### **GTX Technology**

#### **Advanced Controls**

- Non linear model based controls for complex systems
- Integration of Health Indicators to enable Vehicle Health Management

#### **Cyber Security**

- Focus on proprietary differentiated elements of cyber security stack
- Intrusion Detection Software (IDS) with no false positive & Reasoner

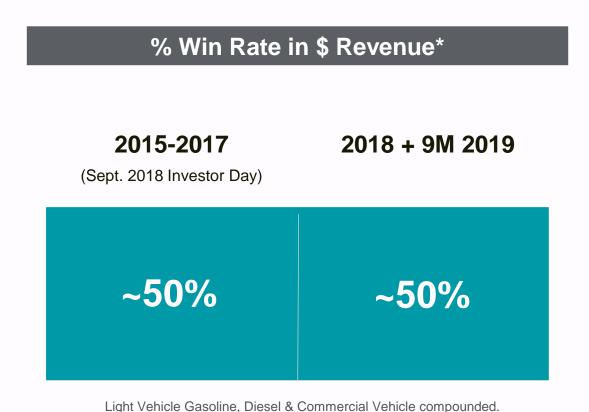
#### **Vehicle Health Management**

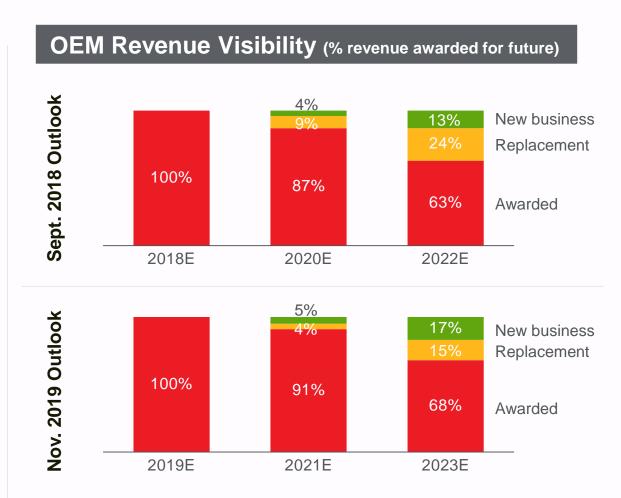
- Model based fault model for OEM applications
- Started with powertrain monitoring and extending bumper to bumper
- Proprietary Reasoner & Knowledge Management System

\* IVHM: Integrated Vehicle Health Management

## Robust Win Rate Provides Strong Revenue Visibility





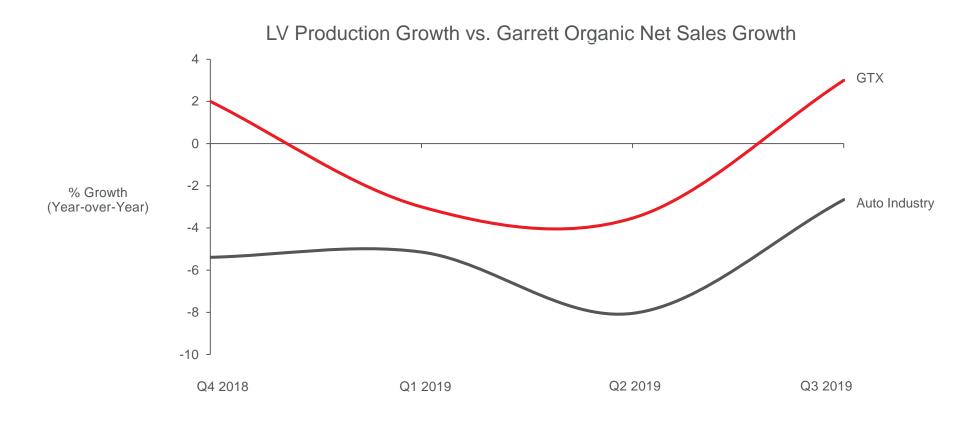


Note: Future revenues represent best estimates from Garrett based on current market conditions and potential other factors. Actual results may differ materially. Please see "Forward Looking Statements" on Slide 2.

<sup>\*</sup> Based on addressable industry share.

