



**FOURTH QUARTER AND FULL YEAR 2016  
EARNINGS PRESENTATION**

*February 17, 2017*

# Agenda

## Introduction

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Roger Hendriksen  
Director, Investor Relations

## Business Overview

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Jeff Edwards  
Chairman and Chief Executive Officer

## Financial Overview

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Matt Hardt  
Executive VP and Chief Financial Officer

## Summary and Outlook

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Jeff Edwards

## Q & A

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# Forward-Looking Statements

This presentation includes “forward-looking statements” within the meaning of U.S. federal securities laws, and we intend that such forward-looking statements be subject to the safe harbor created thereby. Our use of words “estimate,” “expect,” “anticipate,” “project,” “plan,” “intend,” “believe,” “forecast,” or future or conditional verbs, such as “will,” “should,” “could,” “would,” or “may,” and variations of such words or similar expressions are intended to identify forward-looking statements. All forward-looking statements are based upon our current expectations and various assumptions. Our expectations, beliefs, and projections are expressed in good faith and we believe there is a reasonable basis for them. However, we cannot assure you that these expectations, beliefs, and projections will be achieved. Forward-looking statements are not guarantees of future performance and are subject to significant risks and uncertainties that may cause actual results or achievements to be materially different from the future results or achievements expressed or implied by the forward-looking statements. Among other items, such factors may include: prolonged or material contractions in automotive sales and production volumes; our inability to realize sales represented by awarded business; escalating pricing pressures; loss of large customers or significant platforms; our ability to successfully compete in the automotive parts industry; availability and increasing volatility in costs of manufactured components and raw materials; disruption