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# Driving a cleaner, more sustainable world.

Company Overview  
April 2024

# **GKN Automotive**

## **The global leader in drive systems**

# A message from the CEO

## Markus Bannert



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GKN Automotive has a rich heritage, we have been engineering the future for over 250 years. We've become a world leading automotive technology company through constantly innovating, always striving for better. We believe in collaborating with our customers, creating the broadest, deepest, and best portfolio of products in the world.



# EV

Leading edge  
technology and  
systems integration

2.5 million eDrive  
units delivered

# +

We work with  
nearly every  
global automotive  
manufacturer

# No.1

Driveshafts and CVJs  
since the 1950s

>68 million driveshafts  
produced annually

# Global leader in drive systems



Trusted partner for

**90%**

of global OEMs<sup>1</sup>

Applied in

**50%**

of vehicles<sup>2</sup>

We rank

**#1**

in Driveline

<sup>1</sup> Global OEMs are those with manufacturing locations in multiple regions; <sup>2</sup> Vehicles refers to individual nameplates of global OEMs

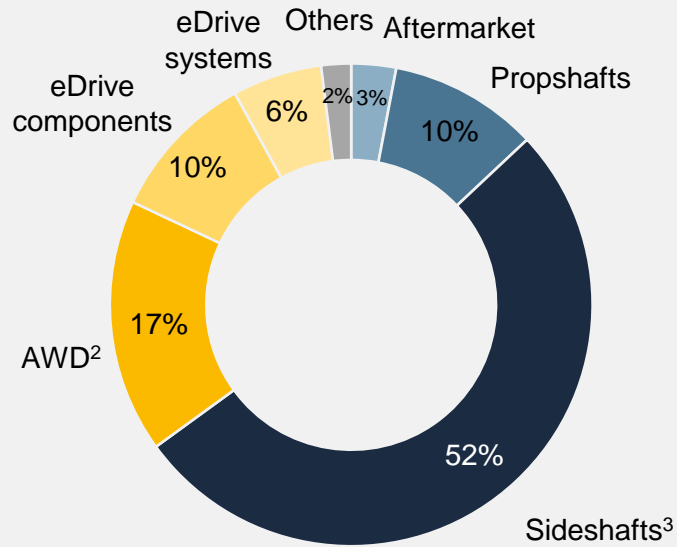
# A balanced business following market dynamics

