



NYSE: SUP

**Third Quarter 2012
Earnings Conference Call
November 1, 2012**

Superior Industries International





Forward Looking Statements

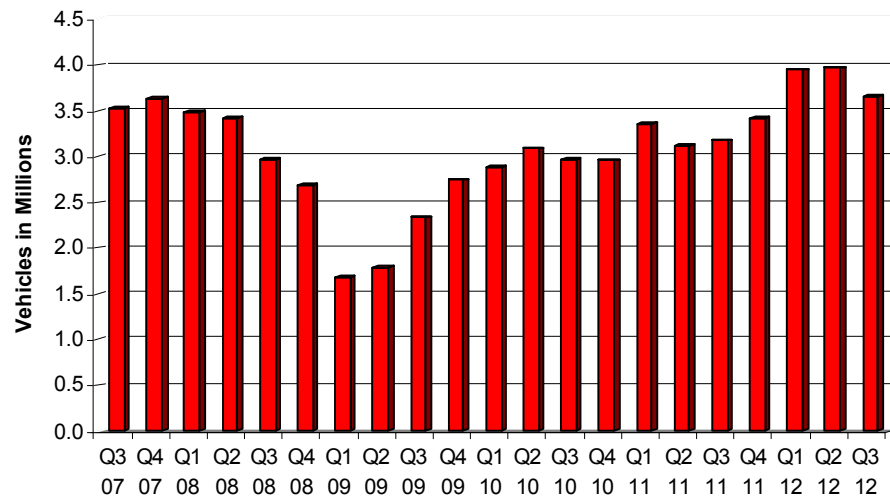
Any forward-looking statements made in this webcast or contained in this presentation are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Actual results could differ materially because of issues and uncertainties that need to be considered in evaluating our financial outlook. We assume no obligation to update publicly any forward-looking statements. Conditions, issues and uncertainties that may be discussed from time-to-time include, but are not limited to, global competition, product pricing and mix, domestic and foreign market demand, commodity prices including metal and energy, foreign currency, manufacturing capacity and productivity, capital investment, operating and manufacturing challenges, and our strategic and operating plans. Please refer to the company's SEC filings, including our 2011 Annual Report on Form 10-K, for a complete discussion on forward-looking statements and risk factors that may cause actual events to differ from these forward-looking statements.



North American Vehicle Production vs. Superior Shipments

NA Production increased 15% over the prior year – Highest 3rd quarter since Q3 of 2005. Superior’s shipments were up 2% over the prior year.

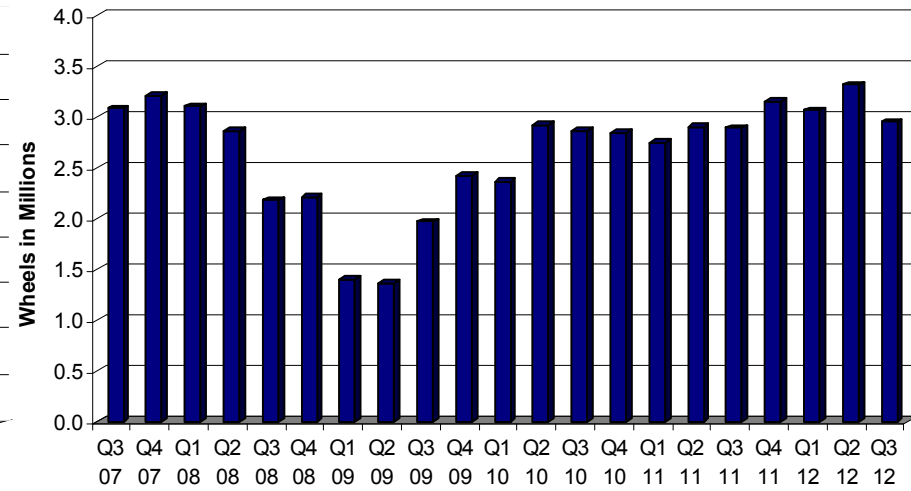
North American Light Vehicle Production



Source: Wards Automotive Group

Includes Passenger Cars, Light Trucks and SUVs

Superior Shipped Units



Source: Superior Internal data

<u>Description (all units in millions)</u>	<u>NA Light Vehicle Production</u>	<u>Superior Shipments</u>
- Q3 total units:	2011 2012	2011 2012
	3.18 3.66	2.90 2.95
	+15.1%	+ 1.9%



NA Vehicle Production – Year-over-Year Comparison

International brands continued to regain market share lost to GM and Ford in 2011.

