CooperStandard

Driving Value Through Culture, Innovation and Results

FOURTH QUARTER AND FULL YEAR 2017
EARNINGS PRESENTATION

February 16, 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

Fourth Quarter 2017 Highlights

$938m
Record Q4 Sales
+7.1% vs Q4 2016

$131m
Adjusted EBITDA[1]
+26.4% vs Q4 2016

43%
Improved Safety TIR
vs. 2016 Full-year Rate

42
New Program Launches
24 on Global Platforms

$108m
Net New Business[2] Awards
Significant Wins in all Key Regions

$45m
Innovation Product Awards
1 New Fortrex™ Award

[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.

Full-year 2017 Highlights

$452m
Adjusted EBITDA[1]
+8.5% vs 2016

169
New Program Launches
112 on Global Platforms

$453m
Net New Business[2] Awards
Significant Wins in all Key Regions

41%
Improved Safety TIR
vs. 2016 Full-year Rate

25
Perfect Safety Performance
Plants with Zero Injuries in 2017

74
Charities Served
>10,000 Employee Volunteer Hours

[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.

Delivering Breakthrough Innovations to the Market

Q4 2017
Annual Booked Business

$45m
Innovation Products[1]

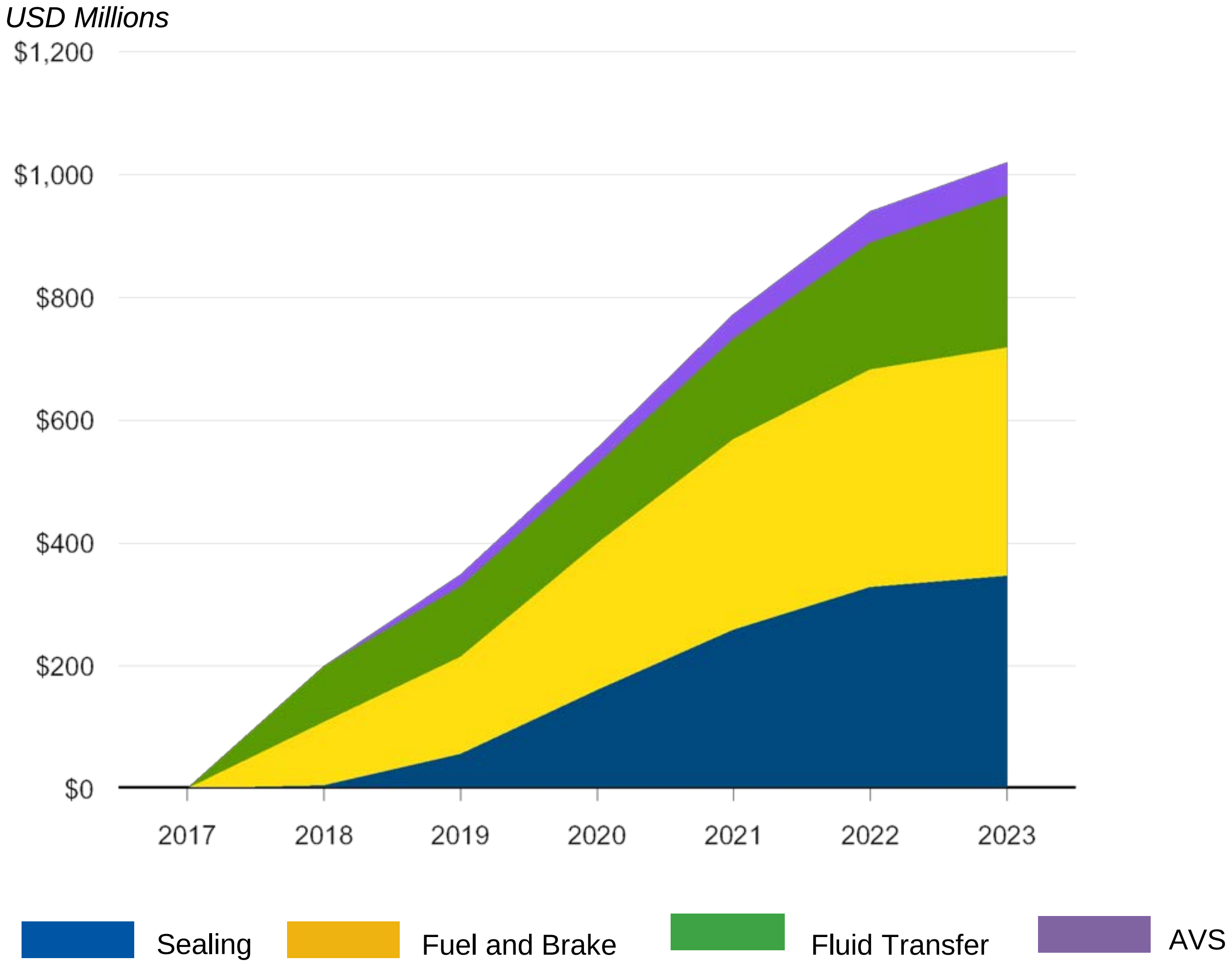
Full Year 2017
Annual Booked Business

$220m
Innovation Products[1]

Since Q1 2016
Annual Booked Business

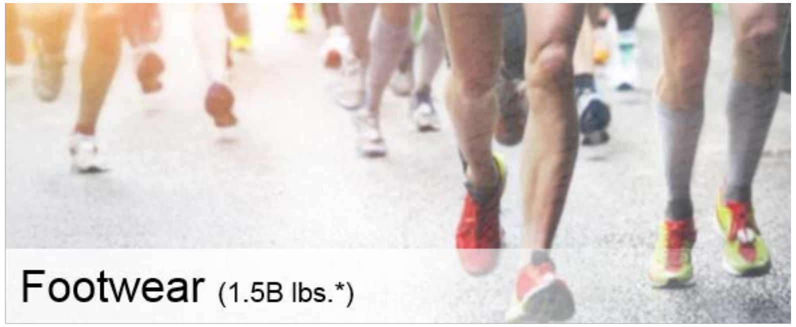
$464m
Innovation Products[1]

Projected Innovation Revenue[2]



[1] Commercialized innovation products include: MagAlloy™, ArmorHose™, ArmorHose™ TPV, Gen III Posi-Lock™, TP Microdense, Fortrex™ and Dynafib
Includes new and replacement business.
[2] Estimates based on current management projections, IHS production estimates

Advanced Technology Group



- **New group president appointed**
- **Sales under first license agreement expected to begin in Q3 2018**

- Term-sheet negotiations/proposals underway with 8 additional potential partners
- Exploring additional markets via material compounders

