



# Creating Sustainable Solutions *TOGETHER*

Second Quarter 2022 Earnings Presentation

August 5, 2022



# Agenda

- 1. Introduction**  
Roger Hendriksen | Director, Investor Relations
- 2. Second Quarter Summary**  
Jeff Edwards | Chairman and Chief Executive Officer
- 3. Financial Overview**  
Jon Banas | Executive VP and Chief Financial Officer
- 4. Full-year Guidance and Strategic Outlook**  
Jeff Edwards
- 5. 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: Volatility or decline of the Company’s stock price, or absence of stock price appreciation; impacts, including commodity cost increases and disruptions related to the war in Ukraine and the current COVID-related lockdowns in China; our ability to offset the adverse impact of higher commodity and other costs through negotiations with our customers; the impact, and expected continued impact, of the COVID-19 outbreak on our financial condition and results of operations; significant risks to our liquidity presented by the COVID-19 pandemic risk; 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 our diversification strategy through our Advanced Technology Group; 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 and variable rates of interest; 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 and regulatory proceedings, claims or investigations against us; work stoppages or other labor disruptions; the ability of our intellectual property to withstand legal challenges; cyber-attacks, data privacy concerns, other disruptions in, or the inability to implement upgrades to, our information technology systems; the possible volatility of our annual effective tax rate; the possibility of a failure to maintain effective controls and procedures; the possibility of future impairment charges to our goodwill and long-lived assets; our ability to identify, attract, develop and retain a skilled, engaged and diverse workforce; our ability to procure insurance at reasonable rates; and our dependence on our subsidiaries for cash to satisfy our obligations; and other risks and uncertainties, including those detailed from time to time in our periodic reports filed with the securities and exchange commission.

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.

# | Second Quarter Summary

Jeff Edwards, Chairman and CEO

# Q2 2022 Highlights

Continuing Strong Operating Performance, Markets Showing Early Signs of Recovery

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**97%**

**World-class Quality**  
Green Customer Scorecards

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**97%**

**World-class Service**  
Green Launch Scorecards

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**0.31**

**World-class Safety**  
Total Incident Rate (TIR)

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**\$21m**

**Manufacturing/Purchasing**  
Lean Savings

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**\$4m**

**Reduced Overhead**  
Lower SGA&E Expense

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**\$2m**

**Strategic Initiative Impacts**  
Restructuring Savings

# Cost Recovery and Indexing Update



## Customer Initiatives

- Expanded commercial agreements with customers to address current and potential future inflation impacts; expected to increase the percentage of recovery of incremental material costs above historical range of 40% – 60%
  - Index-based agreements
  - Negotiated price adjustments
  - Delayed/reduced/eliminated LTA price impacts
  - Reduced "quick savings"
- Expanded index-based contracts to cover a significant majority of revenue base
  - Now covering both oil-based materials and metals
  - Provide for some retroactive recovery
  - Expected to significantly reduce cost volatility going forward
  - Timing of recoveries weighted to 2H 2022 due to contract effective dates
- Continuing pursuit of additional recovery claims in-line with cost increases and market challenges going forward

# Innovations Garner Recognition, Drive Opportunity

Fortrex™ Named Top Product by Environment + Energy Leader Awards



## Advantaged Carbon Footprint

- Up to a 53% Reduction in Total Life Cycle Global Warming Potential vs. Traditional Materials



## Environmentally Friendly

- Best-in-class CED / AP / GWP & POCP
- Plasticizer Free
- Low VOC's
- No Nitrosamine