## **Organic Sales Growth Versus Global Industry Production**





- Garrett has outperformed global LV production each quarter since going public
- Continued outperformance driven by LV Gasoline product launches

## **Financial Flexibility and Efficiency**





75%
Low-cost country footprint

70%

Low-cost country supply



Capital Expenditures 3.0% - 3.5% Net Sales

- Highly variable cost structure to support the business through the cycle
- Low working capital needs
- Well-invested capacity base to support continued growth
- Garrett Excellence Model (GEM) drives operating excellence and embeds productivity in culture
- (~90%) of capital expenditures for growth

#### **Continued Focus on Execution**



#### **September 2018 Investor Day**

#### **November 2019**

- GTX set to outperform overall industry
- GTX has outperformed global LV production each quarter since going public
- Maintain top industry margin of 18-20%
- Adjusted EBITDA margin was 18.4% YTD 2019

Accelerate portfolio rebalancing

Gasoline grew to 35% of net sales in Q3 2019

Introduce new technologies

Industry-first mass market E-Turbo in 2021

Maintain strong win performance

~50% of competitions won

Deleverage balance sheet

Net debt reduced by \$111M since Q4 2018

<sup>&</sup>lt;sup>1</sup> Reconciliations to Non-GAAP financial measures are included in Appendix.

## **Key Investor Takeaways**





Global market leader with positive long-term macro tailwinds



Premier technology innovator with broad portfolio of differentiated solutions



Long-term partnerships with major OEMs and robust aftermarket program



Extensive geographical footprint and integrated supply chain model



Solid customer win rate for core turbo, electrification, and connected platforms



Strong financial foundation with top industry margins and cash flow generation

## **Appendix**



## 2019 Outlook<sup>1</sup>



#### **Prior Guidance**

- Organic net sales growth of (1%) to +1%
- Adjusted levered free cash flow conversion rate<sup>2</sup> of 50% - 55%
- Adjusted EBITDA of \$600M \$620M

#### **Current Guidance** (as of November 8, 2019)

- No change to organic net sales growth of (1%) to +1%
- No change to Adjusted levered free cash flow conversion rate<sup>2</sup> of 50% - 55%
- Adjusted EBITDA lowered to \$580M \$600M

#### What changed?

- Portfolio rebalancing has accelerated
  - Gasoline products exceeded diesel in Q3 (parity was expected by year end)
  - Change in mix adversely impacts margins
- Lower commercial vehicle production
  - Continued softness in higher margin business
- Global 2019 LV production assumption of approximately (5.5%)
  - Lower global auto production partially offset by faster H2 2019 ramp up of LV-Gas launches in China

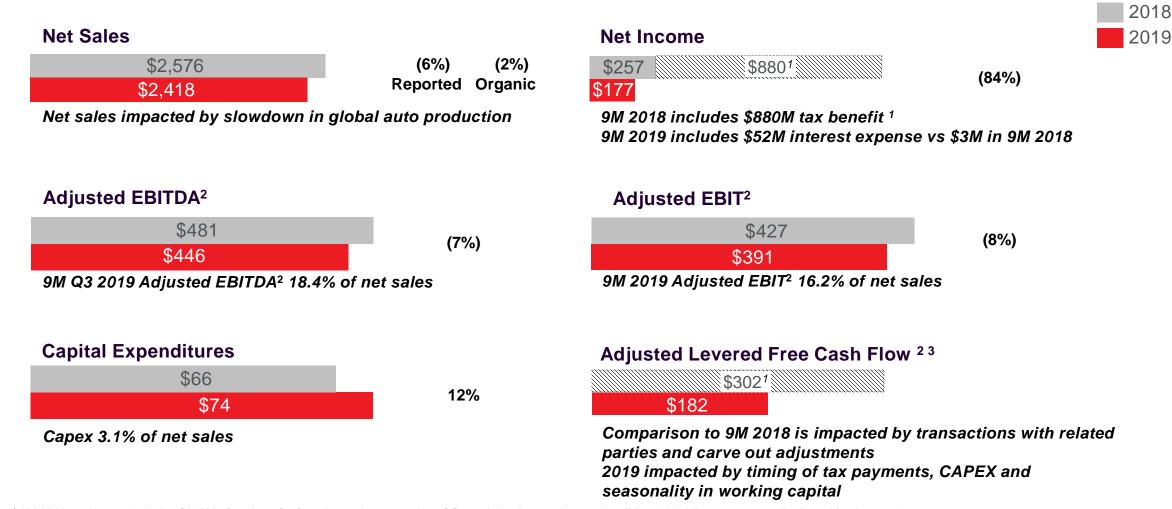
<sup>&</sup>lt;sup>1</sup>2019 guidance as of November 8, 2019 set at current market conditions for FX. This guidance is not being updated or confirmed herein. The company does not provide a reconciliation of the forwardlooking non-GAAP financial measures to the most directly comparable U.S. GAAP financial measures because certain items that are excluded from the non-GAAP financial measures cannot be reasonably predicted or are not in our control. In particular, we are unable to forecast the timing or magnitude of realized and unrealized gains and losses on derivative instruments, taxes and other non-core operating items that could significantly impact, either individually or in the aggregate, net income in the future without unreasonable efforts. Copyrights © 2019 Garrett Motion Inc.

