

CooperStandard

SECOND QUARTER 2016
CONFERENCE CALL AND WEBCAST

July 29, 2016

AGENDA

Introduction	Roger Hendriksen Director, Investor Relations
Business Overview	Jeff Edwards Chairman and Chief Executive Officer
Financial Overview	Matt Hardt Executive VP and Chief Financial Officer
Summary and Outlook	Jeff Edwards
Q & A	



FORWARD-LOOKING STATEMENTS

This presentation contains certain "forward-looking statements." Our use of words such as "anticipate," "expect," "suggest," "plan," "believe," "intend," "estimate," "target," "project," "should," "could," "would," "may," "will," "forecast," or other similar expressions, is intended to identify forward-looking statements that represent our current judgment about possible future events or results. We believe these judgments are reasonable, but these statements are not guarantees of any events or financial results, and our actual results may differ materially due to a variety of important factors. Among other items, such factors may include: prolonged or material contractions in automotive sales and production volumes; 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; risks associated with our non-U.S. operations; foreign currency exchange rate fluctuations; our ability to control the operations of our joint ventures for our sole benefit; our substantial debt; our ability to obtain adequate financing sources in the future; operating and financial restrictions imposed on us under our term loan facility and the ABL facility; 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 acquisition strategy may not be successful; product liability, warranty and recall claims brought against us; environmental, health and safety laws and other laws and regulations; 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; the possibility of future impairment charges to our goodwill and long-lived assets; the concentrated ownership of our stock which may allow a few owners to exert significant control over us; 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 review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by any applicable securities laws.

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.



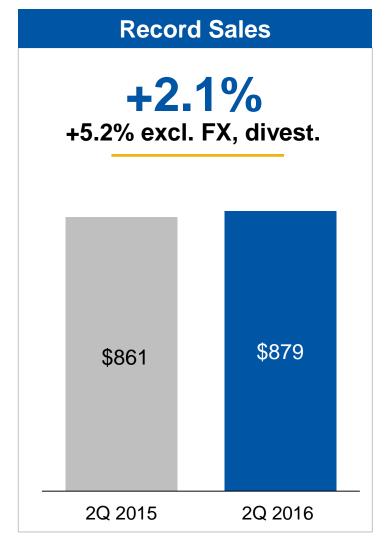
BUSINESS OVERVIEW

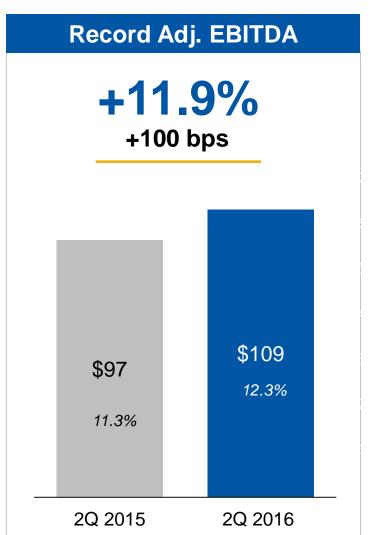
Jeff Edwards, Chairman and CEO

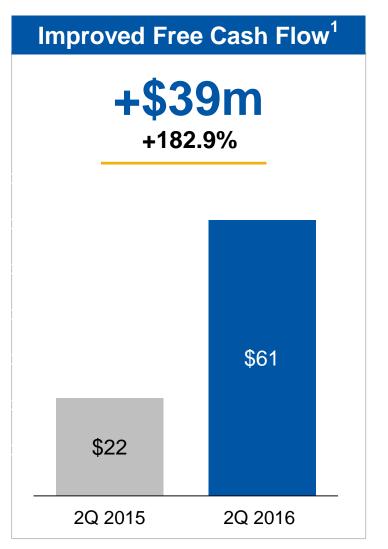


CONTINUED STRONG GROWTH AND MARGIN EXPANSION

(USD millions)