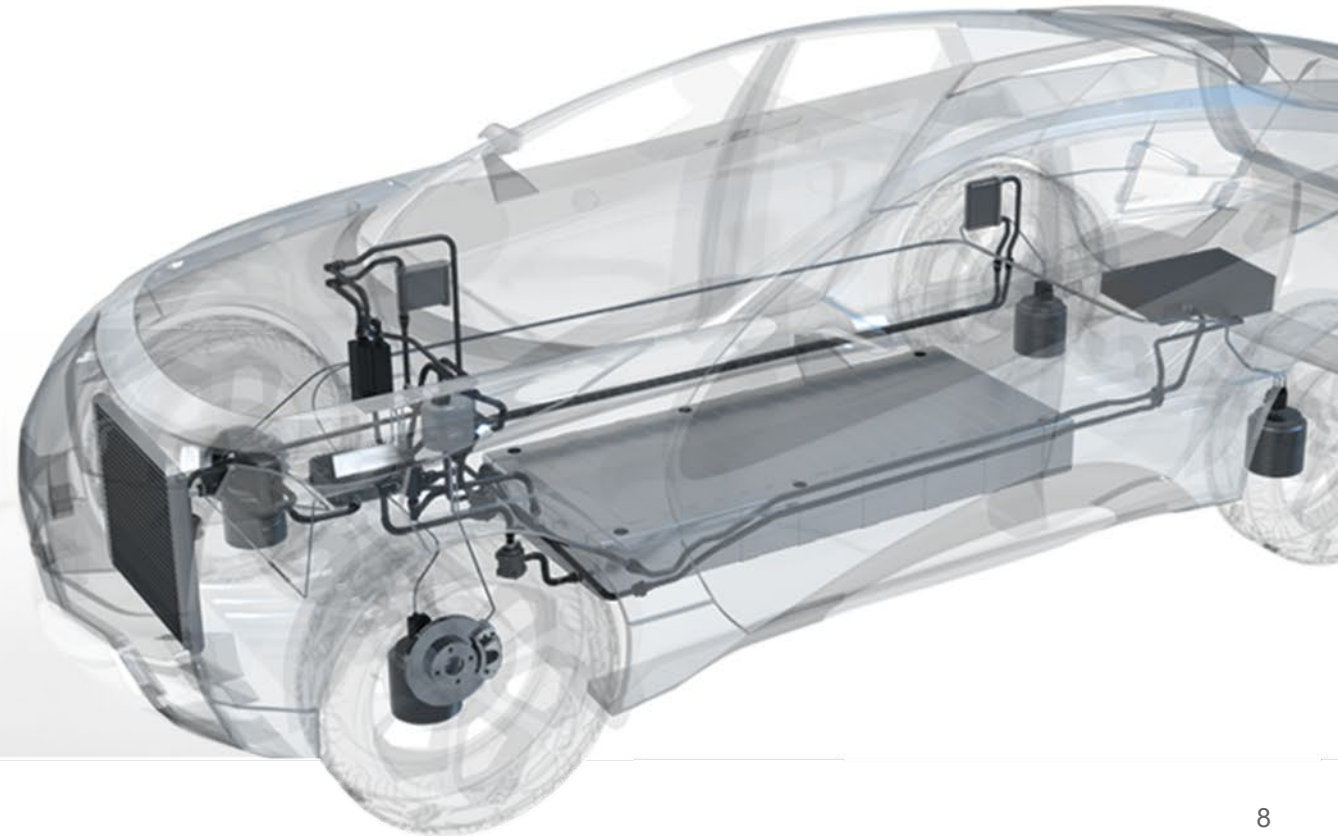


## Significantly Lighter Weight

- 30%+ Mass Reduction vs. EPDM
- 10%+ Mass Reduction vs. TPV

# Innovating Advanced Fluid Handling Solutions for the Future of Mobility

- Robust connector portfolio covers diverse customer requirements
- PlastiCool® flexible lightweight tubing portfolio available in various shapes, sizes and temperature ranges
- Advancing progress on strategic plan to expand dynamic fluid control technologies