in our supply base; possible variability of our working capital requirements; risks associated with our international operations; foreign currency exchange rate fluctuations; our ability to control the operations of our joint ventures for our sole benefit; our substantial amount of indebtedness; our ability to obtain adequate financing sources in the future; operating and financial restrictions imposed on us under our debt instruments; the underfunding of our pension plans; significant changes in discount rates and the actual return on pension assets; effectiveness of continuous improvement programs and other cost savings plans; manufacturing facility closings or consolidation; our ability to execute new program launches; our ability to meet customers' needs for new and improved products; the possibility that our acquisitions and divestitures may not be successful; product liability, warranty and recall claims brought against us; laws and regulations, including environmental, health and safety laws and regulations; legal proceedings, claims or investigations against us; work stoppages or other labor disruptions; the ability of our intellectual property to withstand legal challenges; cyber-attacks or other disruptions in our information technology systems; the possible volatility of our annual effective tax rate; the possibility of future impairment charges to our goodwill and long-lived assets; and our dependence on our subsidiaries for cash to satisfy our obligations.

You should not place undue reliance on these forward-looking statements. We undertake no obligation to publicly update or otherwise revise any forward-looking statement, whether as a result of new information, future events or otherwise, except where we are expressly required to do so by law.

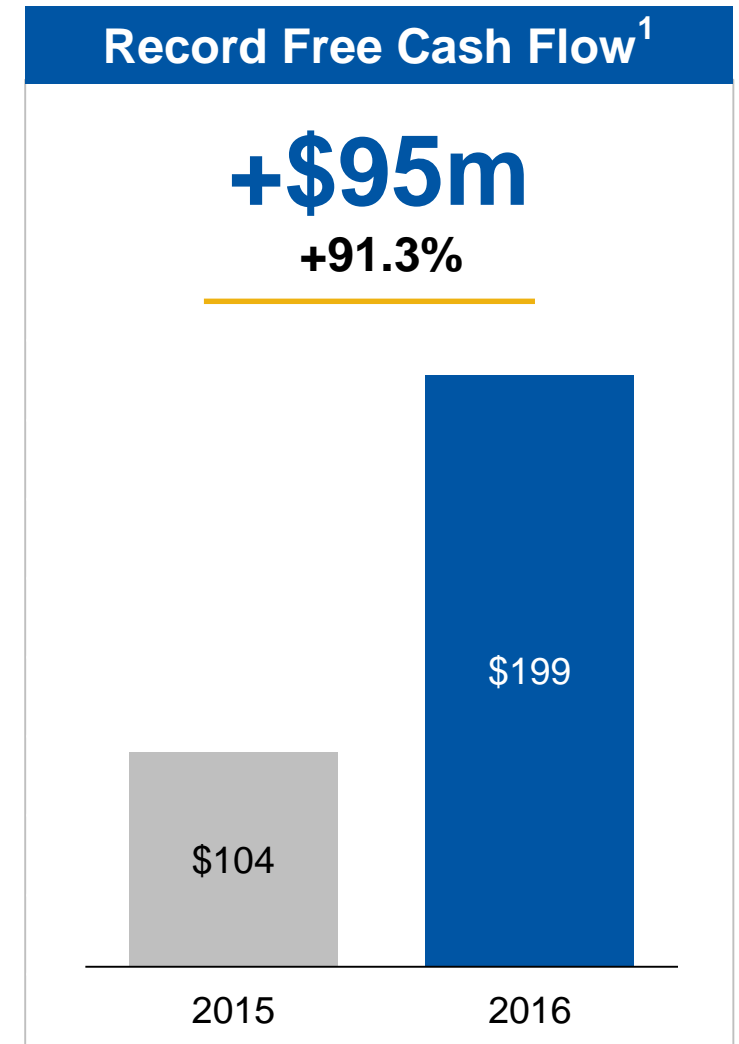
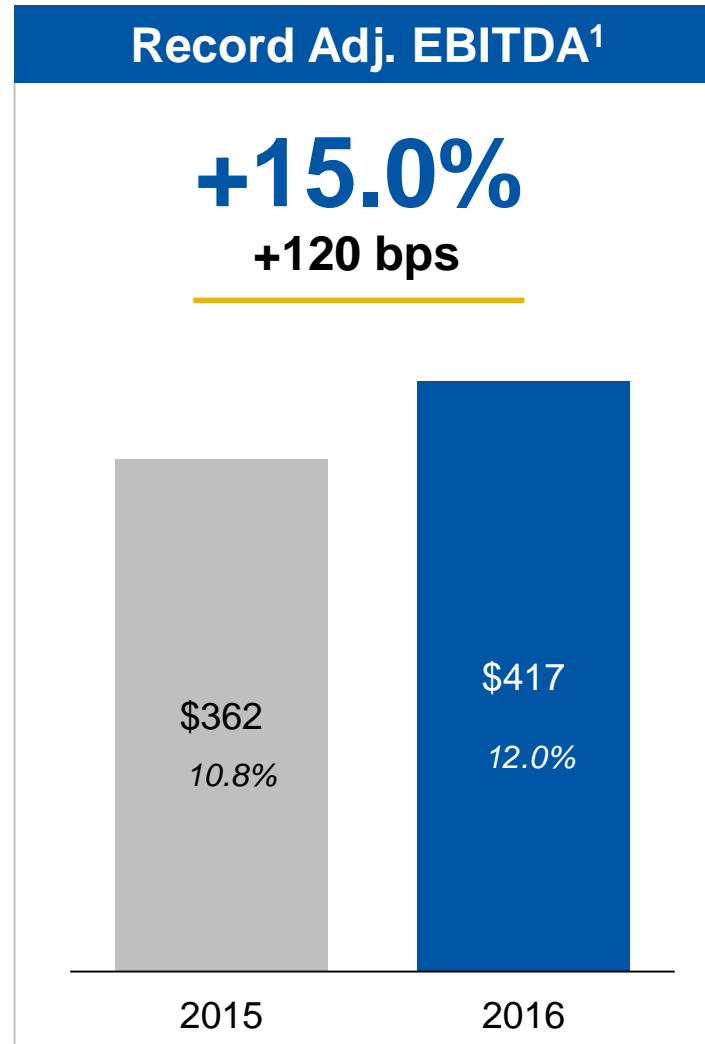
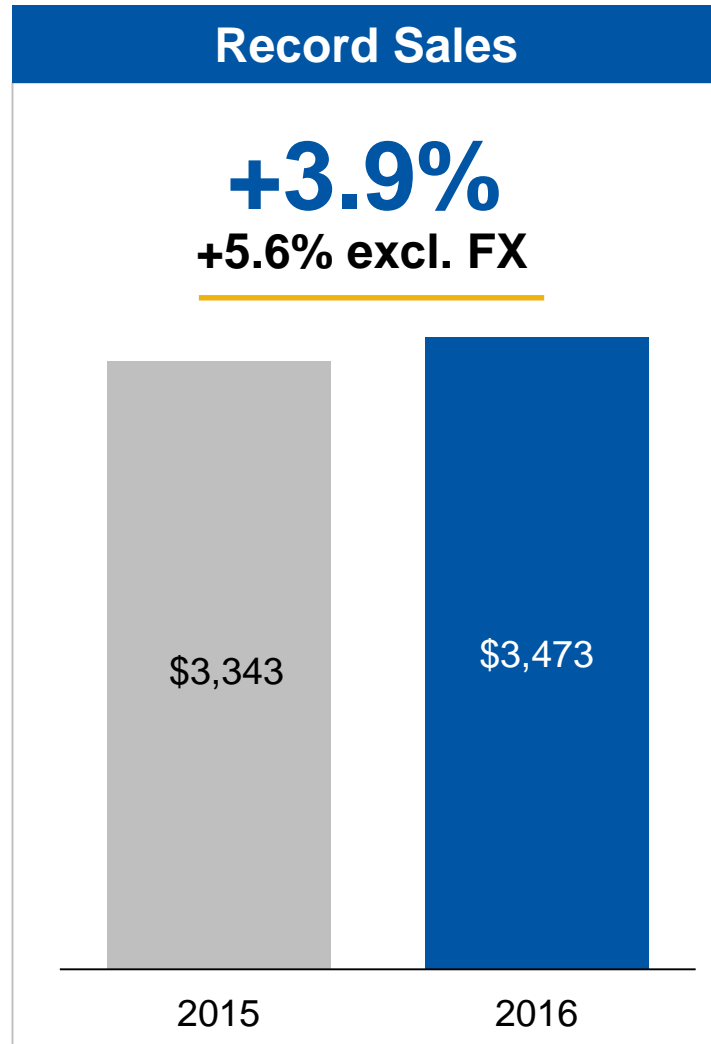
This presentation also contains estimates and other information that is based on industry publications, surveys, and forecasts. This information involves a number of assumptions and limitations, and we have not independently verified the accuracy or completeness of the information.