REVENUE OUTPACING INDUSTRY

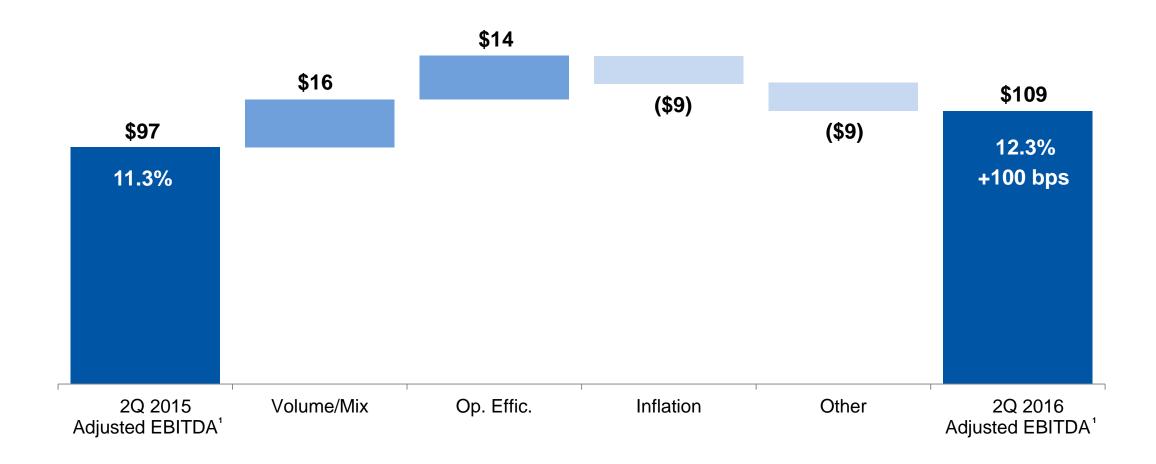
Year-Over-Year % Change	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>1H 2016</u>
CS Sales Growth	7.3%	5.0%	3.0%	4.9%
Exchange Adjustment	(0.3%)	1.0%	9.2%	2.4%
Acquisition / Divestiture Adjustment	(1.1%)	(1.3%)	(4.9%)	(0.5%)
Adjusted CS Sales Growth	5.9%	4.7%	7.3%	6.8%
Global Production Volume (Market) ¹	5.1%	3.3%	2.2%	2.8%
CS Sales Growth to Market Ratio	1.2	1.4	3.3	2.4

(1) Source: HIS, excludes Japan Numbers subject to rounding



OPERATING EFFICIENCIES DRIVE MARGIN EXPANSION

(USD millions)





WORLD-CLASS OPERATING SYSTEM AND CULTURE OF EXCELLENCE DRIVES RESULTS

5 Customer Awards

Quality/Service Excellence

60New Product Launches

37 on Global Platforms

\$14m Cost Reductions

Operating Efficiency

+81%
Improved PPM

vs. 2015 FY rate

+26%
Improved Safety TIR

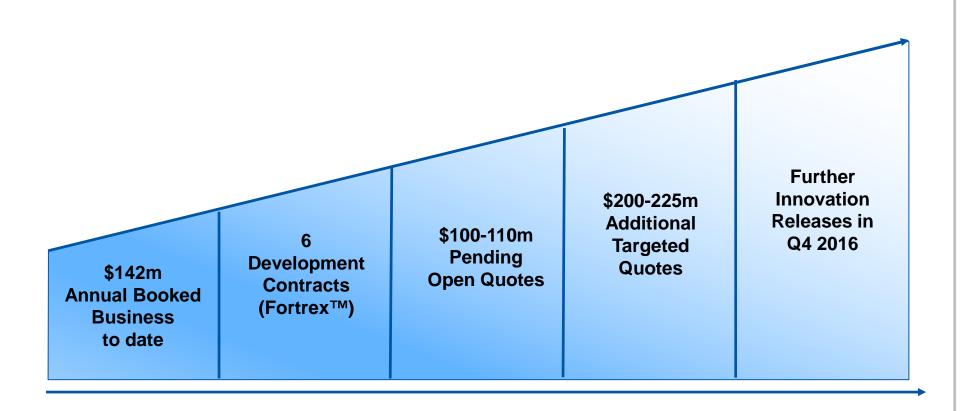
vs. 2015 FY rate

\$47m
Net New Business Awards

Mostly Global Platforms



SUCCESSFULLY BRINGING INNOVATIONS TO MARKET





MagAlloy[™]
ArmorHose[™]
Gen III Quick Connect
Fortrex[™]



