



# Creating Sustainable Solutions *TOGETHER*

Fourth Quarter and Full Year 2021 Earnings Presentation

February 18, 2022



# Agenda

1. **Introduction**  
Roger Hendriksen | Director, Investor Relations
2. **2021 Year in Review**  
Jeff Edwards | Chairman and Chief Executive Officer
3. **Financial Overview and Initial 2022 Guidance**  
Jon Banas | Executive VP and Chief Financial Officer
4. **Strategic Business Overview and 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: 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.

# | 2021 Year in Review

Jeff Edwards, Chairman and CEO

# Continued Operating Excellence, Delivering for Customers

2021 Key Statistics

**98%**

**World-class Quality**  
Green Customer Scorecards

**97%**

**World-class Service**  
Green Launch Scorecards

**0.40**

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

**10%**

**Business Right-sizing**  
Total Headcount Reduction

**\$33m**

**Manufacturing Savings**  
Improved Operating Efficiency

**\$32m**

**Reduced Overhead**  
Lower SGA&E Expense

**\$16m**

**Restructuring Savings**  
Footprint and Staffing Optimization

**\$81m**

**Combined Savings**  
Continued Solid Ops Execution

**Material Costs, Labor and General Inflation Outpaced Cost Savings**



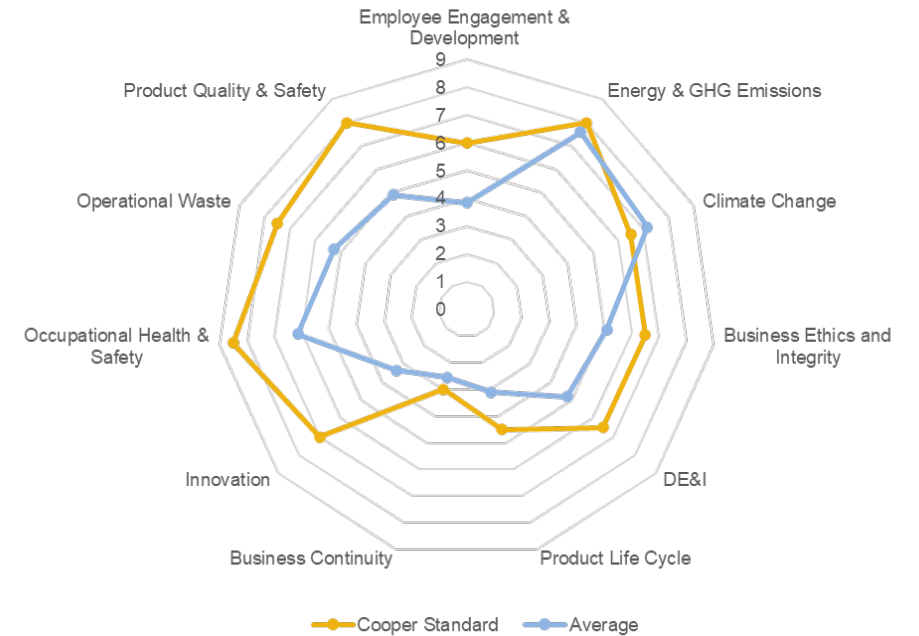
# Continuing Focus on Sustainability

Improving Performance and Transparency

## Improving Institutional Ratings

	2020	2021
<b>ISS</b>	ESG Corporate Rating: C	ESG Corporate Rating: C
<b>ISS</b>	E: 5   S: 2   G: 2 As of December 18, 2020, out of 10 – lower is better	E: 5   S: 2   G: 1 As of August 31, 2021, out of 10 – lower is better
<b>MSCI</b>	BBB As of August 2020	A As of September 2021
<b>Newsweek</b>	66.8	75.7
<b>ecovadis</b>	Score: 59/100   Percentile: 85 <sup>th</sup> May 29, 2020	Score: 59/100   Percentile: 81 <sup>st</sup> As of August 27, 2021

## Transparency Score Above Peer Average (10/11 Categories)\*



\*Source: ERM Independent Study

# Financial Overview

Jon Banas, Executive VP and CFO

# Financial Results<sup>1</sup>

(USD millions, except per share amounts)