# **BUSINESS OVERVIEW**

*Jeff Edwards, Chairman and CEO*

# 2016 – Best Year in Company History

(USD millions)



# Operations Highlights

**\$398m**  
**Net New Business<sup>1</sup> Awards**  
Majority on Global Platforms

**161**  
**New Product Launches**  
Majority on Global Platforms

**\$85m**  
**Cost Reductions**  
Operating Efficiency

**79%**  
**Improved PPM**  
vs. 2015 FY rate

**33%**  
**Improved Safety TIR**  
vs. 2015 FY rate

**2**  
**Innovation Awards**  
Society of Plastics Engineers  
Crain's Detroit Eureka Index

# Advancing Toward World-Class Operations



15

Facilities achieved  
*Diamond Plant* status

- Safety
- Customer Score Card
- 6S
- Operating Improvement
- Product Quality
- Scrap rate
- Launch execution

# Bringing Innovations to Market



**\$244m**

Annual Booked Business<sup>1</sup>

**\$54m**

Pending Open Quotes

**\$454m**

Additional Targeted Quotes

**5**

Fortrex™ Development  
Contracts

**1**

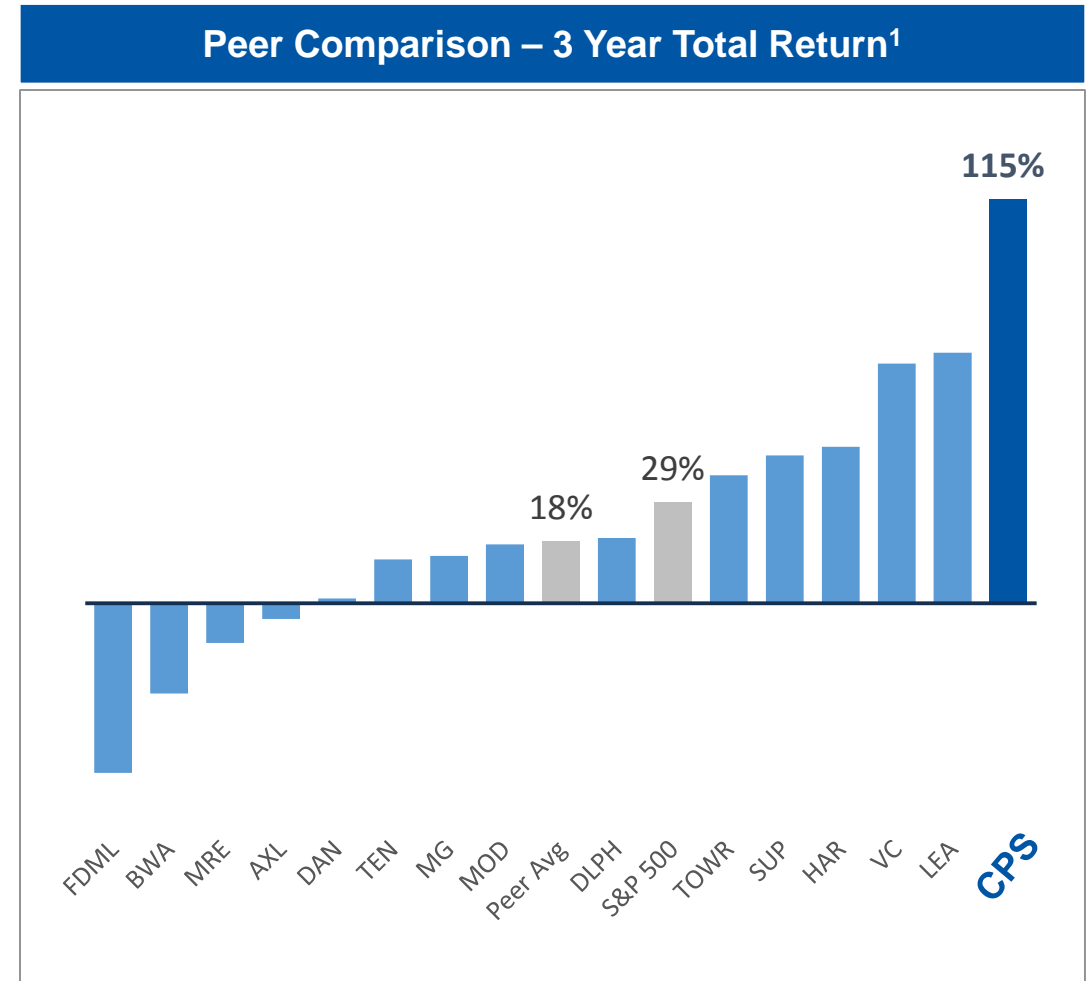
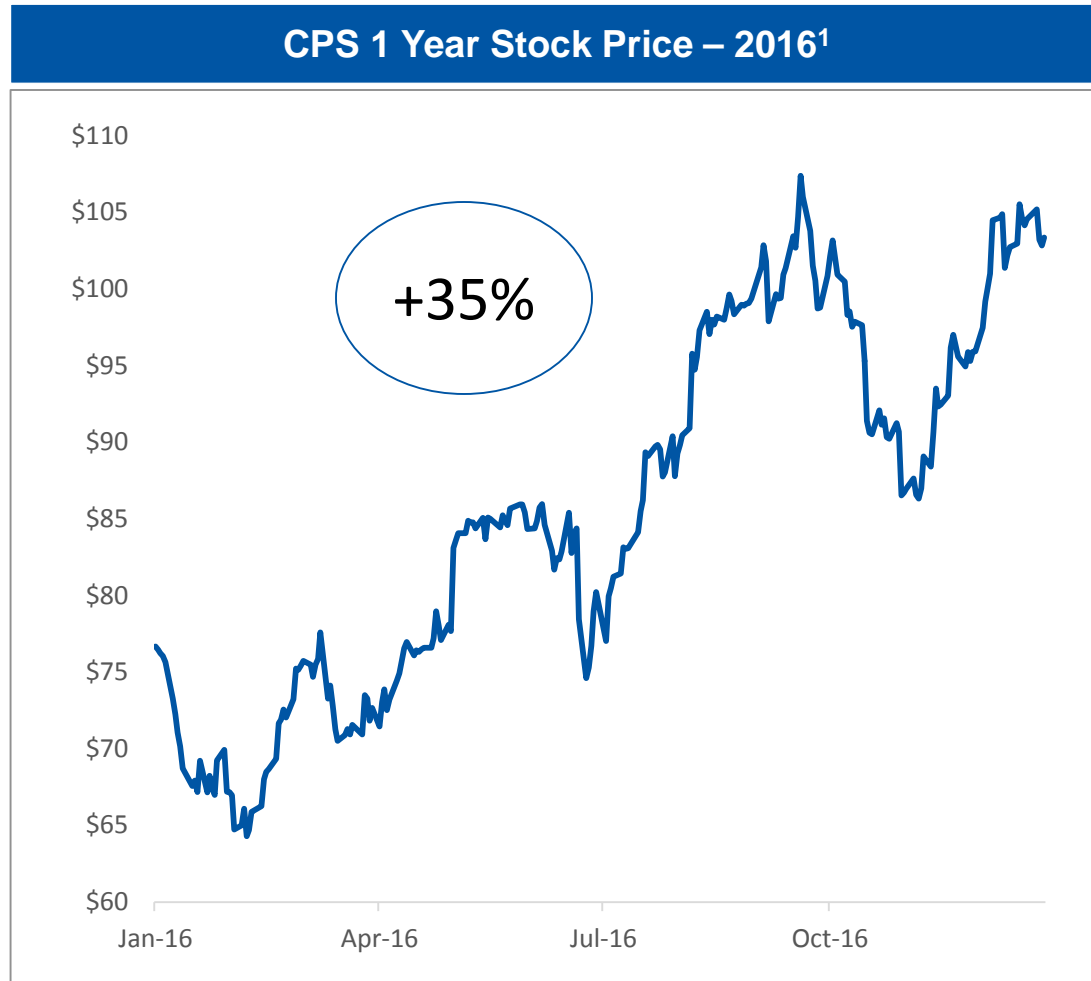
Fortrex™ Production Contract

**55**

Additional Active Innovation  
Projects



# Driving Shareholder Value



# Publishing First Corporate Responsibility Report



## OUR COMMITMENT

Corporate Responsibility  
2016

*“We are proud to share our first Corporate Responsibility Report which comes at an important time in our strategic journey.”*

Jeff Edwards, Chairman and CEO

Increase transparency with stakeholders

Report on key issues for business sustainability

Consistent with Global Reporting Initiative (GRI)

Published on-line and available today

# FINANCIAL OVERVIEW

*Matt Hardt, Executive VP and CFO*

# Financial Results

(USD millions, except per share amounts)