* Source: The Freedonia Group, Company Estimates

FINANCIAL OVERVIEW

Jon Banas, Executive VP and CFO

Financial Results

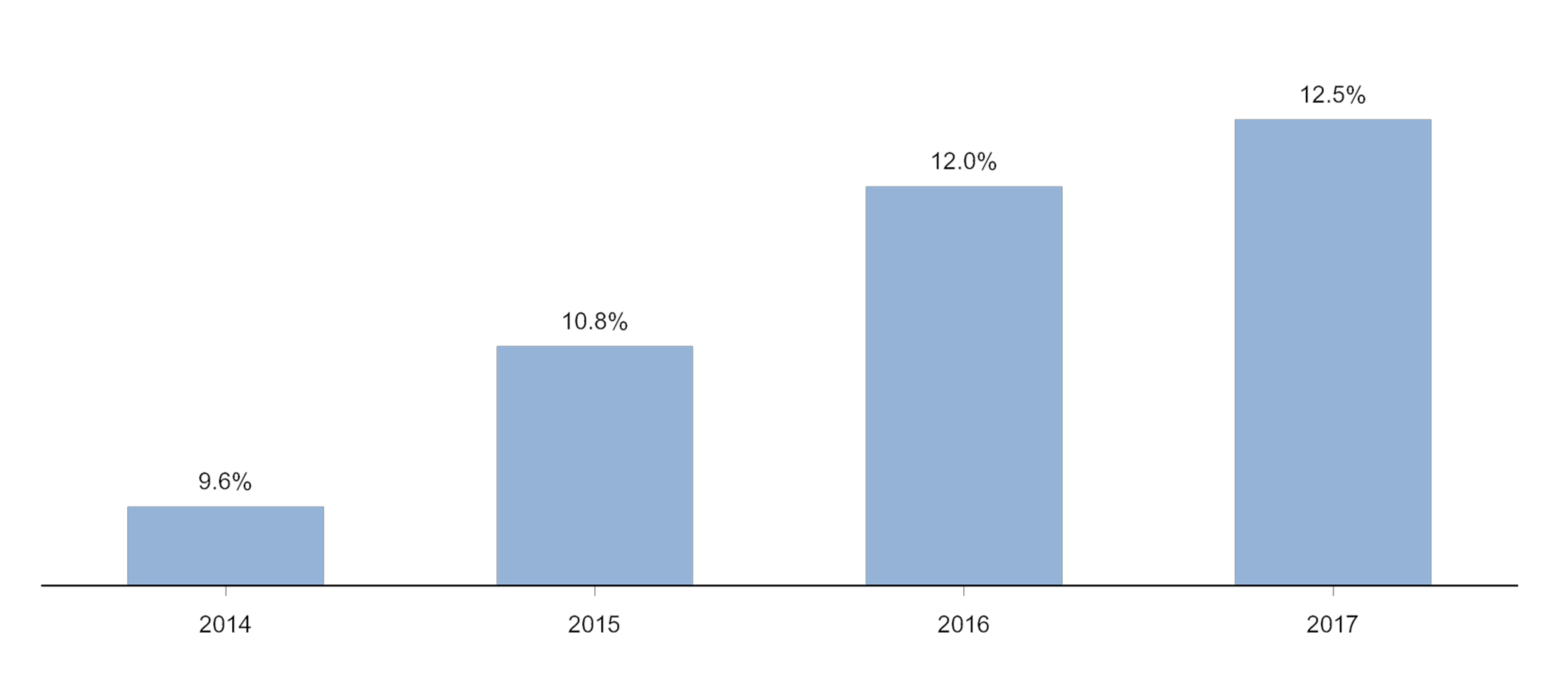
(USD millions, except per share amounts)

	Fourth Quarter		Twelve Months Ended	
	2017	2016	2017	2016
Sales	$ 937.9	$ 875.4	$ 3,618.1	$ 3,472.9
Gross Profit	$ 178.1	$ 168.4	$ 671.3	$ 664.8
% Margin	*19.0%*	*19.2%*	*18.6%*	*19.1%*
Adjusted EBITDA[1]	$ 131.2	$ 103.8	$ 452.0	$ 416.7
% Margin	*14.0%*	*11.9%*	*12.5%*	*12.0%*
Net Income	$ 28.5	$ 31.1	$ 135.3	$ 139.0
EPS (Fully diluted)	*$ 1.53*	*$ 1.65*	*$ 7.21*	*$ 7.42*
Adjusted Net Income[1]	$ 63.6	$ 48.1	$ 208.0	$ 194.9
Adjusted EPS (Fully diluted)[1]	*$ 3.42*	*$ 2.56*	*$ 11.08*	*$ 10.41*
CAPEX	$ 49.3	$ 47.6	$ 186.8	$ 164.4
% of Sales	*5.3%*	*5.4%*	*5.2%*	*4.7%*

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

Consistent Margin Expansion

Adjusted EBITDA Margin[1]



