



# Creating Sustainable Solutions *TOGETHER*

Fourth Quarter and Full Year 2022 Earnings Presentation

February 17, 2023



# Agenda

- 1. Introduction**  
Roger Hendriksen | Director, Investor Relations
- 2. 2022 Year in Review**  
Jeff Edwards | Chairman and Chief Executive Officer
- 3. Financial Overview and Initial 2023 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: 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 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.

# | 2022 Year in Review

Jeff Edwards, Chairman and CEO

# Continued Operating Excellence, Delivering for Customers

## 2022 Key Statistics

**98%**

**World-class Quality**  
Green Customer Scorecards

**97%**

**World-class Service**  
Green Launch Scorecards

**0.33**

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

**25**

**World-class Safety**  
Plants with Perfect TIR of 0

**\$75m**

**Manufacturing/Purchasing**  
Lean Savings

**\$22m**

**Reduced Overhead**  
Lower SGA&E Expense

**\$8m**

**Restructuring Savings**  
Footprint and Staffing Optimization

**\$105m**

**Combined Savings**  
Continued Solid Ops Execution

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

# Continued Recognition for Culture of Integrity

*Newsweek's* list of **America's Most Responsible Companies** for the fourth consecutive year

One of the **World's Most Ethical Companies**® by Ethisphere® for the third consecutive year

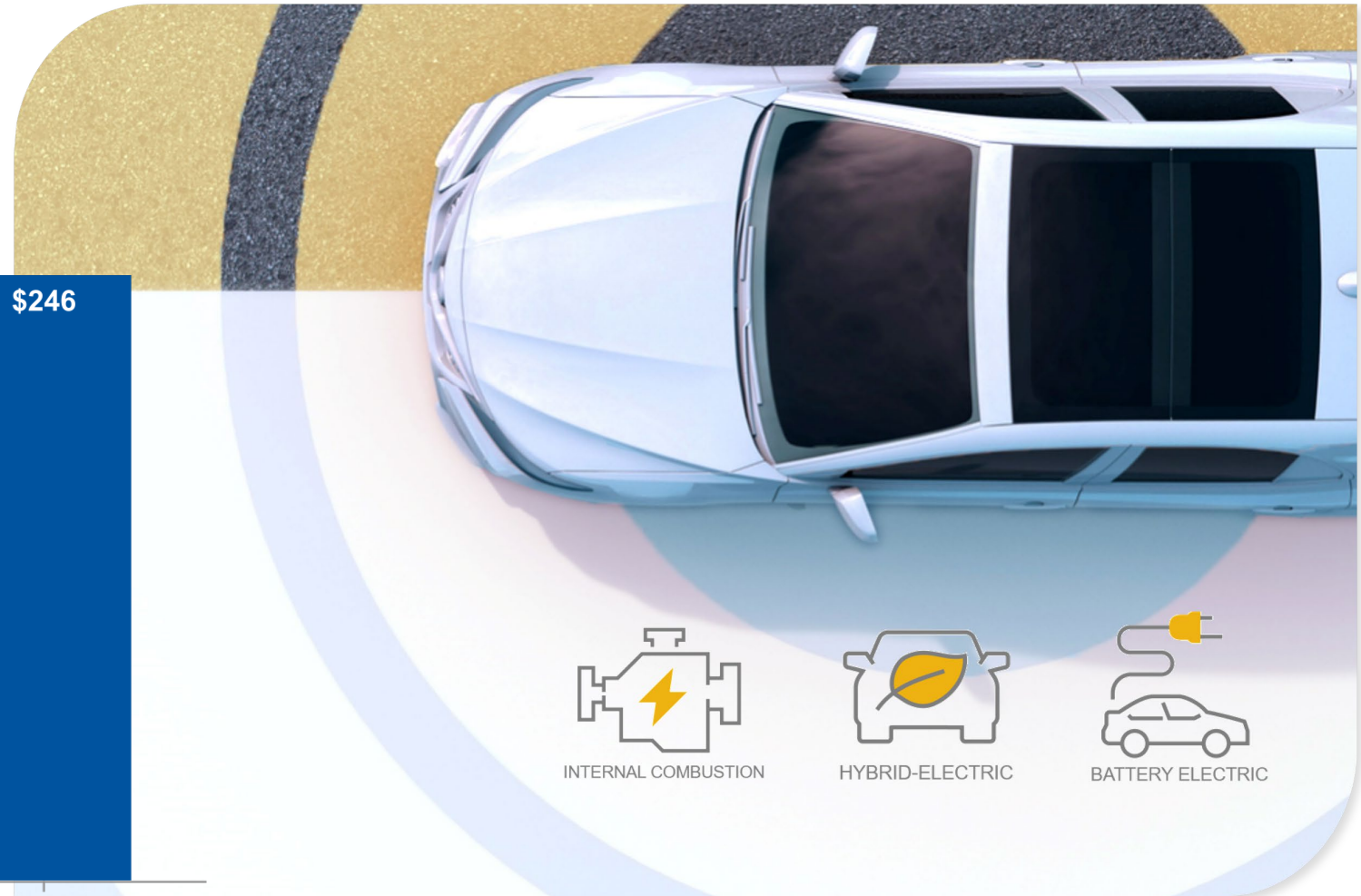
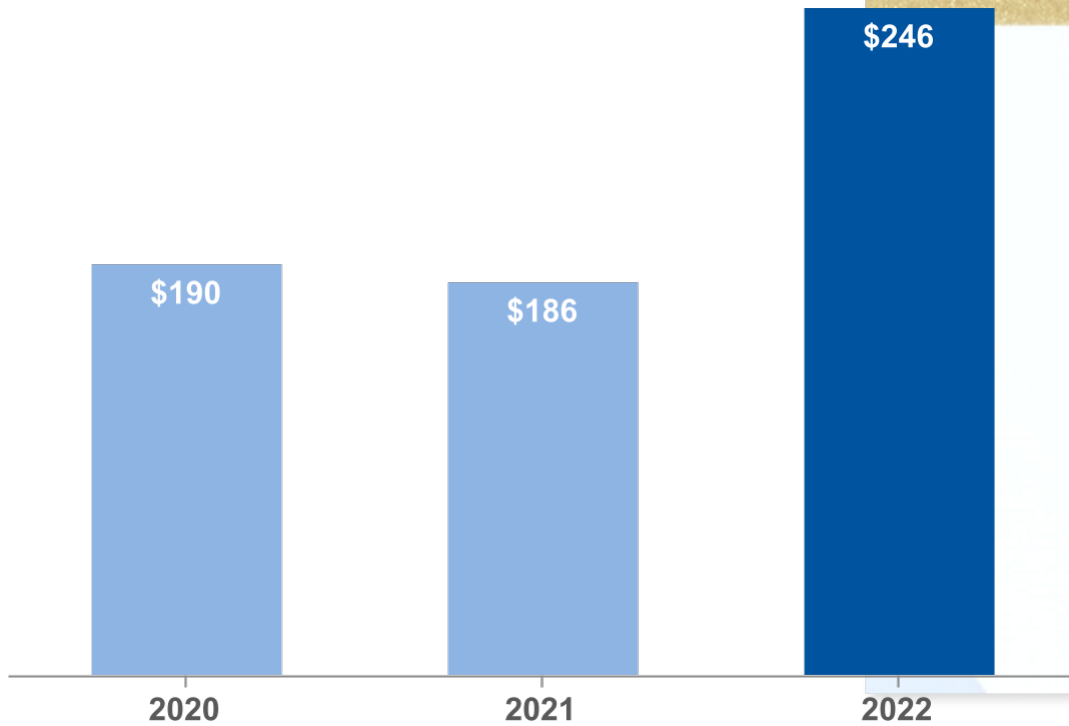


