CooperStandard

Driving Value Through Culture, Innovation and Results

FIRST QUARTER 2019
EARNINGS PRESENTATION

May 2, 2019

Agenda

Introduction	Roger Hendriksen Director, Investor Relations
Business Overview	Jeff Edwards Chairman and Chief Executive Officer
Financial Overview	Jon Banas Executive VP and Chief Financial Officer
Summary and Outlook	Jeff Edwards
Q & A	

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,” “outlook,“ “guidance,“ “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; competitive threats and commercial risks associated with us entering new markets; possible variability of our working capital requirements; risks associated with our international operations, including changes in laws, regulations, and policies governing the terms of foreign trade such as increased trade restrictions and tariffs; 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, other disruptions in, or the inability to implement upgrades to, our information technology systems; the possible volatility of our annual effective tax rate; changes in our assumptions as a result of IRS issuing guidance on Tax Cuts and Jobs Act; 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. For a more detailed discussion of these factors, see the information under “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our most recent Form 10-K and subsequent periodic filings with the Securities and Exchange Commission (the “SEC”), which are accessible on the SEC’s website (www.sec.gov).

You should not place undue reliance on these forward-looking statements. Our forward-looking statements speak only as of the date of this presentation, and 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.

FIRST QUARTER SUMMARY

Jeff Edwards, Chairman and CEO

First Quarter 2019 Summary

$880m **Sales** -9.0% vs Q1 2018	**$66m** **Adjusted EBITDA[1]** Challenging Volume/Mix and Material Economics	**$25m** **Cost Reductions** Improved Operating Efficiency
43 **New Program Launches** Ramping up for Future Growth	**$76m** **Net New Business[2] Awards** Significant Wins in all Regions	**$81m** **Innovation Sales Awards** +16% vs Q1 2018

[1] See Appendix for definitions and reconciliation to U.S. GAAP

[2] Defined as annualized new sales awards net of replacement and runout business at currently forecasted vehicle production rates

FINANCIAL OVERVIEW

Jon Banas, Executive VP and CFO

Financial Results

(USD millions, except per share amounts)

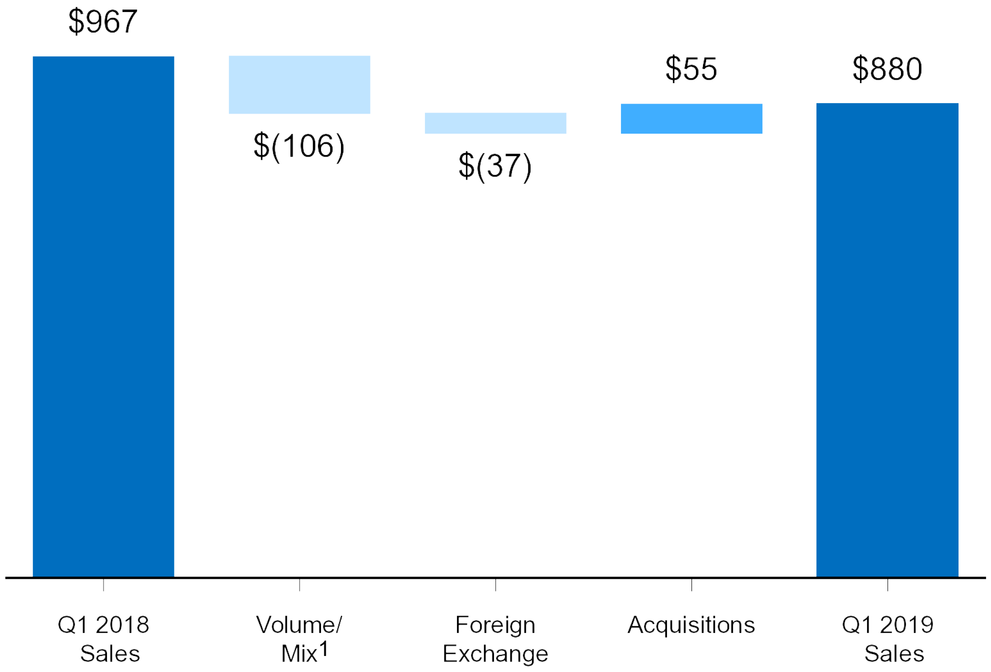
	Three months ended March 31,	
	2019	2018
Sales	$ 880.0	$ 967.4
Gross Profit	$ 117.5	$ 170.9
% Margin	*13.4%*	*17.7%*
Adjusted EBITDA[1]	$ 66.4	$ 122.6
% Margin	*7.5%*	*12.7%*
Income Tax Expense	$ 2.3	$ 11.9
Effective Tax Rate %	*(181.3)%*	*17.2%*
Net (Loss) Income	$ (3.5)	$ 56.8
EPS (Fully diluted)	*$ (0.20)*	*$ 3.07*
Adjusted Net Income[1]	$ 11.8	$ 63.8
Adjusted EPS (Fully diluted)[1]	*$ 0.67*	*$ 3.45*
CAPEX	$ 59.6	$ 67.9
% of Sales	*6.8%*	*7.0%*