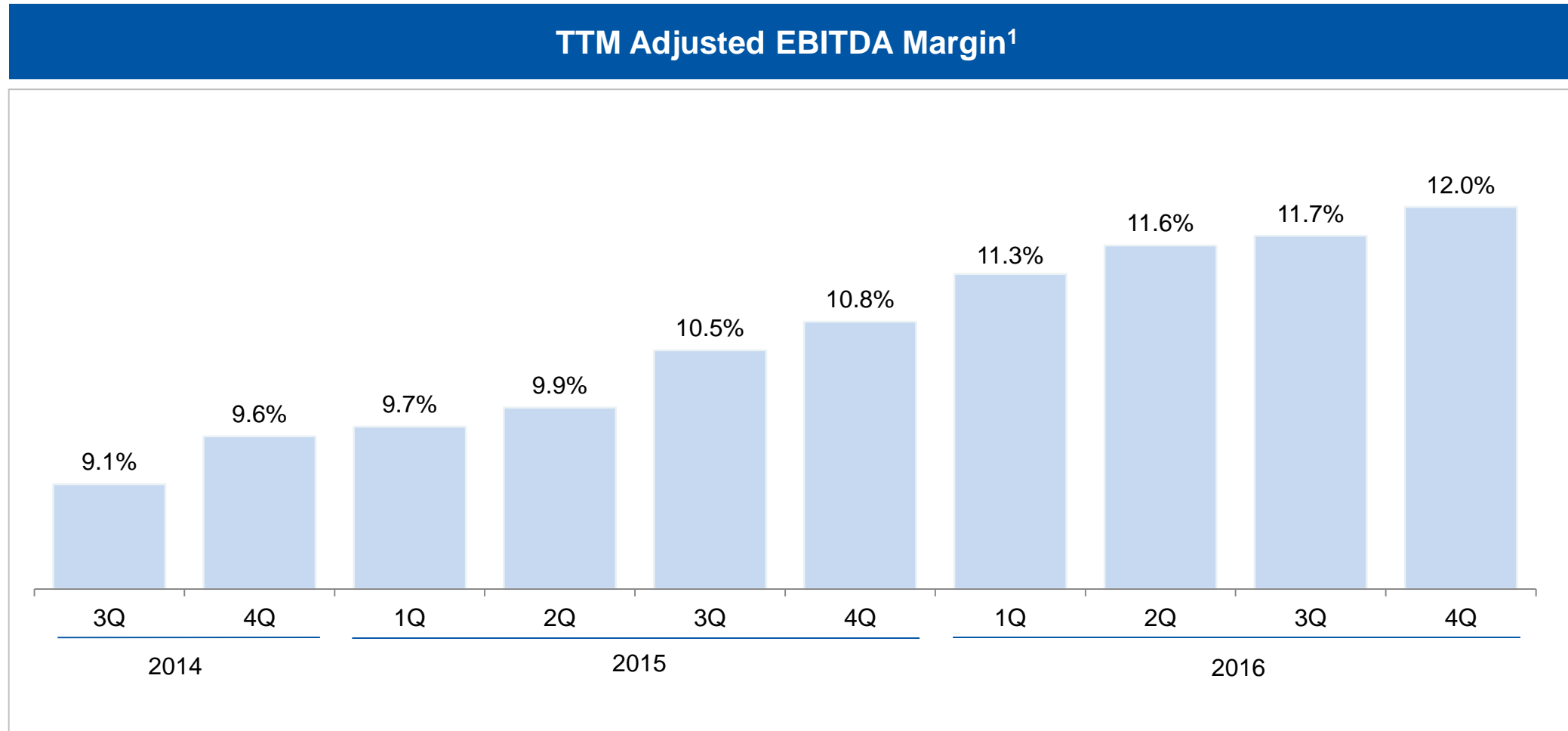
	Fourth Quarter		
	2016	2015	
Sales	\$875.4	\$854.4	
Gross Profit	\$168.4	\$153.8	
<i>% Margin</i>	<i>19.2%</i>	<i>18.0%</i>	<i>+ 120 Bps</i>
Adjusted EBITDA <sup>1</sup>	\$103.8	\$91.3	
<i>% Margin</i>	<i>11.9%</i>	<i>10.7%</i>	<i>+ 120 Bps</i>
Net Income	\$31.1	\$21.7	<i>+ 43%</i>
<i>EPS (Fully diluted)</i>	<i>\$1.65</i>	<i>\$1.16</i>	
Adjusted Net Income <sup>1</sup>	\$52.6	\$56.2	
<i>Adjusted EPS (Fully diluted)</i>	<i>\$2.80</i>	<i>\$3.01</i>	
CAPEX	\$47.6	\$36.6	
<i>% of Sales</i>	<i>5.4%</i>	<i>4.3%</i>	

# Financial Results

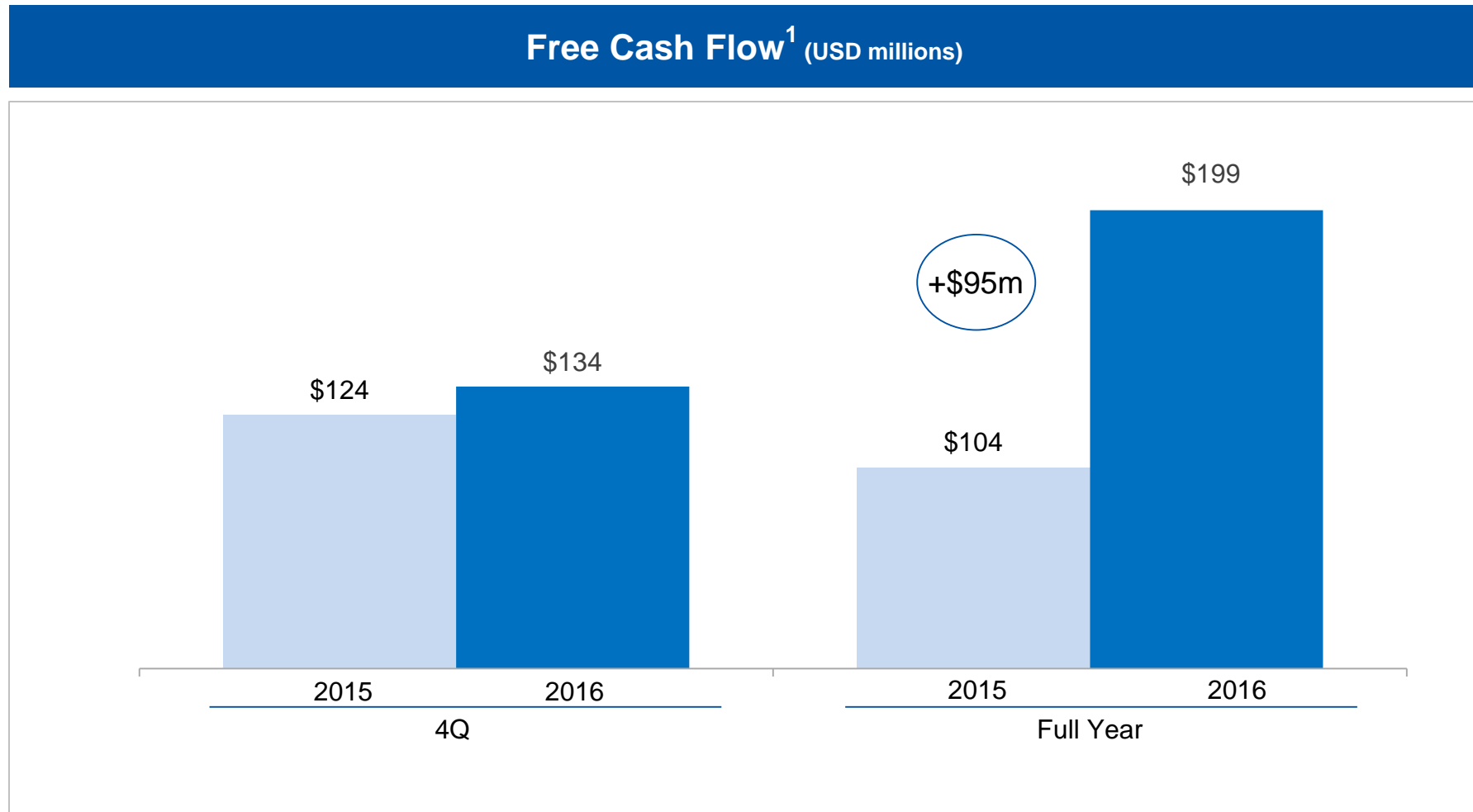
(USD millions, except per share amounts)

