



# Creating Sustainable Solutions *TOGETHER*

Second Quarter 2024 Earnings Presentation

August 2, 2024



# 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. Strategic 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 and disruptions related to the wars in Ukraine and the Middle East; our ability to achieve commercial recoveries and to offset the adverse impact of higher commodity and other costs through pricing and other negotiations with our customers; work stoppages or other labor disruptions with our employees or our customers’ employees; 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; 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; significant costs related to 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; the potential impact of any future public health events on our financial condition and results of operations; 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 2024 Highlights

Continuing Strong Operating Performance; Year-over-year Margin Improvement

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**97%**

**World-class Quality**  
Green Customer Scorecards

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**96%**

**World-class Service**  
Green Launch Scorecards

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**0.29/31**

**World-class Safety**  
Total incident rate (Q2) /  
Plants with 0 Incidents (YTD)

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**\$16m**

**Manufacturing/Purchasing**  
Lean Savings

---

**+100bps**

**Gross Margin Improvement**

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**\$61m**

**Net New Business Awards**



# Continued Recognition for Leadership in Sustainability

Committed to Being a Strong Environmental Champion and Ensuring Long-Term Health of the Business



# Financial Overview

Jon Banas, Executive VP and CFO

# Financial Results

(USD millions, except per share amounts)

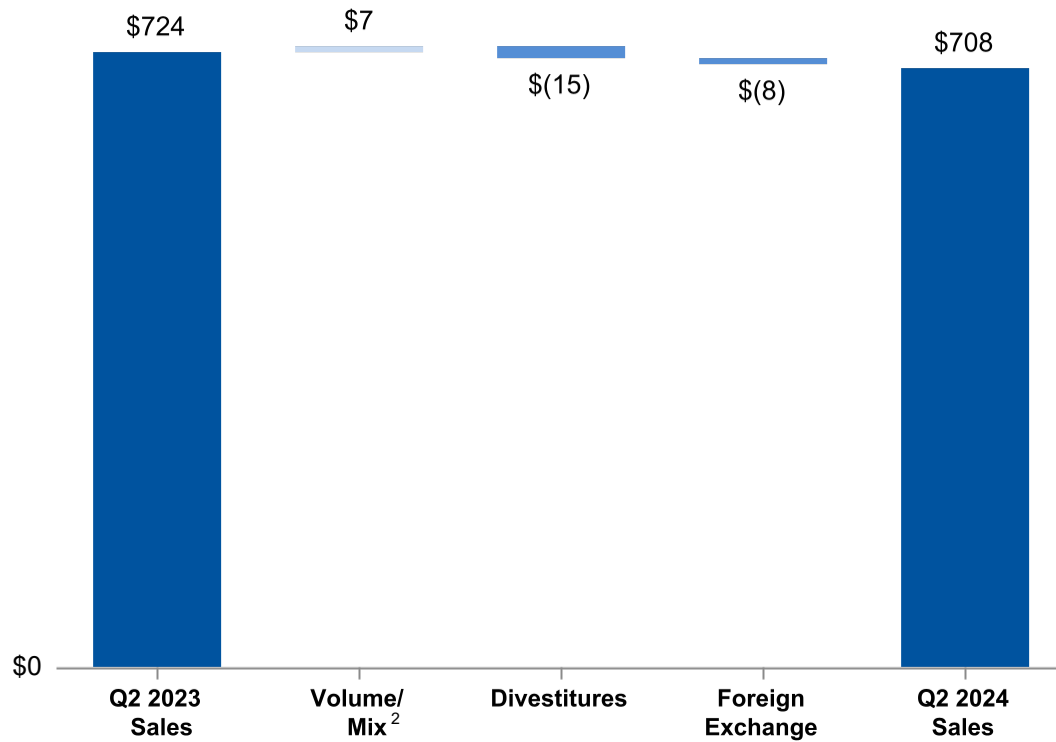
	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Sales	\$ 708.4	\$ 723.7	\$ 1,384.8	\$ 1,406.2
Gross Profit	\$ 82.9	\$ 77.7	\$ 144.6	\$ 119.5
<i>% Margin</i>	<i>11.7 %</i>	<i>10.7 %</i>	<i>10.4 %</i>	<i>8.5 %</i>
Adjusted EBITDA <sup>1</sup>	\$ 50.9	\$ 47.9	\$ 80.3	\$ 60.4
<i>% Margin<sup>1</sup></i>	<i>7.2 %</i>	<i>6.6 %</i>	<i>5.8 %</i>	<i>4.3 %</i>
Income Tax Expense	\$ 8.1	\$ 4.8	\$ 12.2	\$ 5.1
<i>Effective Tax Rate %</i>	<i>(11.9)%</i>	<i>(20.1)%</i>	<i>(12.8)%</i>	<i>(3.3)%</i>
Net Loss	\$ (76.2)	\$ (27.8)	\$ (107.9)	\$ (158.2)
<i>EPS (Fully diluted)</i>	<i>(4.34)</i>	<i>(1.61)</i>	<i>(6.16)</i>	<i>(9.15)</i>
Adjusted Net Loss <sup>1</sup>	\$ (11.3)	\$ (20.0)	\$ (41.9)	\$ (66.1)
<i>Adjusted EPS (Fully diluted)<sup>1</sup></i>	<i>(0.64)</i>	<i>(1.15)</i>	<i>(2.39)</i>	<i>(3.83)</i>
CAPEX	\$ 11.2	\$ 17.5	\$ 28.1	\$ 46.8
<i>% of Sales</i>	<i>1.6 %</i>	<i>2.4 %</i>	<i>2.0 %</i>	<i>3.3 %</i>



