CooperStandard

Driving Value Through Culture, Innovation and Results

SECOND QUARTER 2018
EARNINGS PRESENTATION

August 1, 2018

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,” “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; entering new markets; 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; changes in our assumptions used for evaluation of deemed repatriation tax and the remeasurement of our deferred tax assets and liabilities, including as a result of IRS issuing guidance on Tax Cuts and Jobs Act that may change our assumptions; 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

Second Quarter 2018 Highlights

$928m
Sales
+2.1% vs Q2 2017

$108m
Adjusted EBITDA[1]
Challenging Volume and Mix

$22m
Cost Reductions
Improved Operating Efficiency

$70m
Free Cash Flow[1]
Continued Focus on Driving Value

$144m
Net New Business[2] Awards
+49.8% vs Q2 2017

$49m
Innovation Sales Awards
Received Fortrex™ Approval with German OEM

[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

Investing in Growth and Diversification

Two Strategic Acquisitions Announced

LS Mtron

Automotive Parts Division

- Strengthens #2 market position in FBD
- Diversifies FBD product portfolio
- Customer and geographic diversification
- Adds technical talent and capabilities in Korea
- JV structure establishes relationship with $25 billion Korean industrial company

LAUREN MANUFACTURING

Lauren Plastics

- Strengthens position in non-automotive segments
- Significant opportunities for cross-selling
- Platform for expanding Fortrex™ applications
- Expands competitive advantage in material science
- Adds technical talent and key leadership
- Establishes dedicated ISG manufacturing footprint