	Full Year		
	2016	2015	
Sales	\$3,472.9	\$3,342.8	
Gross Profit	\$664.8	\$587.1	
<i>% Margin</i>	<i>19.1%</i>	<i>17.6%</i>	<i>+ 150 Bps</i>
Adjusted EBITDA <sup>1</sup>	\$416.7	\$362.4	
<i>% Margin</i>	<i>12.0%</i>	<i>10.8%</i>	<i>+ 120 Bps</i>
Net Income	\$139.0	\$111.9	
<i>EPS (Fully diluted)</i>	<i>\$7.42</i>	<i>\$6.08</i>	<i>+ 22%</i>
Adjusted Net Income <sup>1</sup>	\$201.7	\$168.7	
<i>Adjusted EPS (Fully diluted)</i>	<i>\$10.77</i>	<i>\$9.16</i>	<i>+ 18%</i>
CAPEX	\$164.4	\$166.3	
<i>% of Sales</i>	<i>4.7%</i>	<i>5.0%</i>	

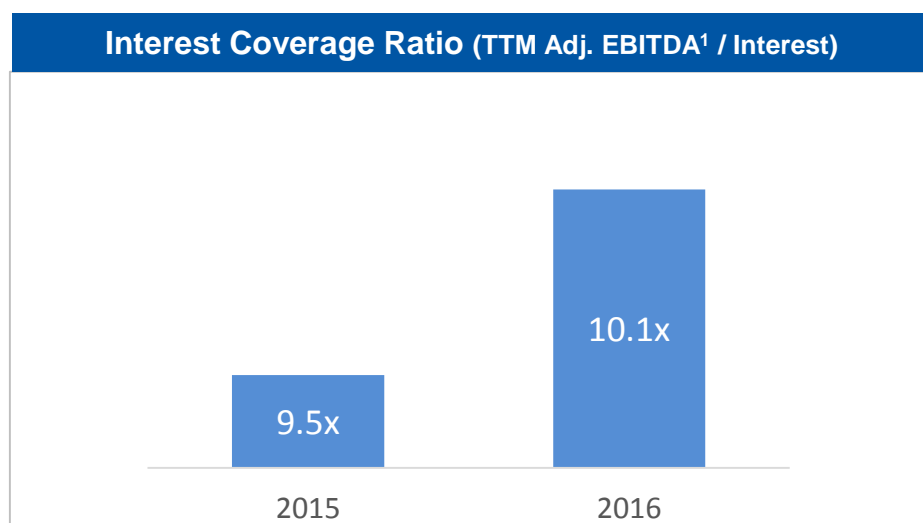
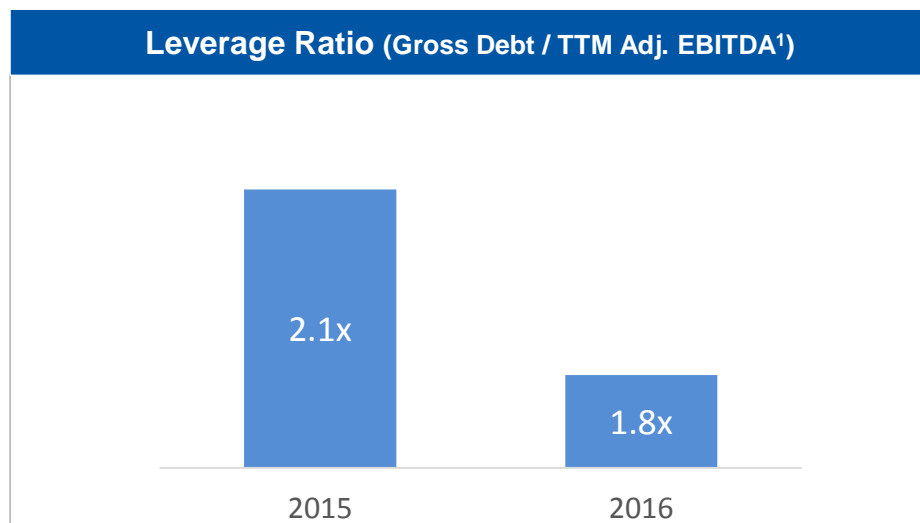
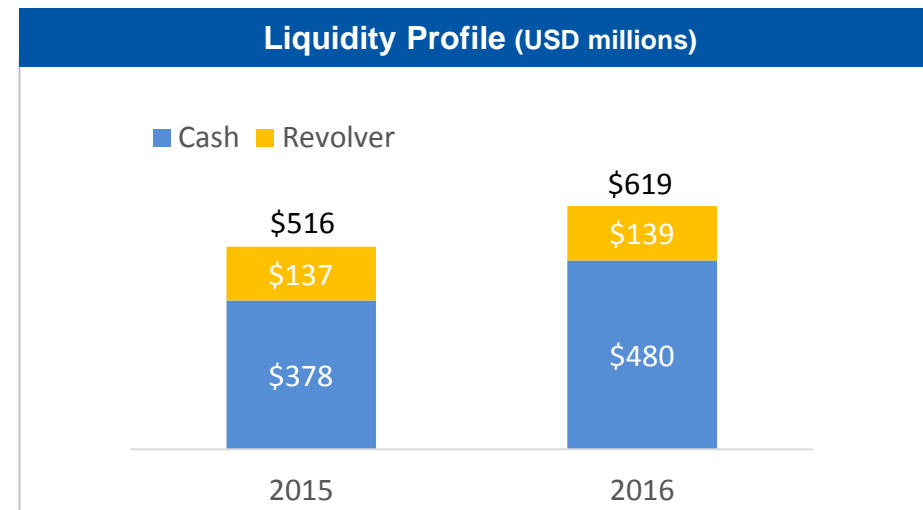
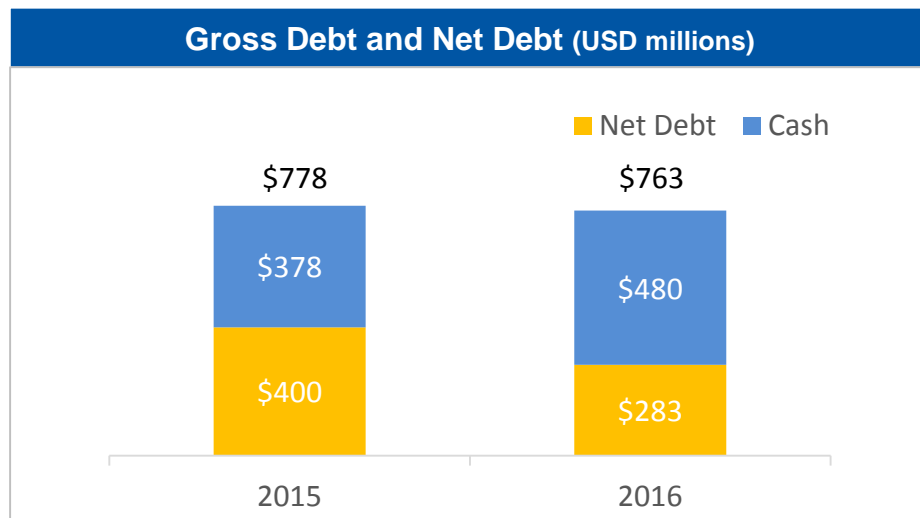
# Consistent Margin Expansion