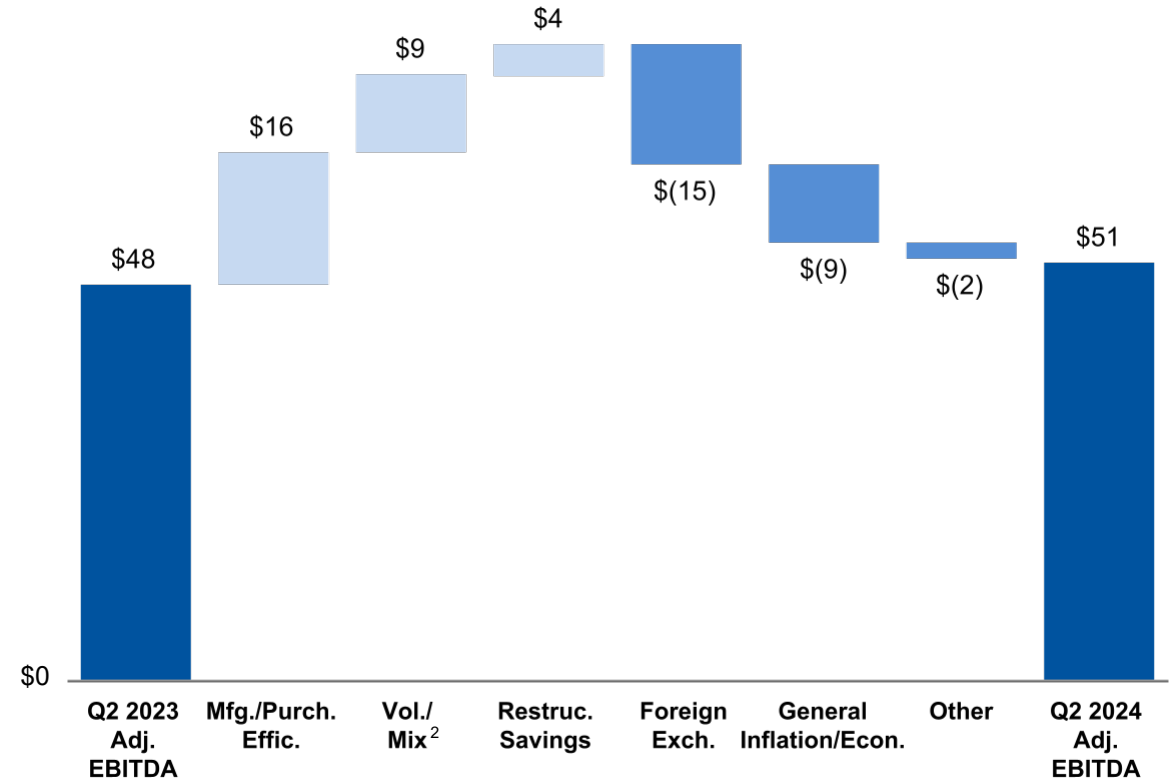
# Q2 2024 Bridge Analysis

(USD millions)

