

Dana Incorporated Reports 2023 Record Sales and Profit Growth of 21 Percent, Including Margin Improvement of 110 Basis Points; Company Increases New Business Sales Backlog to Record \$950 Million

February 20, 2024

Full-year Results

- Sales of \$10.6 billion, an increase of \$0.4 billion or 4 percent over last year
- Net income of \$38 million, compared with a net loss of \$242 million in 2022
- Adjusted EBITDA of \$845 million, an increase of \$145 million over last year
- Adjusted EBITDA margin of 8 percent, a 110-basis-point improvement compared with 2022
- Operating cash flow of \$476 million
- Record three-year new business sales backlog of \$950 million, a \$50 million increase over prior backlog
- 2024 guidance of approximately 3 percent increase in sales, 10 percent increase in adjusted EBITDA, \$75 million increase in free cash flow

MAUMEE, Ohio, Feb. 20, 2024 /PRNewswire/ -- Dana Incorporated (NYSE: DAN) today announced financial results for the fourth quarter and full-year 2023.



"With record sales reaching \$10.6 billion for 2023, Dana continues its strong trajectory built on our balanced approach of supplying both conventional and clean-energy solutions to nearly every vehicle manufacturer around the globe. The Dana team successfully launched a company-record number of programs across all markets we serve, while delivering substantial profit conversion on our growth," said James Kamsickas, chairman and chief executive officer.

"We are building on this strong momentum, as we expect to further expand sales and profit margin into 2024. Our record three-year new business backlog has grown to \$950 million, marking the seventh consecutive year we have recorded an increase. This reflects our team's relentless commitment to being a leading supplier to the world's top vehicle manufacturers for internal combustion, hybrid, and electric vehicles."

Fourth-quarter 2023 Financial Results

Sales for the fourth quarter of 2023 totaled \$2.5 billion, compared with \$2.6 billion in the same period of 2022. Lower sales in 2023 were driven by the impact of the UAW strike on our Light Vehicle Driveline segment, which was partially offset by cost-recovery actions and conversion of the sales backlog.

Adjusted EBITDA for the fourth quarter of 2023 was \$156 million, compared with \$176 million for the same period in 2022. Strong efficiency improvements partially offset the margin impact of the UAW strike and higher spending on development for electric-vehicle products.

The net loss attributable to Dana was \$39 million, or \$0.27 per share, compared with a net loss of \$179 million, or \$1.25 per share, in the fourth quarter of 2022 due primarily to the impact of the UAW strike, lower earnings from equity-method affiliates, and the devaluation of the Argentine peso. The loss in 2022 resulted primarily from the recording of non-cash tax valuation allowances.

The adjusted net loss attributable to Dana was \$11 million, or \$0.08 per share, for the fourth quarter of 2023, compared with an adjusted net loss of \$15 million or \$0.10 earnings per share in 2022. Operating cash flow in the fourth quarter of 2023 was \$278 million, compared with \$342 million in the same period of 2022. Free cash flow was \$136 million, compared with \$202 million in the fourth quarter of 2022. The decrease was driven by higher working capital requirements.

Full-year 2023 Financial Results

Sales for 2023 were \$10.6 billion, compared with \$10.2 billion in 2022. The increase of \$399 million resulted from improved overall market demand

and conversion of the sales backlog, combined with pricing actions and cost recoveries partially offset by the UAW strike.

Adjusted EBITDA for 2023 was \$845 million, compared with \$700 million in 2022 driven by refreshed and new programs, efficiency improvement actions, and more stable customer order patterns.

The net income attributable to Dana for 2023 was \$38 million or \$0.26 per share, compared with a net loss of \$242 million or a loss of \$1.69 per share in 2022. The loss in 2022 resulted from a one-time non-cash goodwill impairment charge and from non-cash tax valuation allowances.

Adjusted net income attributable to Dana was \$122 million and diluted adjusted earnings per share were \$0.84 in 2023, compared with an adjusted net income of \$54 million and \$0.37 per share in 2022.

