



Creating Sustainable Solutions *TOGETHER*

First Quarter 2023 Earnings Presentation

May 4, 2023



Agenda

- 1. Introduction**
Roger Hendriksen | Director, Investor Relations
- 2. First 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, 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.

| First Quarter Summary

Jeff Edwards, Chairman and CEO

Q1 2023 Highlights

Continuing Strong Operating Performance, Production Volume Ramp Up Mixed

99%

World-class Quality

Green Customer Scorecards

96%

World-class Service

Green Launch Scorecards

43

World-class Safety

Plants with 0 Incidents (YTD)

\$8m

Manufacturing/Purchasing

Lean Savings

94.2%

Gross Margin Improvement

Year-over-year

\$18m

Net New Business

Electric Vehicle Platforms

Quality and Service Garner Recognition, Drive Opportunity

GM Supplier of the Year – Fuel and Brake Delivery

“We are proud to be again recognized by General Motors for our commitment to sustainable solutions that meet the needs of the evolving mobility industry.”



Financial Overview

Jon Banas, Executive VP and CFO

Financial Results

(USD millions, except per share amounts)

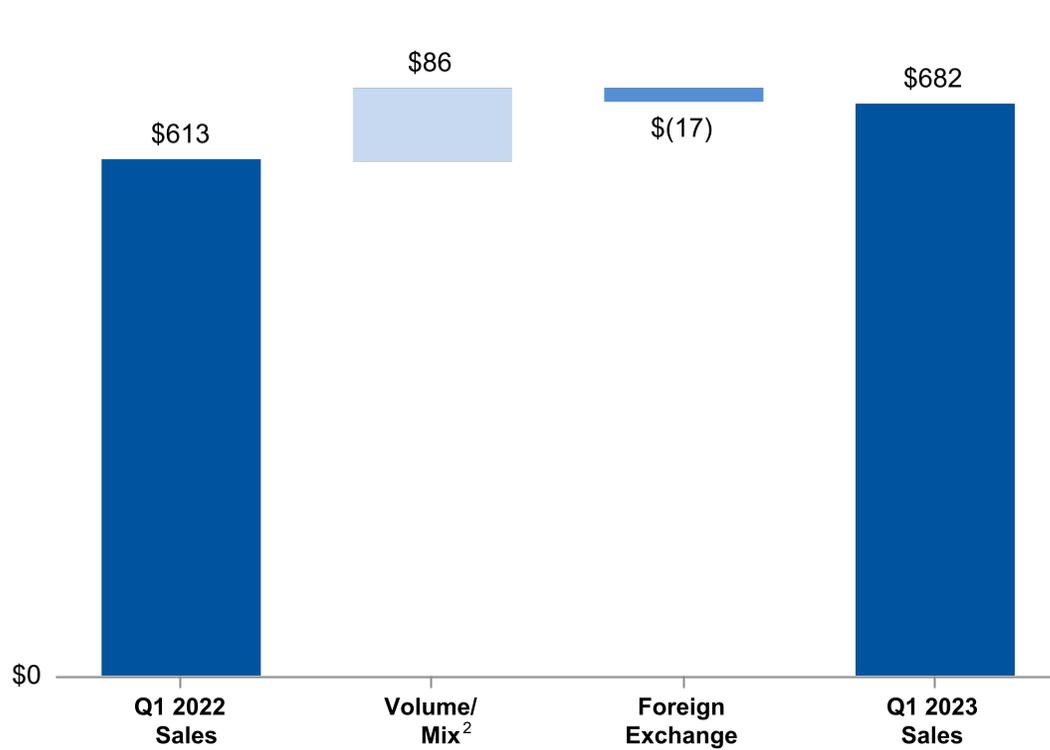
	Three Months Ended March 31,			
	2023		2022	
Sales	\$	682.5	\$	613.0
Gross Profit (Loss)	\$	41.8	\$	21.5
<i>% Margin</i>		<i>6.1 %</i>		<i>3.5 %</i>
Adjusted EBITDA ¹	\$	12.5	\$	0.1
<i>% Margin¹</i>		<i>1.8 %</i>		<i>— %</i>
Income Tax Expense/(Benefit)	\$	0.4	\$	0.7
<i>Effective Tax Rate %</i>		<i>(0.3)%</i>		<i>(1.1)%</i>
Net Loss	\$	(130.4)	\$	(61.4)
<i>EPS (Fully diluted)</i>	\$	<i>(7.57)</i>	\$	<i>(3.58)</i>
Adjusted Net Loss ¹	\$	(46.2)	\$	(51.4)
<i>Adjusted EPS (Fully diluted)¹</i>	\$	<i>(2.68)</i>	\$	<i>(3.00)</i>
CAPEX	\$	29.3	\$	32.3
<i>% of Sales</i>		<i>4.3 %</i>		<i>5.3 %</i>