	Three months ended December 31,		Twelve months ended December 31,	
	2021	2020	2021	2020
Sales	\$ 601.3	\$ 696.9	\$ 2,330.2	\$ 2,375.4
Gross Profit	\$ 28.0	\$ 80.3	\$ 87.2	\$ 147.5
<i>% Margin</i>	<i>4.7 %</i>	<i>11.5 %</i>	<i>3.7 %</i>	<i>6.2 %</i>
Adjusted EBITDA <sup>2</sup>	\$ 2.0	\$ 57.0	\$ (8.0)	\$ 35.7
<i>% Margin</i>	<i>0.3 %</i>	<i>8.2 %</i>	<i>(0.3)%</i>	<i>1.5 %</i>
Income Tax Expense (Benefit)	\$ 23.8	\$ (5.4)	\$ 39.4	\$ (60.8)
<i>Effective Tax Rate %</i>	<i>(29.4)%</i>	<i>16.2 %</i>	<i>(13.6)%</i>	<i>18.4 %</i>
Net (Loss) Income	\$ (102.2)	\$ (27.2)	\$ (322.8)	\$ (267.6)
<i>EPS (Fully diluted)</i>	<i>\$ (5.98)</i>	<i>\$ (1.61)</i>	<i>\$ (18.94)</i>	<i>\$ (15.82)</i>
Adjusted Net Income (Loss) <sup>2</sup>	\$ (50.3)	\$ 3.3	\$ (222.3)	\$ (141.4)
<i>Adjusted EPS (Fully diluted)<sup>2</sup></i>	<i>\$ (2.94)</i>	<i>\$ 0.19</i>	<i>\$ (13.04)</i>	<i>\$ (8.36)</i>
CAPEX	\$ 20.1	\$ 18.4	\$ 96.1	\$ 91.8
<i>% of Sales</i>	<i>3.3 %</i>	<i>2.6 %</i>	<i>4.1 %</i>	<i>3.9 %</i>

<sup>1</sup> The financial results discussed throughout this presentation are presented on a preliminary basis. The Company's annual report on Form 10-K for the year ended December 31, 2021 will include audited financial results.

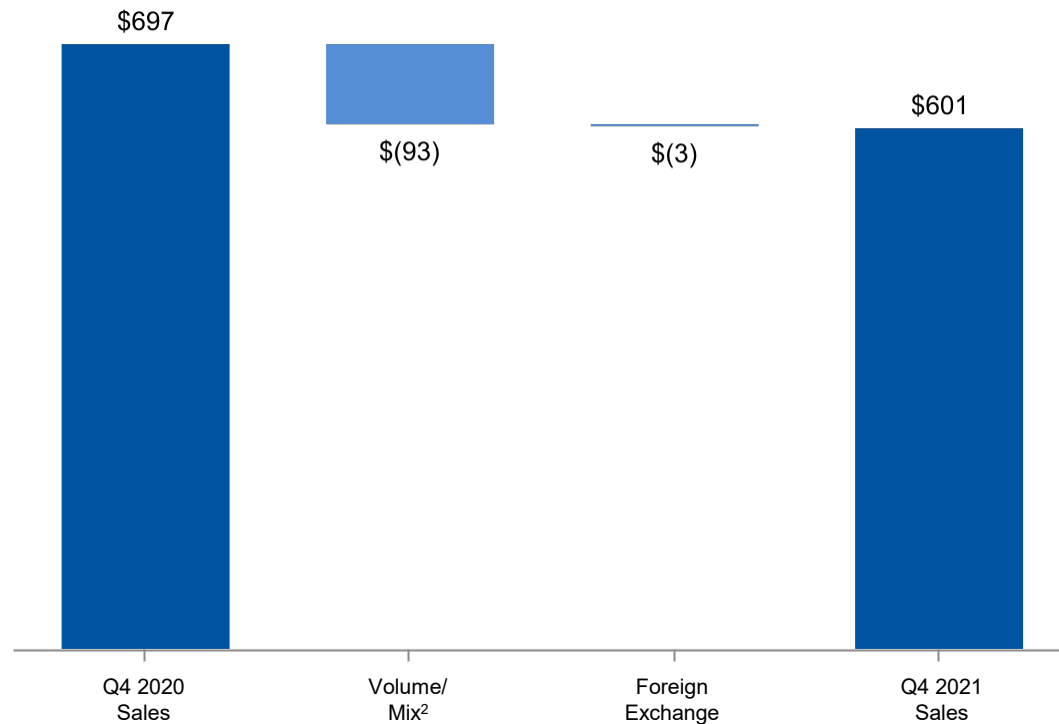
<sup>2</sup> See Appendix for definitions and reconciliation to U.S. GAAP