The company reported operating cash flow of \$476 million in 2023. Free cash flow was a use of \$25 million, compared with free cash flow of \$209 million in 2022. Cash flow use this year was driven by increased working capital requirements and higher capital spending partially offset by higher operating earnings.

"Finishing 2023 with strong results has set the stage for continued profitable growth," said Timothy Kraus, Dana senior vice president and chief financial officer. "In 2024, we expect another record sales year, further improved margins, and higher free cash flow as we leverage the improved cross-company efficiencies and begin to benefit from the record number of new and refreshed vehicle programs."

2024 Financial Targets

- Sales of \$10.65 to \$11.15 billion;
- Adjusted EBITDA of \$875 to \$975 million, an implied adjusted EBITDA margin of approximately 8.5 percent at the midpoint
 of the range;
- Operating cash flow of approximately \$475 to \$525 million; and
- Free cash flow of \$25 to \$75 million;
- Diluted EPS of \$0.35 to \$0.85.

Dana to Host Conference Call at 10 a.m. Tuesday, Feb. 20

Dana will discuss its fourth-quarter and full-year results in a conference call at 10 a.m. EST on Tuesday, Feb. 20. The conference call can be accessed by telephone from both domestic and international locations using the information provided below:

Conference ID: 9943139

Participant Toll-Free Dial-In Number: 1 (888) 440-5873 Participant Toll Dial-In Number: 1 (646) 960-0319

Audio streaming and slides will be available online via a link provided on the Dana investor website: www.dana.com/investors. Phone registration will be available beginning at 9:30 a.m. EST.

A webcast replay can be accessed via Dana's investor website following the call.

Non-GAAP Financial Information

Adjusted EBITDA is a non-GAAP financial measure which we have defined as net income (loss) before interest, income taxes, depreciation, amortization, equity grant expense, restructuring expense, non-service cost components of pension and other postretirement benefit costs and other adjustments not related to our core operations (gain/loss on debt extinguishment, pension settlements, divestitures, impairment, etc.). Adjusted EBITDA is a measure of our ability to maintain and continue to invest in our operations and provide shareholder returns. We use adjusted EBITDA in assessing the effectiveness of our business strategies, evaluating and pricing potential acquisitions and as a factor in making incentive compensation decisions. In addition to its use by management, we also believe adjusted EBITDA is a measure widely used by securities analysts, investors and others to evaluate financial performance of our company relative to other Tier 1 automotive suppliers. Adjusted EBITDA should not be considered a substitute for earnings (loss) before income taxes, net income (loss) or other results reported in accordance with GAAP. Adjusted EBITDA may not be comparable to similarly titled measures reported by other companies.

Adjusted net income (loss) attributable to the parent company is a non-GAAP financial measure which we have defined as net income (loss) attributable to the parent company, excluding any discrete income tax items, restructuring charges, amortization expense and other adjustments not related to our core operations (as used in adjusted EBITDA), net of any associated income tax effects. This measure is considered useful for purposes of providing investors, analysts and other interested parties with an indicator of ongoing financial performance that provides enhanced comparability to net income attributable to the parent company reported by other companies. Adjusted net income (loss) attributable to the parent company is neither intended to represent nor be an alternative measure to net income (loss) attributable to the parent company reported in accordance with GAAP.

Diluted adjusted EPS is a non-GAAP financial measure which we have defined as adjusted net income (loss) attributable to the parent company divided by adjusted diluted shares. We define adjusted diluted shares as diluted shares as determined in accordance with GAAP based on adjusted net income (loss) attributable to the parent company. This measure is considered useful for purposes of providing investors, analysts and other interested parties with an indicator of ongoing financial performance that provides enhanced comparability to EPS reported by other companies. Diluted adjusted EPS is neither intended to represent nor be an alternative measure to diluted EPS reported in accordance with GAAP.

Free cash flow is a non-GAAP financial measure which we have defined as net cash provided by (used in) operating activities less purchases of property, plant and equipment. We believe free cash flow is useful to investors in evaluating the operational cash flow of the company inclusive of the spending required to maintain the operations. Free cash flow is not intended to represent nor be an alternative to the measure of net cash provided by (used in) operating activities reported in accordance with GAAP. Free cash flow may not be comparable to similarly titled measures reported by other companies.