# Strong Customer Relations Driving New Business Awards

Creating Value Through Quality, Service, Technology and Innovation

## Net New Business Awards

(USD Millions)



# 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,	
	2022	2021	2022	2021
Sales	\$ 649.3	\$ 601.3	\$ 2,525.4	\$ 2,330.2
Gross Profit	\$ 54.3	\$ 28.0	\$ 129.8	\$ 87.2
<i>% Margin</i>	<i>8.4 %</i>	<i>4.7 %</i>	<i>5.1 %</i>	<i>3.7 %</i>
Adjusted EBITDA <sup>2</sup>	\$ 27.6	\$ 2.0	\$ 37.9	\$ (8.0)
<i>% Margin</i>	<i>4.2 %</i>	<i>0.3 %</i>	<i>1.5 %</i>	<i>(0.3)%</i>
Income Tax Expense	\$ 15.5	\$ 23.8	\$ 17.3	\$ 39.4
<i>Effective Tax Rate %</i>	<i>(21.1)%</i>	<i>(29.4)%</i>	<i>(8.6)%</i>	<i>(13.6)%</i>
Net Loss	\$ (88.1)	\$ (102.2)	\$ (215.4)	\$ (322.8)
<i>EPS (Fully diluted)</i>	<i>\$ (5.12)</i>	<i>\$ (5.98)</i>	<i>\$ (12.53)</i>	<i>\$ (18.94)</i>
Adjusted Net Loss <sup>2</sup>	\$ (31.9)	\$ (50.3)	\$ (171.5)	\$ (222.3)
<i>Adjusted EPS (Fully diluted)<sup>2</sup></i>	<i>\$ (1.85)</i>	<i>\$ (2.94)</i>	<i>\$ (9.98)</i>	<i>\$ (13.04)</i>
CAPEX	\$ 12.7	\$ 20.1	\$ 71.2	\$ 96.1
<i>% of Sales</i>	<i>1.9 %</i>	<i>3.3 %</i>	<i>2.8 %</i>	<i>4.1 %</i>

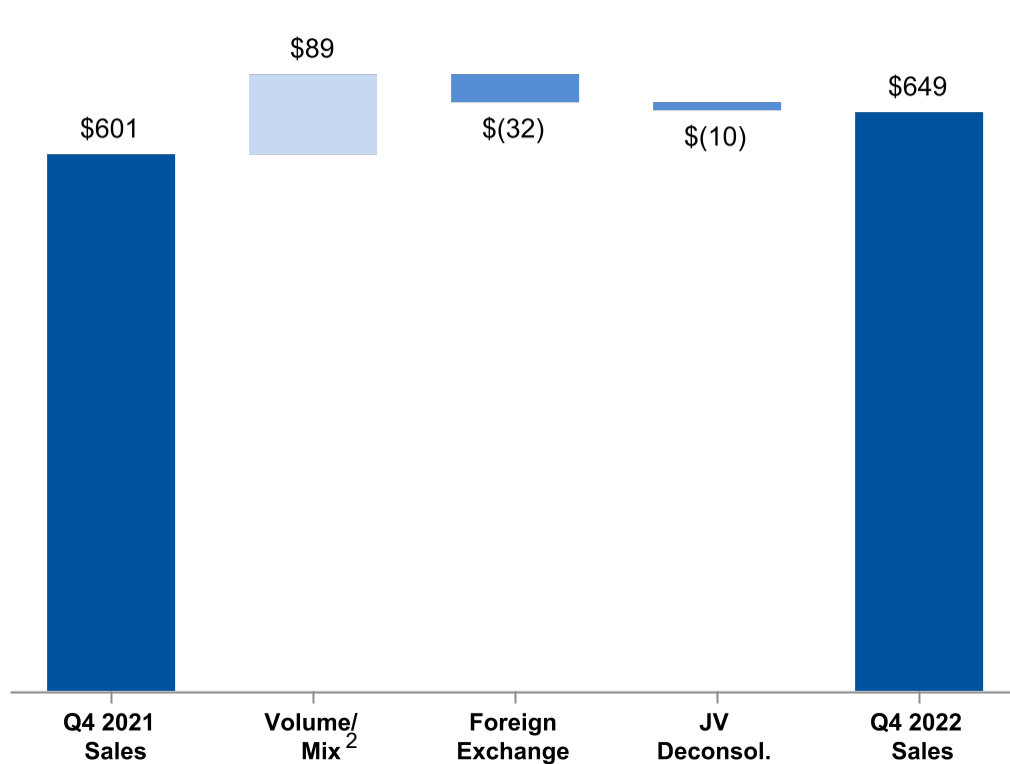
<sup>1</sup> The financial results discussed throughout this presentation are presented on a preliminary basis. The Company's annual report on Form 10-K for the year ended December 31, 2022 will include audited financial results.