## GKN Automotive View



### Product mix<sup>1</sup>

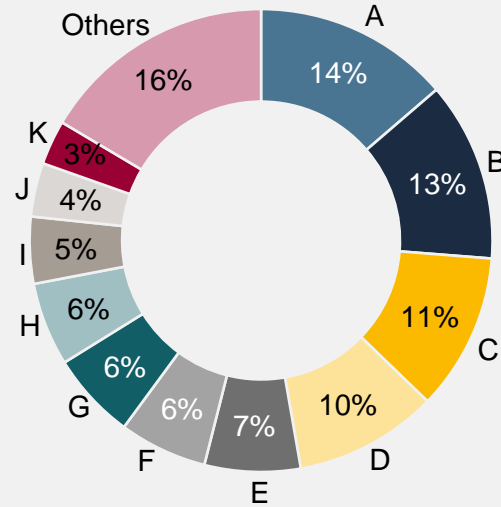
2023



**Strong mix of conventional & new technologies**

### Customer mix<sup>3</sup>

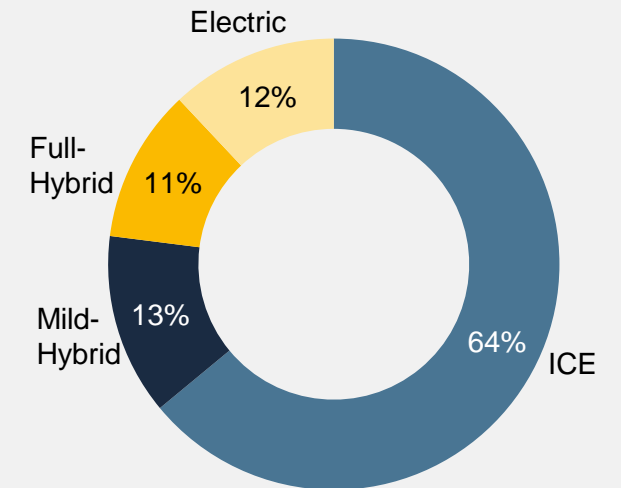
2023



**Balanced customer portfolio**

### Propulsion mix<sup>4;5</sup>

2023



**A balanced, propulsion agnostic business well-placed to manage varying electrification scenarios**

**A globally balanced business across products, customers and propulsion types**

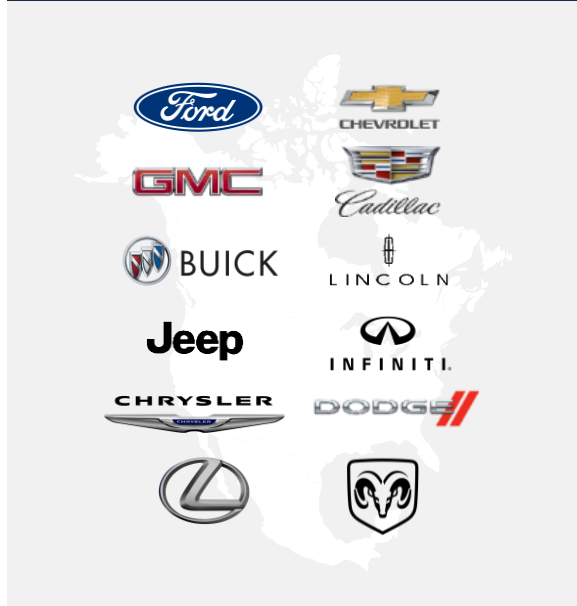
<sup>1</sup> Includes JVs, FSL and Cylinder Liners at GKN share; <sup>2</sup> All-Wheel Drive; <sup>3</sup> Includes CV joints;

<sup>4</sup> Full-Hybrid includes PHEVs; Electric is the sum of BEV, Fuel Cell, REEV and Series Hybrids <sup>5</sup> Propulsion System Design Mix calculated for all products where a Propulsion System Design Mix is applicable

# GKN Automotive works with 90% of global OEMs<sup>1</sup>



## Americas



## Europe



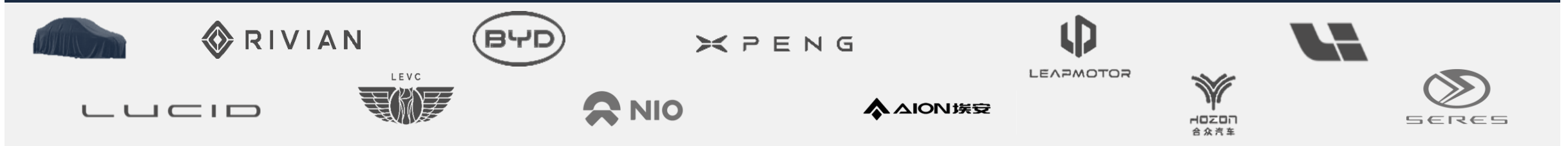
## Asia-Pacific



## China



## NEV<sup>2</sup> OEMs



**Strongly positioned with traditional and emerging OEMs across all regions**

<sup>1</sup> Global OEMs are OEMs with annual production > 100k light vehicles with production locations in more than one region; <sup>2</sup>New energy vehicles includes BEVs, PHEVs, REEVs and FCEVs.