[1] See Appendix for definitions and reconciliation to U.S. GAAP

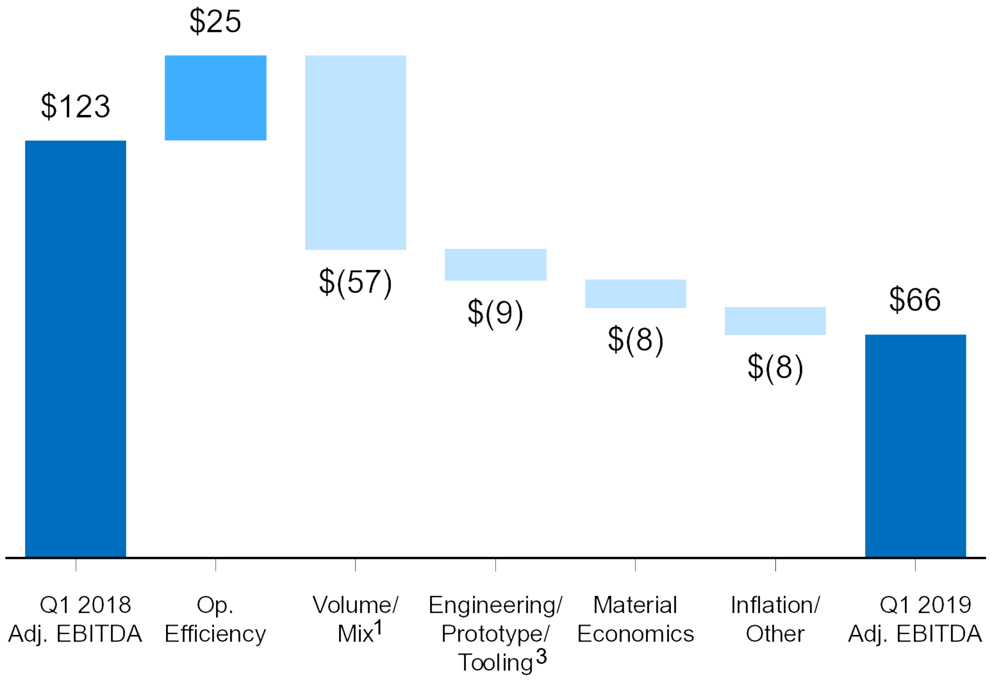
First Quarter Bridge Analysis

(USD millions)

Sales



Adjusted EBITDA[2]

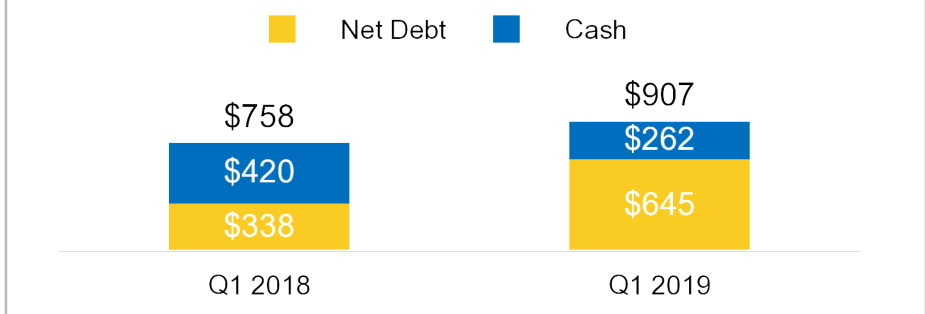


[1] Net of customer price reductions
[2] See Appendix for definitions and reconciliation to U.S. GAAP
[3] Primarily related to future program launches