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

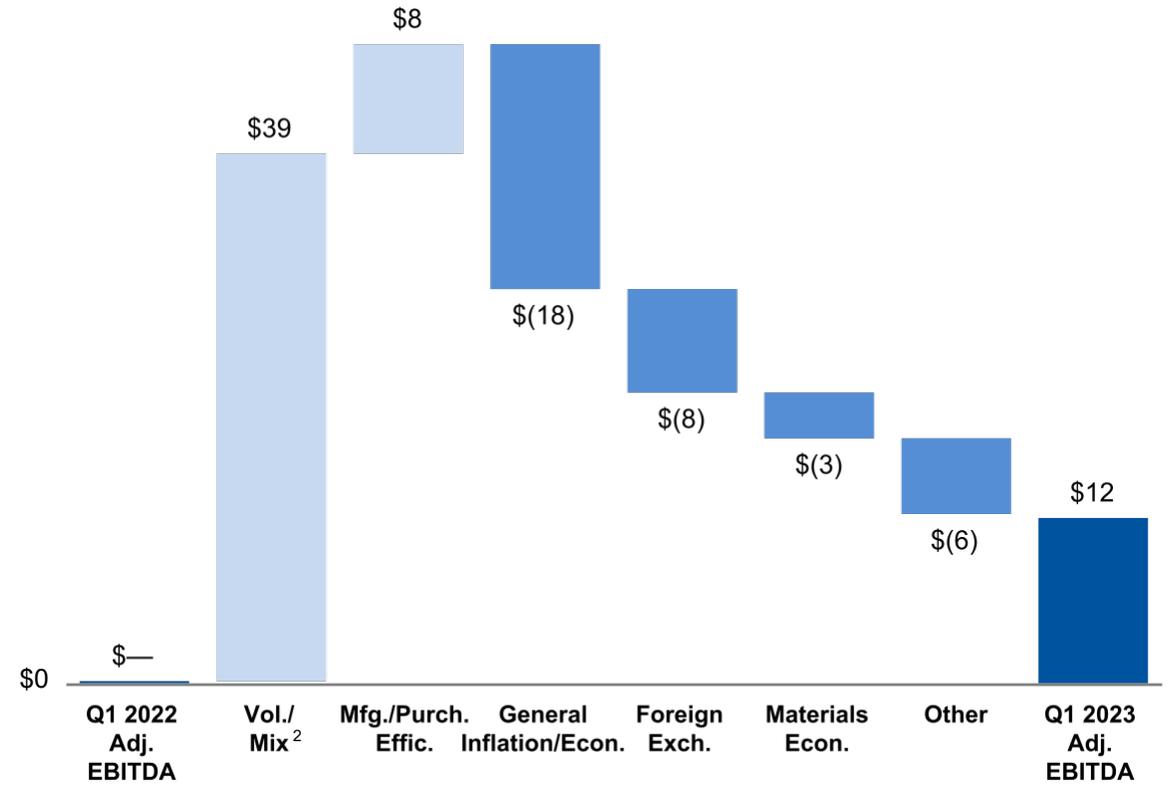
Q1 2023 Bridge Analysis

(USD millions)

Sales



Adjusted EBITDA¹



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

² Net of customer price adjustments. Includes impact of material cost and inflation recoveries.