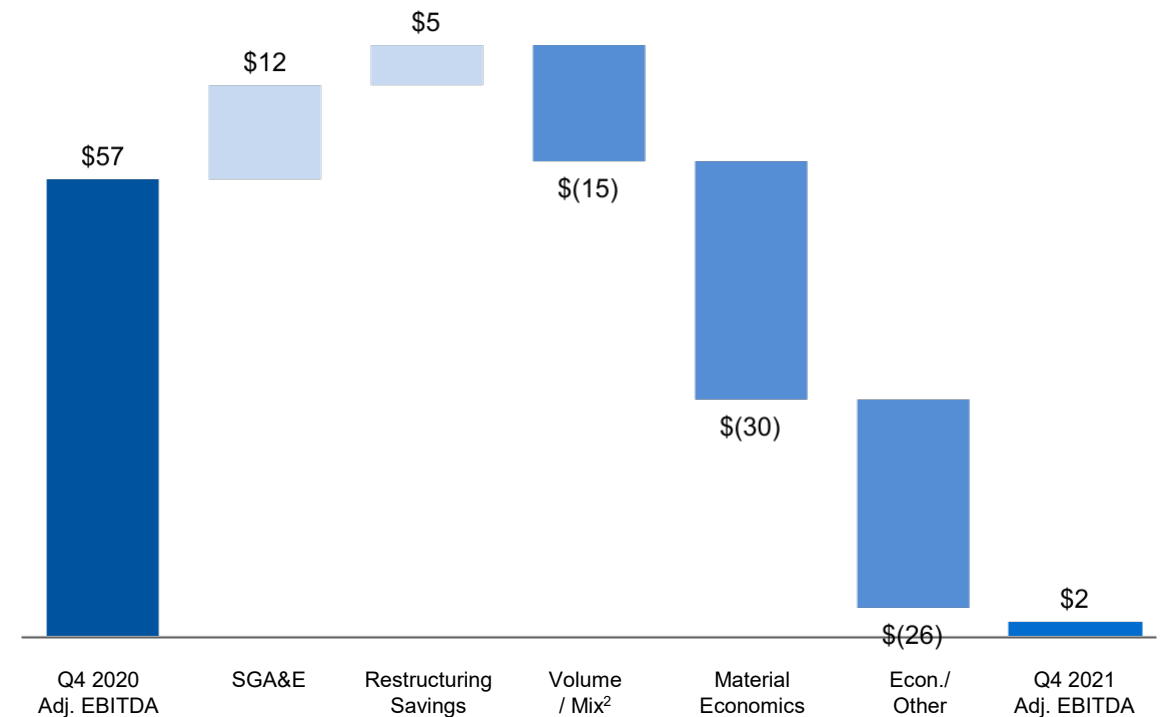
# Fourth Quarter 2021 Bridge Analysis

(USD millions)

## Sales



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



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

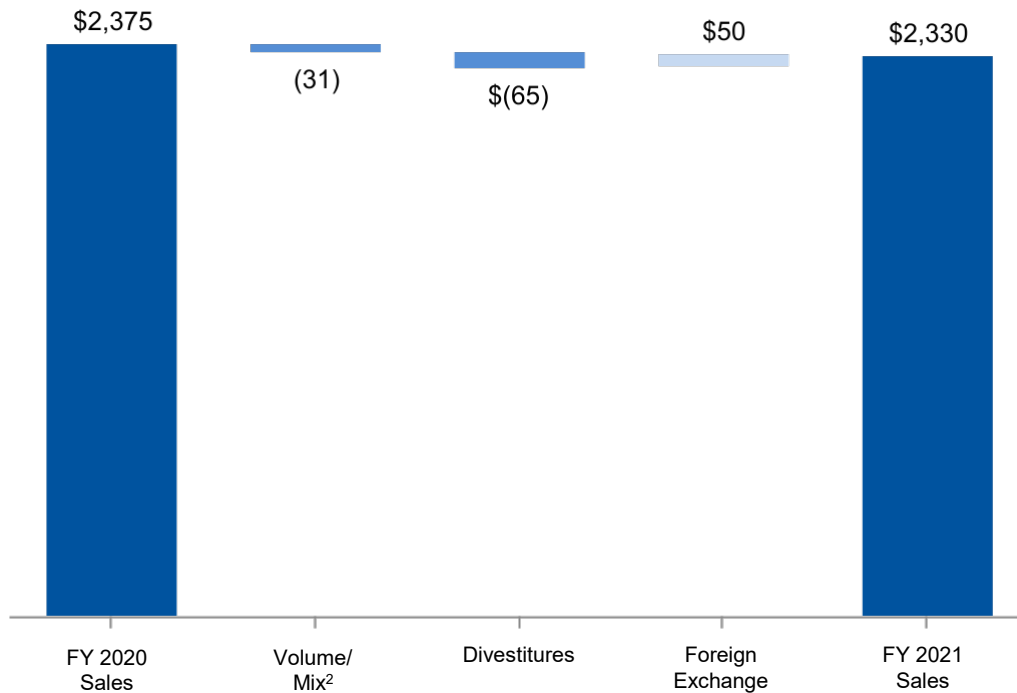
<sup>2</sup> Net of customer price adjustments