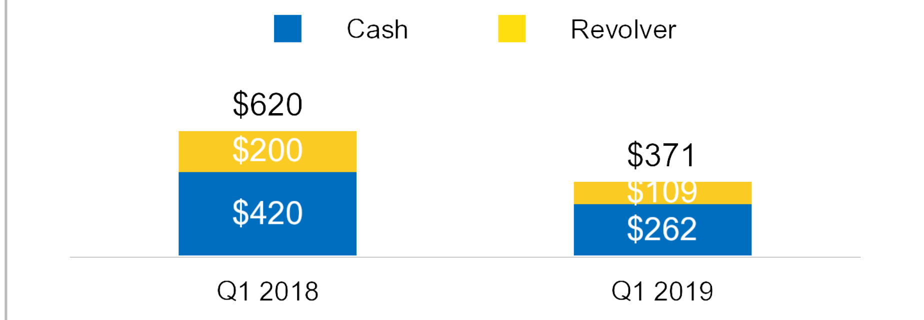
Totals may not add due to rounding

Continuing Strong Balance Sheet and Credit Profile

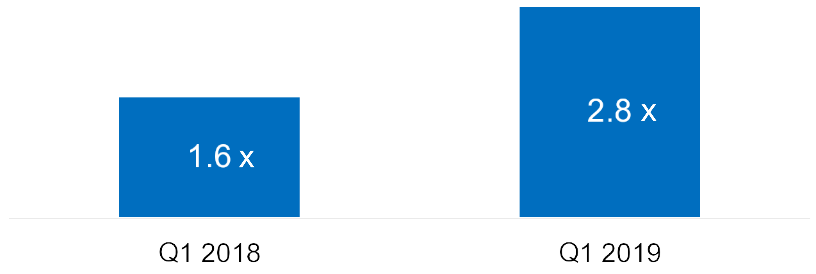
Gross Debt and Net Debt (USD millions)



Liquidity Profile (USD millions)



Leverage Ratio (Gross Debt /TTM Adj. EBITDA[1])



Interest Coverage Ratio (TTM Adj. EBITDA[1] / Interest)

~$220 to $225 million of net cash proceeds from April 1 sale of AVS not reflected above