FINANCIAL OVERVIEW

Matt Hardt, Executive VP and CFO



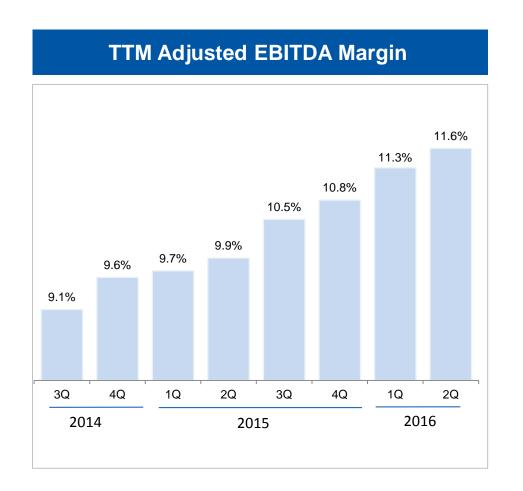
FINANCIAL RESULTS

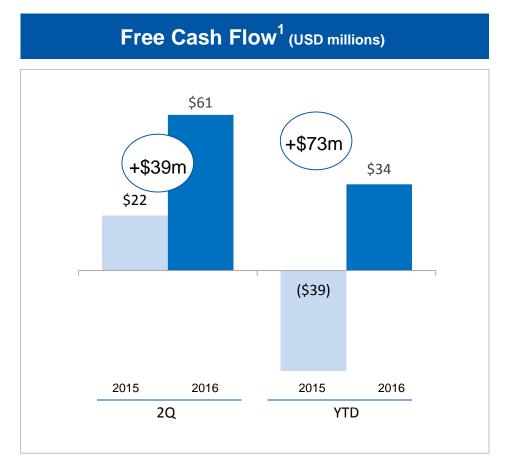
(USD millions, except per share amounts)

	Three Months I	Ended June 30,	Six Months Er	nded June 30,
	2016	2015	2016	2015
Sales	\$879.3	\$860.8	\$1,741.8	\$1,660.9
Gross Profit	\$172.0	\$154.0	\$331.8	\$284.8
% Margin	19.6%	17.9%	19.0%	17.1%
Adjusted EBITDA ¹	\$108.5	\$97.0	\$212.1	\$177.7
% Margin	12.3%	11.3%	12.2%	10.7%
Net Income	\$40.9	\$36.5	\$71.5	\$57.5
EPS (Fully diluted)	\$2.20	\$1.98	\$3.83	\$3.14
Adjusted Net Income ¹	\$52.9	\$41.0	\$100.3	\$70.7
Adjusted EPS (Fully diluted)	\$2.85	\$2.23	\$5.37	\$3.86
CAPEX	\$26.3	\$44.6	\$81.4	\$95.9
% of Sales	3.0%	5.2%	4.7%	5.8%



CONTINUED STRONG MARGIN AND CASH FLOW MOMENTUM

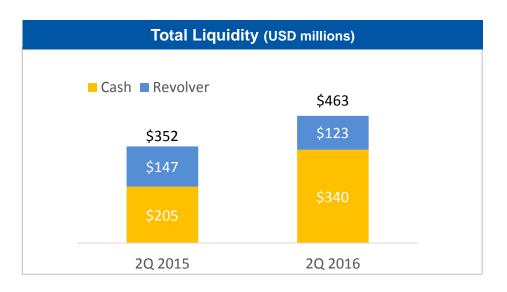


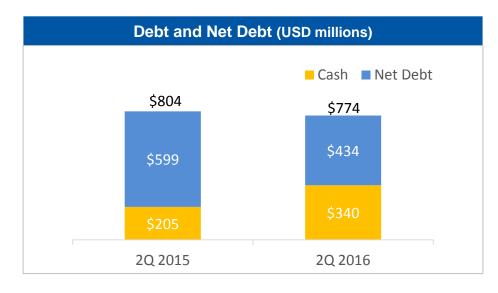


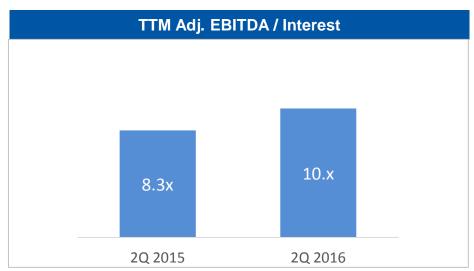


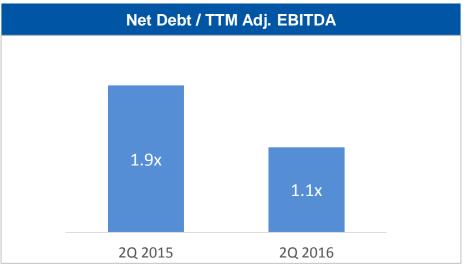
¹ Defined as cash provided by operating activities less CAPEX. See appendix.