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

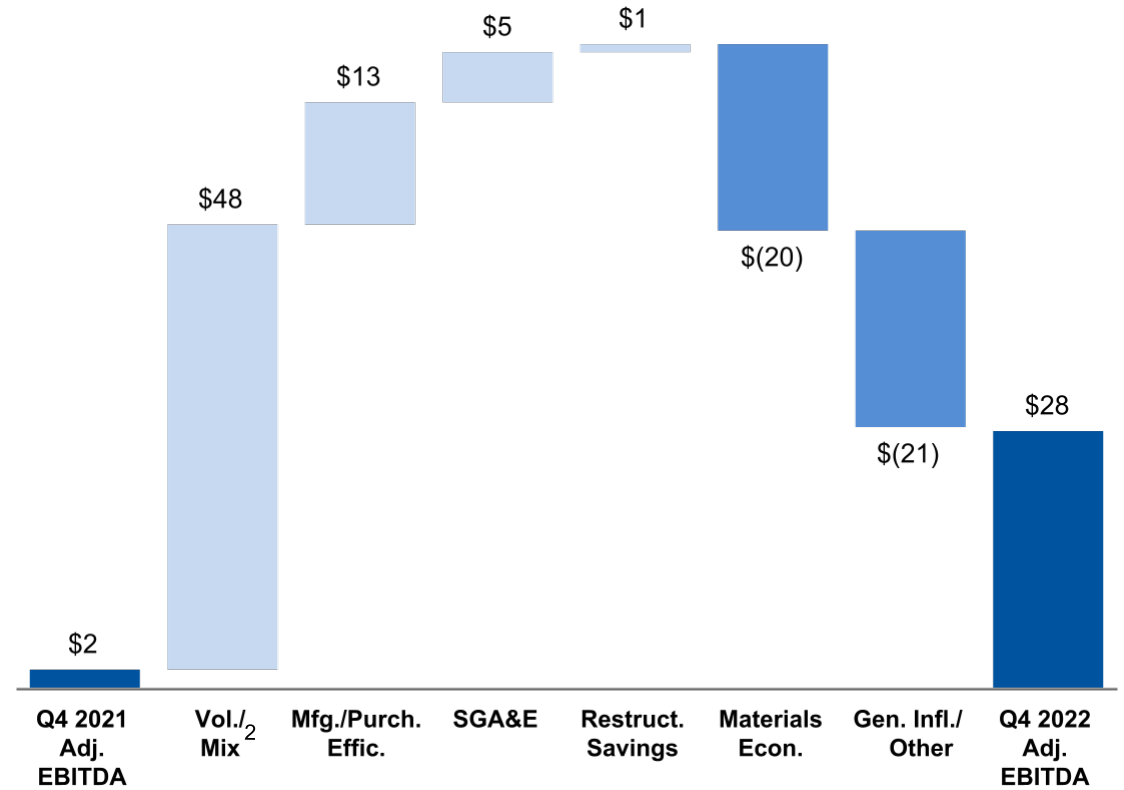
# Fourth Quarter 2022 Bridge Analysis

(USD millions)

## Sales



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



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

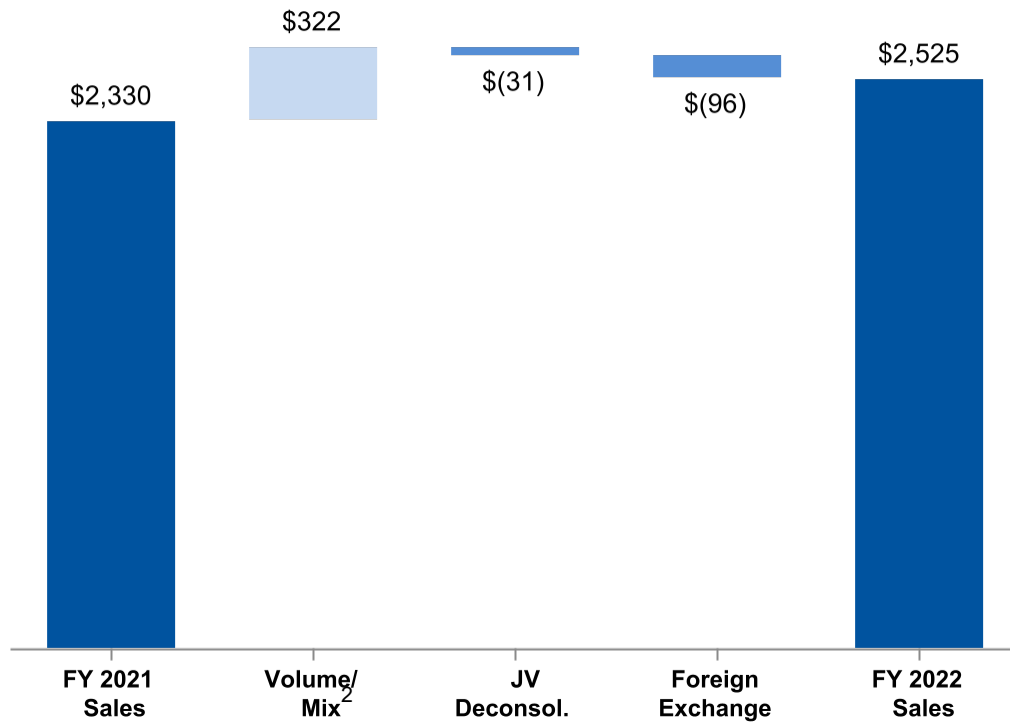
<sup>2</sup> Net of customer price adjustments. Includes impact of material cost recoveries.

