

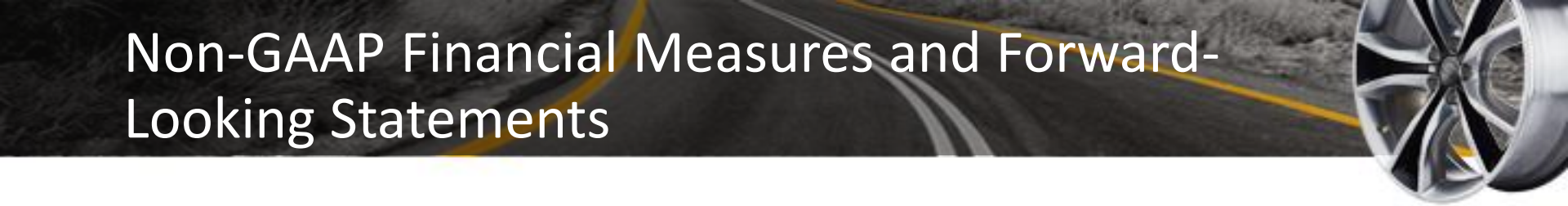


**SUPERIOR  
INDUSTRIES**

# **Investor Presentation**

August 2015

# Non-GAAP Financial Measures and Forward-Looking Statements



## Forward-Looking Statements

This webcast and presentation contains statements that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward looking statements include all statements that do not relate solely to historical or current facts and can generally be identified by the use of future dates or words such as "may," "should," "could," "will," "expects," "seeks to," "anticipates," "plans," "believes," "estimates," "intends," "predicts," "projects," "potential" or "continue" or the negative of such terms and other comparable terminology. These statements also include, but are not limited to, the 2015 outlook and projections for reported net sales, value-added sales, EBITDA margin, capital expenditures and the change in working capital, and improving cost and operational efficiencies, and are based on current expectations, estimates and projections about the company's business based, in part, on assumptions made by management. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements due to numerous factors, risks and uncertainties discussed from time to time in the company's Securities and Exchange Commission filings and reports, including the company's most recent Annual Report on Form 10-K and subsequent filings. You are cautioned not to unduly rely on such forward looking statements when evaluating the information presented in this presentation. Such forward-looking statements speak only as of the date on which they are made and the company does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this webcast or presentation.

## Use of Non-GAAP Financial Measures

In addition to the results reported in accordance with GAAP included throughout this presentation, this presentation refers to "Adjusted EBITDA," which we have defined as earnings before interest, taxes, depreciation, amortization, restructuring charges and impairments of long-lived assets and "Value-Added Sales" which we define as net sales less upcharges primarily for the aluminum value in net sales. Adjusted EBITDA as a percentage of Valued Added Sales is a key measure that is not calculated according to GAAP. Adjusted EBITDA as a percentage of Value Added Sales is defined as Adjusted EBITDA divided by Valued Added Sales.

Management believes the non-GAAP financial measures used in this presentation are useful to both management and investors in their analysis of the Company's financial position and results of operations. Further, management uses these non-GAAP financial measures for planning and forecasting future periods. This non-GAAP financial information is provided as additional information for investors and is not in accordance with or an alternative to GAAP. These non-GAAP measures may be different from similar measures used by other companies.

For reconciliations of Adjusted EBITDA and Value-Added Sales to the most directly comparable financial measures calculated and presented in accordance with GAAP, see the supplemental data pages attached at the end of this presentation.

We have not quantitatively reconciled differences between Valued-Added sales, EBITDA and EBITDA margins and their corresponding GAAP measures, in our 2015 Outlook, due to the inherent uncertainty regarding variables affecting the comparison of these forward-looking measures. The magnitude of these differences, however, may be significant.