Advanced Technology Group

Immediate Evolution and Expansion of Industrial and Specialty Group

ISG Existing business

+

LAUREN MANUFACTURING

+

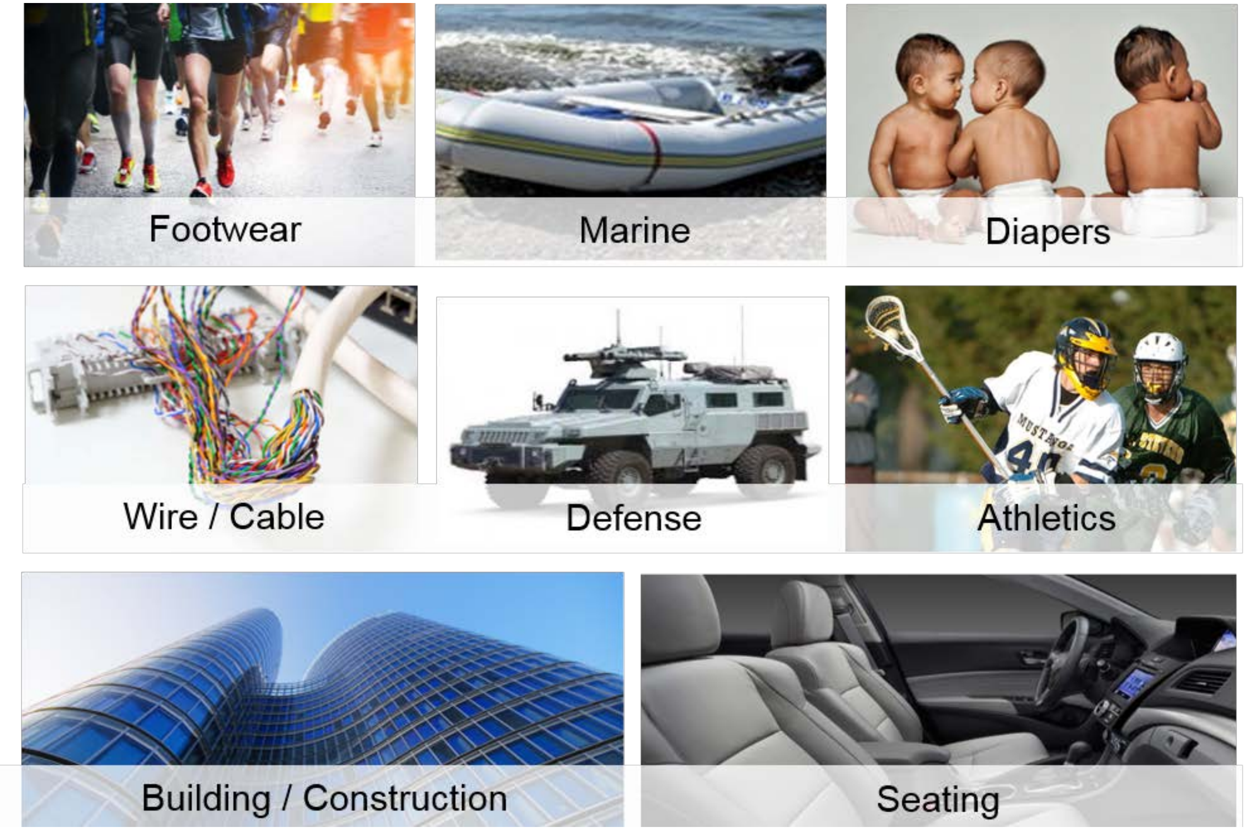
Lauren Plastics

=

~$250 million non-automotive industrial business

Advanced Technology Group

Expanding Opportunities for Applied Material Sciences



- 1 existing license agreement
    * Initial production beginning this quarter
    * Product applications being added
- More than 25 non-disclosure agreements in place
    * Key new NDAs with top footwear companies
- 8 active license/term sheet negotiations
    * Building and construction
    * Wire & cable
    * Footwear
    * Consumer
    * Transportation
- Breakthrough on Fortrex™ foam performance