# Strong Cash Flow Generation



# Strong Balance Sheet and Credit Profile



<sup>1</sup> See Appendix for reconciliation to GAAP and definitions.

Numbers are subject to rounding



# Priorities for Capital Allocation

Profitable Growth	Win and Launch New Business	Organic growth
	Innovation	
	Complete Europe Restructuring	Defined program to enhance margins
	Strategic M&A	Plug-ins with immediate synergies
Return to Stakeholders	Share Repurchase	~ \$100 million remaining authorization
	Pay Down Debt	Balance sheet flexibility

# OUTLOOK

*Jeff Edwards, Chairman and CEO*

# 2017 Guidance and Key Assumptions

		2015 Act.	2016 Act.	2017 Est.
Key Company Measures	Sales	\$3.34 Billion	\$3.47 Billion	\$3.48 - \$3.53 Billion
	Adj. EBITDA Margin	10.8%	12.0%	12.3% - 12.8% <sup>1</sup>
	Capital Expenditures	\$166.3 Million	\$164.4 Million	\$165 - \$175 Million
	Cash Restructuring	\$28.6 Million	\$56.1 Million	\$45 - \$55 Million
	Effective Tax Rate	27%	28%	26% - 29%
Light Vehicle Production (Million Units)	North America	17.5	17.8	17.6
	Europe	20.9	21.5	21.8
	Greater China	24.0	27.3	28.0

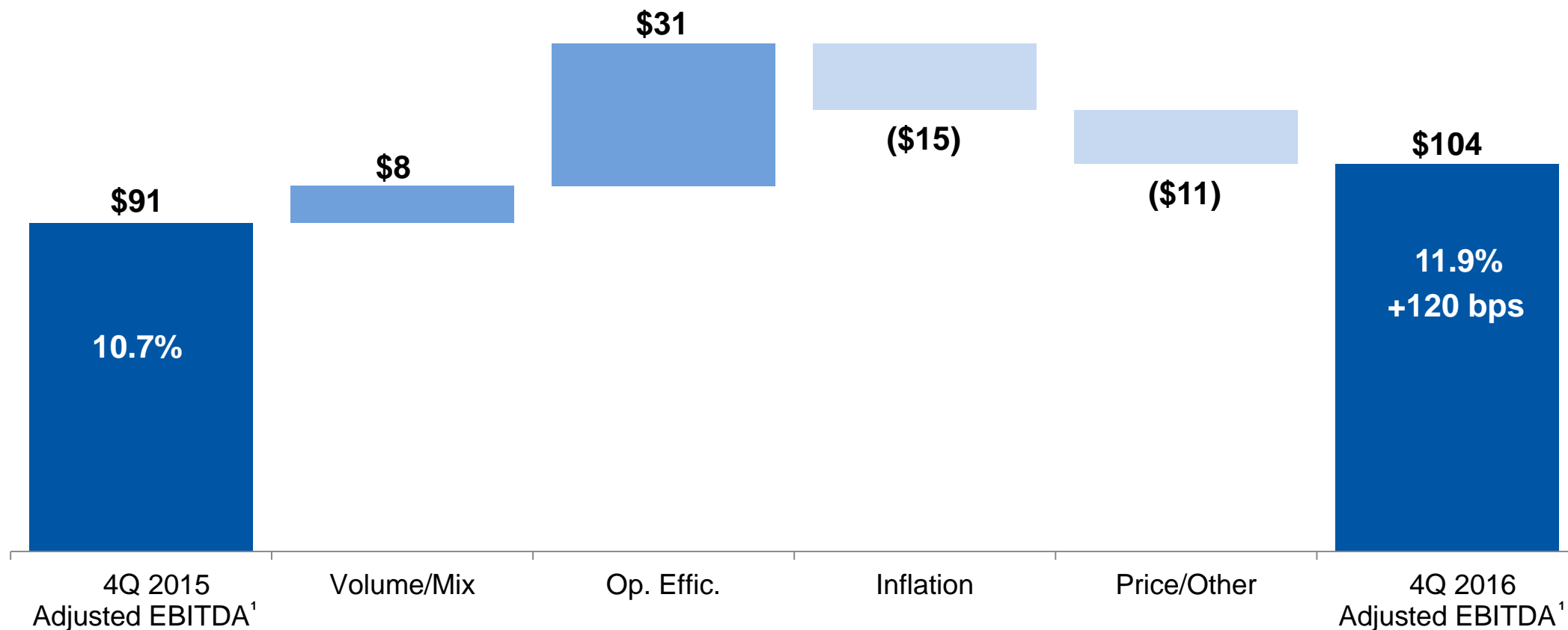
<sup>1</sup> Adjusted EBITDA Margin is a non-GAAP financial measure. We do not provide guidance on our net income margin. Full-year net income will include special items that have not yet occurred and are difficult to predict with reasonable certainty prior to year end.