### **Key Financial Metrics: 9M 2018 – 9M 2019**

Garrett

ADVANCING MOTION

(\$M)



<sup>1 9</sup>M 2018 net income includes \$880M of tax benefits from internal restructuring of Garrett's business prior to spin-off for withholding taxes on undistributed foreign earnings.

 $<sup>^{2}</sup>$  Reconciliations of Non-GAAP financial measures are included within Appendix.

<sup>&</sup>lt;sup>3</sup> Calculated as Levered Free Cash Flow including interest expense but excluding Indemnity and MTT payment to Honeywell

## **Liquidity and Capital Resources**



#### **Maturity Profile (\$M)**



#### Net Debt<sup>1</sup> (\$M)

	Jun 30	Sep 30
	2019	2019
Secured debt	(1,200)	(1,128)
RCF		
Unsecured debt	(398)	(383)
Debt	(1,598)	(1,511)
Cash & cash equivalent (A)	182	190
Net debt	(1,416)	(1,321)
Undrawn committed revolving credit facility <sup>2</sup> (B)	487	468
Available liquidity (A . D)	669	658
Available liquidity (A + B)	009	000

#### **Cash and Marketable Securities (\$M)**

	Jun 30	Sep. 30
	2019	2019
Brazilian Real	11	7
Chinese Yuan	84	100
Euro	28	26
Indian Rupee	39	33
Korean Won	12	16
Other currencies	7	8
Total (USD equivalent)	182	190

#### **Other Debt Related Information**

- Term debt amortized by \$41M in Q3; \$62M YTD in debt re-payments
  - \$1M Mandatory Amortization of Term Loan B
  - \$40M early repayment of Term Loan A

•	Cash increased by \$8M in Q3	June 30	Sep. 30
•	Net debt decreased by \$95M in Q3	2019	2019
•	Net debt to Consolidated EBITDA <sup>1</sup>	<u>3.20x</u>	<u>3.01x</u>
•	Consolidated debt to Consolidated EBITDA <sup>1</sup>	3.61x	3.44x

<sup>&</sup>lt;sup>1</sup> Reconciliations of Non-GAAP financial measures are included within Appendix.

<sup>&</sup>lt;sup>2</sup> USD \$470M (EUR 430M) less \$2M used for bank guarantee issuance at September 30, 2019; USD \$489M (EUR 430M) less \$2M used for bank guarantee issuance at June 30, 2019.

### **Income Statement**



Q3 2019	Q3 2018	(\$ in millions)	9M 2019	9M 2018
<b>\$781</b>	\$784	Net sales	\$2,418	\$2,576
609	606	Cost of goods sold	1,868	1,972
172	178	Gross profit	550	604
68	60	Selling, general and administrative expenses	186	186
18	51	Other expense, net	54	132
18	1	Interest expense	52	3
-4	(7)	Non-operating (income) expense	2	-10
72	73	Income before taxes	256	293
34	(856)	Tax expense (benefit)	79	(844)
38	929	Net income (loss)	177	1,137

## Reconciliation of Net Income to EBIT and Adjusted EBIT



(\$ in millions)	Q3'2018	Q3'2019	9M 2018	9M 2019
Net income (loss) - GAAP	929	38	1,137	177
Tax expense	(856)	34	(844)	79
Profit before taxes	73	72	293	256
Net interest (income) expense	-	16	(3)	46
EBIT (Non-GAAP)	73	88	289	302
1 Other operating expenses, net (asbestos and environmental expenses)	51	18	132	54
Non-operating (income) expense	-	-	(4)	-
3 Stock compensation expense	4	5	16	14
Repositioning charges	-	-	2	3
5 Spin-Off Costs	-	2	-	10
Foreign exchange (gain) loss on debt, net of related hedging (gain) loss	(8)		(8)	8
Adjusted EBIT	120	113	427	391
Adjusted EBIT%	15.3%	14.5%	16.6%	16.2%