Totals may not add due to rounding

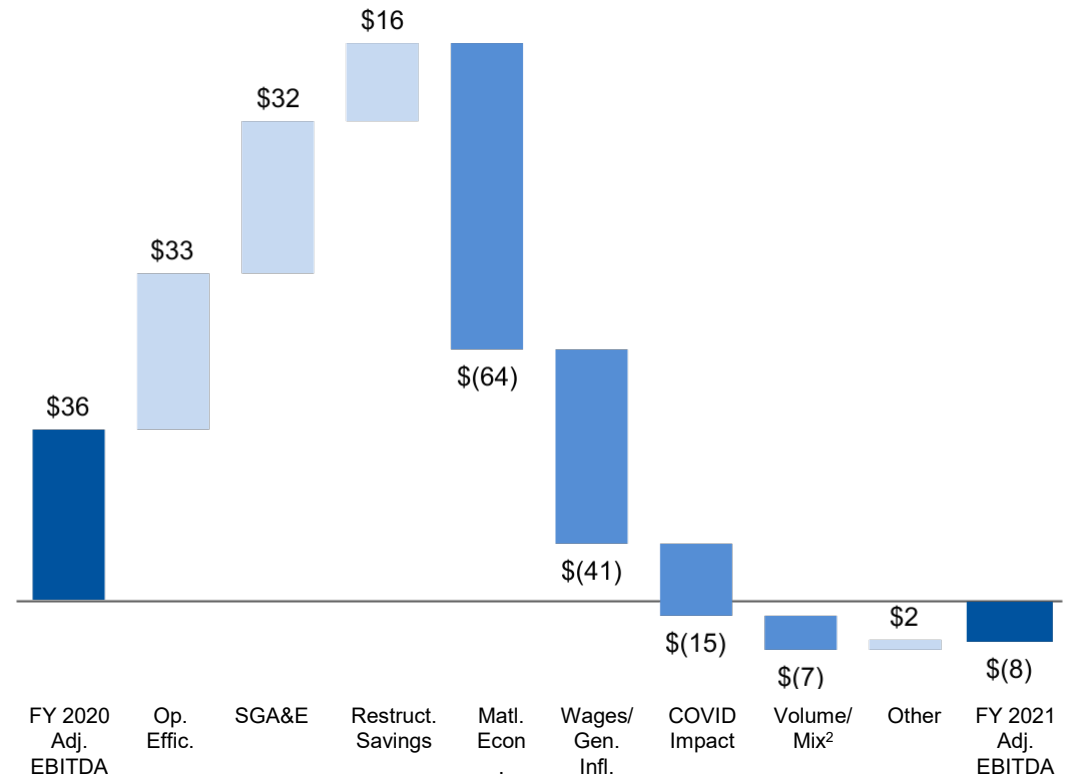
# Full-year 2021 Bridge Analysis

(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

Totals may not add due to rounding

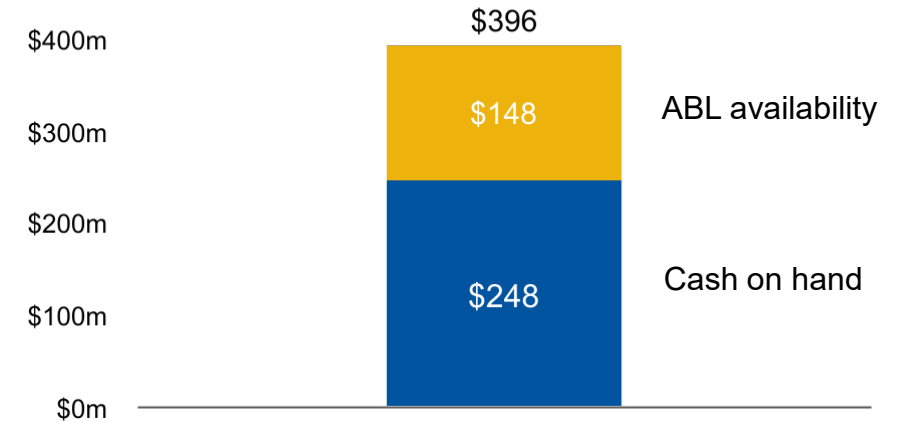
# Continuing Strong Liquidity

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

(millions)	Three Months Ended December 31,	
	2021	2020
Net cash (used in) provided by operating activities	\$ (4.0)	\$ 10.6
Capital expenditures	<u>(20.1)</u>	<u>(18.4)</u>
Free cash flow	<u>\$ (24.2)</u>	<u>\$ (7.8)</u>