[1] See Appendix for definitions and reconciliation to U.S. GAAP

Numbers are subject to rounding

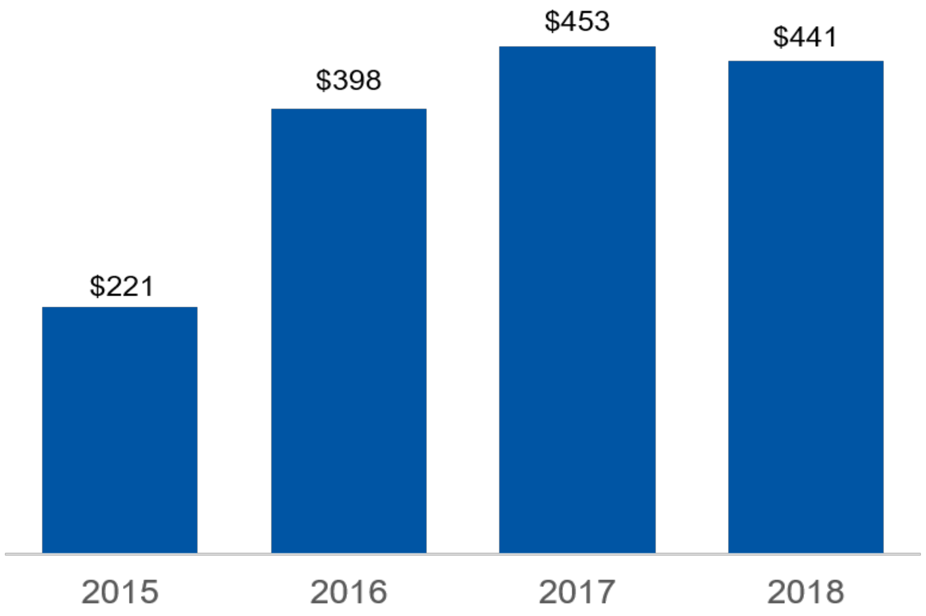
OUTLOOK

Jeff Edwards, Chairman and CEO

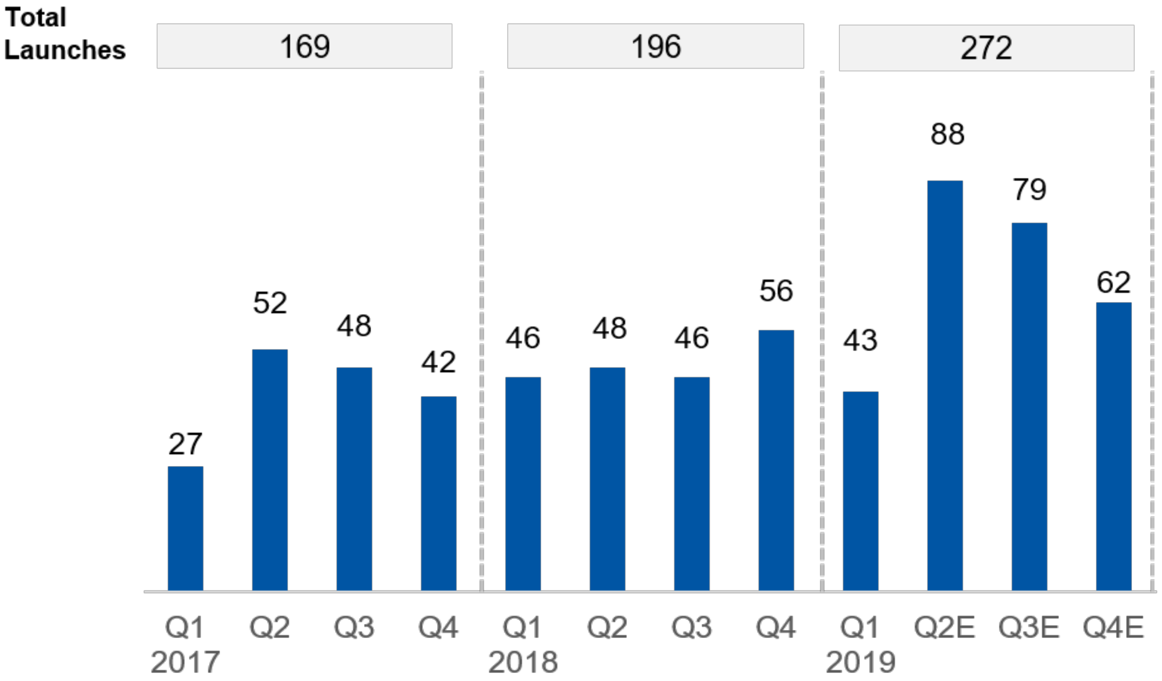
Past New Business Awards Driving Record Launches

Net New Business Awards

(USD millions)