Totals may not add due to rounding

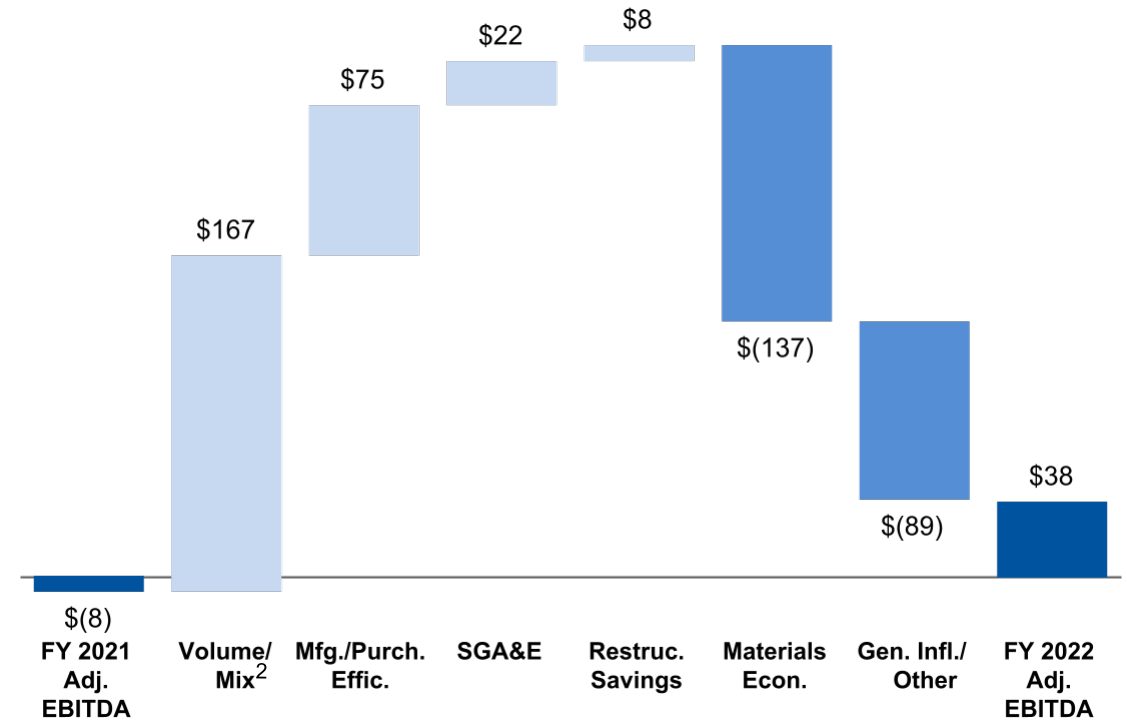
# Full-year 2022 Bridge Analysis

(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

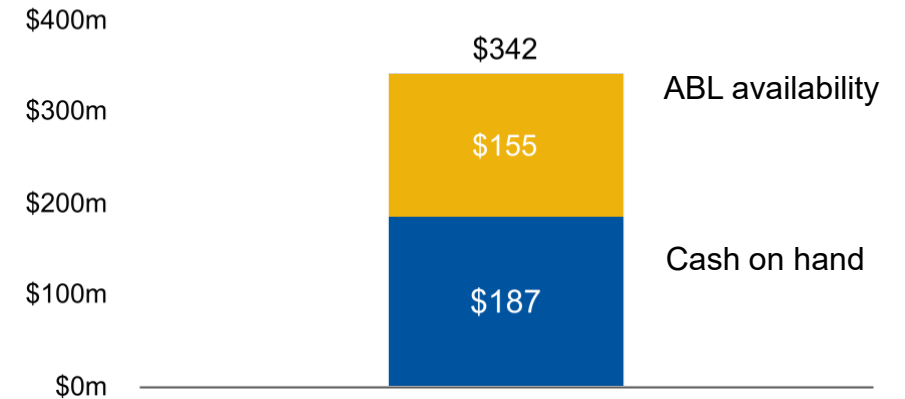
# Continuing Strong Liquidity

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

(millions)	Three Months Ended December 31,	
	2022	2021
Net cash (used in) provided by operating activities	\$ (25.8)	\$ (4.0)
Capital expenditures	<u>(12.7)</u>	<u>(20.1)</u>
Free cash flow	<u>\$ (38.4)</u>	<u>\$ (24.2)</u>