<sup>1</sup>Totals may not add due to rounding

## Liquidity - December 31, 2021



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

# 2022 Initial Guidance<sup>1</sup>

		2021 Act.	2022 Est.
Key Company Measures	Sales	\$2.3 billion	\$2.6 - \$2.8 billion
	Adj. EBITDA <sup>2</sup>	\$(8.0) million	\$50 - \$60 million
	Capital Expenditures	\$96.1 million	\$90 - \$100 million
	Cash Restructuring	\$32.8 million	\$20 - \$30 million
	Net Cash Taxes / (Refund)	\$6.7 million	\$(30) - \$(40) million
Light Vehicle Production (Million Units)	North America	13.0	15.2
	Europe	15.7	18.5
	Greater China	24.5	24.7

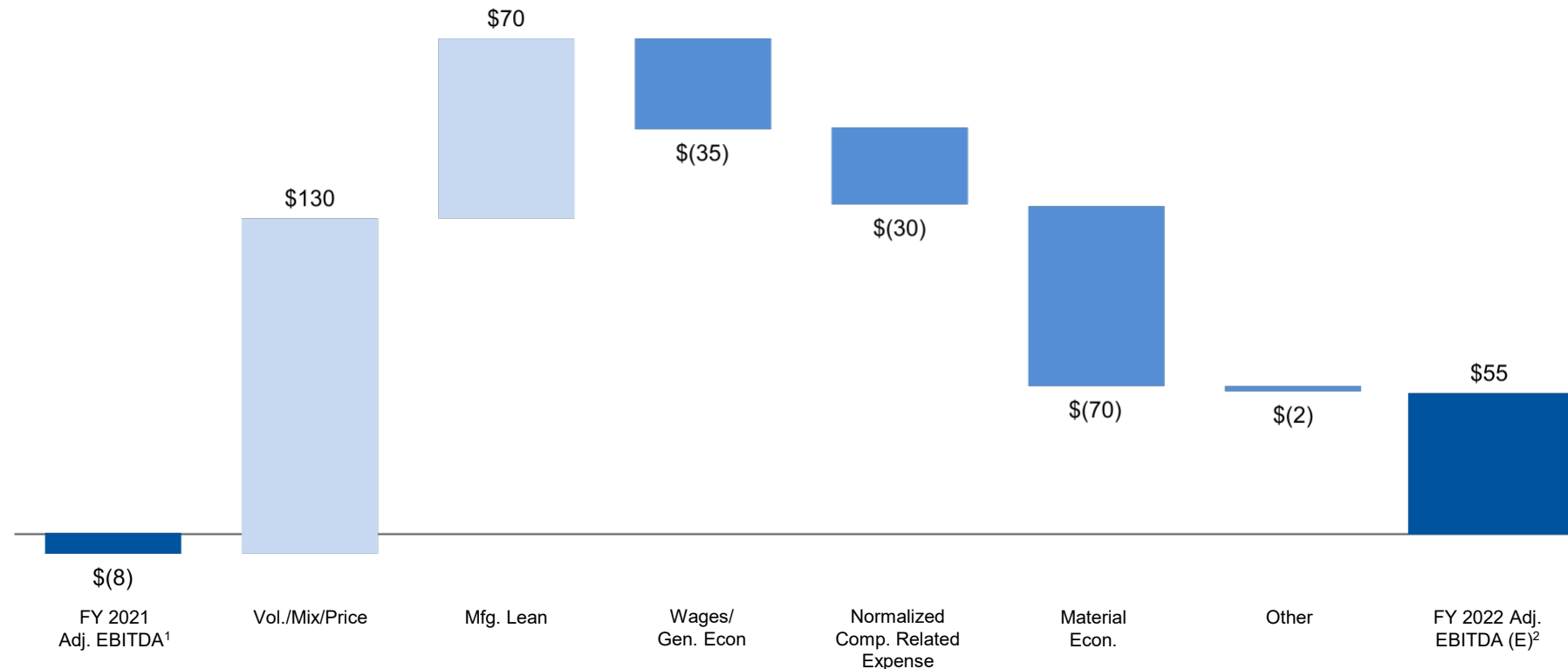
<sup>1</sup>Guidance is representative of management's estimates and expectations as of the date it is published. Current guidance as presented in this document considers January 2022 IHS Markit production forecasts for relevant light vehicle platforms and models, customers' planned production schedules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

# 2022 Adjusted EBITDA<sup>1</sup> Guidance Bridge Analysis

Estimates Based on Midpoint of Provided Range

(USD millions)



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

<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.