# Financial Overview

Jon Banas, Executive VP and CFO

# Financial Results

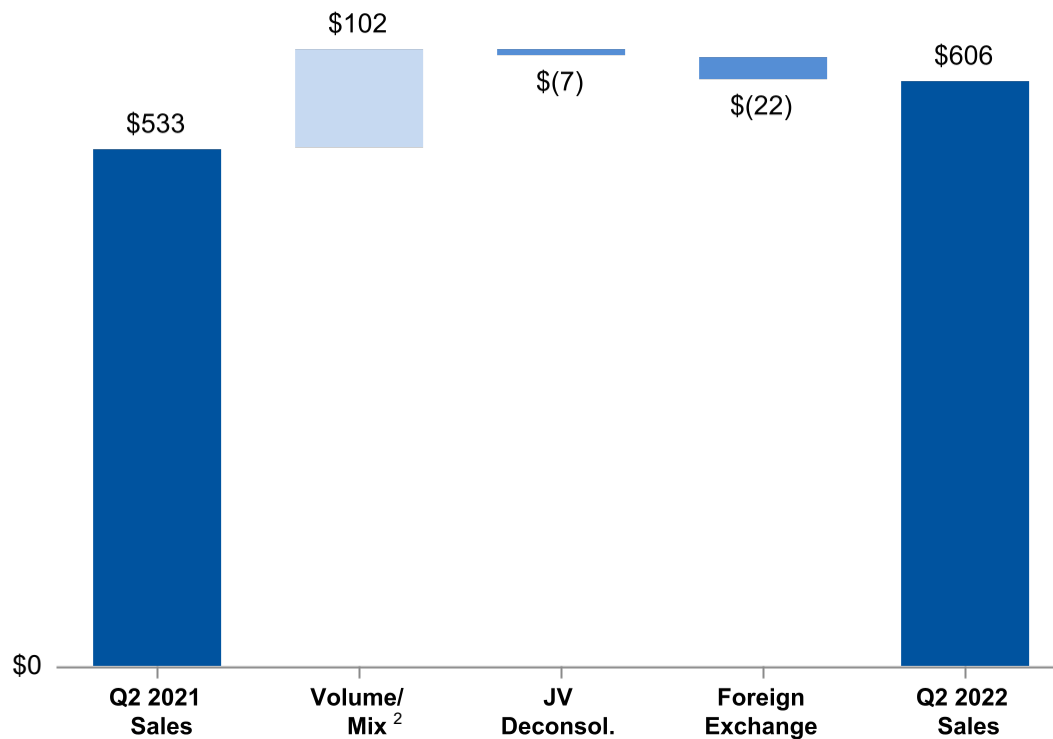
(USD millions, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Sales	\$ 605.9	\$ 533.2	\$ 1,218.9	\$ 1,202.2
Gross Profit (Loss)	\$ 15.4	\$ (0.9)	\$ 36.9	\$ 67.4
<i>% Margin</i>	<i>2.5 %</i>	<i>(0.2)%</i>	<i>3.0 %</i>	<i>5.6 %</i>
Adjusted EBITDA <sup>1</sup>	\$ (10.4)	\$ (14.7)	\$ (10.2)	\$ 23.8
<i>% Margin<sup>1</sup></i>	<i>(1.7)%</i>	<i>(2.8)%</i>	<i>(0.8)%</i>	<i>2.0 %</i>
Income Tax Expense/(Benefit)	\$ 2.0	\$ (17.5)	\$ 2.7	\$ (16.5)
<i>Effective Tax Rate %</i>	<i>(6.2)%</i>	<i>21.3 %</i>	<i>(2.8)%</i>	<i>14.3 %</i>
Net Loss	\$ (33.2)	\$ (63.6)	\$ (94.6)	\$ (97.5)
<i>EPS (Fully diluted)</i>	<i>\$ (1.93)</i>	<i>\$ (3.73)</i>	<i>\$ (5.51)</i>	<i>\$ (5.74)</i>
Adjusted Net Loss <sup>1</sup>	\$ (58.5)	\$ (51.1)	\$ (109.9)	\$ (65.6)
<i>Adjusted EPS (Fully diluted)<sup>1</sup></i>	<i>\$ (3.40)</i>	<i>\$ (3.00)</i>	<i>\$ (6.40)</i>	<i>\$ (3.86)</i>
CAPEX	\$ 12.0	\$ 17.0	\$ 44.3	\$ 55.6
<i>% of Sales</i>	<i>2.0 %</i>	<i>3.2 %</i>	<i>3.6 %</i>	<i>4.6 %</i>