Quarterly Launch Cadence



2019 new launches expected to increase 39% vs. 2018

2019 Key Program Launches

North America

Ford Explorer

Chevy Silverado

Ford Escape

Europe

BMW 1 Series

Peugeot 208

Renault Captur

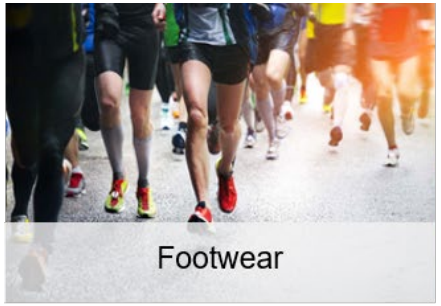
Asia

Range Rover Evoque

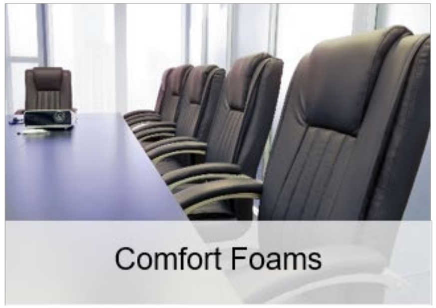
Buick Encore

Chevy Malibu

Advanced Technology Group Driving Growth and Diversification



FORTREX®



- Signed two new license agreements
  - Leading Chinese sportswear manufacturer
  - Major North American producer of materials for building and construction industry
- On track to sign 1-4 *additional* license/ commercial development agreements in 2019
- Developing strategy for high volume production and logistics for Fortrex™ materials
- Expanding product line formulations for:
  - Athletic footwear midsoles
  - Building and industrial products
  - Wire and cable applications
- Enhancing ISG product offering with Fortex™ technology

Focused Near-term Actions on Track

- ✓ Successfully execute **record** number of new **program launches**
- ✓ **Leverage innovation** to help offset price pressure
- ✓ Negotiate **raw material cost recovery**
- ✓ Reduce working capital and CAPEX (Y-O-Y) to **drive cash flow**
- ✓ **Optimize** manufacturing footprint (China, North America)
- ✓ Continued **expansion** of **Advanced Technology Group** (ATG)
- ✓ Sign 1-4 more **Fortrex™ technology agreements**
- ✓ Increase sales of **value-add innovations**

Global Organization Targeting Total Cost Savings Initiatives of More Than $130 Million in 2019

Guidance and Key Assumptions

Key Company Measures		Previous Guidance (2/14/2019)	Current Guidance
	Sales	$3.40 - $3.60 billion	$3.20 - $3.40 billion
	Adj. EBITDA [1]	$300 - $340 million	Unchanged
	Capital Expenditures	$180 - $190 million	Unchanged
	Cash Restructuring	$15 - $25 million	Unchanged
	Effective Tax Rate	16% - 18%	Unchanged

1 Adjusted EBITDA is a non-GAAP financial measure. We have not provided a reconciliation of projected adjusted EBITDA range to projected net income range because 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. Due to this uncertainty, we cannot reconcile projected adjusted EBITDA range to a comparable US GAAP net income range without unreasonable effort.

Q & A

APPENDIX

Non-GAAP Financial Measures

EBITDA, adjusted EBITDA, adjusted net income, adjusted earnings per share, net debt 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, net debt 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, 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 basic and diluted earnings per share is defined as adjusted net income divided by the weighted average number of basic and diluted shares, respectively, outstanding during the period. Net debt is defined as total debt minus cash and cash equivalents. 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, net debt 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, net debt 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, net debt 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, adjusted earnings per share and free cash flow follow.

EBITDA and Adjusted EBITDA Reconciliation

(Unaudited, dollar amounts in thousands)

	Three Months Ended March 31,	
	2019	2018
Net (loss) income attributable to Cooper-Standard Holdings Inc.	$ (3,460)	$ 56,792
Income tax expense	2,331	11,891
Interest expense, net of interest income	11,932	9,800
Depreciation and amortization	36,605	36,259
EBITDA	$ 47,408	$ 114,742
Restructuring charges	17,715	7,125
Project costs (1)	1,263	—
Loss on refinancing and extinguishment of debt (2)	—	770
Adjusted EBITDA	$ 66,386	$ 122,637

(1) Project costs related to acquisitions and planned divestiture.
(2) Loss on refinancing and extinguishment of debt related to the applicable amendment of the Term Loan Facility entered into during such period.