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**Company sales 2023**

**~£4.36bn**

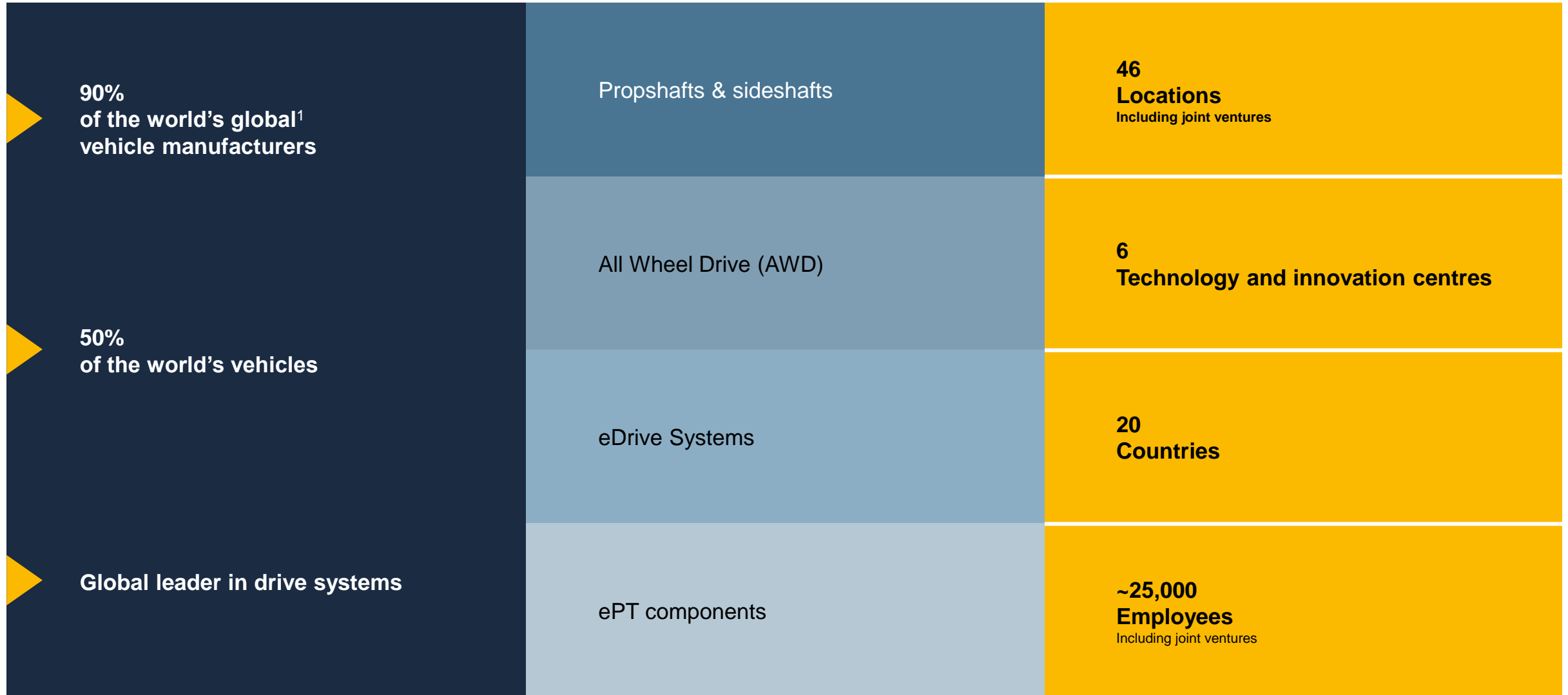


# 90%

**The trusted partner of choice for nearly all  
of the world's global automotive manufacturers**

# At a glance

## Global leader in drive systems



10 <sup>1</sup> Global OEMs are OEMs with annual production > 100k light vehicles with production locations in more than one region

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# Engineering the future

## For over 250 years



ORIGINS

AUTOMOTIVE MARKET ENTRY

GLOBAL EXPANSION

GLOBAL LEADER IN ELECTRIFICATION

### 1759



**Founding** of the Dowlais Iron Works in Wales, later to become the Guest Company

### 1902

Merger creates Guest, Keen & Nettlefolds Limited, today's GKN

### 1950

GKN-supplied Jaguar XK120 wins the prestigious Alpine Rally

### 1972

GKN-Chrysler development car breaks the world speed record for a road legal car

### 1966

GKN begin to supply CVJs to the iconic Mini, which goes on to sell **>5m units**



### 1988

Formation of Shanghai GKN Driveshaft, the first Western tier-1 JV in China

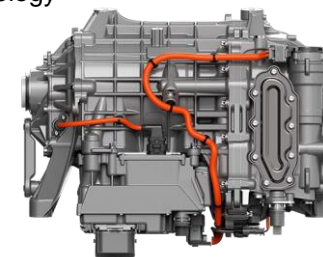
### 2013

GKN supply world's first dedicated hybrid transmission



### 2024

**>2.5m** vehicles delivered using GKN eDrive technology



### 2020

13 more models from 10 brands using eDrive technologies



**We constantly transform to meet the needs of our customers. Our ability to combine our leading systems, using our mechatronics, industrial and software experts sets us apart. So does our ability to collaborate with our customers, integrating our systems and adapting with agility to meet their needs to develop and manufacture market-leading electrified vehicles.**