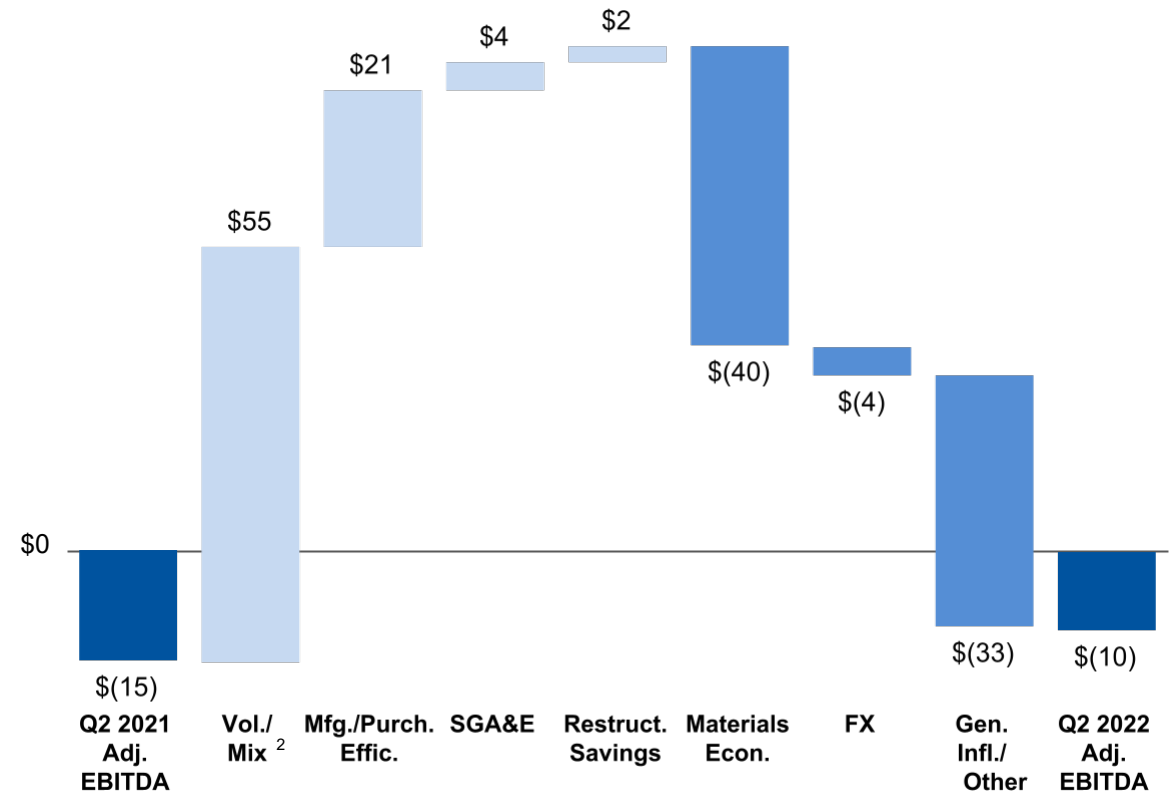
# Q2 2022 Bridge Analysis

(USD millions)

## Sales



## Adjusted EBITDA<sup>1</sup>



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

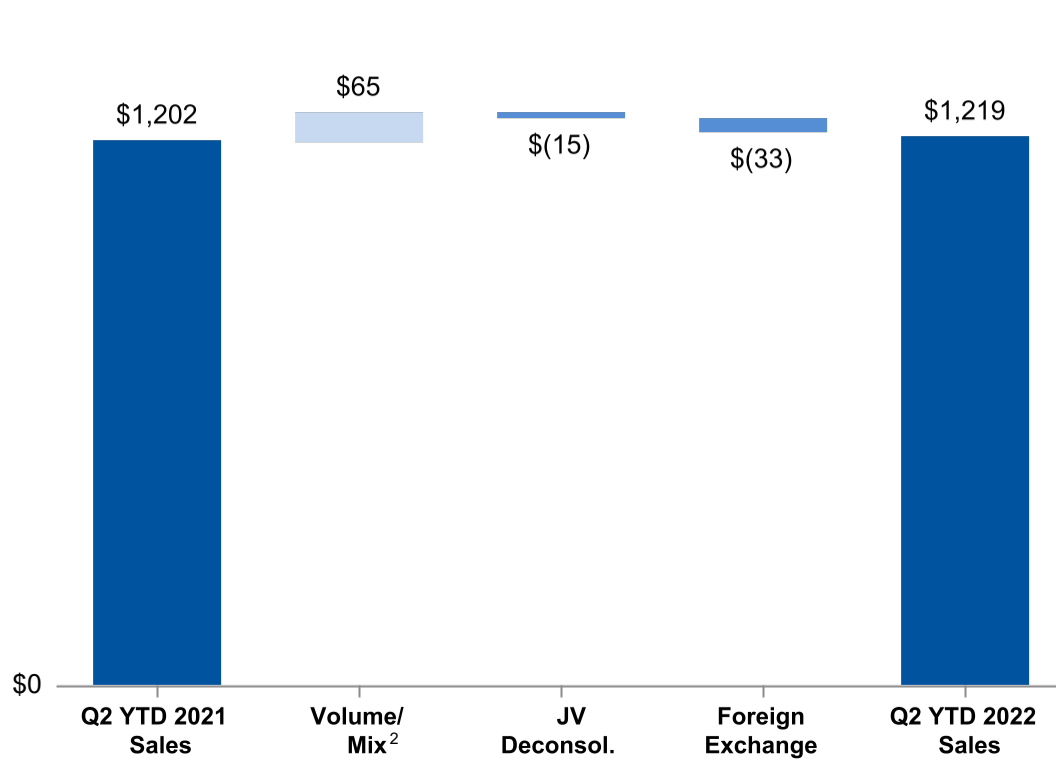
<sup>2</sup> Net of customer price adjustments. Includes impact of material cost recoveries.