## Sales



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



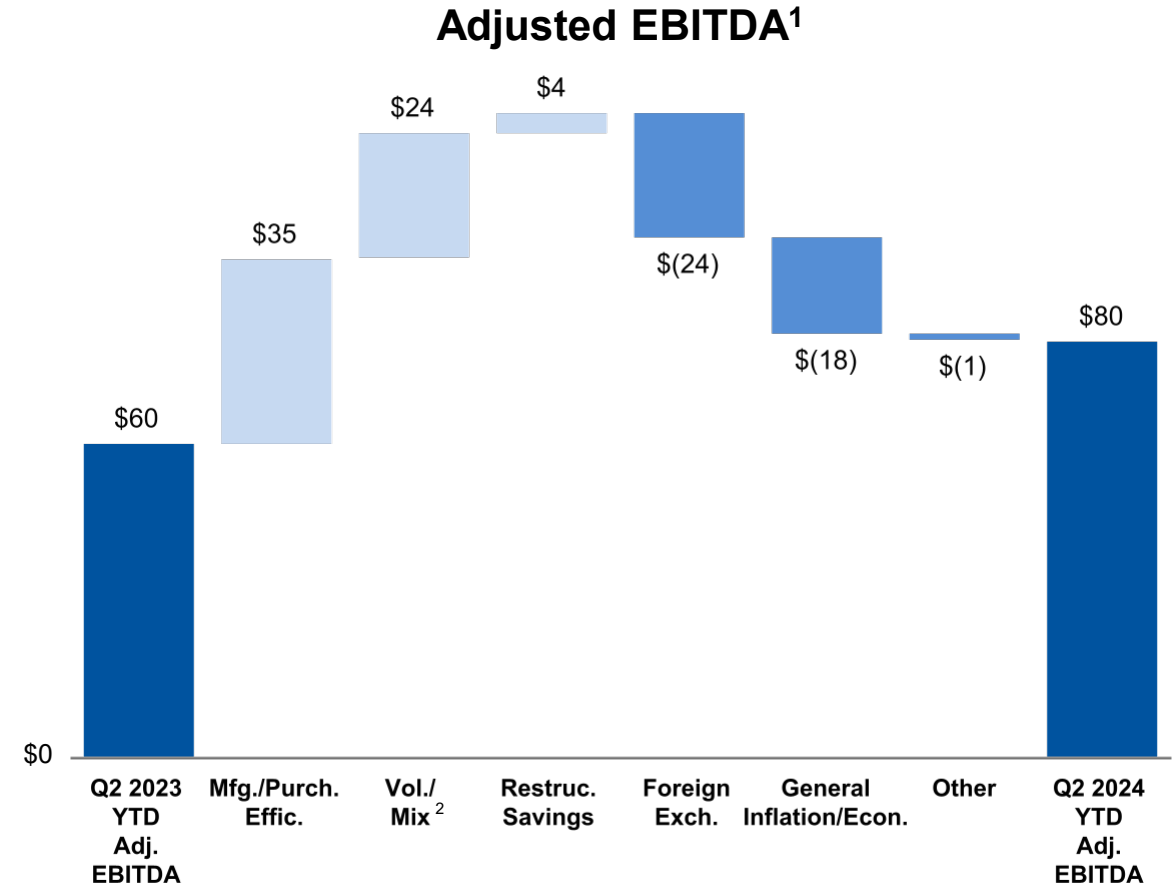
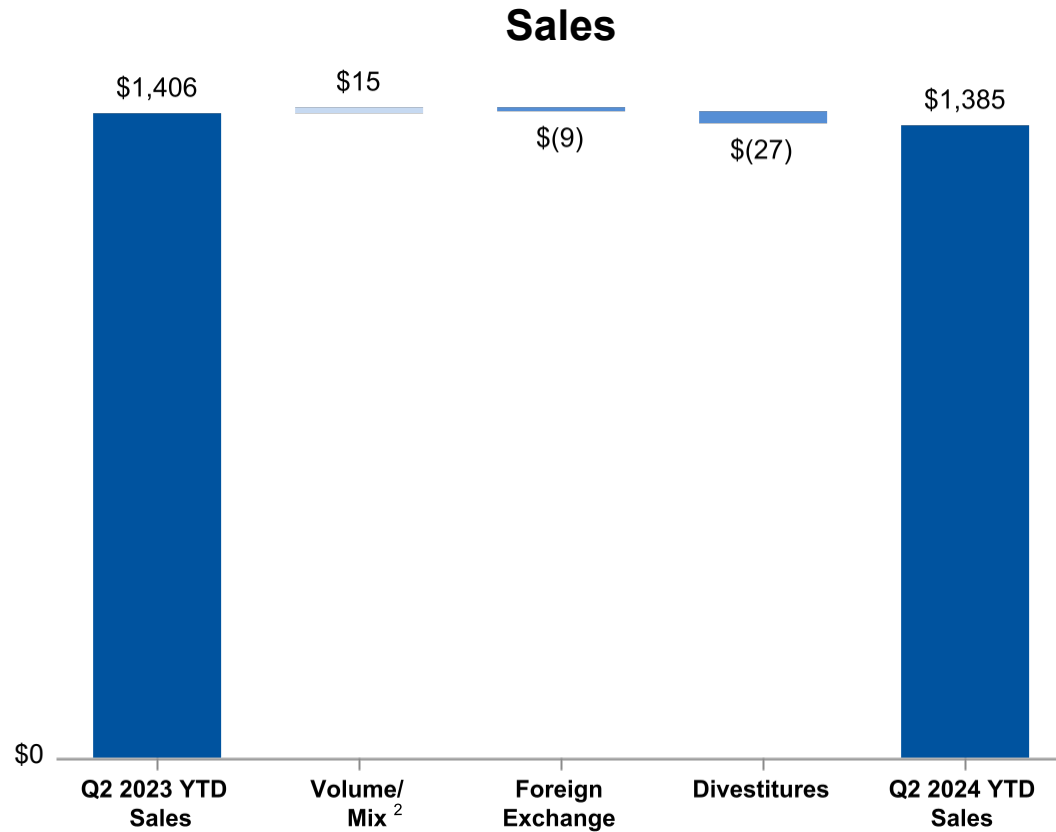
<sup>1</sup> See Appendix for definitions and reconciliation to U.S. GAAP.