The accompanying financial information provides reconciliations of adjusted EBITDA, diluted adjusted EPS and free cash flow to the most directly comparable financial measures calculated and presented in accordance with GAAP. We have not provided a reconciliation of our adjusted EBITDA and diluted adjusted EPS outlook to the most comparable GAAP measures of net income (loss) and diluted EPS. Providing net income (loss) and

diluted EPS guidance is potentially misleading and not practical given the difficulty of projecting event driven transactional and other non-core operating items that are included in net income (loss) and diluted EPS, including restructuring actions, asset impairments and certain income tax adjustments. The accompanying reconciliations of these non-GAAP measures with the most comparable GAAP measures for the historical periods presented are indicative of the reconciliations that will be prepared upon completion of the periods covered by the non-GAAP guidance.

Forward-Looking Statements

Certain statements and projections contained in this news release are, by their nature, forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on our current expectations, estimates, and projections about our industry and business, management's beliefs, and certain assumptions made by us, all of which are subject to change. Forward-looking statements can often be identified by words such as "anticipates," "expects," "intends," "plans," "predicts," "believes," "seeks," "estimates," "may," "will," "should," "would," "could," "potential," "continue," "ongoing," and similar expressions, and variations or negatives of these words. These forward-looking statements are not guarantees of future results and are subject to risks, uncertainties, and assumptions that could cause our actual results to differ materially and adversely from those expressed in any forward-looking statement.

Dana's Annual Report on Form 10-K, subsequent Quarterly Reports on Form 10-Q, recent Current Reports on Form 8-K, and other Securities and Exchange Commission filings discuss important risk factors that could affect our business, results of operations and financial condition. The forward-looking statements in this news release speak only as of this date. Dana does not undertake any obligation to revise or update publicly any forward-looking statement for any reason.

About Dana Incorporated

Dana is a leader in the design and manufacture of highly efficient propulsion and energy-management solutions that power vehicles and machines in all mobility markets across the globe. The company is shaping sustainable progress through its conventional and clean-energy solutions that support nearly every vehicle manufacturer with drive and motion systems; electrodynamic technologies, including software and controls; and thermal, sealing, and digital solutions.

Based in Maumee, Ohio, USA, the company reported sales of \$10.6 billion in 2023 with 42,000 people in 31 countries across six continents. With a history dating to 1904, Dana was named among the "World's Most Ethical Companies" for 2023 by Ethisphere and as one of "America's Most Responsible Companies 2023" by *Newsweek*. The company is driven by a high-performance culture that focuses on valuing others, inspiring innovation, growing responsibly, and winning together, earning it global recognition as a top employer. Learn more at dana.com.

DANA INCORPORATED

Consolidated Statement of Operations (Unaudited)
For the Three Months Ended December 31, 2023 and 2022

| | Three Months End | | | | |
|---|------------------|--------|-----|---------|--|
| (In millions, except per share amounts) | Decemb | | ber | oer 31, | |
| | 2 | 2023 | 2 | 2022 | |
| Net sales | \$ | 2,494 | \$ | 2,555 | |
| Costs and expenses | | | | | |
| Cost of sales | | 2,330 | | 2,375 | |
| Selling, general and administrative expenses | | 139 | | 121 | |
| Amortization of intangibles | | 3 | | 4 | |
| Restructuring charges, net | | 4 | | | |
| Other income (expense), net | | (7) | | 7 | |
| Earnings before interest and income taxes | | 11 | | 62 | |
| Interest income | | 3 | | 5 | |
| Interest expense | | 40 | | 33 | |
| Earnings (loss) before income taxes | | (26) | | 34 | |
| Income tax expense | | 3 | | 217 | |
| Equity in earnings (loss) of affiliates | | (15) | | 5 | |
| Net loss | | (44) | | (178) | |
| Less: Noncontrolling interests net income | | 5 | | 4 | |
| Less: Redeemable noncontrolling interests net loss | | (10) | | (3) | |
| Net loss attributable to the parent company | \$ | (39) | \$ | (179) | |
| Net loss per share available to common stockholders | | | | | |
| Basic | \$ | (0.27) | ¢ | (1.25) | |
| Diluted | \$ | (0.27) | | (1.25) | |
| | Ψ | (0.27) | Ψ | (1.20) | |
| Weighted-average shares outstanding - Basic | | 144.5 | | 143.4 | |
| Weighted-average shares outstanding - Diluted | | 144.5 | | 143.4 | |