# Record bookings value

Well balanced and above target profit margins

- > Record level of new business bookings secured in 2023
- > >£6bn lifetime revenue
- > 74% of new business awarded on EV platforms (69% pure BEV)
- > Awards from global, local Chinese and pure BEV customers

# Global innovation and engineering capabilities

## Our scale and depth of expertise



**6**

**Technology and  
innovation centres  
in 3 continents**



**> 2000**

**Engineers**

(Additional **400+**  
in China SDS JV)



**> 1400**

**Patents granted**

# A message from the Chief Technology Officer

## Dirk Kesselgruber

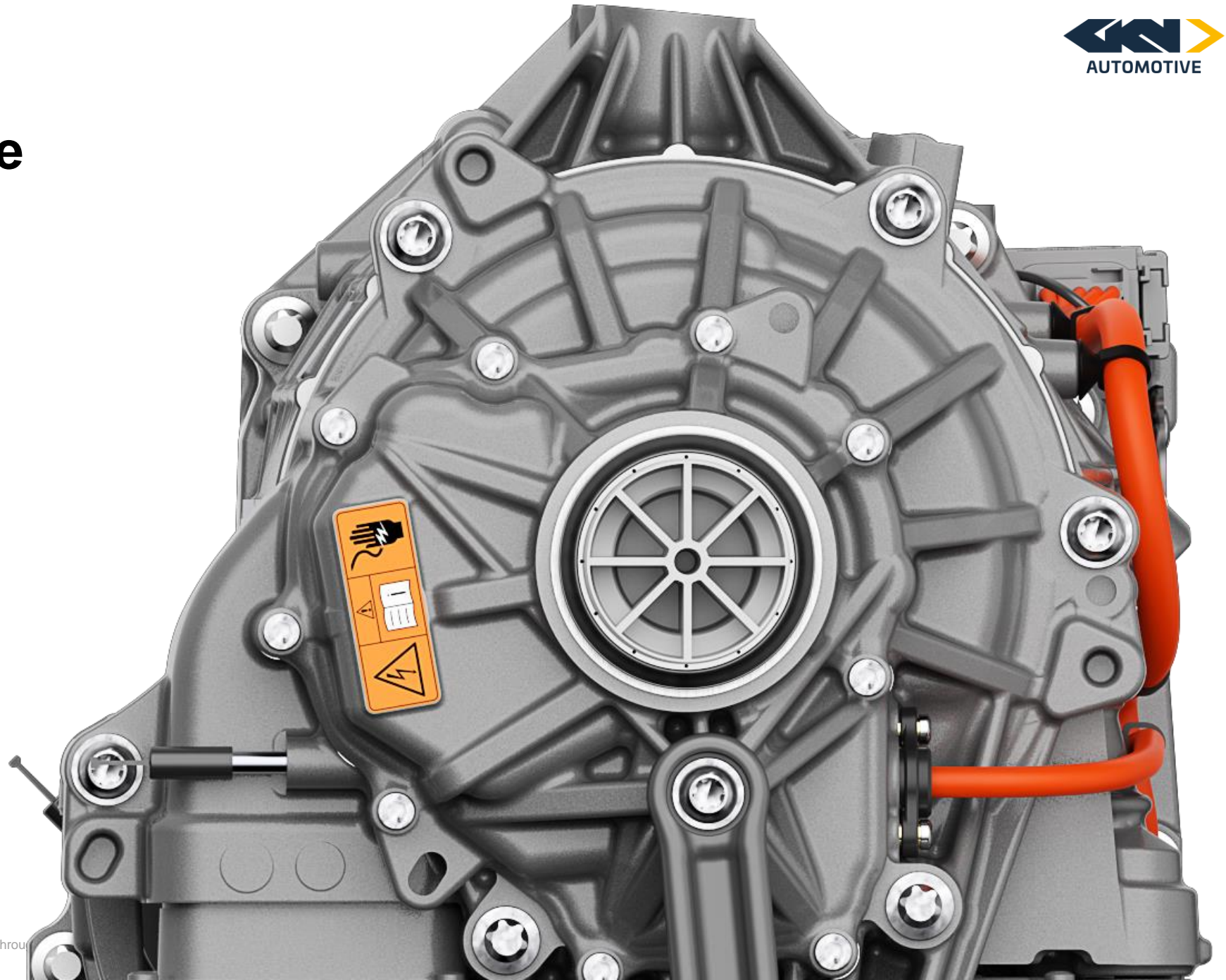


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We are global leaders in eDrive technologies, leading the transformation to an electrified future. Our innovation, expertise and global footprint enables us to be the go-to technology partner for leading electrified vehicle manufacturers, with the ability to tailor every eDrive solution, matched to Driveline technologies.



**We are a go-to  
technology partner,  
creating the ultimate  
electrified driving  
experience**





# ePowertrain

## Leader in all-wheel drive and electrification technology



2.5m

eDrive systems  
delivered to date



Software development  
and vehicle integration  
are core competencies

21

years of AWD heritage

# eDrive at a glance



4

eDrive manufacturing locations



>310k

units in 2023

# A message from the Chief Commercial Officer Mark Gabriel



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Our world-class, constantly transforming Driveline technologies combine competitive cost with high quality. We are the global market leaders and the supplier of choice for the world's automotive manufacturers.



**We are the global leader in  
Driveline technologies and  
the trusted supplier of  
choice for the world's leading  
automotive manufacturers**