Totals may not add due to rounding

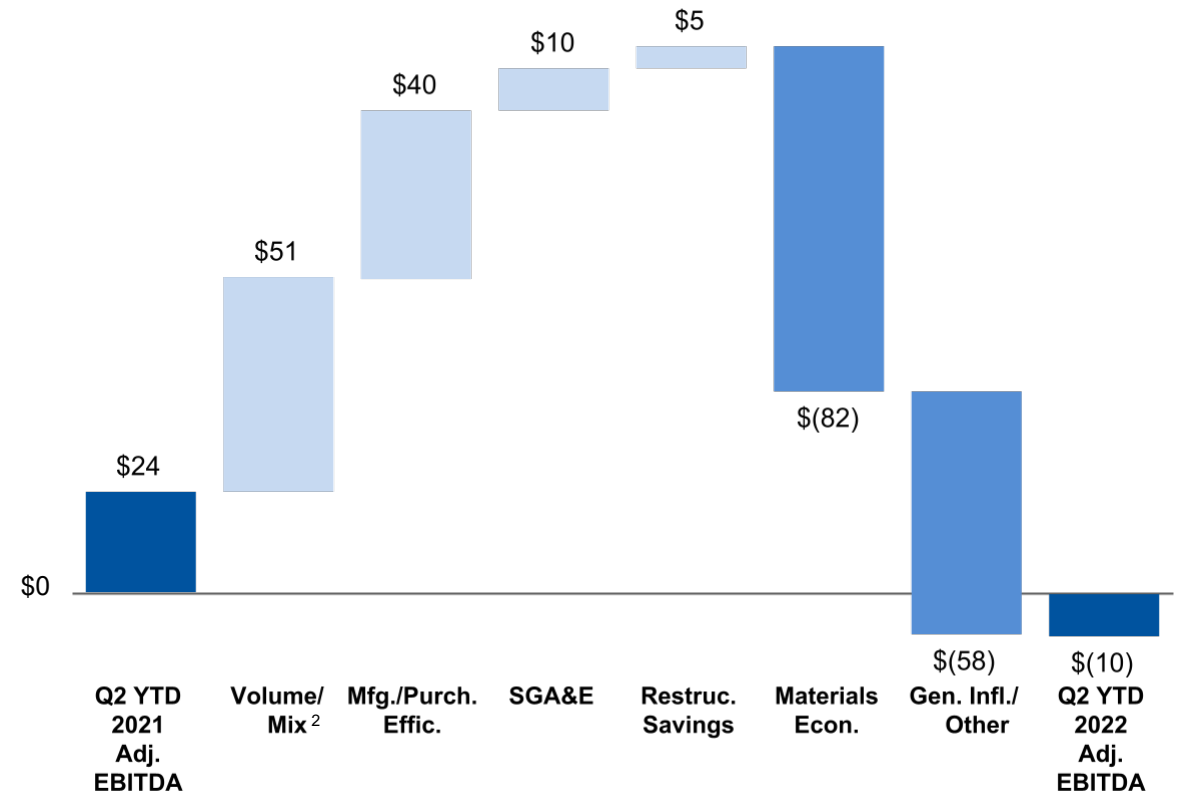
# Q2 2022 YTD Bridge Analysis

(USD millions)

## Sales



## Adjusted EBITDA<sup>1</sup>



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

<sup>2</sup> Net of customer price adjustments. Includes impact of material cost recoveries.

Totals may not add due to rounding

# Continuing Solid Liquidity

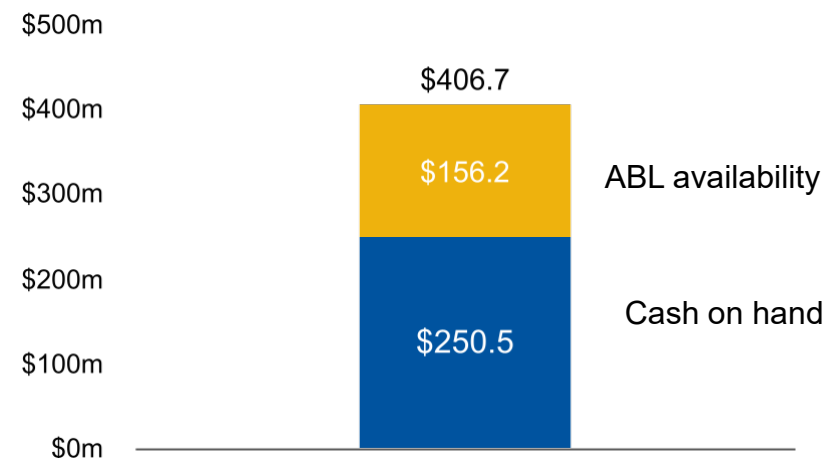
## Free Cash Flow<sup>1</sup>

(millions)

	Three Months Ended June 30,	
	2022	2021
Net cash provided by(used in) operating activities	\$ 12.0	\$ (53.7)
Capital expenditures	(12.0)	(17.0)
Free cash flow	\$ —	\$ (70.6)