For the Year Ended December 31, 2023 and 2022

| | Year Ended | | | |
|--|------------|--------|----|--------|
| (In millions, except per share amounts) | | Decem | be | |
| | | 2023 | | 2022 |
| Net sales | \$ | 10,555 | \$ | 10,156 |
| Costs and expenses | | | | |
| Cost of sales | | 9,655 | | 9,393 |
| Selling, general and administrative expenses | | 549 | | 495 |
| Amortization of intangibles | | 13 | | 14 |
| Restructuring charges, net | | 25 | | (1) |
| Impairment of goodwill | | | | (191) |
| Other income (expense), net | | 3 | | 22 |
| Earnings before interest and income taxes | | 316 | | 86 |
| Loss on extinguishment of debt | | (1) | | |
| Interest income | | 17 | | 11 |
| Interest expense | | 154 | | 128 |
| Earnings (loss) before income taxes | | 178 | | (31) |
| Income tax expense | | 121 | | 284 |
| Equity in earnings (loss) of affiliates | | (9) | | 4 |
| Net income (loss) | | 48 | | (311) |
| Less: Noncontrolling interests net income | | 22 | | 15 |
| Less: Redeemable noncontrolling interests net loss | | (12) | | (84) |
| Net income (loss) attributable to the parent company | \$ | 38 | \$ | (242) |
| | | | | |
| Net income (loss) per share available to common stockholders | | | • | (4.55) |
| Basic | \$ | 0.26 | | (1.69) |
| Diluted | \$ | 0.26 | \$ | (1.69) |
| Weighted-average shares outstanding - Basic | | 144.4 | | 143.6 |
| Weighted-average shares outstanding - Diluted | | 144.6 | | 143.6 |

DANA INCORPORATED

Consolidated Statement of Comprehensive Income (Unaudited) For the Three Months Ended December 31, 2023 and 2022

| | Th | ree Month | s Ended | |
|---|----------|--------------|---------|--|
| (In millions) | | December 31, | | |
| | 2 | 2023 | 2022 | |
| Net loss | \$ | (44) \$ | (178) | |
| Other comprehensive income (loss), net of tax: | | | | |
| Currency translation adjustments | | 36 | 32 | |
| Hedging gains and losses | | 2 | 19 | |
| Defined benefit plans | | (16) | 48 | |
| Other comprehensive income | | 22 | 99 | |
| Total comprehensive loss | | (22) | (79) | |
| Less: Comprehensive income attributable to noncontrolling interests | | (6) | (4) | |
| Less: Comprehensive (income) loss attributable to redeemable noncontrolling interests | <u> </u> | 6 | (2) | |
| Comprehensive loss attributable to the parent company | \$ | (22) \$ | (85) | |

DANA INCORPORATED

Consolidated Statement of Comprehensive Income For the Year Ended December 31, 2023 and 2022

| | | Year Ended | | | |
|-------------------|---|------------|-------|--------|--|
| (In millions) | | Dec | cembe | er 31, | |
| | _ | 2023 | 3 | 2022 | |
| Net income (loss) | _ | \$ | 48 \$ | (311) | |

| Other comprehensive income (loss), net of tax: | | |
|--|-------------|-------|
| Currency translation adjustments | 30 | (102) |
| Hedging gains and losses | (1) | 17 |
| Defined benefit plans | (16) | 53 |
| Other comprehensive income (loss) | 13 | (32) |
| Total comprehensive income (loss) | 61 | (343) |
| Less: Comprehensive income attributable to noncontrolling interests | (22) | (10) |
| Less: Comprehensive loss attributable to redeemable noncontrolling interests | 10 | 95 |
| Comprehensive income (loss) attributable to the parent company | \$ 49 \$ | (258) |