# Driveline Leader in drive systems



**90%**

of global<sup>1</sup> automotive  
manufacturers

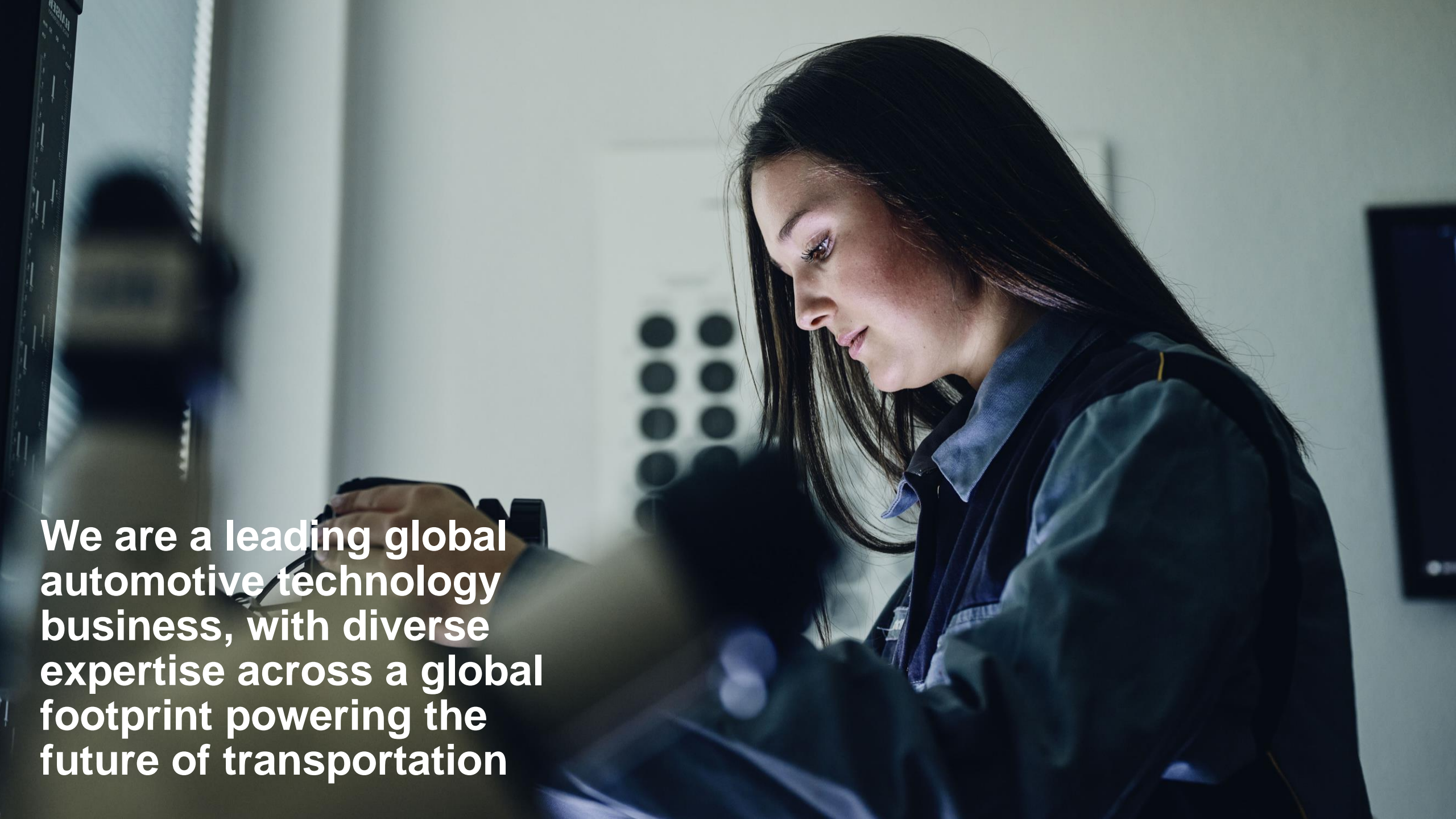
**50%**

of the world's vehicles

**>68m**

driveshafts<sup>1</sup> produced  
annually

<sup>1</sup> Sideshafts and Propshaft including JV production



**We are a leading global automotive technology business, with diverse expertise across a global footprint powering the future of transportation**





# This is us

- > 25,000 people across the globe
- > Experts in our fields
- > We are ingenious, collaborative and principled – driven to achieve results
- > Constantly learning, developing and transforming
- > The employer of choice for the world's best talent