Adjusted EBITDA Margin, Financial Ratios

Twelve Months Ended March 31, 2019

(Unaudited, dollar amounts in thousands)

	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Twelve Months Ended March 31, 2019
Net income (loss) attributable to Cooper-Standard Holdings Inc.	$ 41,877	$ 32,156	$ (23,059)	$ (3,460)	$ 47,514
Income tax expense (benefit)	9,130	(1,190)	(49,514)	2,331	(39,243)
Interest expense, net of interest income	9,973	9,983	11,248	11,932	43,136
Depreciation and amortization	36,914	36,098	37,427	36,605	147,044
EBITDA	**$ 97,894**	**$ 77,047**	**$ (23,898)**	**$ 47,408**	**$ 198,451**
Other impairment charges (1)	—	—	43,706	—	43,706
Goodwill impairment charges(2)	—	—	39,818	—	39,818
Restructuring (3)	10,013	2,703	9,881	17,715	40,312
Gain on sale of long-lived asset (4)	—	(10,714)	337	—	(10,377)
Project costs (5)	—	—	4,881	1,263	6,144
Amortization of inventory write-up (6)	—	535	925	—	1,460
Settlement charges (7)	—	—	775	—	775
Adjusted EBITDA	**$ 107,907**	**$ 69,571**	**$ 76,425**	**$ 66,386**	**$ 320,289**
Debt					
Debt payable within one year					$ 169,087
Long-term debt					738,077
Total debt					$ 907,164
Less: cash and cash equivalents					262,169
Net debt					**$ 644,995**
Leverage ratio (Total debt/TTM Adjusted EBITDA)					2.8
Net leverage ratio (Net debt/TTM Adjusted EBITDA)					2.0
Interest coverage ratio (Adjusted EBITDA/Interest expense)					7.4
Sales	**$ 928,262**	**$ 861,653**	**$ 871,987**	**$ 880,038**	**$ 3,541,940**
Net income margin (Net income/Sales)	**4.5%**	**3.7%**	**(2.6)%**	**(0.4)%**	**1.3%**
Adjusted EBITDA margin (Adjusted EBITDA/Sales)	**11.6%**	**8.1%**	**8.8%**	**7.5%**	**9.0%**

(1) Other non-cash impairment charges related to intangible assets of $791 and fixed assets of $42,915.
(2) Non-cash goodwill impairment charges related to impairments at our Europe and Asia Pacific reporting units, net of approximately $5,463 attributable to our noncontrolling interests.
(3) Includes non-cash impairment charges related to restructuring.
(4) Gain on sale of land in Europe that was contemplated in conjunction with our restructuring plan.
(5) Project costs related to acquisitions and planned divestiture.
(6) Amortization of write-up of inventory to fair value for the 2018 acquisitions.
(7) Non-cash settlement charges incurred related to certain of our non-U.S. pension plans.

Adjusted Net Income and Adjusted EPS

(Unaudited, dollar amounts in thousands except share and per share amounts)

	Three Months Ended March 31,	
	2019	2018
Net (loss) income attributable to Cooper-Standard Holdings Inc.	$ (3,460)	$ 56,792
Restructuring charges	17,715	7,125
Project costs (1)	1,263	—
Loss on refinancing and extinguishment of debt (2)	—	770
Tax impact of adjusting items (3)	(3,681)	(901)
Adjusted net income	$ 11,837	$ 63,786
Weighted average shares outstanding		
Basic	17,535,195	17,991,488
Diluted (4)	17,535,195	18,511,113
Earnings per share:		
Basic	$ (0.20)	$ 3.16
Diluted	$ (0.20)	$ 3.07
Adjusted earnings per share:		
Basic	$ 0.68	$ 3.55
Diluted(4)	$ 0.67	$ 3.45

(1) Project costs related to acquisitions and planned divestiture.
(2) Loss on refinancing and extinguishment of debt related to the applicable amendment of the Term Loan Facility entered into during such period.
(3) Represents the elimination of the income tax impact of the above adjustments by calculating the income tax impact of these adjusting items using the appropriate tax rate for the jurisdiction where the charges were incurred.
(4) For the purpose of calculating Q1 2019 adjusted diluted earnings per share, the weighted average shares outstanding were 17,623,821.

Free Cash Flow

(Unaudited, dollar amounts in thousands)

	Three Months Ended March 31,	
	2019	2018
Net cash (used in) operating activities	$ (1,848)	$ (10,556)
Capital expenditures	(59,633)	(67,858)
Free cash flow	$ (61,481)	$ (78,414)