Consolidated Balance Sheet

As of December 31, 2023 and December 31, 2022

| As of December 31, 2023 and December 31, 2022 | | | |
|--|-----|----------------------|---------------------|
| (In millions, except share and per share amounts) | Dec | ember 31, De 2023 | ecember 31, 2022 |
| Assets | | | |
| Current assets | | | |
| Cash and cash equivalents | \$ | 529 \$ | 425 |
| Accounts receivable | | | |
| Trade, less allowance for doubtful accounts of \$16 in 2023 and \$11 in 2022 | | 1,371 | 1,374 |
| Other | | 280 | 202 |
| Inventories | | 1,676 | 1,609 |
| Other current assets | | 247 | 219 |
| Total current assets | | 4,103 | 3,829 |
| Goodwill | | 263 | 259 |
| Intangibles | | 182 | 201 |
| Deferred tax assets | | 516 | 397 |
| Other noncurrent assets | | 140 | 123 |
| Investments in affiliates | | 123 | 136 |
| Operating lease assets | | 327 | 311 |
| Property, plant and equipment, net | ф. | 2,311 | 2,193 |
| Total assets | \$ | 7,965 \$ | 7,449 |
| Liabilities, redeemable noncontrolling interests and equity | | | |
| Current liabilities | | | |
| Short-term debt | \$ | 22 \$ | 52 |
| Current portion of long-term debt | · | 35 | 8 |
| Accounts payable | | 1,756 | 1,838 |
| Accrued payroll and employee benefits | | 288 | 214 |
| Taxes on income | | 86 | 54 |
| Current portion of operating lease liabilities | | 42 | 36 |
| Other accrued liabilities | | 373 | 277 |
| Total current liabilities | | 2,602 | 2,479 |
| Long-term debt, less debt issuance costs of \$24 in 2023 and \$22 in 2022 | | 2,598 | 2,348 |
| Noncurrent operating lease liabilities | | 284 | 277 |
| Pension and postretirement obligations | | 334 | 298 |
| Other noncurrent liabilities | | 319 | 249 |
| Total liabilities | | 6,137 | 5,651 |
| Commitments and contingencies | | | |
| Redeemable noncontrolling interests | | 191 | 195 |
| Parent company stockholders' equity | | | |
| Preferred stock, 50,000,000 shares authorized, \$0.01 par value, | | | |
| no shares outstanding | | - | - |
| Common stock, 450,000,000 shares authorized, \$0.01 par value, | | | |
| 144,386,484 and 143,366,482 shares outstanding | | 2 | 2 |
| Additional paid-in capital | | 2,255 | 2,229 |
| Retained earnings | | 317 | 321 |
| Treasury stock, at cost (474,981 and zero shares) | | (9) | (4.004) |
| Accumulated other comprehensive loss | | (990) | (1,001) |

| Total parent company stockholders' equity | 1,575 | 1,551 |
|---|----------------|-------|
| Noncontrolling interests | 62 | 52 |
| Total equity | 1,637 | 1,603 |
| Total liabilities, redeemable noncontrolling interests and equity | \$ 7,965 \$ | 7,449 |

Consolidated Statement of Cash Flows (Unaudited)
For the Three Months Ended December 31, 2023 and 2022