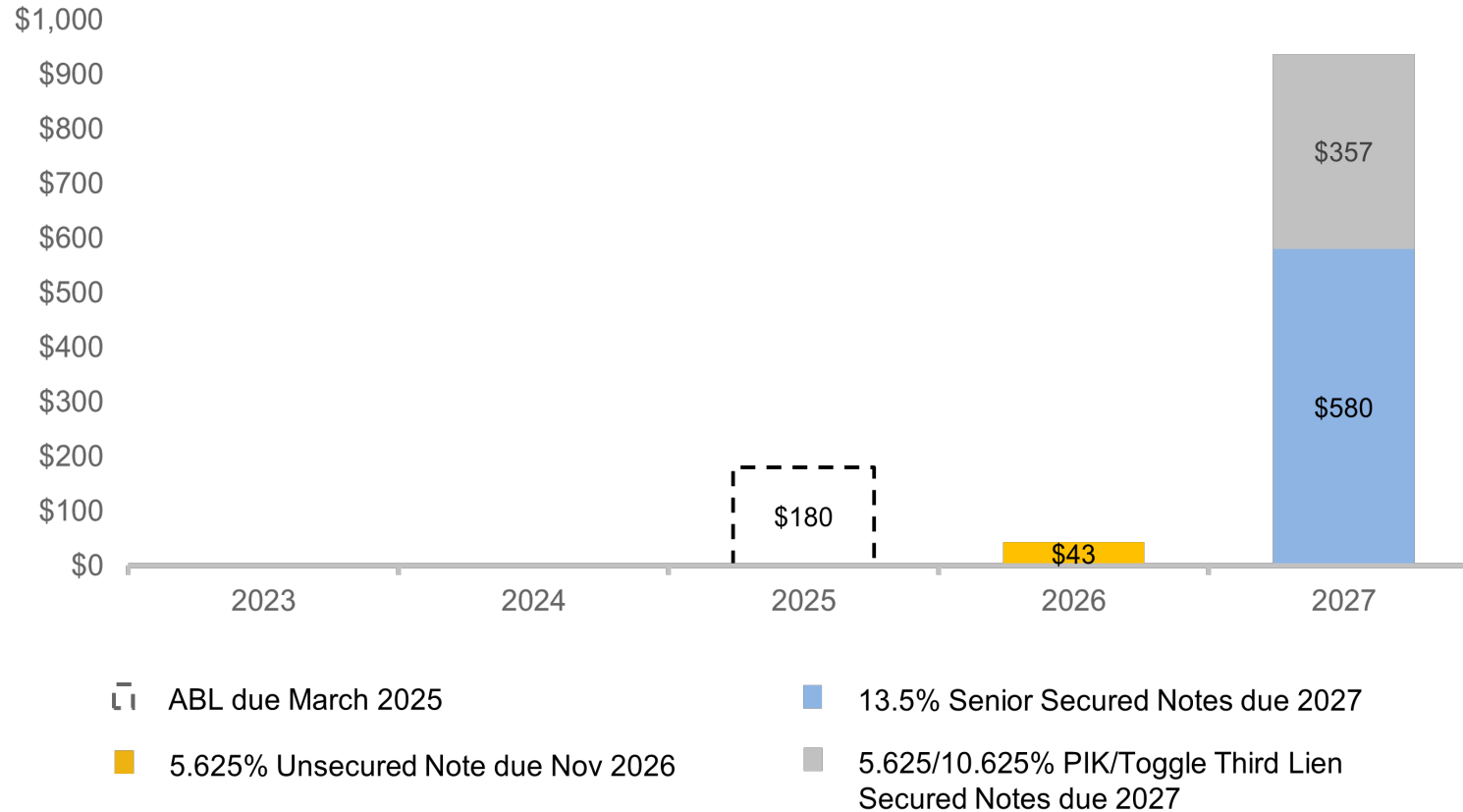
<sup>1</sup>Totals may not add due to rounding

## Liquidity - December 31, 2022



# Refinancing Enhanced Balance Sheet and Debt Maturity Schedule

Increased Financial Flexibility to Grow and Further Optimize Business



**Post-refinancing Liquidity Sufficient to Support Operations**

# 2023 Initial Guidance<sup>1</sup>

		2022 Act.	2023 Est.
Key Company Measures	Sales	\$2.5 billion	\$2.6 - \$2.8 billion
	Adj. EBITDA <sup>2</sup>	\$37.9 million	\$150 - \$175 million
	Capital Expenditures	\$71.2 million	\$70 - \$80 million
	Cash Restructuring	\$23.7 million	\$35 - \$40 million
	Cash Interest	\$80.2 million	\$50 - \$55 million
	Net Cash Taxes Paid/(Refund)	\$(56.4) million	\$10 - \$20 million
Light Vehicle Production (Million Units)	North America	14.3	15.1
	Europe	15.7	16.5
	Greater China	26.3	26.6
	South America	2.8	3.0

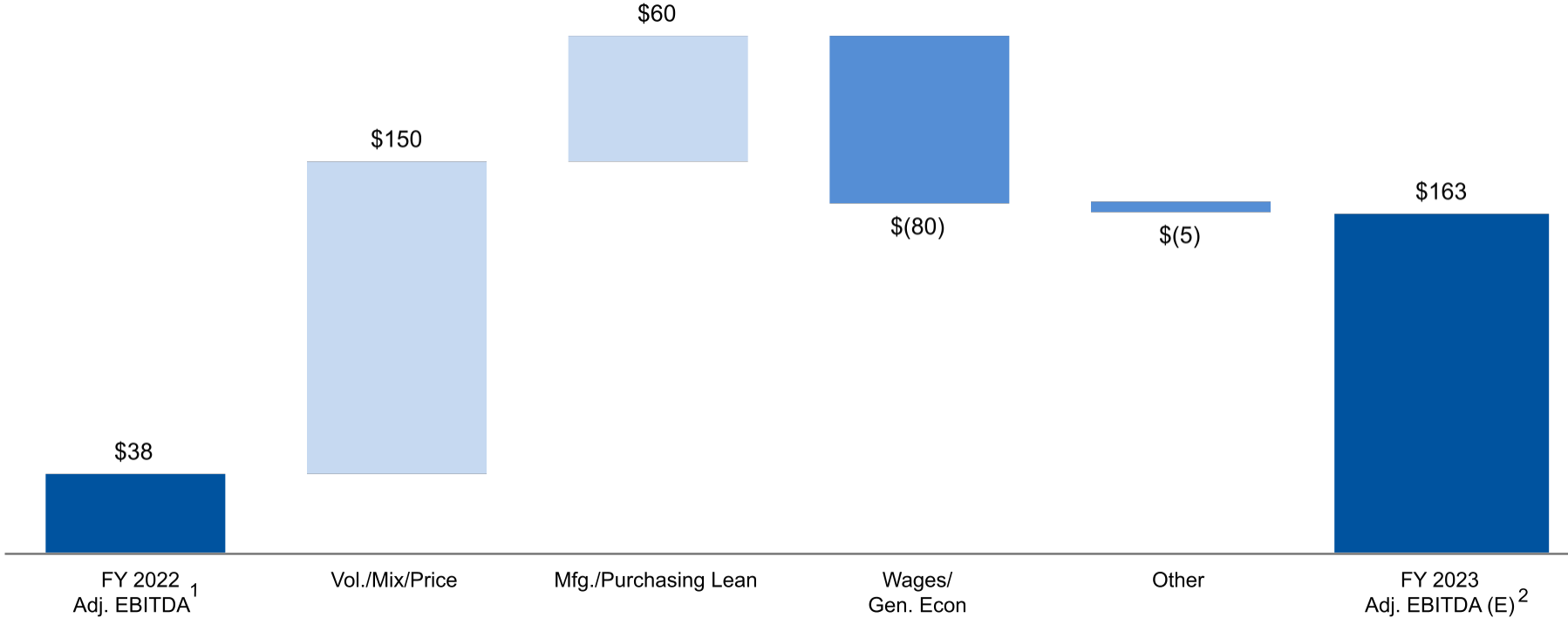
<sup>1</sup>Guidance is representative of management's estimates and expectations as of the date it is published. Current guidance as presented in this document considers January 2023 IHS Markit production forecasts for relevant light vehicle platforms and models, customers' planned production schedules 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.