Totals may not add due to rounding

Continuing Solid Liquidity

Free Cash Flow¹

(millions)

	Three Months Ended March 31,	
	2023	2022
Net cash provided by (used in) operating activities	\$ 30.4	\$ (12.2)
Capital expenditures	(29.3)	(32.3)
Free cash flow	<u>\$ 1.1</u>	<u>\$ (44.5)</u>

Liquidity - March 31, 2023

(millions)



Current Liquidity Remains Sufficient to Support Ongoing Operations

| Strategic Overview and Outlook

Jeff Edwards, Chairman and CEO

Strong Customer Relationships Continue to Support Enhanced Commercial Agreements

- Established index-based agreements with additional customers, further limiting exposure to material cost fluctuations
- Continuing negotiations with all customers to address on-going non-material cost inflation and sustainable pricing
- Implemented improved payment terms on trade receivables and customer owned tooling
- Continued commitment to fix or exit financially poor performing products or regions

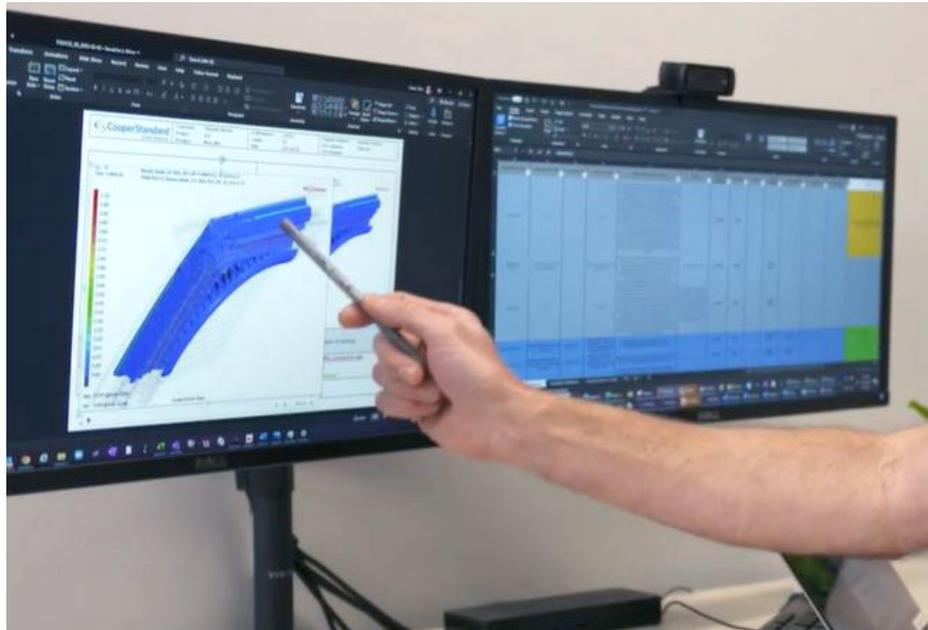


Transformative Advanced Digital Tools Driving Value

Increasing Efficiency, Productivity and New Business Awards

PRE-PRODUCTION TOOLS

Design by Analysis, Virtual Validation, Fomulink

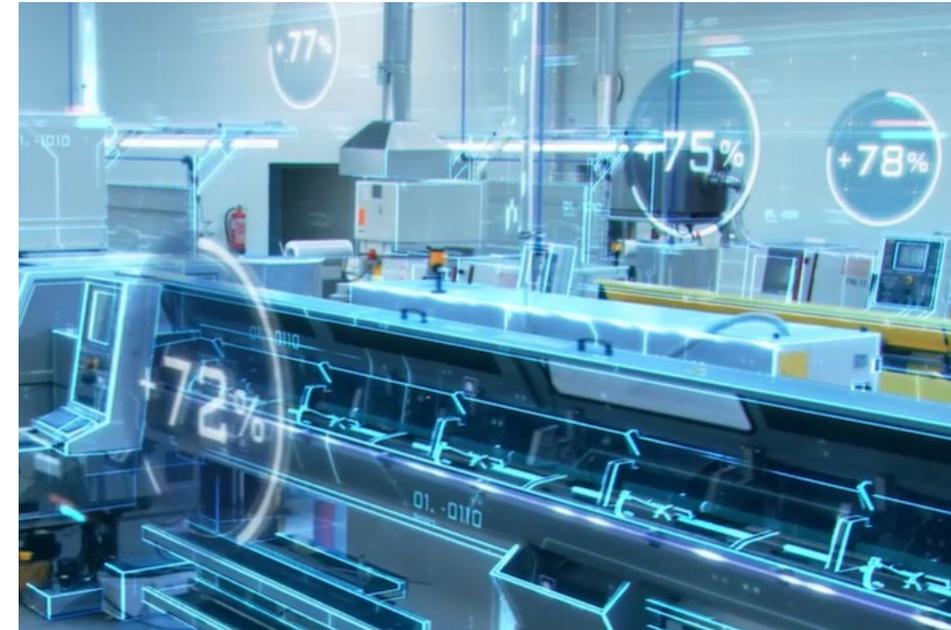


Value Creation
Since 2020

↓ **109 bps**
Engineering expense / sales

MANUFACTURING TOOLS

Pulse OEE, WAT, eAndon, Liveline Technologies®



↓ **322 bps**
Manufacturing fixed costs / sales

Corporate Responsibility Report - Coming Soon

Bringing awareness to the ethical, environmental, philanthropic and economic impact from Cooper Standard over the past year.



CREATING SUSTAINABLE SOLUTIONS TOGETHER