IMPROVING CREDIT PROFILE









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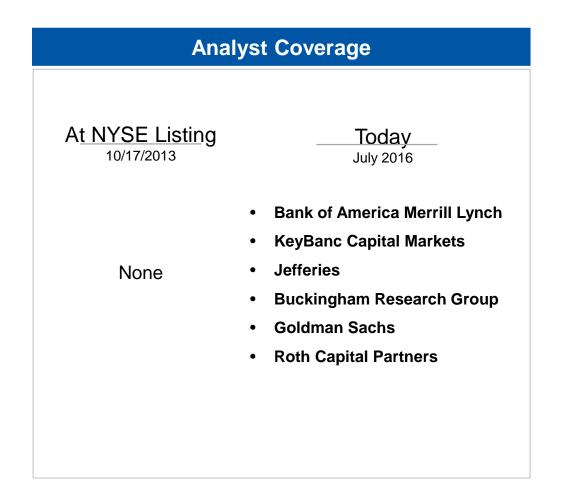
Numbers are subject to rounding

CREDIT RATING UPGRADES

	Previous Rating	Revised Rating	Commentary
Moody's INVESTORS SERVICE	B2	B1 Stable	"Cooper-Standard's B1 CFR reflects Moody's belief that the company will sustain its improved operating performance over the next 12-24 months."
S&P Global Ratings	BB- Stable	BB- Positive	"Cooper-Standard Holdings Inc. Outlook Revised To Positive On Increased Likelihood Of Improved Operating Performance."



IMPROVING VISIBILITY AND TRADING LIQUIDITY







OUTLOOK

Jeff Edwards, Chairman and CEO



2016 REVISED GUIDANCE

	Previous Guidance (May 4, 2016)	Current Guidance
Sales (Excl. divestitures)	\$3.35 - \$3.40 Billion	\$3.40 - \$3.43 Billion
Adj. EBITDA Margin	11.3% -11.8%	12.0% - 12.5%
Capital Expenditures	\$155 - \$165 Million	Unchanged
Cash Restructuring	\$45 - \$55 Million	Unchanged
Cash Taxes	\$50 - \$60 Million	Unchanged



Q & A



APPENDIX



NON-GAAP FINANCIAL MEASURES

EBITDA, adjusted EBITDA, adjusted net income, return on invested capital ("ROIC") and free cash flow (collectively "Non-GAAP Measures") are measures not recognized under United States Generally Accepted Accounting Principles (U.S. GAAP) and which exclude certain non-cash and non-recurring items. Management considers these Non-GAAP Measures 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. Adjusted EBITDA is defined as net income (loss) adjusted to reflect income tax expense, interest expense net of interest income, depreciation and amortization, and certain items that management does not consider to be reflective of the Company's core operating performance. Adjusted net income is defined as net income (loss) adjusted to reflect certain unusual, non-cash or non-recurring items that management does not consider to be reflective of the Company's core operating performance. Free cash flow is defined as cash provided by operating activities minus CAPEX. See reconciliation table for ROIC calculation.

When analyzing the Company's operating performance, investors should use these Non-GAAP Measures as supplements to, and not as alternatives for, net income (loss), operating income, or any other performance measure derived in accordance with U.S. GAAP, nor as an alternative to cash flow from operating activities as a measure of the Company's performance. These Non-GAAP Measures 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 these Non-GAAP measures differently and therefore Cooper Standard'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 Cooper Standard may incur expenses similar to or in excess of the adjustments in this presentation. This presentation of adjusted EBITDA and adjusted net income should not be construed as an inference that Cooper Standard's future results will be unaffected by unusual or non-recurring items.



EBITDA AND ADJUSTED EBITDA RECONCILIATION

(USD thousands)

	Three Months Ended June 30,					Six Months E	Ended June 30,		
	2016		2015		2016		_	2015	
Net income attributable to Cooper-Standard Holdings Inc.	\$	40,913	\$	36,496	\$	71,512	\$	57,483	
Income tax expense		15,234		16,442		30,787		31,183	
Interest expense, net of interest income		9,995		9,268		19,747		18,425	
Depreciation and amortization		30,169		29,376		60,374		55,975	
EBITDA	\$	96,311	\$	91,582	\$	182,420	\$	163,066	
Gain on remeasurement of previously held equity interest (1)		_		(2,577)		_		(14,199)	
Restructuring charges		12,206		7,429		23,038		26,269	
Secondary offering underwriting fees and other expenses (2)		_			6,500			_	
Amortization of inventory write-up (3)		_		_	<u> </u>			1,419	
Acquisition costs		_		453		_		999	
Other				65		155		162	
Adjusted EBITDA	\$	108,517	\$	96,952	\$	212,113	\$	177,716	



⁽¹⁾ Gain on remeasurement of previously held equity interest in Shenya.