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

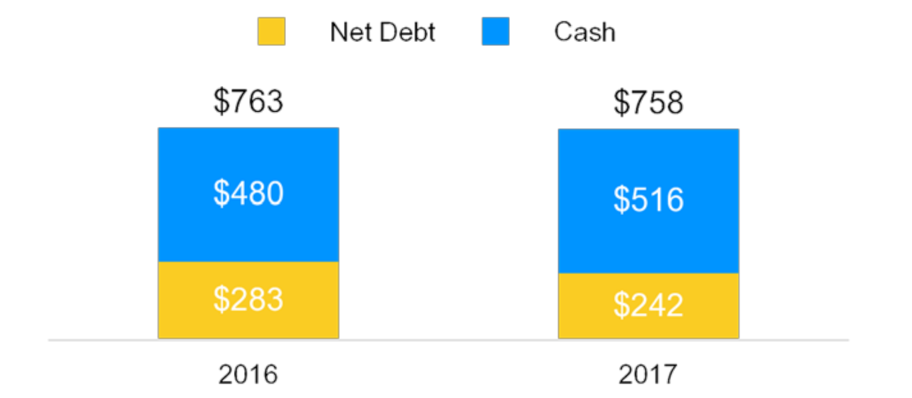
Impact of New U.S. Tax Legislation

2017 Actual Results	2018 Outlook

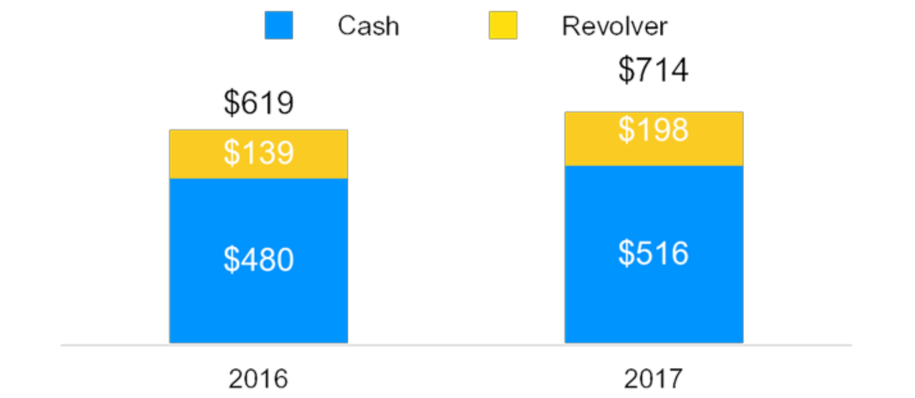
• $32.5 million charge for one-time transition tax (payable over 8 years)
 	
• $1.0 million charge for restatement of deferred tax assets
 	
• Impact of $(1.80) per diluted share in Q4
	• Effective tax rate (ETR) favorably impacted by:
	  ◦ Reduced US tax rate to 21%
	  ◦ Asset expensing
	• ETR negatively impacted by:
	  ◦ Executive comp. deduction limits
	  ◦ Domestic production deduction repeal
	  ◦ Foreign related provisions
	
	Net Positive Impact to Full-year ETR
	~$50 million to be repatriated from Canada

Strong Balance Sheet and Credit Profile

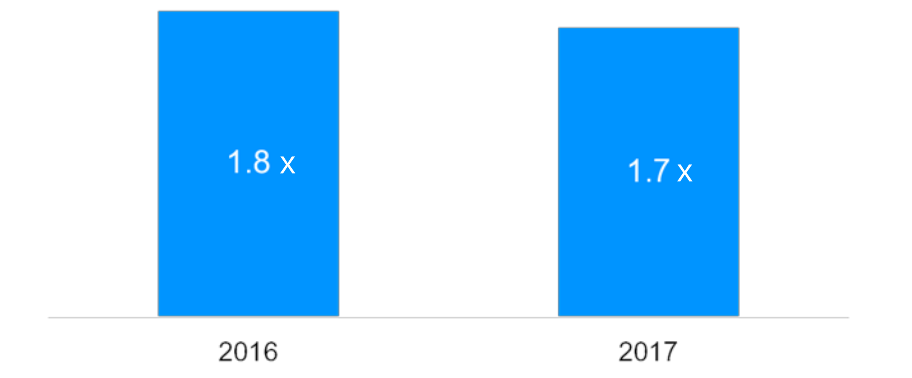
Gross Debt and Net Debt (USD millions)