- Advancing aggressive IP strategy

FINANCIAL OVERVIEW

Jon Banas, Executive VP and CFO

Financial Results

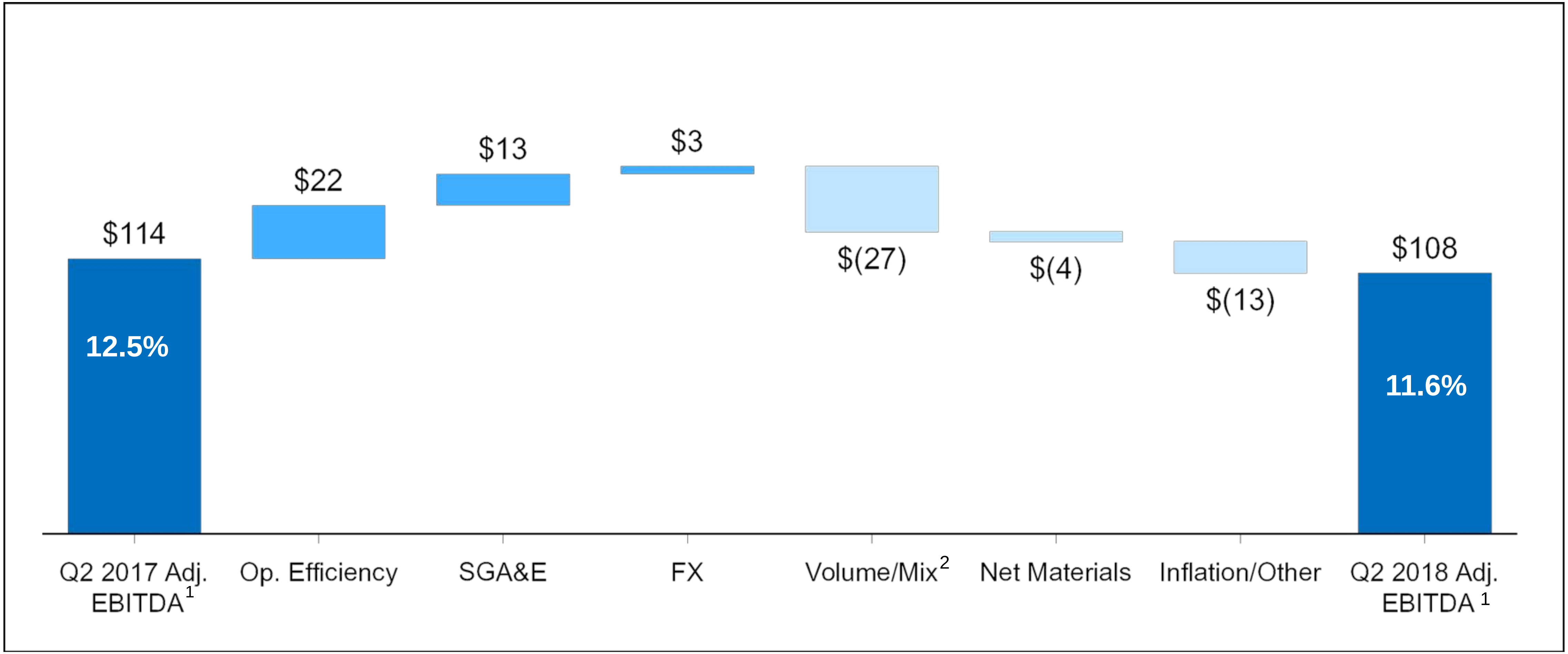
(USD millions, except per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2018	2017 [2]	2018	2017 [2]
Sales	$ 928.3	$ 909.1	$ 1,895.7	$ 1,811.2
Gross Profit	$ 151.4	$ 172.2	$ 322.2	$ 342.2
% Margin	*16.3%*	*18.9%*	*17.0%*	*18.9%*
Adjusted EBITDA[1]	$ 107.9	$ 113.8	$ 230.5	$ 224.8
% Margin	*11.6%*	*12.5%*	*12.2%*	*12.4%*
Net Income	$ 41.9	$ 40.5	$ 98.7	$ 82.2
EPS (Fully diluted)	*$ 2.28*	*$ 2.14*	*$ 5.36*	*$ 4.34*
Adjusted Net Income[1]	$ 50.3	$ 49.0	$ 114.1	$ 104.9
Adjusted EPS (Fully diluted)[1]	*$ 2.74*	*$ 2.60*	*$ 6.19*	*$ 5.54*
CAPEX	$ 38.8	$ 39.9	$ 106.7	$ 98.1
% of Sales	*4.2%*	*4.4%*	*5.6%*	*5.4%*