## Liquidity - June 30, 2022

(millions)



**Current Liquidity Remains More Than Sufficient to Support Operations and Strategic Initiatives**

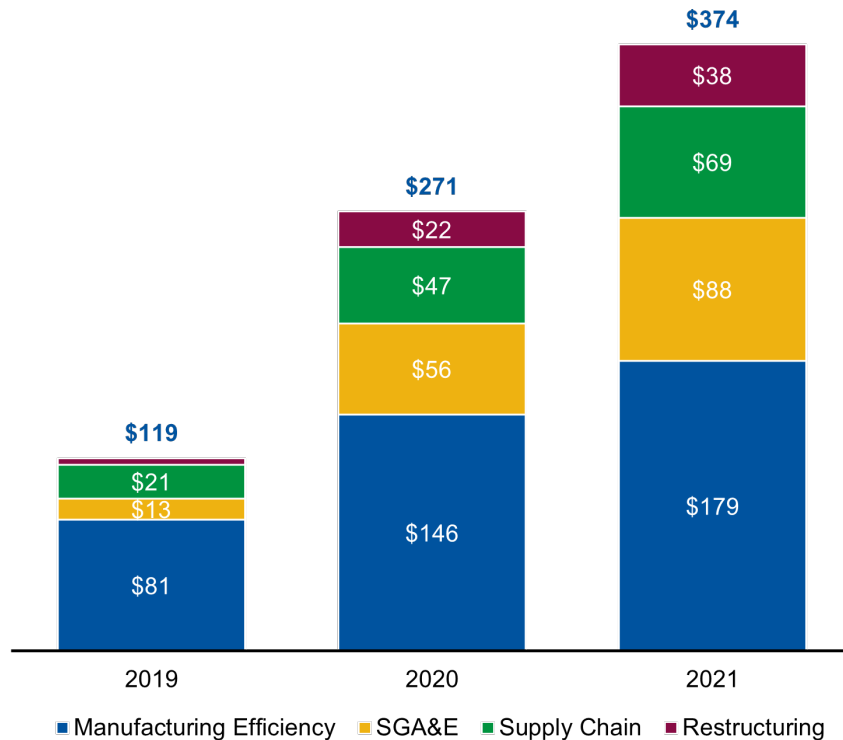
# | Full-year Guidance and Strategic Outlook

Jeff Edwards, Chairman and CEO

# Continued Focus on Cost and Improved Efficiency

## Cumulative Cost-Saving Impact to Adjusted EBITDA (2019-2021)

Over \$100 Million in Savings Achieved Per Annum



## 2022 and Ongoing Cost Optimization Initiatives



### Complete targeted European plant restructuring initiatives

Right sizing select facilities and revenues (2022-2023)



### Process rationalization of European FBD operations

Consolidate EZn and MagAlloy® coating process into focused facilities (2022)



### Further global overhead and SGA&E rationalization

Targeting 15% reduction in above the plant labor costs (2022-2023)



### Continue lean manufacturing initiatives

Improving manufacturing efficiency  
VAVE and other cost reduction (ongoing)



### Maintain laser focus on overall fixed costs controls

Capital, structure, spending (ongoing)

# 2022 Full-year Guidance Update

		2022 Initial Guidance	2022 Current Guidance <sup>1</sup>	3 Year Strategic Targets
Key Company Measures	Sales	\$2.6 - \$2.8 billion	\$2.5 - \$2.7 billion	
	Adj. EBITDA <sup>2</sup>	\$50 - \$60 million	\$50 - \$60 million	SGA&E: < 9%
	Capital Expenditures	\$90 - \$100 million	\$85 - \$95 million	Adj. EBITDA: > 10%
	Cash Restructuring	\$20 - \$30 million	\$20 - \$30 million	CAPEX: < 5%
	Cash Taxes	\$(30) - \$(40) million	\$(50) - \$(55) million	ROIC: > 10%
Light Vehicle Production Assumptions (million units)	North America	15.2	14.7	
	Europe	18.5	16.5	
	Greater China	24.7	24.5	

<sup>1</sup>Guidance is representative of management's estimates and expectations as of the date it is published. Current guidance as presented in this document considers June 2022 IHS Markit production forecasts for relevant light vehicle platforms and models, customers' planned production schedules and other internal assumptions.

<sup>2</sup>Adjusted EBITDA is a non-GAAP financial measure. The Company has not provided a reconciliation of projected adjusted EBITDA to projected net income 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, the Company cannot reconcile projected adjusted EBITDA to U.S. GAAP net income without unreasonable effort.