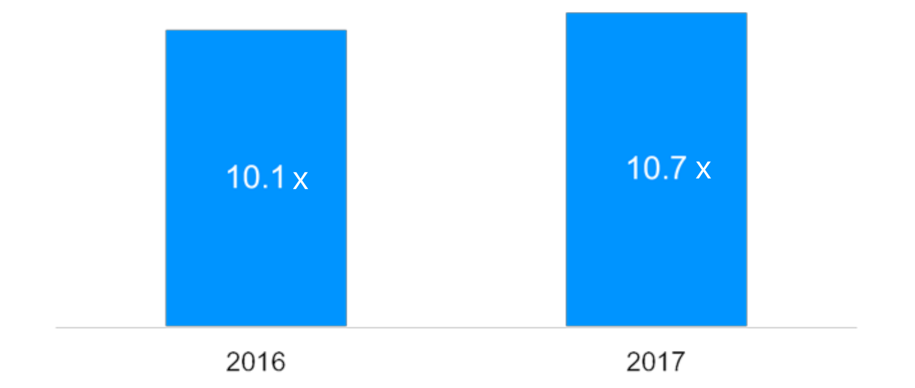
Liquidity Profile (USD millions)



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



Interest Coverage Ratio (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

		2018
Key Company Measures	**Sales**	$3.55 - $3.60 billion
	Adj. EBITDA Margin[1]	12.7% - 13.3%
	Capital Expenditures as a Percent of Sales	5.5% - 5.9%
	Cash Restructuring	$25 - $35 million
	Effective Tax Rate	20% - 24%
Light Vehicle Production[2] (Million Units)	North America	17.5
	Europe	22.7
	Greater China	28.0

1 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.