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

Note: Totals may not add due to rounding

# Q2 2024 YTD Bridge Analysis

(USD millions)



<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 and inflation recoveries.

Note: Totals may not add due to rounding

# Continuing Solid Liquidity

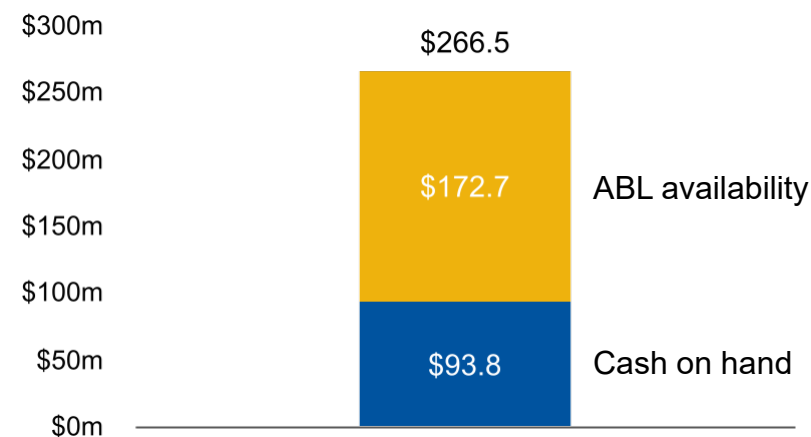
## Free Cash Flow<sup>1</sup>

(millions)

	Three Months Ended June 30,	
	2024	2023
Net cash used in operating activities	\$ (12.0)	\$ (13.2)
Capital expenditures	(11.2)	(17.5)
Free cash flow	<u>\$ (23.3)</u>	<u>\$ (30.7)</u>

## Liquidity - June 30, 2024

(millions)



**Current Liquidity Remains Sufficient to Support Ongoing Operations**

# | Strategic Overview and Outlook

Jeff Edwards, Chairman and CEO

# Relentless Focus on Our Strategic Imperatives



## FINANCIAL STRENGTH

Execute our business plans achieving and sustaining double-digit EBITDA margins, ROIC and strong free cash flow generation.