# Q & A

# APPENDIX

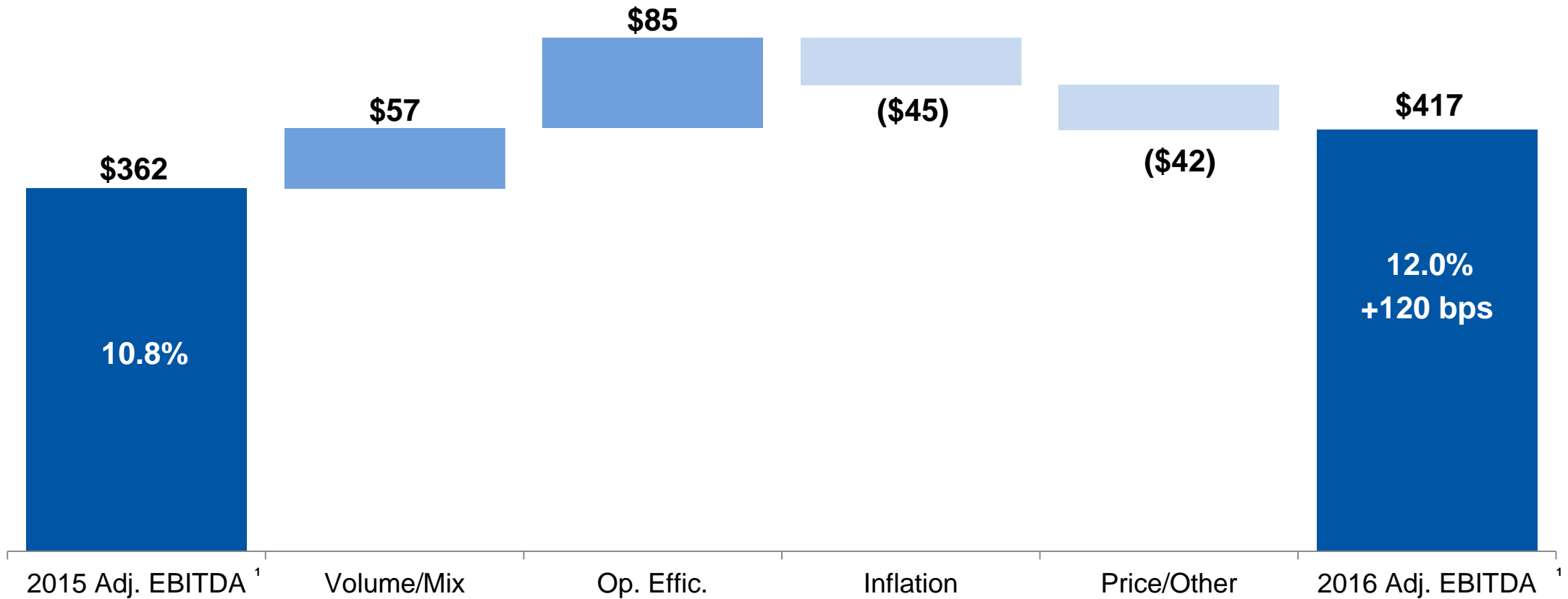
# Quarter-Over-Quarter Adjusted EBITDA Bridge

(USD millions)



# Year-Over-Year Adjusted EBITDA Bridge

(USD millions)



# Non-GAAP Financial Measures

EBITDA, adjusted EBITDA, adjusted net income, adjusted earnings per share and free cash flow are measures not recognized under U.S. GAAP and which exclude certain non-cash and special items that may obscure trends and operating performance not indicative of the Company's core financial activities. Management considers EBITDA, adjusted EBITDA, adjusted net income, adjusted earnings per share and free cash flow to be key indicators of the Company's operating performance and believes that these and similar measures are widely used by investors, securities analysts and other interested parties in evaluating the Company's performance. In addition, similar measures are utilized in the calculation of the financial covenants and ratios contained in the Company's financing arrangements and management uses these measures for developing internal budgets and forecasting purposes. EBITDA is defined as net income adjusted to reflect income tax expense (benefit), interest expense net of interest income, depreciation and amortization, and adjusted EBITDA is defined as EBITDA further adjusted to reflect certain items that management does not consider to be reflective of the Company's core operating performance. Adjusted net income is defined as net income adjusted to reflect certain items that management does not consider to be reflective of the Company's core operating performance. Adjusted earnings per share is defined as adjusted net income divided by the weighted average number of basic and diluted shares. Free cash flow is defined as net cash provided by operating activities minus capital expenditures and is useful to both management and investors in evaluating the Company's ability to service and repay its debt.

When analyzing the Company's operating performance, investors should use EBITDA, adjusted EBITDA, adjusted net income, adjusted earnings per share and free cash flow as supplements to, and not as alternatives for, net income, operating income, or any other performance measure derived in accordance with U.S. GAAP, and not as an alternative to cash flow from operating activities as a measure of the Company's liquidity. EBITDA, adjusted EBITDA, adjusted net income, adjusted earnings per share and free cash flow have limitations as analytical tools and should not be considered in isolation or as substitutes for analysis of the Company's results of operations as reported under U.S. GAAP. Other companies may report EBITDA, adjusted EBITDA, adjusted net income, adjusted earnings per share and free cash flow differently and therefore the Company's results may not be comparable to other similarly titled measures of other companies. In addition, in evaluating adjusted EBITDA and adjusted net income, it should be noted that in the future the Company may incur expenses similar to or in excess of the adjustments in the below presentation. This presentation of adjusted EBITDA and adjusted net income should not be construed as an inference that the Company's future results will be unaffected by special items. Reconciliations of EBITDA, adjusted EBITDA, adjusted net income and free cash flow follow.



# EBITDA and Adjusted EBITDA Reconciliation

(USD thousands)

	Three Months Ended Dec. 31,		Twelve Months Ended Dec. 31,	
	2016	2015	2016	2015
Net income attributable to Cooper-Standard Holdings Inc.	\$ 31,114	\$ 21,665	\$ 138,988	\$ 111,880
Income tax expense (benefit)	11,009	(2,834)	54,321	41,218
Interest expense, net of interest income	11,528	10,419	41,389	38,331
Depreciation and amortization	30,961	29,150	122,660	114,427
EBITDA	\$ 84,612	\$ 58,400	\$ 357,358	\$ 305,856
Gain on remeasurement of previously held equity interest <sup>(1)</sup>	—	—	—	(14,199)
Restructuring charges <sup>(2)</sup>	12,563	19,035	46,031	53,844
Impairment charges <sup>(3)</sup>	1,273	21,611	1,273	21,611
Gain on divestiture <sup>(4)</sup>	—	(8,033)	—	(8,033)
Loss on refinancing and extinguishment of debt <sup>(5)</sup>	5,104	—	5,104	—
Secondary offering underwriting fees and other expenses <sup>(6)</sup>	—	—	6,500	—
Amortization of inventory write-up <sup>(7)</sup>	—	—	—	1,419
Settlement charges <sup>(8)</sup>	281	—	281	—
Share-based compensation <sup>(9)</sup>	—	(32)	—	(71)
Acquisition costs	—	285	—	1,637
Other	—	40	155	301
Adjusted EBITDA	\$ 103,833	\$ 91,306	\$ 416,702	\$ 362,365

(1) Gain on remeasurement of previously held equity interest in Shenya.