# 2023 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.

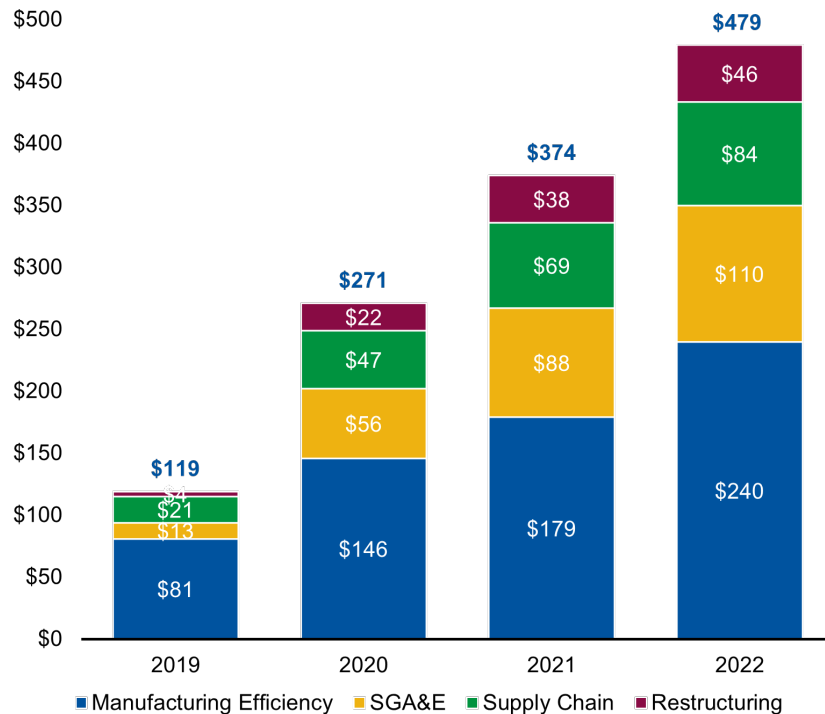
# | Strategic Business Overview and Outlook

Jeff Edwards, Chairman and CEO



# Expect to Leverage Lean Cost Structure on Higher Volume

**Cumulative Cost-Saving  
Impact to Adjusted EBITDA (2019-2022)**



## Continuing Cost Optimization Initiatives



**Targeted European plant restructuring initiatives**  
Right sizing select facilities and revenues



**Further global overhead and SGA&E optimization**  
Maintain costs while growing revenue



**Continue lean manufacturing initiatives**  
Improving manufacturing efficiency VAVE and other cost reduction



**Maintain laser focus on overall fixed costs controls**  
Capital, structure, spending

# Strong Customer Relationships Position CPS to Achieve Enhanced Commercial Agreements











## Customer Actions

- Successfully reduced and limited exposure to material cost fluctuations (2022)
- Negotiations continue to address previous and on-going non-material cost inflation
- Actively pursuing improved repayment terms, reduced exposure on customer owned tooling
- Continued commitment to fix or exit financially poor performing products or regions



# Partnering with our Customers on Top Programs

## 2023 Top 10 Vehicle Platforms

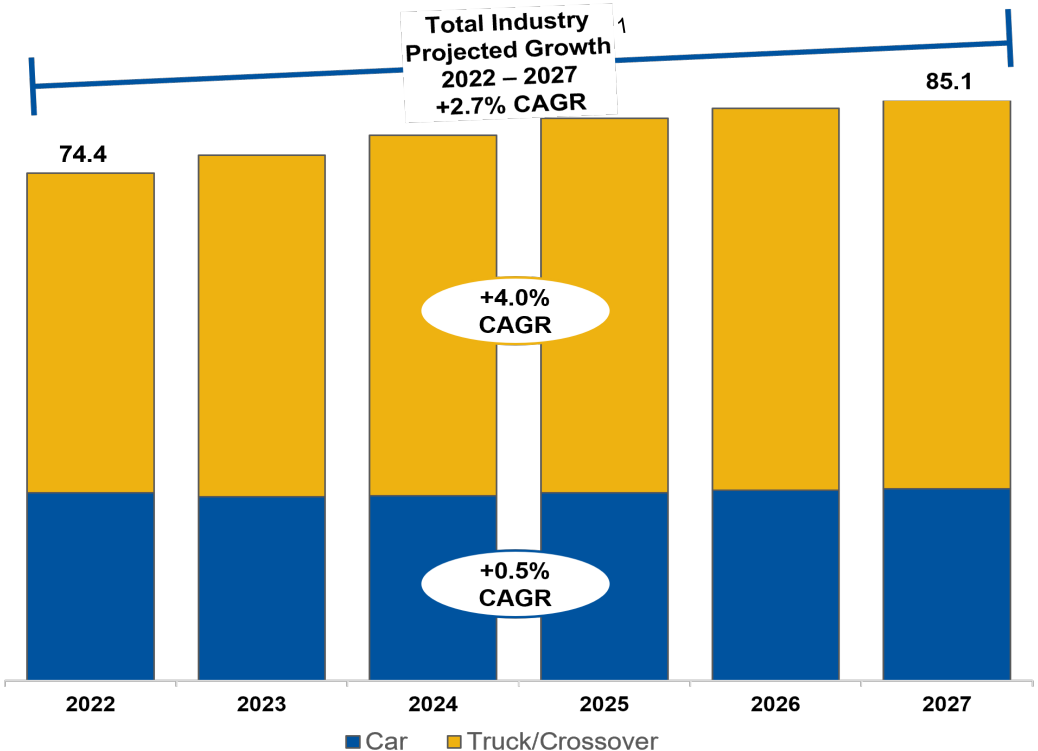
		Sealing	Fluid Systems
	Ford F-150	●	●
	Chevrolet Onix	●	●
	Ford Explorer	●	●
	Chevrolet Silverado	●	●
	Ram 1500	●	●
	Chevrolet Equinox	●	●
	Hummer EV	●	●
	Ford Escape	●	●
	Chevrolet Traverse	●	●
	Mercedes Benz C-Class	●	●