2 Source: IHS

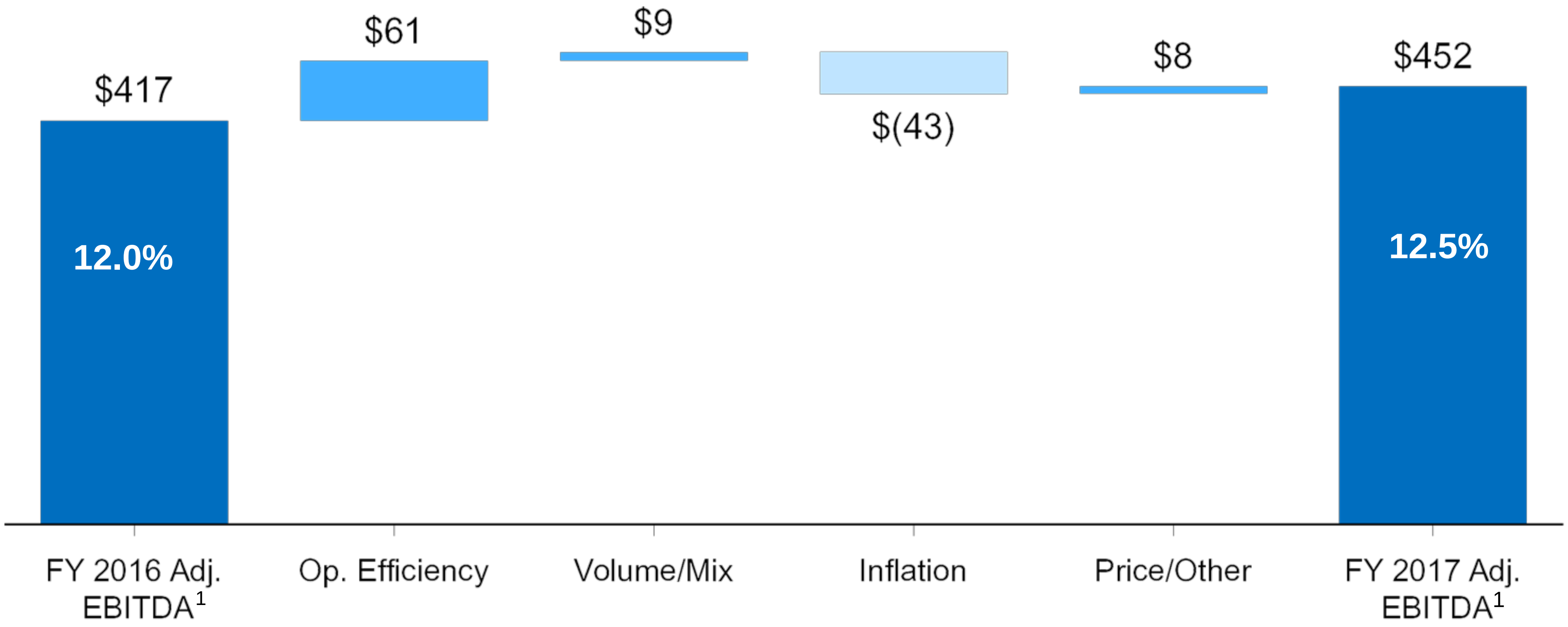
CooperStandard

Q & A

APPENDIX

Full-year Adjusted EBITDA Bridge

(USD millions)



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

Non-GAAP Financial Measures

EBITDA, adjusted EBITDA, adjusted EBITDA margin, 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 EBITDA margin, 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, 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 and adjusted diluted net income, respectively, divided by the weighted average number of basic and diluted shares, respectively, outstanding during the period. 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 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 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 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 December 31,		Twelve Months Ended December 31,	
	2017	2016	2017	2016
Net income attributable to Cooper-Standard Holdings Inc.	$ 28,501	$ 31,114	$ 135,303	$ 138,988
Income tax expense	34,269	11,009	74,527	54,321
Interest expense, net of interest income	10,324	11,528	42,112	41,389
Depreciation and amortization	38,675	30,961	138,088	122,660
EBITDA	$ 111,769	$ 84,612	$ 390,030	$ 357,358
Restructuring charges	6,917	12,563	35,137	46,031
Impairment charges (1)	10,493	1,273	14,763	1,273
Settlement charges (2)	525	281	6,427	281
Foreign tax amnesty program (3)	1,502	—	4,623	—
Loss on refinancing and extinguishment of debt (4)	—	5,104	1,020	5,104
Secondary offering underwriting fees and other expenses (5)	—	—	—	6,500
Other	—	—	—	155
Adjusted EBITDA	$ 131,206	$ 103,833	$ 452,000	$ 416,702

(1) 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 relating to the May 2017 amendment of the Term Loan Facility and the refinancing of our Term Loan Facility in 2016.
(5) Fees and other expenses associated with the March 2016 secondary offering.

Adjusted EBITDA Margin, Financial Ratios