(2) Includes non-cash impairment charges related to restructuring and is net of non-controlling interest.

(3) Impairment charges in 2016 related to fixed assets of \$1.3. Impairment charges in 2015 related to fixed assets of \$13.6 and intangible assets of \$8.0.

(4) Gain on sale of hardcoat plastic exterior trim business in 2015.

(5) Loss on refinancing and extinguishment of debt relating to the refinancing of our term loan facility.

(6) Fees and other expenses associated with the March 2016 secondary offering.

(7) Amortization of write-up of inventory to fair value for the Shenya acquisition.

(8) Settlement charges related to the initiative to de-risk the U.K pension plans.

(9) Non-cash amortization expense and non-cash stock option expense for grants issued at emergence from bankruptcy.

# Adjusted EBITDA Margin, Financial Ratios

Twelve Months Ended Dec. 31, 2016

(USD thousands)

	Three Months Ended				Twelve Months Ended
	31-Mar-16	30-Jun-16	30-Sep-16	31-Dec-16	31-Dec-16
Net income attributable to Cooper Standard Holdings, Inc.	\$ 31,323	\$ 40,189	\$ 36,362	\$ 31,114	\$ 138,988
Income tax expense	14,766	16,021	12,525	11,009	54,321
Interest expense, net of interest income	9752	9995	10114	11528	41389
Depreciation and amortization	30205	30169	31325	30961	122660
<b>EBITDA</b>	<b>\$ 86,046</b>	<b>\$ 96,374</b>	<b>\$ 90,326</b>	<b>\$ 84,612</b>	<b>\$ 357,358</b>
Restructuring charges <sup>(1)</sup>	10832	12206	10430	12563	46031
Impairment charges <sup>(2)</sup>	-	-	-	1273	1273
Secondary offering fees and other expenses <sup>(3)</sup>	6500	-	-	-	6500
Loss on refinancing and extinguishment of debt <sup>(4)</sup>	-	-	-	5,105	5,105
Settlement charges <sup>(5)</sup>	-	-	-	281	281
Other	155	-	-	-	155
<b>Adjusted EBITDA</b>	<b>\$ 103,533</b>	<b>\$ 108,580</b>	<b>\$ 100,756</b>	<b>\$ 103,834</b>	<b>\$ 416,703</b>
<b>Net Debt</b>					
Debt payable within one year					\$33,439
Long-term debt					729,480
Less: cash and cash equivalents					(480,092)
<b>Net Debt</b>					<b>\$ 282,827</b>
<b>Net Leverage Ratio (Net debt/Adjusted EBITDA)</b>					0.7
<b>Interest coverage ratio (Adjusted EBITDA/Interest expense)</b>					10.1
<b>Sales</b>	<b>\$ 862,497</b>	<b>\$ 879,304</b>	<b>\$ 855,656</b>	<b>\$ 875,434</b>	<b>\$ 3,472,891</b>
<b>Adjusted EBITDA Margin (Adj. EBITDA/Sales )</b>	<b>12.0%</b>	<b>12.3%</b>	<b>11.8%</b>	<b>11.9%</b>	<b>12.0%</b>

(1) Includes non-cash impairment charges related to restructuring and is net of non-controlling interest.

(2) Impairment charges related to fixed assets of \$1.3.

(3) Fees and other expenses associated with the March 2016 secondary offering.

(4) Loss on refinancing and extinguishment of debt relating to the refinancing of our term loan facility.

(5) Settlement charges related to the initiative to de-risk the U.K pension plans.

# Adjusted Net Income and Adjusted EPS

(USD thousands except share and per share amounts)

	2016		2015		2016		2015	
Net income attributable to Cooper-Standard Holdings Inc.	\$	31,114	\$	21,665	\$	138,988	\$	111,880
Gain on remeasurement of previously held equity interest <sup>(1)</sup>		—		—		—		(14,199.0)
Restructuring charges <sup>(2)</sup>		12,563		19,035		46,031		53,844
Impairment charges <sup>(3)</sup>		1,273		21,611		1,273		21,611
Gain on divestiture <sup>(4)</sup>		—		(8,033)		—		(8,033)
Loss on refinancing and extinguishment of debt <sup>(5)</sup>		5,104		—		5,104		—
Secondary offering underwriting fees and other expenses <sup>(6)</sup>		—		—		6,500		—
Amortization of inventory write-up <sup>(7)</sup>		—		—		—		1,419
Settlement charges <sup>(8)</sup>		281		—		281		—
Share-based compensation <sup>(9)</sup>		—		(32)		—		(71)
Acquisition costs		—		285		—		1,637
Other		—		40		155		301
Tax impact of adjusting items <sup>(10)</sup>		2,253		1,659		3,385		308
Adjusted net income	\$	52,588	\$	56,230	\$	201,717	\$	168,697
Weighted average shares outstanding								
Basic		17,671,669		17,435,978		17,459,710		17,212,607
Diluted		18,809,223		18,673,788		18,730,378		18,414,994
Earnings per share								
Basic	\$	1.76	\$	1.24	\$	7.96	\$	6.50
Diluted	\$	1.65	\$	1.16	\$	7.42	\$	6.08
Adjusted earnings per share:								
Basic	\$	2.98	\$	3.22	\$	11.55	\$	9.80
Diluted	\$	2.80	\$	3.01	\$	10.77	\$	9.16

(1) Gain on remeasurement of previously held equity interest in Shenya.

(2) Includes non-cash impairment charges related to restructuring and is net of non-controlling interest.

(3) Impairment charges in 2016 related to \$1.3 of fixed assets. Impairment charges in 2015 related to fixed assets of \$13.6 and intangible assets of \$8.0.

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(7) Amortization of write-up of inventory to fair value for the Shenya acquisition.

(8) Settlement charges related to the initiative to de-risk the U.K pension plans.

(9) Non-cash stock amortization expense and non-cash stock option expense for grants issued at emergence from bankruptcy.

(10) Represents the elimination of the income tax impact of the above adjustments, calculated by using the appropriate tax rates for the jurisdictions where the charges were incurred.

# Free Cash Flow

(USD millions)

	Three Months Ended Dec. 31,		Twelve Months Ended Dec. 31,	
	2016	2015	2016	2015
Net cash provided by operating activities	\$ 181.7	\$ 160.4	\$ 363.7	\$ 270.4
Capital expenditures	(47.6)	(36.6)	(164.4)	(166.3)
Free cash flow	<u>\$ 134.1</u>	<u>\$ 123.8</u>	<u>\$ 199.3</u>	<u>\$ 104.1</u>