- For the periods prior to the Spin-off on
  October 1, 2018 we reflect the expense for resolution of asbestos related and environmental liabilities, net of insurance recoveries. Subsequent to the Spin-off, we reflect the indemnification expenses as per the indemnification agreement with Honeywell.
- Non-operating (income) expense adjustment excludes interest income, the non-service component of pension expense, equity income of affiliates, and the impact of foreign exchange.
- 3 Stock compensation expense adjustment includes only non-cash expenses.
- Repositioning charges adjustment primarily includes severance costs related to restructuring projects to improve future productivity.
- Spin-off costs primarily include costs incurred for the set-up of the IT, Legal, Finance, Communications and Human Resources functions after the Spin-off from Honeywell on October 1, 2018.

Note: Figures may not sum exactly due to rounding.

## Reconciliation of Net Income to Adjusted EBITDA and Consolidated EBITDA



(\$ in millions)	Q3'2018	Q3'2019	9M 2018	9M 2019	FY'18	LTM Q2'19	LTM Q3'19	
Net income (loss) - GAAP	929	38	1,137	177	1,180	1,111	220	
Tax expense	(856)	34	(844)	79	(784)	(751)	139	
Profit before taxes	73	72	293	256	396	360	359	(
Net interest (income) expense	-	16	(3)	46	12	46	62	
Depreciation	17	20	53	55_	72	70	73	
EBITDA (Non-GAAP)	90	108	343	357	480	476	494	
Other operating expenses, net (asbestos and environmental expenses)	51	18	132	54	120	75	42	(
Non-operating (income) expense	-	-	(4)	-	(4)	-	-	
Stock compensation expense	4	5	16	14	21	18	19	/
Repositioning charges	-	-	2	3	2	3	3	(
Spin-Off Costs	-	2	-	10	6	14	16	
Foreign exchange (gain) loss on debt, net of related hedging (gain) loss	(8)	<u>-</u>	(8)	8	(7)	1	9	
Adjusted EBITDA (Non-GAAP)	137	133	481	446	618	587	583	
Adjusted EBITDA %	17.5%	17.0%	18.7%	18.4%	18.3%	18.2%	14.6%	(
FX Hedging (gain) / loss (net)	6	(2)	34	4	38	16	8	•
Adjusted EBITDA Excluding FX Hedging (gain) / loss net (Non-GAAP)	143	131	515	450	656	603	591	
Adjusted EBITDA Excluding FX Hedging (Non-GAAP) %	18.2%	16.8%	20.0%	18.6%	19.4%	18.7%	14.8%	
Honeywell Indemnity Obligation payment  Additional pro forma standalone costs	(44)	(37)	(131)	(113)	(172)	(162)	(154)	
Additional pro forma standalone costs	-	-	(1)	-	(1)	-	-	
Other non-recurring, non-cash expense	-		-		2	2	2	
Consolidated EBITDA	100	94	383	337	484	443	439	
Add. Honeywell Indemnity Obligation Payment	44	37	131	113	172	162	154	
Consolidated EBITDA (Non-Gaap, excl. Honeywell indemnity obligation)	143	131	514	450	656	605	593	
Consolidated EBITDA % margin (Non-GAAP, excl. Honeywell indemnity obligation)	18.3%	16.8%	20.0%	18.6%	19.4%	18.8%	14.8%	

Removal of FX hedging-related gains and losses and unrealized FX re-measurement gains included in EBITDA.

I TM

I TM

- Inclusion of Honeywell Indemnity Obligation payment.
- Incremental costs above corporate allocations already included in Adjusted EBITDA based on standalone assessment.

Other adjustments consist of non-recurring, non-cash charges

primarily related to incremental freight costs incurred as a result of transferring production across various European plants and non-US tax credits.

Note: Figures may not sum exactly due to rounding.