# I Q & A

# I Appendix

# Non-GAAP Financial Measures

EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net (loss) income, adjusted (loss) 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 EBITDA margin, adjusted net (loss) income, adjusted (loss) 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 loss 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 as a percentage of sales. Adjusted net (loss) income is defined as net (loss) 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 (loss) earnings per share is defined as adjusted net (loss) earnings 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 EBITDA margin, adjusted net (loss) income, adjusted (loss) earnings per share, net debt and free cash flow as supplements to, and not as alternatives for, net (loss) income, operating (loss) earnings, 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 (loss) income, adjusted (loss) 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 EBITDA margin, adjusted net (loss) income, adjusted (loss) 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 (loss) 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 (loss) 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 EBITDA margin, adjusted net (loss) income, adjusted (loss) earnings per share, net debt 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,	
	2022	2021	2022	2021
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (33,247)	\$ (63,611)	\$ (94,607)	\$ (97,475)
Income tax expense (benefit)	2,005	(17,459)	2,657	(16,523)
Interest expense, net of interest income	18,454	18,125	36,631	35,909
Depreciation and amortization	31,412	35,444	63,545	68,972
EBITDA	\$ 18,624	\$ (27,501)	\$ 8,226	\$ (9,117)
Restructuring charges	3,482	11,631	11,313	32,678
Deconsolidation of joint venture <sup>(1)</sup>	—	—	2,257	—
Impairment charges <sup>(2)</sup>	3	841	458	841
Loss (gain) on sale of business, net <sup>(3)</sup>	—	195	—	(696)
Gain on sale of fixed assets, net <sup>(4)</sup>	(33,391)	—	(33,391)	—
Lease termination costs <sup>(5)</sup>	—	108	—	108
Indirect tax adjustments <sup>(6)</sup>	908	—	908	—
Adjusted EBITDA	\$ (10,374)	\$ (14,726)	\$ (10,229)	\$ 23,814
Sales	\$ 605,917	\$ 533,185	\$ 1,218,901	\$ 1,202,152
Net loss margin (Net loss/sales)	(5.5)%	(11.9)%	(7.8)%	(8.1)%
Adjusted EBITDA margin (adjusted EBITDA/sales)	(1.7)%	(2.8)%	(0.8)%	2.0 %

1. Loss attributable to deconsolidation of a joint venture in the Asia Pacific region, which required adjustment to fair value.
2. Non-cash impairment charges in 2022 and 2021 related to idle assets in Europe.
3. During 2021, we recorded subsequent adjustments to the net gain on sale of business, which related to the 2020 divestiture of our European rubber fluid transfer and specialty sealing businesses, as well as its Indian operations.
4. In the first quarter of 2022, the Company signed a sale-leaseback agreement on one of its European facilities, and a gain was recognized in the second quarter of 2022.
5. Lease termination costs no longer recorded as restructuring charges in accordance with ASC 842.
6. Impact of prior period indirect tax adjustments.

# Adjusted Net Loss and Adjusted EPS

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (33,247)	\$ (63,611)	\$ (94,607)	\$ (97,475)
Restructuring charges	3,482	11,631	11,313	32,678
Deconsolidation of joint venture <sup>(1)</sup>	—	—	2,257	—
Impairment charges <sup>(2)</sup>	3	841	458	841
Loss (gain) on sale of business, net <sup>(3)</sup>	—	195	—	(696)
Gain on sale of fixed assets, net <sup>(4)</sup>	(33,391)	—	(33,391)	—
Lease termination costs <sup>(5)</sup>	—	108	—	108
Indirect tax adjustments <sup>(6)</sup>	908	—	908	—
Tax impact of adjusting items <sup>(7)</sup>	3,768	(269)	3,184	(1,044)
Adjusted net loss	\$ (58,477)	\$ (51,105)	\$ (109,878)	\$ (65,588)
Weighted average shares outstanding:				
Basic	17,189,128	17,031,113	17,162,915	16,991,372
Diluted	17,189,128	17,031,113	17,162,915	16,991,372
Loss per share:				
Basic	\$ (1.93)	\$ (3.73)	\$ (5.51)	\$ (5.74)
Diluted	\$ (1.93)	\$ (3.73)	\$ (5.51)	\$ (5.74)
Adjusted loss per share:				
Basic	\$ (3.40)	\$ (3.00)	\$ (6.40)	\$ (3.86)
Diluted	\$ (3.40)	\$ (3.00)	\$ (6.40)	\$ (3.86)

1. Loss attributable to deconsolidation of a joint venture in the Asia Pacific region, which required adjustment to fair value.
2. Non-cash impairment charges in 2022 and 2021 related to idle assets in Europe.
3. During 2021, we recorded subsequent adjustments to the net gain on sale of business, which related to the 2020 divestiture of our European rubber fluid transfer and specialty sealing businesses, as well as its Indian operations.
4. In the first quarter of 2022, the Company signed a sale-leaseback agreement on one of its European facilities, and a gain was recognized in the second quarter of 2022.
5. Lease termination costs no longer recorded as restructuring charges in accordance with ASC 842.
6. Impact of prior period indirect tax adjustments.
7. 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 and other discrete tax expense.