1 See Appendix for definitions and reconciliation to U.S. GAAP
2 Prior period data have been recast due to the adoption of ASU 2017-07

Second Quarter Adjusted EBITDA Bridge

(USD millions)

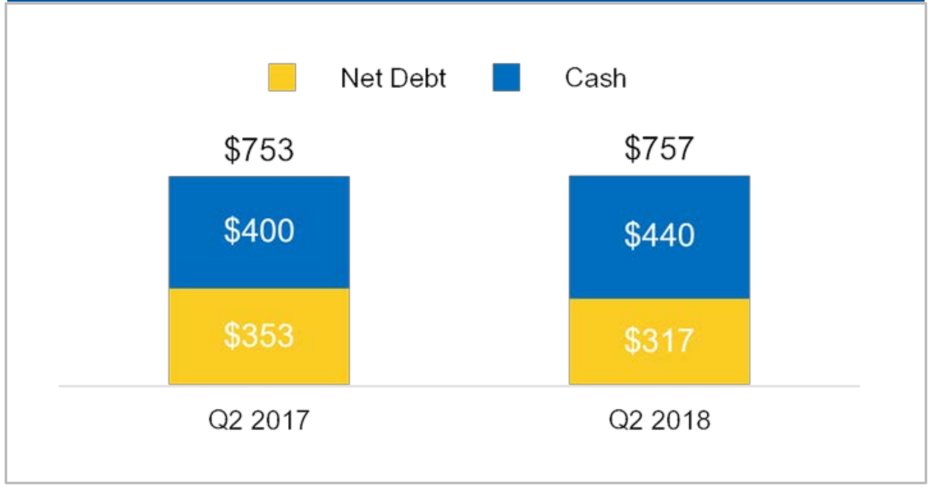


[1] See Appendix for definitions and reconciliation to U.S. GAAP

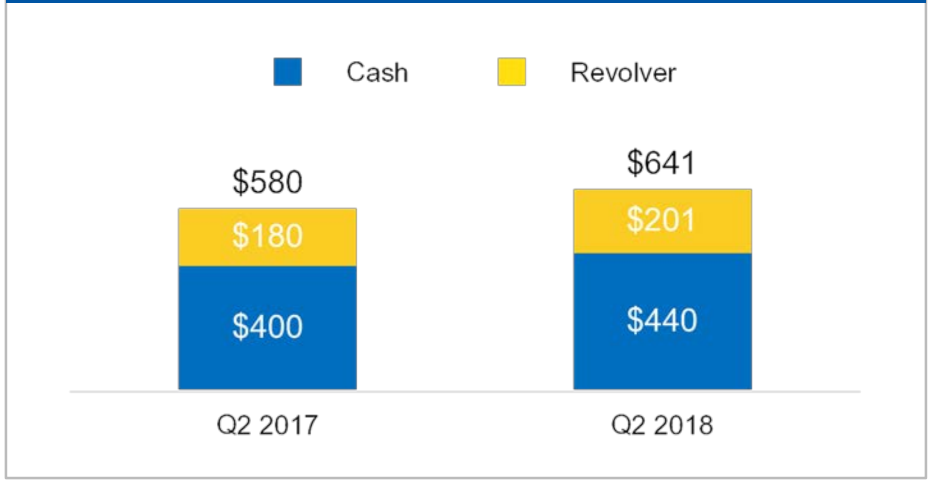
[2] Net of customer price reductions

Continuing Strong Balance Sheet and Credit Profile

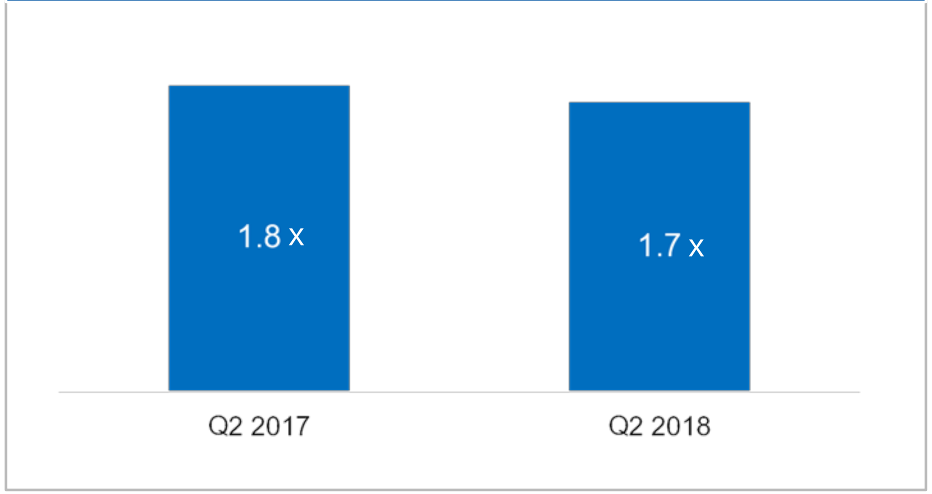
Gross Debt and Net Debt (USD millions)



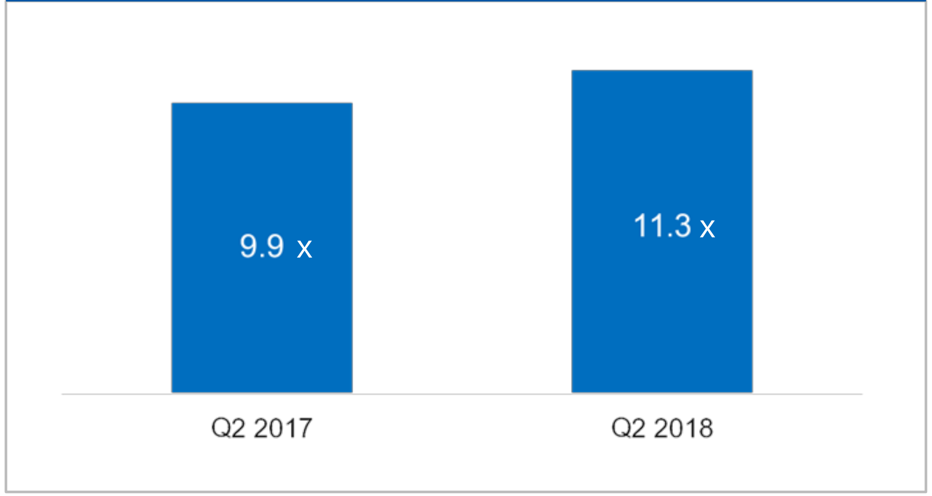
Liquidity Profile (USD millions)



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



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



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

Numbers are subject to rounding

OUTLOOK

Jeff Edwards, Chairman and CEO

Guidance and Key Assumptions

		Previous 2018 Est. (5/1/2018)	Current 2018 Est.
Key Company Measures	Sales	$3.55 - $3.60 billion	$3.60 - $3.70 billion
	Adj. EBITDA Margin[1]	12.7% - 13.3%	12.7% - 13.0%
	Capital Expenditures as a Percent of Sales	5.5% - 5.9%	5.7% - 5.9%
	Cash Restructuring	$25 - $35 million	$35 - $40 million
	Effective Tax Rate	20% - 24%	18% - 22%
Light Vehicle Production[2] (Million Units)	North America	17.2	17.2
	Europe	22.7	22.6
	Greater China	28.6	28.6

1 Adjusted EBITDA Margin is a non-GAAP financial measure. We have not provided a reconciliation of projected adjusted EBITDA margin range to projected net income margin 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 margin range to a comparable US GAAP net income margin range without unreasonable effort