<u>Description (all units in millions)</u>		<u>NA Light Vehicle Production</u>	<u>Superior Shipments</u>
- Q3 total units:	2011	3.18	2.90
	2012	3.66	2.95
	2012 vs. 2011	+15.1%	+ 1.9%

- Our largest customers Ford and GM continue to lag the market in 3Q12, which contributed to our overall market share decline
 - Ford +2% - Light truck platforms +9% pass cars -9% - F-Series, Explorer, Expedition and Escape posted nice gains. Fusion lower along with discontinued models like the Town Car and Crown Victoria
 - GM +3% - Gains in pass car platforms - light trucks down due to GMT 900 changeover
- Chrysler maintained share with strong year over year growth.
 - Chrysler +20% - led by pass car programs - 200/300, Avenger, Dart and Fiat 500 programs all grew significantly
- Production for International Brands increased 27% in 3Q12
 - Toyota + 40% - Up on most programs compared to 3Q11 which was still impacted by the Tsunami
 - VW + 39% - Led by Passat and re-introduction of Beetle; Jetta also up
 - Nissan + 7% - Light truck growth strong but pass car flat



Superior Shipments – Year-over-Year Comparison

Lower market share reflects short-term mix changes and some degree of more selective program quoting.

<u>Description (all units in millions)</u>		<u>NA Light Vehicle Production</u>	<u>Superior Shipments</u>
- Q3 total units:	2011	3.18	2.90
	2012	3.66	2.95
	2012 vs. 2011	+15.1%	+ 1.9%

- Strong volume growth at Ford and Chrysler - grew or held share at these large customers
 - Ford + 25% - Very strong growth in light trucks - Escape, F-Series, Explorer and Flex
 - Chrysler + 18% - Light truck gains - Jeep Compass and Grand Cherokee, Journey, Town and Country and the Ram Truck,
 - Shipments for passenger cars for both Ford and Chrysler were roughly 16% lower
- Shipments to GM were down 16%
 - Overall shipment decline reflects loss of Malibu - some gains on Impala and Volt
 - GMT 900 was flat on platform changeover
- International
 - Toyota + 8% - Increases on Camry and Highlander
 - BMW +14% - Higher on X3
 - Nissan (26%) - Down on Altima (new program launching, expect Q4 increase) and Sentra



NA Production / Superior – Sequential Quarter Comparison

The 3Q12 market and Superior shipments were down against a strong 2Q12.

<u>Description (all units in millions)</u>	<u>NA Light Vehicle Production</u>	<u>Superior Shipments</u>
- Q2 total units: 2012	3.97	3.32
- Q3 total units: 2012	3.66	2.95
- Q2 2012 vs. Q3 2012	-7.8%	-11.1%

Market

- Production declines at several key customers outpaced the overall market decrease
 - Chrysler (11%) - lower light truck shipments - Liberty, Ram Truck, Compass most significant
 - Ford (9%) - mostly on Fusion, Mustang and Econoline
 - GM (9%) - mostly on GMT 900 and other light trucks, Cruze
 - International brands (6%) overall - Toyota (13%), Subaru (7%).

Superior

- Sequential shipments declined 11% on weaker passenger car shipments - flat in light truck
 - Ford (2%) overall, with light truck +8% (Escape and F-Series) and passenger cars (27%) (Fusion - due to model year change over - and Mustang)
 - Chrysler (3%) on lower Caravan shipments; Dodge Ram truck program ramp-up
 - GM (16%) with passenger cars (58%) - mostly due to the loss of the Malibu program
 - International shipments (23%) on lower Nissan and Toyota shipments



Q3 2012 Significant Highlights - Sales

Volume was up slightly in Q3 of 2012. Net sales decreased due to lower aluminum prices.

	Millions		Variance		Millions		Variance	
	<u>Q3 2012</u>	<u>Q3 2011</u>	<u>Amount</u>	<u>Percent</u>	<u>YTD 2012</u>	<u>YTD 2011</u>	<u>Amount</u>	<u>Percent</u>
Volume (Wheels Shipped)	3.0	2.9	0.1	1.9%	9.3	8.6	0.8	9.1%
Net Sales:								
Total	\$193.9	\$207.1	(\$13.2)	-6%	\$611.4	\$605.3	\$6.1	1%
Volume			\$3.6				\$50.9	
Project Development			\$0.4				\$0.3	
Sales Adjustments			(\$1.1)				(\$2.8)	
Clad Upcharge			\$1.7				\$3.6	
Price / Mix			(\$17.8)				(\$45.9)	
Aluminum Content - Price			(\$19.3)	(\$17.3)			(\$37.6)	(\$34.6)
Aluminum Content - Weight		(\$17.8)	\$2.0				\$3.0	
Spread FX Impact			(\$1.2)				(\$9.7)	
Price / Mix Other			\$0.7				(\$1.6)	