Totals may not add due to rounding

# | Strategic Business Overview and Outlook

Jeff Edwards, Chairman and CEO



# Aggressively Driving Material Cost Recovery and Indexing



## Customer Actions

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- Targeting cost recovery of more than \$100m
  - Negotiating price increases
  - Delaying LTA price adjustments
  - Limiting "quick savings"
  - **Currently tracking toward high end of historical recovery range**
- Pursuing additional recovery claims in-line with cost increases and market challenges going forward
- Expanding index-based contracts
  - Increasing historical coverage on rubber
  - Adding coverage on metals



## Purchasing / Supply Chain Actions

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- Pushing back on unjustified (price increases) surcharges
  - Utilizing data-driven modeling to support reasonable positioning and negotiations
  - Seeking injunctive relief to remedy threats of contract breach (stop ship orders)
- Expanding coverage of index-based supply agreements
  - More than doubled coverage during 2021
- Extending payment terms

# Continued Focus on Cost and Improved Efficiency

## 2022 Cost Reduction Initiatives

### Process rationalization of European FBD operations

Consolidate EZn and MagAlloy® coating process into focused facilities



### Complete targeted European plant restructuring initiatives

Right sizing select facilities and revenues



### Further global overhead and SGA&E rationalization

Targeting 15% reduction in above the plant labor costs



### Continue lean manufacturing initiatives

Improving manufacturing efficiency  
VAVE and other cost reduction













### Maintain laser focus on overall fixed costs controls

Capital, structure, spending



# Partnering with our Customers on Top Programs

## 2022 Top 10 Vehicle Platforms

		Global Platform*	Sealing	Fuel and Brake	Fluid Transfer
	Ford F-150		●	●	●
	Ram 1500		●	●	●
	Chevrolet Silverado		●	●	●
	Buick Envision	●	●	●	●
	Chevrolet Equinox	●	●	●	
	Ford Explorer	●	●	●	●
	Mercedes Benz C-Class	●	●	●	
	Chevrolet Traverse	●	●	●	●
	Volkswagen Lavida	●	●	●	
	Buick Regal	●	●	●	

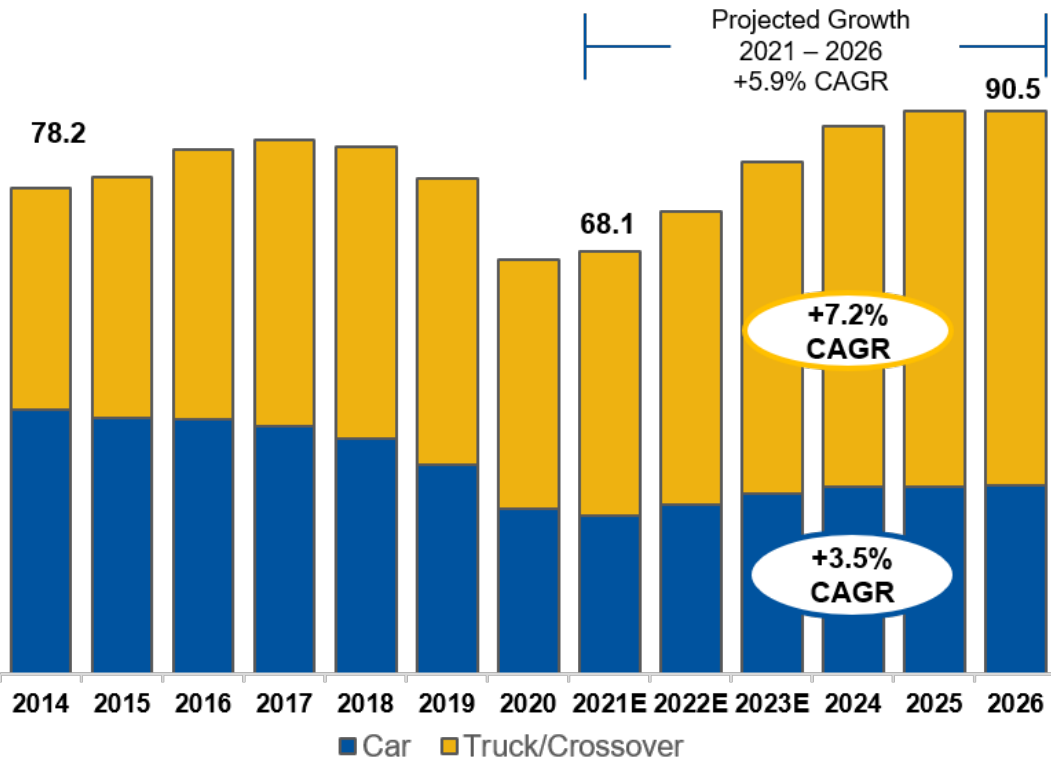
- Top 10 platforms account for ~40% of planned 2022 revenue
- Unweighted average content per vehicle (CPV) across top 10 platforms is ~\$155
- Platform lineup weighted toward light trucks, SUVs and CUVs

Top 10 platforms and lead vehicle based on CS revenue  
 Based on IHS Markit December 2021 forecast volumes  
 \*Global platforms manufactured in two or more regions