## WORLD-CLASS EXECUTION

Attain world-class results across all our business allowing the Company to Be the First Choice of the Stakeholders We Serve.



## PROFITABLE GROWTH DRIVEN BY INNOVATION

Leverage our materials science and product knowledge, innovation and manufacturing expertise across our product groups in the pursuit of organic and inorganic growth.



## CORPORATE RESPONSIBILITY

Deliver value to all our stakeholders through our environmental, social and governance initiatives to ensure the long-term sustainability of the Company.



# Aggressive Lean Initiative to Further Optimize Costs

Implementation Completed Successfully in Q2



- Streamlined operations and engineering execution enabled by product-line structure
  - Immediate reduction in salaried workforce
  - Expected cost savings of \$20 - \$25 million in 2024
  - Full annualized cost savings of \$40 - \$45 million expected in 2025
  - Payback of restructuring costs in approximately 6 months
- Further footprint rationalization under consideration

**Successful Implementation and Realized Savings Should Drive Margin Improvement in 2H 2024**

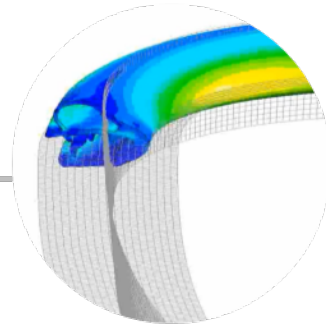
# Innovating Next Generation Advanced Sealing Solutions

Meeting Industry Needs and Enhancing Business Value Through Leading-edge Technology



## Elevated Styling

FlushSeal™ Sealing System  
Frameless Sealing System  
Decorative Trim Solutions



## Enhanced Performance

Digital Analysis  
Virtual Validation



## Improved Sustainability

Lightweighting  
Recyclability  
Reduced Carbon Footprint

# Innovative Fluid Handling Solutions for All Powertrains

Market-flexible Portfolio Supports All Scenarios for Hybrid and EV Adoption

Business  
Impact



## Accelerated Adoption & Proliferation

### Core

PlastiCool® Multi Layer Tube  
Ergo-Lock® Connectors  
Easy-Lock® Connectors



## Growth & Vertical Integration

### Evolutionary

Coolant Hub  
Integrated Sensors  
Low Elution Fuel Tube  
TPV Hose



## Portfolio & CPV Expansion

### Transformational

eCoFlow™ Switch Pump  
eCoFlow™ Coolant Module  
PFAS Free Tubing

# Powertrain Evolution Generating Increased CPV Opportunities

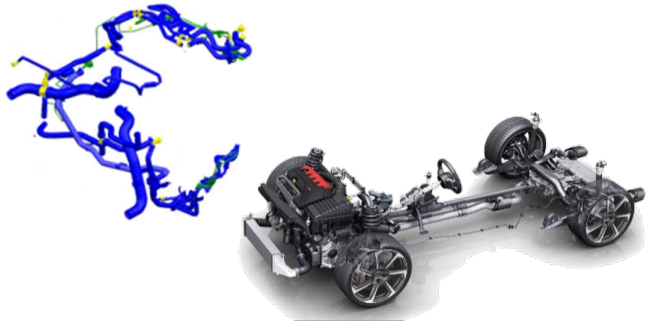
Innovative Solutions Address Increasingly Complex Thermal Management Requirements