# The executive team



**Markus Bannert**  
CEO



**Andrea Arobio**  
Chief Strategy Officer



**Thierry Minel**  
Chief Procurement Officer



**Markus Bannert**  
Interim Chief Operations  
Officer



**Adam Ramsay**  
General Counsel



**Sean Bannon**  
Chief Financial Officer



**Volker Schwarz**  
Chief Information Officer



**Mark Gabriel**  
Chief Commercial Officer



**Shaoling (Charlie) Qiu**  
President GKN Automotive  
China



**Dr. Dirk Kesselgruber**  
Chief Technology Officer

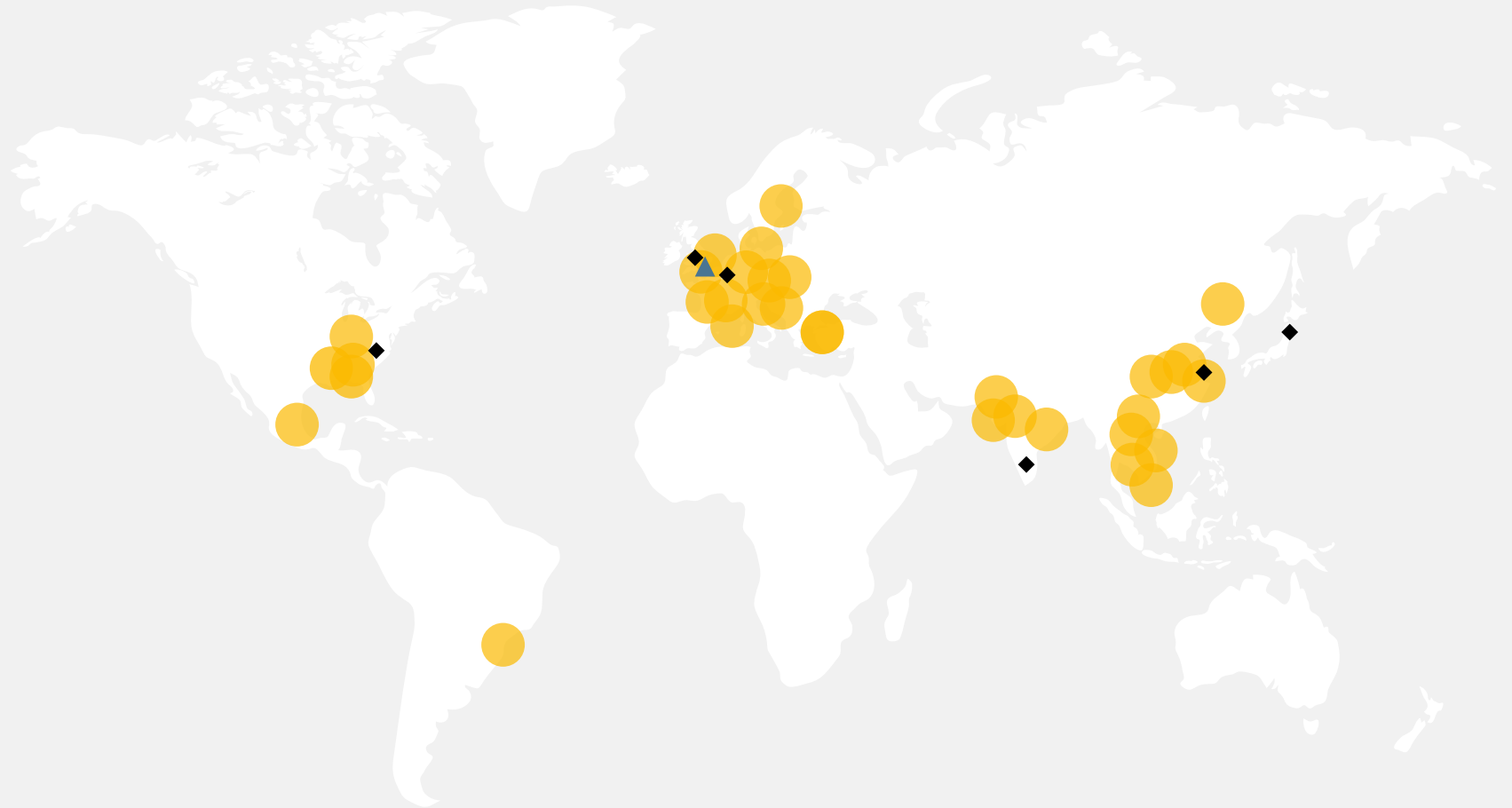


**Dr. Clare Wyatt**  
Chief People,  
Communications &  
Sustainability Officer



# Global footprint

- **46 locations**
  - 11 Americas
  - 19 Europe
  - 16 Asia Pacific
- ◆ **6 technology and innovation centres**
  - 1 Americas