# Company Overview



- North American market share and capacity leader in aluminum wheels for light vehicles
- Founded 1957 by Louis Borick; NYSE listed 1969 (“SUP”); market cap ~\$500M
- Five manufacturing facilities - four in Mexico, one in Arkansas
- Manufactured 11.2 million wheels in 2014
- ~3,000 employees
- 2014 revenue of \$745M
- 2Q15 – no debt; cash position of \$57M
- Continuous dividend payout since 1982

**Mission critical supplier to leading automotive OEMs**

# A Valued Automotive Product



***Safety critical  
component***

***Key Driver Interface –  
Ride and Handling***

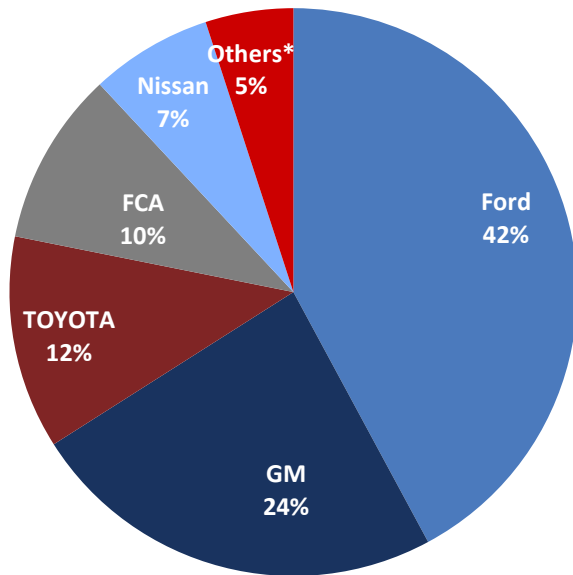
***Integral to vehicle  
styling appeal***