# Advantaged Market Position to Drive Strong Growth

CPS Total Sales Growth of ~9% CAGR<sup>1</sup> Expected to Outpace Industry

Global Light Vehicle Production - Million Units<sup>2</sup>



## Cooper Standard's 2022 mix favorably weighted<sup>3</sup>

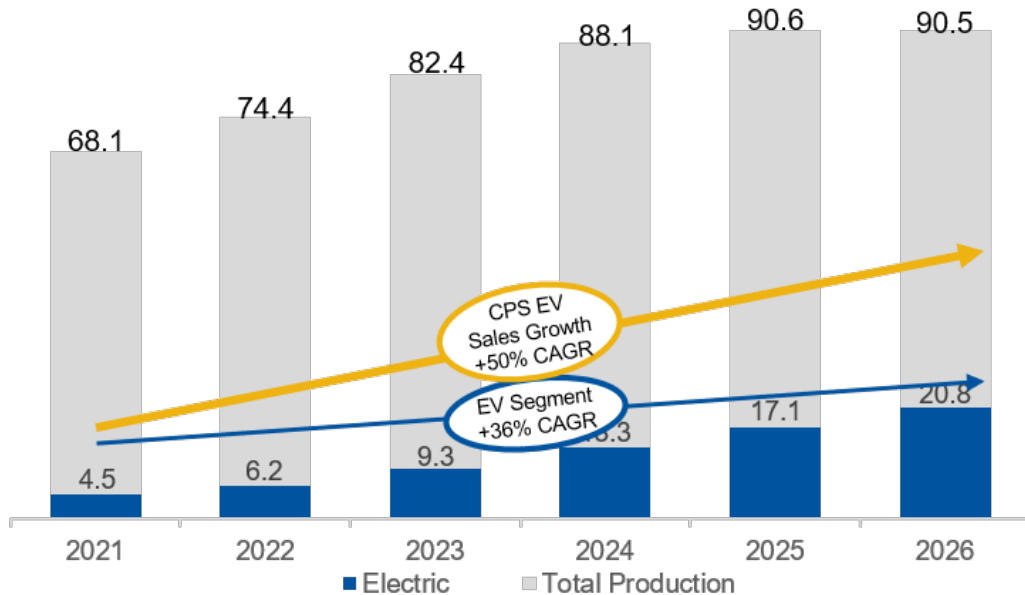
	Cars	Trucks/ Crossovers
% Revenue – Global <sup>4</sup>	20%	72%
% Revenue - N. America <sup>4</sup>	8%	89%
CPV (relative to cars) – Global		~2.1x
CPV (relative to cars) – N. America		~2.7x

<sup>1</sup> Based on Company estimates  
<sup>2</sup> IHS Markit – December 2021 (excluding Japan)  
<sup>3</sup> Data based on Company estimates – full year 2022  
<sup>4</sup> Does not show non-automotive revenue of 8% globally and 3% in North America

# Electric Vehicle Trends Creating Opportunity

CPS Expected Sales Growth of ~50% CAGR<sup>1</sup> in EV Segment Outpacing the Market

Global Light Vehicle Production - EV Share<sup>2</sup>  
million units



## CPS - Key EV Data Points

- Current supplier on **4 of the top 5** and **14 of the top 25** EV platforms<sup>3</sup>
- **Strong new EV business awards continue**
  - \$100m in 2020
  - \$106m in 2021
- **Electric vehicles provide CPV growth opportunity of up to 20%** vs. ICE vehicles

<sup>1</sup> Data based on booked business, target business and Company estimates

<sup>2</sup> IHS Markit - December 2021 (Excluding Japan)

<sup>3</sup> Based on IHS Markit global EV production estimates for 2022 (excluding Japan)

# Innovations Driving Efficiency, Sustainability and Growth

## Materials Optimization and Reduction

- Becoming more environmentally friendly through reduced weight, improved recyclability and use of sustainably sourced materials

## Furthering Our Industry 4.0 Process Initiatives

- Artificial Intelligence driven, real-time process controls on extrusion lines
- Increasing efficiency through digitization
- Optimizing asset utilization

## Game-changing Product Advancements for the EV Market

- Improved lightweighting, product lifecycle, system optimization and aesthetics





# EVOLVING FOR A NEW FUTURE

It all begins with the purpose to create sustainable solutions together and the mission to be the first choice of the stakeholders we serve. Our supporting strategies are how we deliver results, to the stakeholders we serve, by embracing the values we hold true and the capabilities we have.