| (In millions) | Three Months Ended December 31, | | |
|--|---------------------------------|-------------|----------|
| | 20 |)23 | 2022 |
| Operating activities | | | <u> </u> |
| Net loss | \$ | (44) \$ | (178) |
| Depreciation | | 106 | 95 |
| Amortization | | 6 | 6 |
| Amortization of deferred financing charges | | 1 | 1 |
| Earnings of affiliates, net of dividends received | | 15 | (6) |
| Stock compensation expense | | 7 | 6 |
| Deferred income taxes | | (58) | 209 |
| Pension expense, net | | (1) | (1) |
| Change in working capital | | 239 | 220 |
| Change in other noncurrent assets and liabilities | | 11 | 3 |
| Other, net | | (4) | (13) |
| Net cash provided by operating activities | | 278 | 342 |
| | | | |
| Investing activities | | | |
| Purchases of property, plant and equipment | | (142) | (140) |
| Proceeds from sale of property, plant and equipment | | 2 | 3 |
| Proceeds from sales of marketable securities | | | 12 |
| Settlements of undesignated derivatives | | (3) | (2) |
| Other, net | | (2) | (2) |
| Net cash used in investing activities | | (145) | (129) |
| Financing activities | | | |
| Net change in short-term debt | | (15) | (179) |
| Repayment of long-term debt | | (2) | (5) |
| Dividends paid to common stockholders | | (2) (15) | (15) |
| Distributions to noncontrolling interests | | (13) | (13) |
| Contributions from redeemable noncontrolling interests | | 4 | 21 |
| Other, net | | (1) | (1) |
| , | | (29) | |
| Net cash used in financing activities | | (29) | (180) |
| Net increase in cash, cash equivalents and restricted cash | | 104 | 33 |
| Cash, cash equivalents and restricted cash – beginning of period | | 440 | 390 |
| Effect of exchange rate changes on cash balances | | 19 | 19 |
| Cash, cash equivalents and restricted cash – end of period | \$ | 563 \$ | 442 |

DANA INCORPORATED Consolidated Statement of Cash Flows

For the Year Ended December 31, 2023 and 2022

| | Year Ended | | | |
|----------------------|------------|---------|-------|--|
| (In millions) | | Decembe | | |
| | | 2023 | 2022 | |
| Operating activities | | | | |
| Net income (loss) | \$ | 48 \$ | (311) | |
| Depreciation | | 393 | 365 | |

| Amortization | 23 | 23 |
|--|------------|------------|
| Amortization of deferred financing charges | 5 | 5 |
| Write-off of deferred financing costs | 1 | · · |
| Earnings of affiliates, net of dividends received | 11 | 23 |
| Stock compensation expense | 26 | 19 |
| Deferred income taxes | (104) | 153 |
| Pension expense, net | 3 | (1) |
| Impairment of goodwill | | 191 |
| Change in working capital | 70 | 199 |
| Change in other noncurrent assets and liabilities | 11 | 9 |
| Other, net | (11) | (26) |
| Net cash provided by operating activities | 476 | 649 |
| In contrast and the state of | | |
| Investing activities | (504) | (440) |
| Purchases of property, plant and equipment | (501) | (440) |
| Proceeds from sale of property, plant and equipment | 2 | 3 |
| Acquisition of business, net of cash acquired | | (1) |
| Purchases of marketable securities | | (15) |
| Proceeds from sales of marketable securities | (40) | 30 |
| Settlements of undesignated derivatives | (13) | (8) |
| Other, net | (16) | 5 |
| Net cash used in investing activities | (528) | (426) |
| Financing activities | | |
| Net change in short-term debt | (30) | 33 |
| Proceeds from long-term debt | 458 | 2 |
| Repayment of long-term debt | (209) | (24) |
| Deferred financing payments | (9) | |
| Dividends paid to common stockholders | (58) | (58) |
| Repurchases of common stock | | (25) |
| Distributions to noncontrolling interests | (10) | (9) |
| Contributions from redeemable noncontrolling interests | 22 | 51 |
| Payments to acquire noncontrolling interests | | (4) |
| Other, net | (4) | (8) |
| Net cash provided by (used in) financing activities | 160 | (42) |
| Not increase in each cook any inclente and restricted such | 100 | 404 |
| Net increase in cash, cash equivalents and restricted cash | 108 442 | 181 287 |
| Cash, cash equivalents and restricted cash – beginning of period | | |
| Effect of exchange rate changes on cash balances | 13 | (26) |
| Cash, cash equivalents and restricted cash – end of period | \$ 563 | \$ 442 |