Comparative Fluids CPV\*

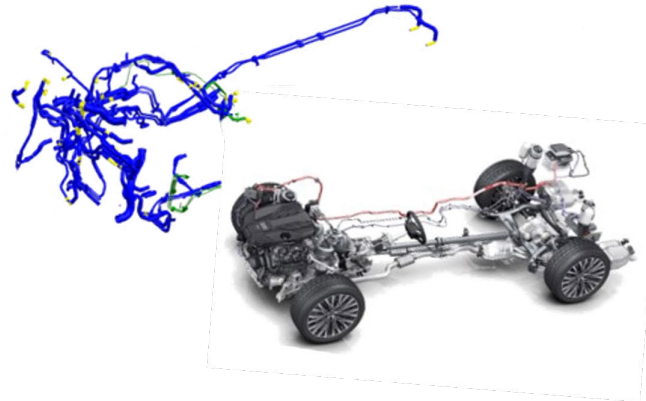
+ 80%

+20%

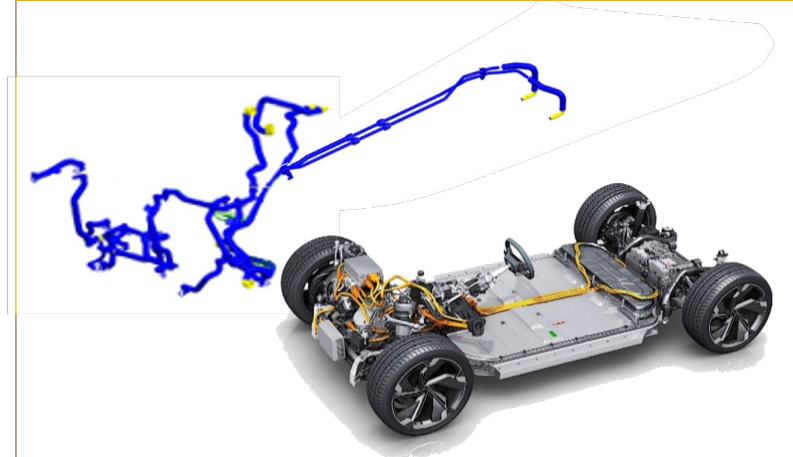
Internal Combustion Engine



Hybrid Electric Vehicle



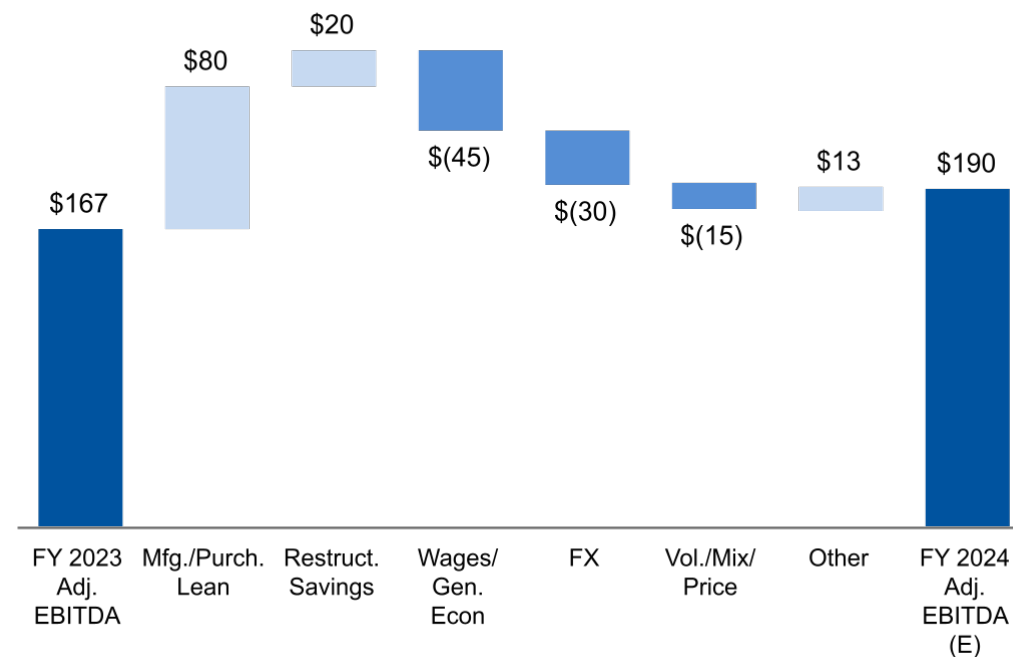
Battery Electric Vehicle



# 2024 Outlook: Further Margin Expansion; Moderating Growth

		2023 Actuals	FY 2024 Updated Guidance <sup>1</sup>
Key Company Measures	Sales	\$2.82 billion	\$2.7 - \$2.8 billion
	Adj. EBITDA <sup>2</sup>	\$167.1 million	\$180 - \$200 million
	Capital Expenditures	\$80.7 million	\$50 - \$60 million
	Cash Restructuring	\$13.9 million	\$25 - \$30 million
	Net Cash Interest	\$68.1 million	\$93 - \$95 million
	Net Cash Taxes	\$10.3 million	\$25 - \$30 million
Light Vehicle Production (Million Units)	North America	15.6	15.8
	Europe	17.8	17.1
	Greater China	28.9	29.1
	South America	2.9	2.8