CREATING SUSTAINABLE SOLUTIONS  
**TOGETHER**



**BE THE  
FIRST CHOICE**  
OF THE STAKEHOLDERS  
WE SERVE



# 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)

	Quarter Ended December 31,		Year Ended December 31,	
	2021	2020	2021	2020
	(dollar amounts in thousands)			
Net (loss) income attributable to Cooper-Standard Holdings Inc.	\$ (102,187)	\$ (27,179)	\$ (322,835)	\$ (267,605)
Income tax expense (benefit)	23,794	(5,362)	39,392	(60,847)
Interest expense, net of interest income	18,359	18,174	72,511	59,167
Depreciation and amortization	33,987	37,502	139,008	154,229
EBITDA	\$ (26,047)	\$ 23,135	\$ (71,924)	\$ (115,056)
Impairment charges <sup>(1)</sup>	23,762	16,470	25,609	103,887
Restructuring charges	2,699	16,246	36,950	39,482
Pension settlement charges <sup>(2)</sup>	1,279	184	1,279	184
Lease termination costs <sup>(3)</sup>	318	87	748	771
Gain on sale of business, net <sup>(4)</sup>	—	(520)	(696)	(2,834)
Project costs <sup>(5)</sup>	—	1,414	—	5,648
Divested noncontrolling interest debt extinguishment	—	—	—	3,595
Adjusted EBITDA	\$ 2,011	\$ 57,016	\$ (8,034)	\$ 35,677
Sales	\$ 601,349	\$ 696,882	\$ 2,330,191	\$ 2,375,439
Net loss margin	(17.0)%	(3.9)%	(13.9)%	(11.3)%
Adjusted EBITDA margin	0.3 %	8.2 %	(0.3)%	1.5 %

1. Non-cash impairment charges in 2021 related to fixed assets and goodwill. Impairment charges in 2020 included impairment of assets held for sale and other impairment charges related to fixed assets and right-of-use operating lease assets, net of portion attributable to our noncontrolling interests.
2. Non-cash pension settlement charges and administrative fees incurred related to certain of our U.S. and non-U.S. pension plans.
3. Lease termination costs no longer recorded as restructuring charges in accordance with ASC 842.
4. In 2021, subsequent adjustments were recorded to the net gain on sale of business, which related to the 2020 divestiture of our European rubber fluid transfer and specialty sealing businesses. In 2020, the gain on sale of business primarily related to divestitures.
5. Project costs recorded in selling, administration and engineering expense related to acquisitions and divestitures.

# Adjusted Net Income (Loss) and Adjusted EPS

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

	Quarter Ended December 31,		Year Ended December 31,	
	2021	2020	2021	2020
	(dollar amounts in thousands, except per share amounts)			
Net (loss) income attributable to Cooper-Standard Holdings Inc.	\$ (102,187)	\$ (27,179)	\$ (322,835)	\$ (267,605)
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Gain on sale of business, net <sup>(4)</sup>	—	(520)	(696)	(2,834)
Project costs <sup>(5)</sup>	—	1,414	—	5,648
Divested noncontrolling interest debt extinguishment	—	—	—	3,595
Deferred tax valuation allowance <sup>(6)</sup>	23,627	—	36,905	—
Tax impact of adjusting items <sup>(7)</sup>	225	(3,390)	(259)	(24,492)
Adjusted net (loss) income	\$ (50,277)	\$ 3,312	\$ (222,299)	\$ (141,364)
Weighted average shares outstanding				
Basic	17,099,143	16,928,472	17,045,353	16,913,850
Diluted <sup>(8)</sup>	17,099,143	16,928,472	17,045,353	16,913,850
Loss per share:				
Basic	\$ (5.98)	\$ (1.61)	\$ (18.94)	\$ (15.82)
Diluted	\$ (5.98)	\$ (1.61)	\$ (18.94)	\$ (15.82)
Adjusted (loss) earnings per share:				
Basic	\$ (2.94)	\$ 0.20	\$ (13.04)	\$ (8.36)
Diluted	\$ (2.94)	\$ 0.19	\$ (13.04)	\$ (8.36)

1. Non-cash impairment charges in 2021 related to fixed assets and goodwill. Impairment charges in 2020 included impairment of assets held for sale and other impairment charges related to fixed assets and right-of-use operating lease assets, net of portion attributable to our noncontrolling interests.
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5. Project costs recorded in selling, administration and engineering expense related to acquisitions and divestitures.
6. Relates to the initial recognition of our valuation allowance on net deferred tax assets in the U.S. and certain international jurisdictions.
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.
8. For the purpose of calculating adjusted diluted earnings (loss) per share for the quarter ended December 31, 2020, the weighted average shares outstanding were 17,097,743.



# Free Cash Flow

(Unaudited, dollar amounts in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2021	2020	2021	2020
Net cash (used in) provided by operating activities	\$ (4,022)	\$ 10,598	\$ (115,510)	\$ (15,934)
Capital expenditures	(20,142)	(18,387)	(96,107)	(91,794)
Free cash flow	\$ (24,164)	\$ (7,789)	\$ (211,617)	\$ (107,728)