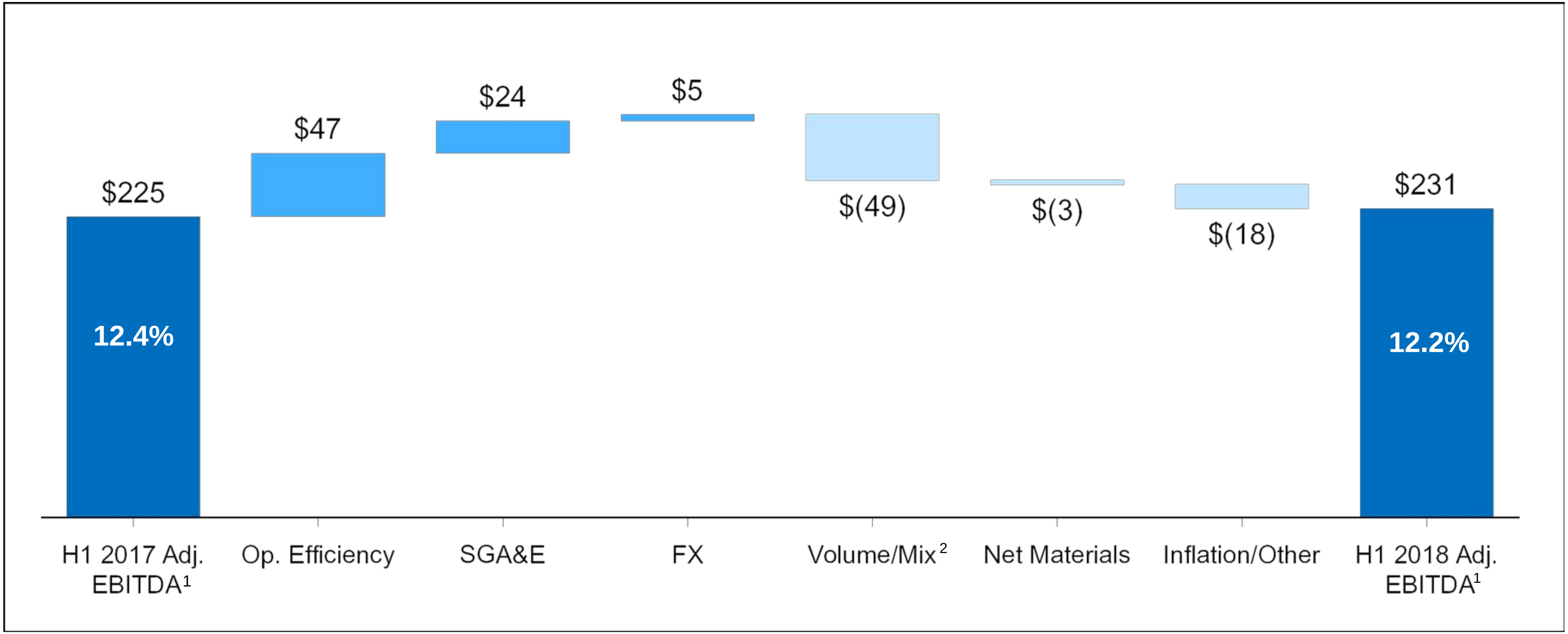
2 Source: IHS

Q & A

APPENDIX

First Half Adjusted EBITDA Bridge

(USD millions)



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

[2] Net of customer price reductions

CooperStandard

Non-GAAP Financial Measures

EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net income, adjusted earnings per share, net debt, organic growth 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 EBITDA margin, adjusted net income, adjusted earnings per share, net debt, organic growth 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 EBITDA margin is defined as adjusted EBITDA divided by sales. 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. Organic growth is defined as year-over-year sales growth excluding the impacts of foreign exchange, acquisitions and divestitures. 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 EBITDA margin, adjusted net income, adjusted earnings per share, net debt, organic growth 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 EBITDA margin, adjusted net income, adjusted earnings per share, net debt, organic growth 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 EBITDA margin, adjusted net income, adjusted earnings per share, net debt, organic growth 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 June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
Net income attributable to Cooper-Standard Holdings Inc.	$ 41,877	$ 40,456	$ 98,669	$ 82,162
Income tax expense	9,130	20,530	21,021	32,420
Interest expense, net of interest income	9,973	10,293	19,773	21,532
Depreciation and amortization	36,914	33,188	73,173	65,045
EBITDA	$ 97,894	$ 104,467	$ 212,636	$ 201,159
Restructuring charges	10,013	8,323	17,138	18,311
Loss on refinancing and extinguishment of debt (1)	—	1,020	770	1,020
Impairment charges (2)	—	—	—	4,270
Adjusted EBITDA	$ 107,907	$ 113,810	$ 230,544	$ 224,760