Corporate Responsibility 2022



Outlook - Expect Improved Results in Remaining Quarters of 2023

Key Performance Drivers and Assumptions:

Continued modest increases in global light vehicle production volume

Current full-year forecast:
15.0m units in North America, 85.5m units globally
UAW contract negotiation may represent risk to current North America production outlook

Moderating inflationary pressures

Global oil production cuts and tight labor availability in certain markets are risks

Successful completion of ongoing commercial negotiations

Continued world-class manufacturing and customer service

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 March 31,	
	2023	2022
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (130,367)	\$ (61,360)
Income tax (benefit) expense	358	652
Interest expense, net of interest income	30,220	18,177
Depreciation and amortization	27,982	32,133
EBITDA	\$ (71,807)	\$ (10,398)
Restructuring charges	2,379	7,831
Deconsolidation of joint venture ⁽¹⁾	—	2,257
Impairment charges ⁽²⁾	—	455
Loss on refinancing of debt ⁽³⁾	81,885	—
Adjusted EBITDA	\$ 12,457	\$ 145
Sales	\$ 682,458	\$ 612,984
Net loss margin (Net loss/sales)	(19.1)%	(10.0)%
Adjusted EBITDA margin (adjusted EBITDA/sales)	1.8 %	— %

1. Loss attributable to deconsolidation of a joint venture in the Asia Pacific region, which required adjustment to fair value in the three months ended March 31, 2022.
2. Non-cash impairment charges in the three months ended March 31, 2022 related to idle assets in Europe.
3. Loss on refinancing and extinguishment of debt relating to the Refinancing Transactions during the three months ended March 31, 2023.