**Adjusted EBITDA<sup>2</sup> Guidance Bridge Analysis**  
(Estimates Based on Mid-point of Provided Range)



<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 presentation considers July 2024 S&P Global (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 (loss) because full-year net income (loss) 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 (loss) without unreasonable effort.



# I Q & A

# | Appendix

# Non-GAAP Financial Measures

EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net income (loss), adjusted earnings (loss) 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. Net new business is a measure not recognized under U.S. GAAP which is a representation of potential incremental future revenue but which may not fully reflect all external impacts to future revenue. Management considers EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net income (loss), adjusted earnings (loss) per share, free cash flow and net new business 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 (loss) adjusted to reflect income tax expense (benefit), 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 net income (loss) is defined as net income (loss) 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 basic and diluted earnings (loss) per share is defined as adjusted net income (loss) 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. Net new business reflects anticipated sales from formally awarded programs, less lost business, discontinued programs and replacement programs and is based on S&P Global (IHS Markit) forecast production volumes. The calculation of "net new business" does not reflect customer price reductions on existing programs and may be impacted by various assumptions embedded in the respective calculation, including actual vehicle production levels on new programs, foreign exchange rates and the timing of major program launches.

When analyzing the Company's operating performance, investors should use EBITDA, adjusted EBITDA, adjusted EBITDA margin, adjusted net income (loss), adjusted earnings (loss) per share, free cash flow and net new business 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, and not as an alternative to cash flow from operating activities as a measure of the Company's liquidity. EBITDA, adjusted EBITDA, adjusted net income (loss), adjusted earnings (loss) per share, free cash flow and net new business 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 (loss), adjusted earnings (loss) per share, free cash flow and net new business 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 (loss), 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 (loss) 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 income (loss) 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,	
	2024	2023	2024	2023
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (76,243)	\$ (27,829)	\$ (107,903)	\$ (158,196)
Income tax expense	8,080	4,765	12,211	5,123
Interest expense, net of interest income	28,635	34,034	57,916	64,254
Depreciation and amortization	25,873	27,816	52,336	55,798
EBITDA	\$ (13,655)	\$ 38,786	\$ 14,560	\$ (33,021)
Restructuring charges	17,781	8,499	18,914	10,878
Impairment charges <sup>(1)</sup>	—	654	—	654
Loss on refinancing and extinguishment of debt <sup>(2)</sup>	—	—	—	81,885
Pension settlement charge <sup>(3)</sup>	46,787	—	46,787	—
Adjusted EBITDA	\$ 50,913	\$ 47,939	\$ 80,261	\$ 60,396
Sales	\$ 708,362	\$ 723,740	\$ 1,384,787	\$ 1,406,198
Net loss margin (Net loss / sales)	(10.8)%	(3.8)%	(7.8)%	(11.2)%
Adjusted EBITDA margin (Adjusted EBITDA / sales)	7.2 %	6.6 %	5.8 %	4.3 %

1. Non-cash impairment charges in 2023 related to certain assets in Asia Pacific.
2. Loss on refinancing and extinguishment of debt relating to refinancing transactions in 2023.
3. One-time, non-cash pension settlement charge and administrative fees incurred related to the termination of our U.S. pension plan.