Twelve Months Ended December 31, 2017

(Unaudited, dollar amounts in thousands)

	Three Months Ended		Twelve Months Ended December 31,			
	Q4 2017	Q4 2016	2017	2016	2015	2014
Net income attributable to Cooper-Standard Holdings Inc.	$ 28,501	$ 31,114	$ 135,303	$ 138,988	$ 111,880	$ 42,779
Income tax expense	34,269	11,009	74,527	54,321	41,218	42,810
Interest expense, net of interest income	10,324	11,528	42,112	41,389	38,331	45,604
Depreciation and amortization	38,675	30,961	138,088	122,660	114,427	112,580
EBITDA	**$ 111,769**	**$ 84,612**	**$ 390,030**	**$ 357,358**	**$ 305,856**	**$ 243,773**
Restructuring	6,917	12,563	35,137	46,031	53,844	17,188
Impairment charges (1)	10,493	1,273	14,763	1,273	21,611	26,273
Settlement charges(2)	525	281	6,427	281	—	3,637
Foreign tax amnesty program(3)	1,502	—	4,623	—	—	—
Loss on extinguishment of debt(4)	—	5,104	1,020	5,104	—	30,488
Secondary Offering Fees(5)	—	—	—	6,500	—	—
Gain on remeasurement of previously held equity interest(6)	—	—	—	—	(14,199)	—
Gain on divestiture(7)	—	—	—	—	(8,033)	(14,568)
Inventory write-up(8)	—	—	—	—	1,419	—
Share-based compensation(9)	—	—	—	—	—	2,770
Acquisition costs	—	—	—	—	1,637	740
Other	—	—	—	155	230	1,236
Adjusted EBITDA	**$ 131,206**	**$ 103,833**	**$ 452,000**	**$ 416,702**	**$ 362,365**	**$ 311,537**
Debt						
Debt payable within one year			$ 34,921	$ 33,439		
Long-term debt			723,325	729,480		
Total debt			$ 758,246	$ 762,919		
Less:cash and cash equivalents			(515,952)	(480,092)		
Net debt			**$ 242,294**	**$ 282,827**		
Leverage ratio (Total debt/Adjusted EBITDA)			1.68	1.83		
Net leverage ratio (Net debt/Adjusted EBITDA)			0.54	0.68		
Interest coverage ratio (Adjusted EBITDA/Interest expense)			10.73	10.07		
Sales	**$ 937,914**	**$ 875,434**	**$ 3,618,126**	**$ 3,472,891**	**$ 3,342,804**	**$ 3,243,987**
Adjusted EBITDA margin (Adjusted EBITDA/Sales)	**14.0%**	**11.9%**	**12.5%**	**12.0%**	**10.8%**	**9.6%**