# Adjusted EBITDA Margin, Financial Ratios

Twelve Months Ended June 30, 2022

(Unaudited, dollar amounts in thousands)

					Twelve Months Ended	
	Q3 2021	Q4 2021	Q1 2022	Q2 2022	June 30, 2022	
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (123,173)	\$ (102,187)	\$ (61,360)	\$ (33,247)	\$ (319,967)	
Income tax expense (benefit)	32,121	23,794	652	2,005	58,572	
Interest expense, net of interest income	18,243	18,359	18,177	18,454	73,233	
Depreciation and amortization	36,049	33,987	32,133	31,412	133,581	
<b>EBITDA</b>	<b>\$ (36,760)</b>	<b>\$ (26,047)</b>	<b>\$ (10,398)</b>	<b>\$ 18,624</b>	<b>\$ (54,581)</b>	
Restructuring <sup>(1)</sup>	1,573	2,699	7,831	3,482	15,585	
Gain on sale of fixed assets <sup>(2)</sup>	—	—	—	(33,391)	(33,391)	
Impairment charges <sup>(3)</sup>	1,006	23,762	455	3	25,226	
Lease termination costs <sup>(4)</sup>	322	318	—	—	640	
Settlement charges <sup>(5)</sup>	—	1,279	—	—	1,279	
Deconsolidation of joint venture <sup>(6)</sup>	—	—	2,257	—	2,257	
Indirect tax adjustments <sup>(7)</sup>	—	—	—	908	908	
<b>Adjusted EBITDA</b>	<b>\$ (33,859)</b>	<b>\$ 2,011</b>	<b>\$ 145</b>	<b>\$ (10,374)</b>	<b>\$ (42,077)</b>	
<b>Debt</b>						
Debt payable within one year						\$ 51,016
Long-term debt						979,227
<b>Total debt</b>						<b>\$ 1,030,243</b>
Less: cash and cash equivalents						250,458
<b>Net debt</b>						<b>\$ 779,785</b>
<b>Leverage ratio (Total debt/TTM Adjusted EBITDA)</b>						<b>(24.5)</b>
<b>Net leverage ratio (Net debt/TTM Adjusted EBITDA)</b>						<b>(18.5)</b>
<b>Interest coverage ratio (Adjusted EBITDA/Interest expense)</b>						<b>(0.6)</b>
<b>Sales</b>	<b>\$ 526,690</b>	<b>\$ 601,349</b>	<b>\$ 612,984</b>	<b>\$ 605,917</b>	<b>\$ 2,346,940</b>	
<b>Net loss margin (Net loss/Sales)</b>	<b>(23.4)</b>	<b>% (17.0)</b>	<b>% (10.0)</b>	<b>% (5.5)</b>	<b>% (13.6)</b>	<b>%</b>
<b>Adjusted EBITDA margin (Adjusted EBITDA/Sales)</b>	<b>(6.4)</b>	<b>%</b>	<b>0.3 %</b>	<b>— % (1.7)</b>	<b>% (1.8)</b>	<b>%</b>

1. Includes non-cash impairment charges related to restructuring.
2. In the first quarter of 2022, the Company signed a sale-leaseback agreement on one of its European facilities, and a gain was recognized in the second quarter of 2022.
3. Non-cash impairment charges related to fixed assets, net of portion attributable to noncontrolling interests.
4. Lease termination costs no longer recorded as restructuring charges in accordance with ASC 842.
5. Non-cash pension settlement charges and administrative fees incurred related to certain of our U.S. and non-U.S. pension plans.
6. Loss attributable to deconsolidation of a joint venture in the Asia Pacific region, which required adjustment to fair value.
7. Impact of prior period indirect tax adjustments.

# Free Cash Flow

(Unaudited, dollar amounts in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Net cash provided by (used in) operating activities	\$ 11,978	\$ (53,650)	\$ (235)	\$ (60,734)
Capital expenditures	(11,964)	(16,982)	(44,278)	(55,599)
Free cash flow	\$ 14	\$ (70,632)	\$ (44,513)	\$ (116,333)