- Top 10 platforms account for ~40% of planned 2023 revenue
- Unweighted average content per vehicle (CPV) across top 10 platforms is ~\$200
- Platform lineup weighted toward light trucks, SUVs and CUVs
- Expanded electric vehicle (EV) products/technology place an EV among our top 10 for the first time

Top 10 platforms and lead vehicle based on expected 2023 CS revenue  
Based on S&P Global (IHS Markit) October 2022 forecast volumes

# Advantaged Market Position to Drive Strong Growth

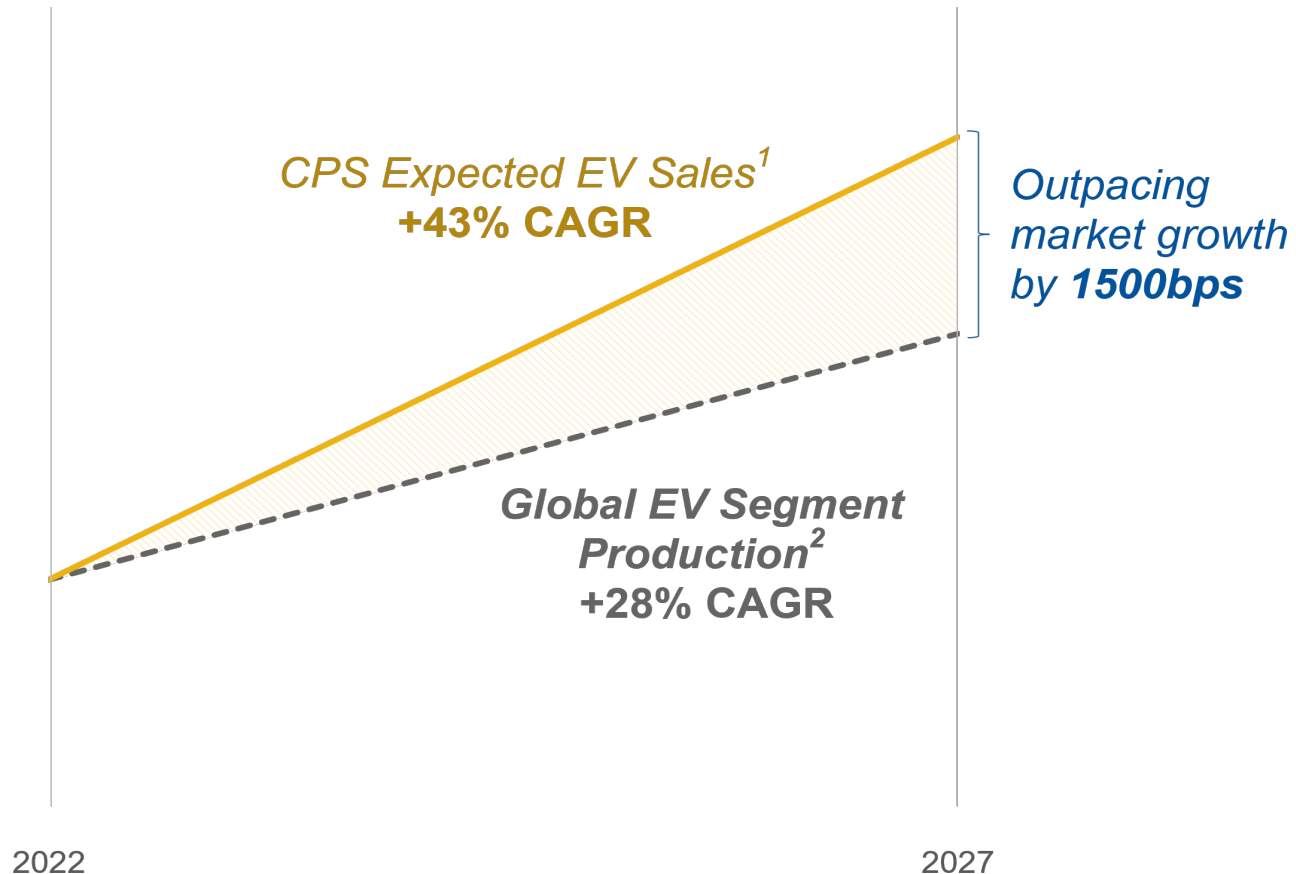
**Global Light Vehicle Production**  
(Million Units)



Cooper Standard's 2023 mix favorably weighted <sup>2</sup>		
	Cars	Trucks / Crossovers
% Revenue – Global <sup>2</sup>	18%	75%
% Revenue – N. America <sup>2</sup>	10%	87%
CPV (relative to cars) – Global		~2.2x
CPV (relative to cars) – N. America		~2.0x

<sup>1</sup> S&P Global (IHS Markit) – October 2022 (excluding Japan)  
<sup>2</sup> Data based on Company estimates – full year 2023. Does not show non-automotive revenue of 8% globally and 3% in North America

# Electric Vehicle Trends Creating Opportunity



## CPS - Key EV Data Points

- **\$198m new EV business awards in 2022**
  - Represents 80% of total net new business awards for the year
- **Current supplier on 3 of the top 5 and 9 of the top 15 EV nameplates<sup>3</sup>**
- **Continuing development of highly technical fluid systems represents expanded TAM and margin opportunities**

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

<sup>2</sup> S&P Global (IHS Markit) - October 2022 (Excluding Japan)

<sup>3</sup> Based on S&P Global (IHS Markit) global EV production estimates for 2023 (excluding Japan)