Reconciliation of Net Cash Provided By Operating Activities to Free Cash Flow (Unaudited)

| (In millions) | Three Months Ended December 31, | | | |
|--|---------------------------------|------------------|----|-------|
| | | 2023 | | 2022 |
| Net cash provided by operating activities | \$ | 278 | \$ | 342 |
| Purchases of property, plant and equipment | | (142) | | (140) |
| Free cash flow | \$ | 136 | \$ | 202 |
| | | Year E Decemb | | - |
| | 2 | 2023 | 2 | 2022 |
| Net cash provided by operating activities | \$ | 476 | \$ | 649 |
| Purchases of property, plant and equipment | | (501) | | (440) |
| Free cash flow | \$ | (25) | \$ | 209 |

Segment Sales and Segment EBITDA (Unaudited)

For the Three Months Ended December 31, 2023 and 2022

| | Th | Three Months Ende | | | |
|--|----|-------------------|-------|--|--|
| (In millions) | | r 31, | | | |
| | : | 2023 | 2022 | | |
| Sales | · | | | | |
| Light Vehicle | \$ | 923 \$ | 1,030 | | |
| Commercial Vehicle | | 509 | 504 | | |
| Off-Highway | | 762 | 740 | | |
| Power Technologies | | 300 | 281 | | |
| Total Sales | \$ | 2,494 \$ | 2,555 | | |
| Segment EBITDA | | | | | |
| Light Vehicle | \$ | 22 \$ | 34 | | |
| Commercial Vehicle | | 13 | 5 | | |
| Off-Highway | | 106 | 113 | | |
| Power Technologies | | 19 | 23 | | |
| Total Segment EBITDA | | 160 | 175 | | |
| Corporate expense and other items, net | | (4) | 1 | | |
| Adjusted EBITDA | \$ | 156 \$ | 176 | | |

DANA INCORPORATED

Segment Sales and Segment EBITDA

For the Year Ended December 31, 2023 and 2022

| (In millions) | Year Ended December 31, | | |
|--|----------------------------|----------|--------|
| | | 2022 | |
| Sales | | | |
| Light Vehicle | \$ | 4,035 \$ | 4,090 |
| Commercial Vehicle | | 2,092 | 1,979 |
| Off-Highway | | 3,185 | 2,946 |
| Power Technologies | | 1,243 | 1,141 |
| Total Sales | \$ | 10,555\$ | 10,156 |
| | | | |
| Segment EBITDA | | | |
| Light Vehicle | \$ | 212 \$ | 158 |
| Commercial Vehicle | | 87 | 43 |
| Off-Highway | | 465 | 404 |
| Power Technologies | | 89 | 94 |
| Total Segment EBITDA | | 853 | 699 |
| Corporate expense and other items, net | | (8) | 1 |
| Adjusted EBITDA | \$ | 845 \$ | 700 |

DANA INCORPORATED

Reconciliation of Segment and Adjusted EBITDA to Net Loss (Unaudited) For the Three Months Ended December 31, 2023 and 2022

| (In millions) | | Three Months Ended December 31, | | | |
|--|--------|---------------------------------|--|--|--|
| | 2023 | 2022 | | | |
| Segment EBITDA | \$ 160 | \$ 175 | | | |
| Corporate expense and other items, net | (4) |) 1 | | | |
| Adjusted EBITDA | 156 | 176 | | | |
| Depreciation | (106) | (95) | | | |
| Amortization | (6) | (6) | | | |

| Non-service cost components of pension and OPEB costs | (3) | (4) |
|---|---------------|-------|
| Restructuring charges, net | (4) | |
| Stock compensation expense | (7) | (6) |
| Strategic transaction expenses | (1) | (2) |
| Distressed supplier costs | (18) | |
| Amounts attributable to previously divested/closed operations | | (2) |
| Other items | | 1 |
| Earnings before interest and income taxes | 11 | 62 |
| Interest income | 3 | 5 |
| Interest expense | 40 | 33 |
| Earnings (loss) before income taxes | (26) | 34 |
| Income tax expense | 3 | 217 |
| Equity in earnings (loss) of affiliates | (15) | 5 |
| Net loss | \$ (44) \$ | (178) |