(1) Loss on refinancing and extinguishment of debt related to the amendment of the Term Loan Facility
(2) Non-cash impairment charges related to fixed assets

Adjusted EBITDA Margin, Financial Ratios

Twelve Months Ended June 30, 2018

(Unaudited, dollar amounts in thousands)

	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Twelve Months Ended June 30, 2018
Net income attributable to Cooper-Standard Holdings Inc.	$ 24,640	$ 28,501	$ 56,792	$ 41,877	$ 151,810
Income tax expense	7,838	34,269	11,891	9,130	63,128
Interest expense, net of interest income	10,256	10,324	9,800	9,973	40,353
Depreciation and amortization	34,368	38,675	36,259	36,914	146,216
EBITDA	**$ 77,102**	**$ 111,769**	**$ 114,742**	**$ 97,894**	**$ 401,507**
Restructuring	9,909	6,917	7,125	10,013	33,964
Impairment charges (1)	—	10,493	—	—	10,493
Settlement charges(2)	5,902	525	—	—	6,427
Foreign tax amnesty program(3)	3,121	1,502	—	—	4,623
Loss on extinguishment of debt(4)	—	—	770	—	770
Adjusted EBITDA	**$ 96,034**	**$ 131,206**	**$ 122,637**	**$ 107,907**	**$ 457,784**
Debt					
Debt payable within one year					$ 34,243
Long-term debt					723,002
Total debt					$ 757,245
Less: cash and cash equivalents					(440,233)
Net debt					**$ 317,012**
Leverage ratio (Total debt/Adjusted EBITDA)					1.7
Net leverage ratio (Net debt/Adjusted EBITDA)					0.7
Interest coverage ratio (Adjusted EBITDA/Interest expense)					11.3
Sales	**$ 869,016**	**$ 937,914**	**$ 967,391**	**$ 928,262**	**$ 3,702,583**
Net income margin (Net income/Sales)	**2.8%**	**3.0%**	**5.9%**	**4.5%**	**4.1%**
Adjusted EBITDA margin (Adjusted EBITDA/Sales)	**11.1%**	**14.0%**	**12.7%**	**11.6%**	**12.4%**

(1) Non-cash impairment charges related to fixed assets
(2) Non-cash settlement charges incurred related to certain of our non-U.S. pension plans
(3) Relates to indirect taxes recorded in cost of products sold
(4) Loss on refinancing and extinguishment of debt related to amendments of the Term Loan Facility

Adjusted Net Income and Adjusted EPS

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
Net income attributable to Cooper-Standard Holdings Inc.	$ 41,877	$ 40,456	$ 98,669	$ 82,162
Restructuring charges	10,013	8,323	17,138	18,311
Loss on refinancing and extinguishment of debt (1)	—	1,020	770	1,020
Impairment charges (2)	—	—	—	4,270
Tax impact of adjusting items (3)	(1,595)	(780)	(2,496)	(875)
Adjusted net income	$ 50,295	$ 49,019	$ 114,081	$ 104,888
Weighted average shares outstanding				
Basic	18,000,579	17,863,203	17,996,058	17,803,430
Diluted	18,371,775	18,865,967	18,419,952	18,919,591
Earnings per share:				
Basic	$ 2.33	$ 2.26	$ 5.48	$ 4.61
Diluted	$ 2.28	$ 2.14	$ 5.36	$ 4.34
Adjusted earnings per share:				
Basic	$ 2.79	$ 2.74	$ 6.34	$ 5.89
Diluted	$ 2.74	$ 2.60	$ 6.19	$ 5.54

(1) Loss on refinancing and extinguishment of debt related to the amendment of the Term Loan Facility
(2) Non-cash impairment charges related to fixed assets
(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

Free Cash Flow

(Unaudited, dollar amounts in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2018	2017[1]	2018	2017[1]
Net cash provided by operating activities	$ 108,867	$ 61,012	$ 98,311	$ 64,701
Capital expenditures	(38,841)	(39,879)	(106,699)	(98,149)
Free cash flow	$ 70,026	$ 21,133	$ (8,388)	$ (33,448)

[1] Certain amounts have been recast due to the adoption of ASU 2016-18

CooperStandard