# 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,	
	2024	2023	2024	2023
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (76,243)	\$ (27,829)	\$ (107,903)	\$ (158,196)
Restructuring charges	17,781	8,499	18,914	10,878
Impairment charges <sup>(1)</sup>	—	654	—	654
Loss on refinancing and extinguishment of debt <sup>(2)</sup>	—	—	—	81,885
Pension settlement charge <sup>(3)</sup>	46,787	—	46,787	—
Tax impact of adjusting items <sup>(4)</sup>	398	(1,284)	323	(1,355)
Adjusted net loss	<u>\$ (11,277)</u>	<u>\$ (19,960)</u>	<u>\$ (41,879)</u>	<u>\$ (66,134)</u>
Weighted average shares outstanding:				
Basic	17,564,015	17,334,918	17,513,076	17,282,462
Diluted	17,564,015	17,334,918	17,513,076	17,282,462
Loss per share:				
Basic	\$ (4.34)	\$ (1.61)	\$ (6.16)	\$ (9.15)
Diluted	\$ (4.34)	\$ (1.61)	\$ (6.16)	\$ (9.15)
Adjusted loss per share:				
Basic	\$ (0.64)	\$ (1.15)	\$ (2.39)	\$ (3.83)
Diluted	\$ (0.64)	\$ (1.15)	\$ (2.39)	\$ (3.83)

1. Non-cash impairment charges in 2023 related to certain assets in Asia Pacific.
2. Loss on refinancing and extinguishment of debt relating to refinancing transactions in 2023.
3. One-time, non-cash pension settlement charge and administrative fees incurred related to the termination of our U.S. pension plan.
4. 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, 2024

(Unaudited, dollar amounts in thousands)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Twelve Months Ended June 30, 2024
Net income (loss) attributable to Cooper-Standard Holdings Inc.	\$ 11,363	\$ (55,152)	\$ (31,660)	\$ (76,243)	\$ (151,692)
Income tax expense (benefit)	4,338	(528)	4,131	8,080	16,021
Interest expense, net of interest income	33,803	32,020	29,281	28,635	123,739
Depreciation and amortization	27,219	26,914	26,463	25,873	106,469
<b>EBITDA</b>	<b>\$ 76,723</b>	<b>\$ 3,254</b>	<b>\$ 28,215</b>	<b>\$ (13,655)</b>	<b>\$ 94,537</b>
Restructuring charges	2,046	5,094	1,133	17,781	26,054
Impairment charges <sup>(1)</sup>	—	4,114	—	—	4,114
Loss (gain) on sale of businesses, net <sup>(2)</sup>	334	(920)	—	—	(586)
Pension settlement and curtailment charges <sup>(3)</sup>	—	16,035	—	46,787	62,822
<b>Adjusted EBITDA</b>	<b>\$ 79,103</b>	<b>\$ 27,577</b>	<b>\$ 29,348</b>	<b>\$ 50,913</b>	<b>\$ 186,941</b>
<b>Debt</b>					
Debt payable within one year					\$ 49,551
Long-term debt					1,057,322
<b>Total debt</b>					<b>\$ 1,106,873</b>
Less: cash and cash equivalents					93,793
<b>Net debt</b>					<b>\$ 1,013,080</b>
<b>Leverage ratio (Total debt/TTM Adjusted EBITDA)</b>					<b>5.9</b>
<b>Net leverage ratio (Net debt/TTM Adjusted EBITDA)</b>					<b>5.4</b>
<b>Interest coverage ratio (TTM Adjusted EBITDA/Interest expense)</b>					<b>1.5</b>
<b>Sales</b>	<b>\$ 736,038</b>	<b>\$ 673,643</b>	<b>\$ 676,425</b>	<b>\$ 708,362</b>	<b>\$ 2,794,468</b>
<b>Net income (loss) margin (Net income / (loss)/Sales)</b>	<b>1.5 %</b>	<b>(8.2)%</b>	<b>(4.7)%</b>	<b>(10.8)%</b>	<b>(5.4)%</b>
<b>Adjusted EBITDA margin (Adjusted EBITDA/Sales)</b>	<b>10.7 %</b>	<b>4.1 %</b>	<b>4.3 %</b>	<b>7.2 %</b>	<b>6.7 %</b>

1. Non-cash impairment charges in 2023 related to certain assets in Europe and Asia Pacific.

2. Loss (gain) on sale of businesses related to divestitures in 2023.

3. 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.

# Free Cash Flow

(Unaudited, dollar amounts in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Net cash (used in) provided by operating activities	\$ (12,013)	\$ (13,229)	\$ (26,212)	\$ 17,150
Capital expenditures	(11,243)	(17,497)	(28,077)	(46,760)
Free cash flow	<u>\$ (23,256)</u>	<u>\$ (30,726)</u>	<u>\$ (54,289)</u>	<u>\$ (29,610)</u>