  - 1 Europe
  - 1 UK
  - 1 India
  - 1 Japan
  - 1 China
- ▲ **Head office**
  - UK



# As market leader, we are well positioned to capture ongoing growth in China



## GKN Automotive in China

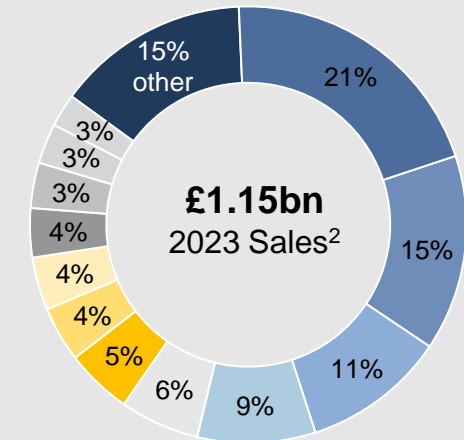
- 30+** years of experience through successful JV with HASCO Group
- #1** market leader in seshafths & propshafths
- 10** production sites
- 14** live or launch-phase eDrive programmes

## Footprint in key regions

~5,000 employees<sup>1</sup>



## Balanced customer base



### Selected local OEM's brands



### Selected global OEM's brands



<sup>1</sup> Including China JV employees; <sup>2</sup> JV sales at 100% of which GKN Automotive has 50% share

# Thank you

**GKN Automotive Limited**

**GKN.Automotive-Comms@gknautomotive.com**