⁽²⁾ Fees and expenses associated with the March 2016 secondary offering.

⁽³⁾ Amortization of write-up of inventory to fair value for the Shenya acquisition.

ADJUSTED EBITDA MARGIN, FINANCIAL RATIOS

TWELVE MONTHS ENDED JUNE 30, 2016 **Twelve Months** (USD millions) **Three Months Ended Ended** 31-Dec-15 31-Mar-16 30-Sep-15 30-Jun-16 30-Jun-16 Net income (loss) 32.7 21.7 30.6 40.9 \$ 125.9 Income tax expense/(benefit) 12.9 (2.8)15.6 15.2 40.9 Interest expense, net of interest income 9.5 10.3 9.8 10.0 39.5 Depreciation and amortization 29.3 29.2 30.2 30.2 118.9 **EBITDA** 84.4 58.4 \$ 86.1 96.3 \$ 325.2 10.8 12.2 Restructuring (1) 8.6 19.0 50.6 Secondary offering fees and expenses (2) 6.7 6.7 Impairment Charges (3) 21.6 21.6 Gain on divestiture (4) (8.0)(8.0)**Acquisition Costs** 0.3 0.3 0.6 Other **Adjusted EBITDA** 93.3 91.3 103.6 108.5 396.7 **Net Leverage** Debt payable within one year \$45.3 Long-term debt 728.6 Less: cash and cash equivalents (339.5)434.4 **Net Leverage Net Leverage Ratio** 1.1 Interest coverage ratio 10.0 854.4 879.3 Sales 862.5 3.423.7

(1) Includes non-cash restructuring

Adjusted EBITDA as a percent of Sales

- (2) Fees and expenses associated with the March 2016 secondary offering.
- (3) Impairment charges related to fixed assets of \$13.6 million and intangible assets of \$8.0 million.
- (4) Gain on sale of hard coat plastic exterior trim business in Rockford, TN



Note: Numbers subject to rounding

10.7%

12.0%

12.3%

11.6%

22

11.3%

EPS AND ADJUSTED EPS RECONCILIATION

(USD thousands except share and per share amounts, All adjustments are net of tax)

justments are net of tax)		Three Months En	une 30,	Six Months Ended June 30,				
		2016		2015		2016		2015
Net income attributable to Cooper-Standard Holdings Inc.	\$	40,913	\$	36,496	\$	71,512	\$	57,483
Gain on remeasurement of previously held equity interest (1)	Ψ		Ψ	(2,577)	Ψ		Ψ	(14,199)
Restructuring charges		12,000		6,802		22,461		25,484
Secondary offering underwriting fees and other expenses (2)		_		_		6,272		· —
Amortization of inventory write-up (3)		_		_		_		1,206
Acquisition costs		_		281		_		620
Other				40		96		100
Adjusted net income		52,913	\$	41,042	\$	100,341	\$	70,694
Weighted average shares outstanding								
Basic		17,242,277		17,077,732		17,342,321		17,057,620
Diluted		18,591,645		18,410,467		18,669,123		18,324,072
Adjusted earnings per share:								
Basic	\$	3.07	\$	2.40	\$	5.79	\$	4.14
Diluted	\$	2.85	\$	2.23	\$	5.37	\$	3.86

⁽¹⁾ Gain on remeasurement of previously held equity interest in Shenya.

⁽³⁾ Amortization of write-up of inventory to fair value for the Shenya acquisition.



⁽²⁾ Fees and expenses associated with the March 2016 secondary offering.

FREE CASH FLOW

(USD thousands)

	Three Months Ended June 30,					Six Months Ended June 30,			
	2016		2015		2016		2015		
Net cash provided by (used in) operating activities	\$	87,327	\$	66,144	\$	115,241	\$	56,604	
Capital expenditures		(26,339)		(44,589)		(81,429)		(95,904)	
Free cash flow	\$	60,988	\$	21,555	\$	33,812	\$	(39,300)	



2016 GUIDANCE KEY ASSUMPTIONS

	Previous Assumptions (May 4, 2016)	Current Assumptions
NA Production	18.2 Million Units	18.0 Million Units
European Production	21.2 Million Units	21.5 Million Units
Avg. Full Year FX Rates		
Euro	1 EUR = \$1.12 USD	Unchanged
Canadian Dollar	1 CAD = \$0.79 USD	1 CAD = \$0.77 USD
Mexican Peso	\$1.00 USD = 16.3 MXN	\$1.00 USD = 18.1 MXN