# Leveraging Culture and Core Values to Drive Improving Results



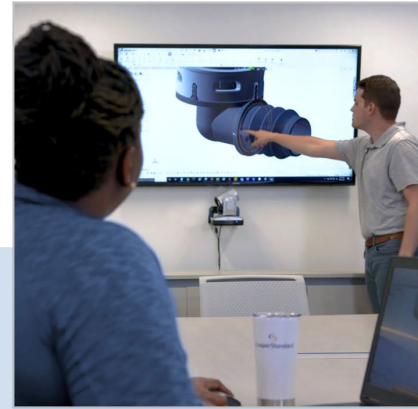
Reinforcing a strong company culture



Managing cost and preserving cash



Maintaining operational excellence



Delivering customer-centric innovations



Focusing strategically on sustainable solutions

# I Q & A

# | 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,	
	2022	2021	2022	2021
	(dollar amounts in thousands)			
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (88,091)	\$ (102,187)	\$ (215,384)	\$ (322,835)
Income tax expense (benefit)	15,467	23,794	17,291	39,392
Interest expense, net of interest income	21,136	18,359	78,514	72,511
Depreciation and amortization	28,303	33,987	122,476	139,008
EBITDA	\$ (23,185)	\$ (26,047)	\$ 2,897	\$ (71,924)
Restructuring charges	5,290	2,699	18,304	36,950
Deconsolidation of joint venture <sup>(1)</sup>	—	—	2,257	—
Impairment charges <sup>(2)</sup>	42,873	23,762	43,710	25,609
Gain on sale of business, net <sup>(3)</sup>	—	—	—	(696)
Gain on sale of fixed assets, net <sup>(4)</sup>	—	—	(33,391)	—
Lease termination costs <sup>(5)</sup>	—	318	—	748
Indirect tax and customs adjustments <sup>(6)</sup>	(68)	—	1,409	—
Pension settlement and curtailment charges <sup>(7)</sup>	2,682	1,279	2,682	1,279
Adjusted EBITDA	\$ 27,592	\$ 2,011	\$ 37,868	\$ (8,034)
Sales	\$ 649,337	\$ 601,349	\$ 2,525,391	\$ 2,330,191
Net loss margin	(13.6)%	(17.0)%	(8.5)%	(13.9)%
Adjusted EBITDA margin	4.2 %	0.3 %	1.5 %	(0.3)%

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 related to recent operating performance and idle assets in certain locations in North America, Europe and Asia Pacific. Impairment charges in 2021 related to fixed assets and goodwill.
3. During 2021, the Company 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. In 2020, the gain on sale of business primarily related to divestitures.
4. In 2022, the Company recognized a gain on a sale-leaseback agreement on one of its European facilities.
5. Lease termination costs no longer recorded as restructuring charges in accordance with ASC 842, *Leases*.
6. Impact of prior period indirect tax and customs adjustments.
7. Non-cash net pension settlement and curtailment charges and administrative fees incurred related to certain of our U.S. and non-U.S. pension plans.

# 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,	
	2022	2021	2022	2021
	(dollar amounts in thousands, except per share amounts)			
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (88,091)	\$ (102,187)	\$ (215,384)	\$ (322,835)
Restructuring charges	5,290	2,699	18,304	36,950
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Gain on sale of fixed assets, net <sup>(4)</sup>	—	—	(33,391)	—
Lease termination costs <sup>(5)</sup>	—	318	—	748
Indirect tax and customs adjustments <sup>(6)</sup>	(68)	—	1,409	—
Pension settlement and curtailment charges <sup>(7)</sup>	2,682	1,279	2,682	1,279
Deferred tax valuation allowance <sup>(8)</sup>	6,834	23,627	6,834	36,905
Tax impact of adjusting items <sup>(9)</sup>	(1,408)	225	2,075	(259)
Adjusted net loss	<u>\$ (31,888)</u>	<u>\$ (50,277)</u>	<u>\$ (171,504)</u>	<u>\$ (222,299)</u>
Weighted average shares outstanding				
Basic	17,218,921	17,099,143	17,190,958	17,045,353
Diluted <sup>(8)</sup>	17,218,921	17,099,143	17,190,958	17,045,353
Loss per share:				
Basic	<u>\$ (5.12)</u>	<u>\$ (5.98)</u>	<u>\$ (12.53)</u>	<u>\$ (18.94)</u>
Diluted	<u>\$ (5.12)</u>	<u>\$ (5.98)</u>	<u>\$ (12.53)</u>	<u>\$ (18.94)</u>
Adjusted loss per share:				
Basic	<u>\$ (1.85)</u>	<u>\$ (2.94)</u>	<u>\$ (9.98)</u>	<u>\$ (13.04)</u>
Diluted	<u>\$ (1.85)</u>	<u>\$ (2.94)</u>	<u>\$ (9.98)</u>	<u>\$ (13.04)</u>

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 related to fixed assets. Impairment charges in 2021 related to fixed assets and goodwill.

3. During 2021, the Company 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 2022, the Company recognized a gain on a sale-leaseback agreement on one of its European facilities.

5. Lease termination costs no longer recorded as restructuring charges in accordance with ASC 842, *Leases*.

6. Impact of prior period indirect tax and customs adjustments.

7. Non-cash net pension settlement and curtailment charges and administrative fees incurred related to certain of our U.S. and non-U.S. pension plans.

8. In 2022, relates to the recognition of our valuation allowance on net deferred tax assets in Poland. In 2021, the deferred tax valuation allowance relates to the initial recognition of our valuation allowance in the U.S. and certain international jurisdictions.

9. 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 December 31,		Twelve Months Ended December 31,	
	2022	2021	2022	2021
Net cash (used in) provided by operating activities	\$ (25,790)	\$ (4,022)	\$ (36,150)	\$ (115,510)
Capital expenditures	(12,659)	(20,142)	(71,150)	(96,107)
Free cash flow	<u>\$ (38,449)</u>	<u>\$ (24,164)</u>	<u>\$ (107,300)</u>	<u>\$ (211,617)</u>