Q3 2012 Significant Highlights – Gross Profit

	<u>Variance - Plus (Minus)</u>			
	<u>Q3 2012</u>	<u>Q3 2011</u>	<u>Amount</u>	<u>Percent</u>
Shipment (millions)	2.95	2.90	0.05	1.9%
Production (millions)	2.99	2.89	0.10	3.5%
Capacity Utilization (%) (adjusted for shutdowns)	101.7%	97.0%	4.7%	
	<u>Income / (Expense)</u>		<u>Percent to Sales</u>	
	<u>Q3 2012</u>	<u>Q3 2011</u>	<u>Q3 2012</u>	<u>Q3 2011</u>
- Gross profit :				
Total reported	\$15.0	\$12.6	7.7%	6.1%
Aluminum price impact on revenue			-0.6%	
Plant performance	(\$2.9)		1.5%	
Shutdown Expense	(\$0.7)		0.4%	
Repairs and Maintenance	(\$1.1)		0.6%	
Project Development Expense	(\$0.3)		0.2%	
Foreign Consumption Tax Adjustment	\$3.5		-1.8%	
Gross profit adjusted for comparability (Note 1)			7.9%	6.1%

- Lower aluminum prices had a slightly favorable impact on margins
- Plant spending performance was unfavorable excluding increased maintenance cost and shutdown expense - Mexico continues to perform very well, while U.S. is facing challenges
- 3Q12 included 20 shutdown days compared to 15 days in 3Q11
- Maintenance expense increased because of capacity demands and vintage of equipment in Midwest plants
- Favorable consumption tax adjustment due to audit settlement.



Q3 2012 Income Statements – Other Comments

- 3Q12 gross profit includes a \$3.5 million non-cash benefit from the release of a consumption tax reserve established prior to 2011
- SG&A expense down 10% in 3Q12 compared to 3Q11
 - 3Q12 = 3.1% of sales - 3Q11 = 3.2% of sales
 - Reflects a variety of items that were episodic in nature
- FX gain of \$0.5M in 3Q12 compared to a loss of \$1.4M in 3Q11
 - The Peso strengthened 7% in 3Q12 compared to a 17% devaluation in 3Q11
- Effective tax rate for 3Q12 was 52% benefit compared to 17% expense in 3Q11
 - 2012 primarily reflects the benefit from FIN48 liability reversal for settlement of the 2004 Mexican tax audit
 - 2011 reflects the release of a portion of valuation reserves



Balance Sheet & Cash Flow Comments

- Cash and short-term investments increased \$27M during the first nine months of 2012 to end the quarter at \$220M
- Net inventory increased \$5.5M compared to year end 2011
 - Finished goods and WIP units have increased to buffer production / demand imbalance
 - 3Q12 reclassification of MRO inventory to “Other Assets” masks increase in finished goods and WIP units
- Change in “Other Assets” and “Non-Current Liabilities” primarily reflects adjustments due to income tax settlement
- Capital expenditures = \$14M for the first nine months of the year
 - Pace of spending is increasing - \$24M of appropriations at the end of the third quarter
 - Investments being made in process improvements, equipment reliability and some debottlenecking
- Working capital and current ratio remained strong at \$346M and 5.3:1 at the end of the third quarter



3rd Quarter Income Statements

(US\$ in Thousands, except for per share amounts)

Favorable
(Unfavorable)

	Q3 2012	Q3 2011	Amount	Percent
Unit Shipments	2,950,475	2,895,899	54,576	2%
Total Revenues	\$ 193,926	\$ 207,057	\$ (13,131)	-6%
Gross Profit	\$ 15,020	\$ 12,575	\$ 2,445	19%
% of Revenues	7.7%	6.1%	1.7%	
SG&A Expenses	(5,960)	(6,607)	647	-10%
% of Revenues	-3.1%	-3.2%	0.1%	
Operating Income	9,060	5,968	3,092	52%
% of Revenues	4.7%	2.9%	1.8%	
Interest Income, net	357	247	110	45%
Foreign Exchange Gain (Loss)	456	(1,377)	1,833	-133%
Miscellaneous Inc/Exp	9	286	(277)	-97%
Income Before Income Taxes and Equity Earnings of JVs	9,882	5,124	4,758	93%
Income Tax (Provision) Benefit	5,174	(896)	6,070	-677%
Equity Income (Loss) - JVs	-	-	-	
Net Income	\$ 15,056	\$ 4,228	10,828	256%
Income Per Share - Diluted	\$ 0.55	\$ 0.16	\$ 0.39	

Unaudited



September Year-to-Date Income Statements

(US\$ in Thousands, except for per share amounts)