## **Reconciliation of Organic Sales % Change**



Q3 2018	Garrett	9M 2019	9M 2018
5%	Reported sales % change	(6%)	12%
(2%)	Less: Foreign currency translation	(4%)	5%
7%	Organic sales % change	(2%)	7%
	Gasoline		
23%	Reported sales % change	19%	34%
(2%)	Less: Foreign currency translation	(7%)	7%
25%	Organic sales % change	26%	27%
	Diesel		
2%	Reported sales % change	(22%)	6%
(1%)	Less: Foreign currency translation	(5%)	6%
3%	Organic sales % change	(17%)	0%
	Commercial vehicles		
1%	Reported sales % change	(7%)	14%
(2%)	Less: Foreign currency translation	(3%)	4%
3%	Organic sales % change	(4%)	10%
	Aftermarket		
(3%)	Reported sales % change	(3%)	1%
` '	Less: Foreign currency translation	` '	3%
(2%)	Organic sales % change	0%	(2%)
	Other Sales		
(2%)		(17%)	1%
		<u> </u>	6%
(2%)	Organic sales % change	(13%)	(5%)
	5% (2%) 7%  23% (2%) 25%  2% (1%) 3%  (1%) (2%) 3%  (1%) (2%) (2%)  (2%) (2%)	Reported sales % change	S%

## Reconciliation of Net Debt, Consolidated Debt and Related Ratios



June 30, 2019	(Dollar amounts in millions)	<b>September 30, 2019</b>
\$1,200	Secured debt	\$1,128
0	Revolving cash facility	0
398	Unsecured debt	383
1,598	Consolidated debt	1,511
1,598	Total term debt	1,511
0	Related party note	0
(182)	Cash and cash equivalents	(190)
1,416	Net debt	1,321
		1
\$443	Consolidated EBITDA (last 12 months)	\$439
3.20X	Net debt to Consolidated EBITDA	3.01X
0.047	One of the total deletes One of the total EDITO	
3.61X	Consolidated debt to Consolidated EBITDA	3.44X

## **Reconciliation of Long-Term Debt to Net Debt**



June 30, 2019	(Dollar amounts in millions)	September 30, 2019
\$1,552	Long-term debt	\$1,477
14	Short-term debt	4
33	Deferred finance costs	30
1,598	Total Term Debt	1,511
(182)	Cash and cash equivalents	(190)
1,416	Net debt	1,321

## Reconciliation of Net Income to Adjusted Levered and Unlevered Free Cash Flow



Q3 2019	Q3 2018	(\$ in millions)	9M 2019	9M 2018
\$38	\$929	Net income (loss) - GAAP	\$177	\$1,137
\$34	(\$856)	Tax expense	\$79	(\$844)
\$72	\$73	Profit before taxes	\$256	\$293
\$16	\$0	Net interest (income) expense	\$46	(\$3)
\$20	\$17	Depreciation	\$55	\$53
\$108	\$90	EBITDA (Non-GAAP)	\$357	\$343
18	51	Other operating expenses, net (asbestos and environmental expenses)	54	132
0	0	Non-operating (income) expense	0	(4)
5	4	Stock compensation expense	14	16
0	0	Repositioning charges	3	2
0	(8)	Foreign exchange (gain) loss on debt, net of related hedging (gain) loss	8	(8)
2	0	Spin-Off Costs	10	0
133	137	Adjusted EBITDA (Non-GAAP)	446	481
38	N/A	Change in working capital	(44)	N/A
(18)	(22)	Taxes	(75)	(65)
(23)	(19)	Capital Expenditures	(74)	(66)
(20)	N/A	Other	(35)	N/A
110	(14)	Adjusted unlevered FCF	218	305
(8)	(1)	Cash Interest	(36)	(3)
102	(15)	Adjusted levered FCF	182	302
(37)	(43)	Indemnity obligation and MTT to HON	(131)	(128)
\$65	(\$58)	Levered FCF	\$51	\$174

# Reconciliation of Net Income – GAAP to EBITDA and Adjusted EBITDA, and to Adjusted Unlevered, Adjusted Levered and Levered Free Cash Flow (FCF)



Q3 2019	Q3 2018	(\$ in millions)	9M 2019	9M 2018
\$88	(\$39)	Net cash from operating activities	\$125	\$240
(23)	(19)	Expenditures for plant property and equipment	(74)	(66)
65	(58)	Net operating cash flow minus capex	51	174
37	43	Indemnity obligation and MTT to Honeywell included	131	128
102	(15)	Adjusted levered free cash flow	182	302
8	1	Interest expense	36	3
\$110	(14)	Adjusted unlevered free cash flow	\$218	\$305



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