Adjusted Net Loss and Adjusted EPS

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

	Three Months Ended March 31,	
	2023	2022
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (130,367)	\$ (61,360)
Restructuring charges	2,379	7,831
Deconsolidation of joint venture ⁽¹⁾	—	2,257
Impairment charges ⁽²⁾	—	455
Loss on refinancing and extinguishment of debt ⁽³⁾	81,885	—
Tax impact of adjusting items ⁽⁴⁾	(71)	(584)
Adjusted net loss	\$ (46,174)	\$ (51,401)
Weighted average shares outstanding:		
Basic	17,229,423	17,136,411
Diluted	17,229,423	17,136,411
Loss per share:		
Basic	\$ (7.57)	\$ (3.58)
Diluted	\$ (7.57)	\$ (3.58)
Adjusted loss per share:		
Basic	\$ (2.68)	\$ (3.00)
Diluted	\$ (2.68)	\$ (3.00)

1. Loss attributable to deconsolidation of a joint venture in the Asia Pacific region, which required adjustment to fair value in the three months ended March 31, 2022.
2. Non-cash impairment charges in the three months ended March 31, 2022 related to idle assets in Europe.
3. Loss on refinancing and extinguishment of debt relating to the Refinancing Transactions during the three months ended March 31, 2023.
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 March 31, 2023

(Unaudited, dollar amounts in thousands)

					Twelve Months Ended	
	Q2 2022	Q3 2022	Q4 2022	Q1 2023	March 31, 2023	
Net loss attributable to Cooper-Standard Holdings Inc.	\$ (33,247)	\$ (32,686)	\$ (88,091)	\$ (130,367)	\$ (284,391)	
Income tax expense (benefit)	2,005	(833)	15,467	358	16,997	
Interest expense, net of interest income	18,454	20,747	21,136	30,220	90,557	
Depreciation and amortization	31,412	30,628	28,303	27,982	118,325	
EBITDA	\$ 18,624	\$ 17,856	\$ (23,185)	\$ (71,807)	\$ (58,512)	
Restructuring	3,482	1,701	5,290	2,379	12,852	
Gain on sale of fixed assets ⁽¹⁾	(33,391)	—	—	—	(33,391)	
Impairment charges ⁽²⁾	3	379	42,873	—	43,255	
Pension settlement and curtailment charges ⁽³⁾	—	—	2,682	—	2,682	
Indirect tax and customs adjustments ⁽⁴⁾	908	569	(68)	—	1,409	
Loss on refinancing of debt ⁽⁵⁾	—	—	—	81,885	81,885	
Adjusted EBITDA	\$ (10,374)	\$ 20,505	\$ 27,592	\$ 12,457	\$ 50,180	
Debt						
Debt payable within one year					\$ 52,813	
Long-term debt					996,822	
Total debt					\$ 1,049,635	
Less: cash and cash equivalents					105,840	
Net debt					\$ 943,795	
Leverage ratio (Total debt/TTM Adjusted EBITDA)					20.9	
Net leverage ratio (Net debt/TTM Adjusted EBITDA)					18.8	
Interest coverage ratio (Adjusted EBITDA/Interest expense)					0.6	
Sales	\$ 605,917	\$ 657,153	\$ 649,337	\$ 682,458	\$ 2,594,865	
Net loss margin (Net loss/Sales)	(5.5)	% (5.0)	% (13.6)	% (19.1)	% (11.0)	%
Adjusted EBITDA margin (Adjusted EBITDA/Sales)	(1.7)	%	3.1 %	4.2 %	1.8 %	1.9 %

1. In the first quarter of 2022, the Company signed a sale-leaseback agreement on one of its European facilities, and a gain was recognized in the second quarter of 2022.
2. Non-cash impairment charges related to fixed assets, net of portion attributable to noncontrolling interests.
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.
4. Impact of prior period indirect tax and customs adjustments.
5. Loss on refinancing and extinguishment of debt relating to the Refinancing Transactions during the three months ended March 31, 2023.

Free Cash Flow

(Unaudited, dollar amounts in thousands)

	Three Months Ended March 31,	
	2023	2022
Net cash provided by (used in) operating activities	\$ 30,379	\$ (12,213)
Capital expenditures	(29,263)	(32,314)
Free cash flow	<u>\$ 1,116</u>	<u>\$ (44,527)</u>