Reconciliation of Segment and Adjusted EBITDA to Net Income (Loss) For the Year Ended December 31, 2023 and 2022

| | Year Ended | | | |
|---|--------------|-------|----|-------|
| (In millions) | December 31, | | , | |
| | 2023 2022 | | | 22 |
| Segment EBITDA | \$ | 853 | \$ | 699 |
| Corporate expense and other items, net | | (8) | | 1 |
| Adjusted EBITDA | | 845 | | 700 |
| Depreciation | | (393) | | (365) |
| Amortization | | (23) | | (23) |
| Non-service cost components of pension and OPEB costs | | (13) | | (7) |
| Restructuring charges, net | | (25) | | 1 |
| Stock compensation expense | | (26) | | (19) |
| Strategic transaction expenses | | (5) | | (8) |
| Distressed supplier costs | | (44) | | |
| Amounts attributable to previously divested/closed operations | | | | (2) |
| Impairment of goodwill | | | | (191) |
| Earnings before interest and income taxes | | 316 | | 86 |
| Loss on extinguishment of debt | | (1) | | |
| Interest income | | 17 | | 11 |
| Interest expense | | 154 | | 128 |
| Earnings (loss) before income taxes | | 178 | | (31) |
| Income tax expense | | 121 | | 284 |
| Equity in earnings (loss) of affiliates | | (9) | | 4 |
| Net income (loss) | \$ | 48 | \$ | (311) |

DANA INCORPORATED

Reconciliation of Net Loss Attributable to the Parent Company to Adjusted Net Loss Attributable to the Parent Company and Diluted Adjusted EPS (Unaudited)

For the Three Months Ended December 31, 2023 and 2022

(In millions, except per share amounts)

| | Three Months Ended December 31, | | | |
|---|---------------------------------|---------|-------|--|
| | | | | |
| | 2 | 2023 | | |
| Net loss attributable to the parent company | \$ | (39) \$ | (179) | |
| Items impacting loss before income taxes: | | | | |
| Amortization | | 5 | 5 | |
| Restructuring charges, net | | 3 | | |
| Strategic transaction expenses | | 1 | | |
| Distressed supplier costs | | 18 | | |
| | | | | |

| Other items | | (1) | 2 |
|---|----------|-----------|--------|
| Items impacting income taxes: | | | |
| Net income tax benefit on items above | | 6 | 2 |
| Income tax expense (benefit) attributable to various discrete tax matters | <u> </u> | (4) | 155 |
| Adjusted net loss attributable to the parent company | \$ | (11) \$ | (15) |
| | | | |
| Diluted shares - as reported | | 144.5 | 143.4 |
| Adjusted diluted shares | | 144.5 | 143.4 |
| | | | |
| Diluted adjusted EPS | \$ | (0.08) \$ | (0.10) |

Reconciliation of Net Income (Loss) Attributable to the Parent Company to Adjusted Net Income Attributable to the Parent Company and Diluted Adjusted EPS (Unaudited)
For the Year Ended December 31, 2023 and 2022

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(In millions, except per share amounts)

| | December 31, | | |
|---|--------------|-------|-------|
| | | | |
| | 2 | 2023 | 2022 |
| Net income (loss) attributable to the parent company | \$ | 38 \$ | (242) |
| Items impacting income (loss) before income taxes: | | | |
| Amortization | | 20 | 20 |
| Restructuring charges, net | | 24 | (1) |
| Strategic transaction expenses | | 5 | 8 |
| Distressed supplier costs | | 44 | |
| Impairment of goodwill | | | 118 |
| Other items | | 1 | 2 |
| Items impacting income taxes: | | | |
| Net income tax expense on items above | | (20) | (8) |
| Income tax expense attributable to various discrete tax matters | | 10 | 157 |
| Adjusted net income attributable to the parent company | \$ | 122 3 | 54 |
| Diluted shares - as reported | | 144.6 | 143.6 |
| Adjusted diluted shares | | 144.6 | 144.3 |
| Diluted adjusted EPS | \$ | 0.84 | 0.37 |

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Year Ended

SOURCE Dana Incorporated

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