(1) 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 relating to the May 2017 amendment of the Term Loan Facility.
(5) Fees and other expenses associated with the March 2016 secondary offering.
(6) Gain on remeasurement of previously held equity interest in Shenya.
(7) Gain on sale of hard coat plastic exterior trim business in 2015 and themral and emissions product line in 2014.
(8) Amortization of write-up of inventory to fair value for the Shenya acquisition.
(9) Non-cash stock amortization expense and non-cash stock option expense for grants issued at emergence from bankruptcy.

Adjusted Net Income and Adjusted EPS

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

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2017	2016	2017	2016
Net income attributable to Cooper-Standard Holdings Inc.	$ 28,501	$ 31,114	$ 135,303	$ 138,988
Restructuring charges	6,917	12,563	35,137	46,031
Impairment charges (1)	10,493	1,273	14,763	1,273
Settlement charges (2)	525	281	6,427	281
Foreign tax amnesty program (3)	1,502	—	4,623	—
Loss on refinancing and extinguishment of debt (4)	—	5,104	1,020	5,104
Secondary offering underwriting fees and other expenses (5)	—	—	—	6,500
Other	—	—	—	155
Tax impact of adjusting items (6)	(3,912)	(2,253)	(8,855)	(3,385)
Impact of U.S. tax reform (7)	33,484	—	33,484	—
Worthless security tax deduction (8)	(13,947)	—	(13,947)	—
Adjusted net income	$ 63,563	$ 48,082	$ 207,955	$ 194,947
Weighted average shares outstanding				
Basic	17,815,292	17,671,669	17,781,272	17,459,710
Diluted	18,591,378	18,809,223	18,776,653	18,730,378
Earnings per share:				
Basic	$ 1.60	$ 1.76	$ 7.61	$ 7.96
Diluted	$ 1.53	$ 1.65	$ 7.21	$ 7.42
Adjusted earnings per share:				
Basic	$ 3.57	$ 2.72	$ 11.70	$ 11.17
Diluted	$ 3.42	$ 2.56	$ 11.08	$ 10.41

(1) 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 relating to the May 2017 amendment of the Term Loan Facility and the refinancing of our Term Loan Facility in 2016.
(5) Fees and other expenses associated with the March 2016 secondary offering.
(6) 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.
(7) Tax impact of the transition tax on undistributed foreign earnings and the tax effect of adjusting deferred taxes for the Tax Cuts and Jobs Act enacted into law on December 22, 2017.
(8) Discrete tax benefit recorded in Q4 2017.

Free Cash Flow

(Unaudited, dollar amounts in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2017	2016	2017	2016
Net cash provided by operating activities	$ 208,934	$ 181,652	$ 313,484	$ 363,697
Capital expenditures	(49,349)	(47,580)	(186,795)	(164,368)
Free cash flow	$ 159,585	$ 134,072	$ 126,689	$ 199,329