	YTD		Favorable (Unfavorable)	
	September 2012	September 2011	Amount	Percent
Unit Shipments	9,334,874	8,557,136	777,738	9%
Total Revenues	\$ 611,436	\$ 605,325	\$ 6,111	1%
Gross Profit	\$ 47,844	\$ 48,999	\$ (1,155)	-2%
% of Revenues	7.8%	8.1%	-0.3%	
SG&A Expenses	(20,335)	(19,653)	(682)	3%
% of Revenues	-3.3%	-3.2%	-0.1%	
Impairment Costs	-	(340)	340	
Operating Income	27,509	29,006	(1,497)	-5%
% of Revenues	4.5%	4.8%	-0.3%	
Interest Income, net	873	896	(23)	-3%
Foreign Exchange Gain (Loss)	568	(1,016)	1,584	-156%
Miscellaneous Inc/Exp	235	1,050	(815)	-78%
Income Before Income Taxes and Equity Earnings of JVs	29,185	29,936	(751)	-3%
Income Tax (Provision) Benefit	(981)	(2,954)	1,973	-67%
Equity Income (Loss) - JVs	-	-	-	
Net Income	\$ 28,204	\$ 26,982	1,222	5%
Income Per Share - Diluted	\$ 1.03	\$ 0.99	\$ 0.04	

Unaudited



Summary Balance Sheets

(US\$ in Millions)

	September <u>2012</u>	December <u>2011</u>	Increase <u>(Decrease)</u>
ASSETS			
Cash & Equivalents	\$ 214.9	\$ 187.8	\$ 27.1
S-T Investments	5.0	5.1	(0.1)
Accounts Receivable, net	120.7	119.9	0.8
Inventories, net	66.5	67.0	(0.5)
Prepaid Aluminum	6.5	11.7	(5.2)
Other Current Assets	12.0	12.8	(0.8)
Total Current Assets	425.6	404.3	21.3
Property, Plant & Equipment	147.1	145.7	1.4
Investments	4.6	4.7	(0.1)
Other Assets	28.2	38.5	(10.3)
Total Assets	\$ 605.5	\$ 593.2	\$ 12.3
LIABILITIES & EQUITY			
Accounts Payable	\$ 36.0	\$ 29.0	\$ 7.0
Other Current Liabilities	43.6	39.5	4.1
Total Current Liabilities	79.6	68.5	11.1
Non-Current Liabilities	42.9	64.2	(21.3)
Shareholders' Equity	483.0	460.5	22.5
Total Liabilities & Equity	\$ 605.5	\$ 593.2	\$ 12.3

Unaudited

* See comments regarding a 3Q12 reclassification of MRO inventory from "Inventory" to "Other Assets".



Summary Cash Flow Statements

	September 2012 <u>Actual</u>	September 2011 <u>Actual</u>	Increase <u>(Decrease)</u>
Net Income (Loss)	\$ 28.2	\$ 27.0	\$ 1.2
Depreciation	19.5	20.9	(1.4)
Deferred income taxes and (FIN 48)	(14.9)	(5.5)	(9.4)
Accounts Receivable	(0.5)	(15.9)	15.4
Inventories	(5.5)	(7.4)	1.9
Prepaid Aluminum	5.2	7.9	(2.7)
Accounts Payable	5.5	(3.1)	8.6
Other Operations Related Items	10.7	(2.5)	13.2
Cash Flow from Operations	48.2	21.3	26.9
Cash Dividends	(13.1)	(13.0)	(0.1)
Capital Expenditures	(14.3)	(13.7)	(0.6)
Proceeds from Exercise of Stock Options	0.8	4.7	(3.9)
Net Change in Maturing Investments	0.1	16.8	(16.7)
All Other	5.4	1.4	4.0
Net Increase (Decrease)	27.1	17.5	9.6
Cash - Beginning	187.8	129.6	
Cash - Ending	\$ 214.9	\$ 147.1	

Unaudited



Conclusion

- NA auto production posted the strongest third quarter since 2005
- Superior's market share decline reflects a variety of factors including customer mix, program timing and more selective quoting
- Plant utilization rates remained high in 3Q12, although maintenance shutdowns were taken at most facilities
- Mexico operations continue to run smoothly, while U.S. challenges continue to pressure margins
- Liquidity remains strong - generating cash to support continuing investment and dividends



Non-GAAP Financial Measures

This slide presentation contains a financial measure on page 8 -- “Q3 2012 Significant Highlights - Gross Profit” -- determined by methods other than in accordance with U.S. GAAP. This measure is labeled “Gross profit adjusted for comparability”, and is presented as additional information to explain the impact of certain elements of cost performance and the comparison of gross profit for the time periods presented. Management uses this non-GAAP financial measure to assess the performance of our core business. We believe this non-GAAP financial measure provides meaningful additional information about our operating results. These non-GAAP financial measure should not be considered as a substitute for operating results determined in accordance with U.S. GAAP and may not be comparable to other similarly titled measures of other companies.