# Customer Base Includes Industry Leaders

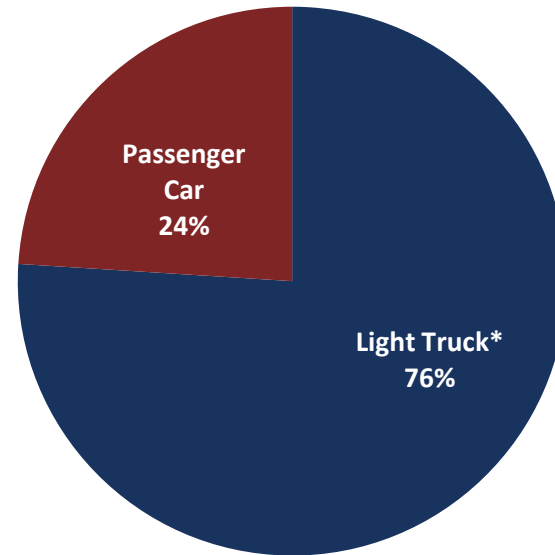


**% of Shipments by Customer - 2014**



\*BMW, Nissan, Subaru, Tesla, Volkswagen

**% of Shipments by Vehicle Type - 2014**

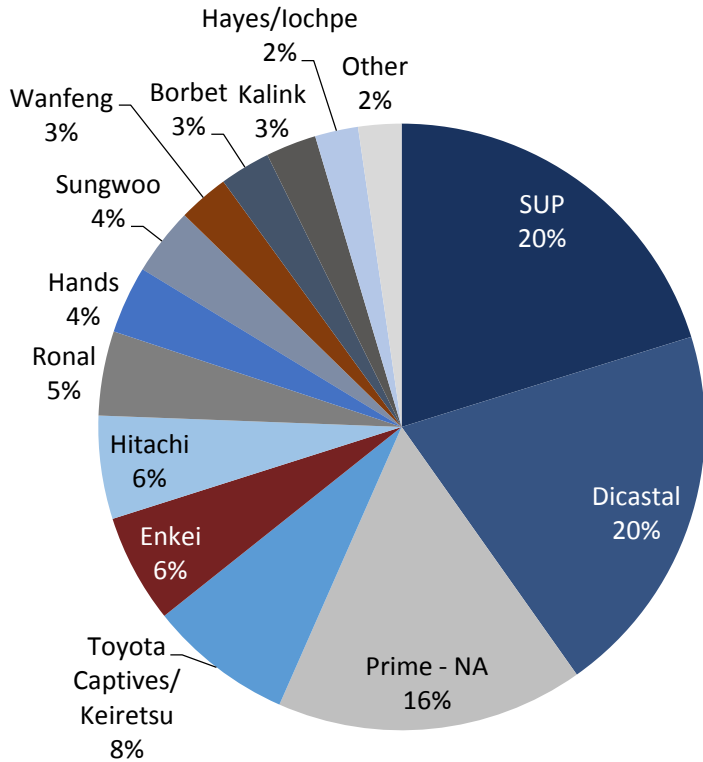


\*Pick-up trucks, vans, SUVs, crossover vehicles

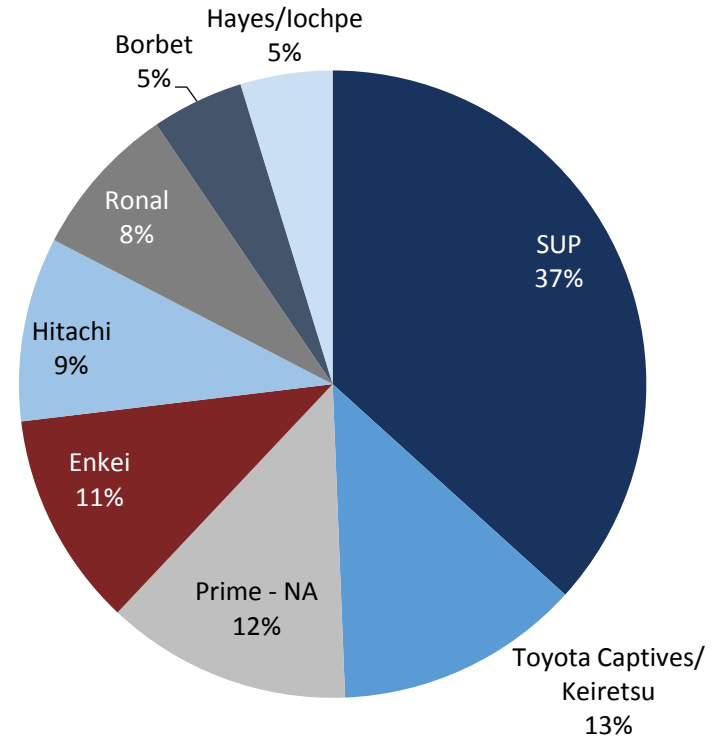
# Current North American Industry Landscape



## North American Market Share - 2014



## North American Production Capacity - 2014



Source – Company estimates

# Evolving to Address Dynamic Industry Shifts



Landscape and market for wheel size, style, and finishes is becoming increasingly complex



Case Study Examples	Different Finishes	Different Sizes	Different Styles
Small Car Platform	+200%	+100%	+550%
Light Truck Platform	+20%	Minor changes	+26%

## From Previous Model Year To Current/Upcoming Model Year

- Underscores importance of wheels as a differentiating feature on light vehicles
- Requires competency in a wide variety of finishes
- Mandates shorter production runs and additional equipment changeovers
- Increasing importance of inventory management
- Working with customers to differentiate our product offering

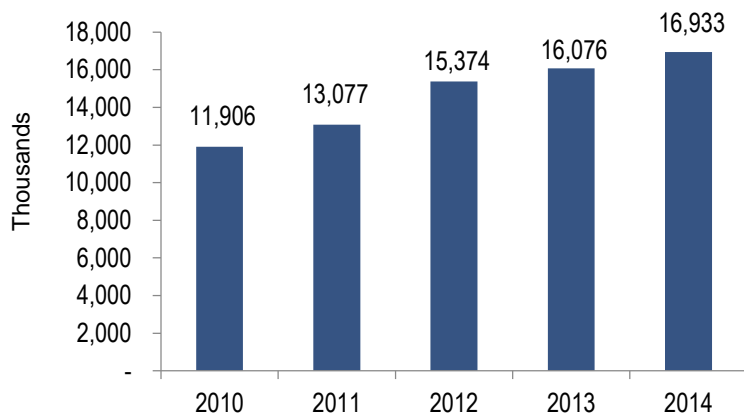
OEMs differentiating product line through broader wheel offerings requires greater supplier sophistication

Source – Company estimates

# Key Metrics – Past Five Years



### North American Auto Production\*

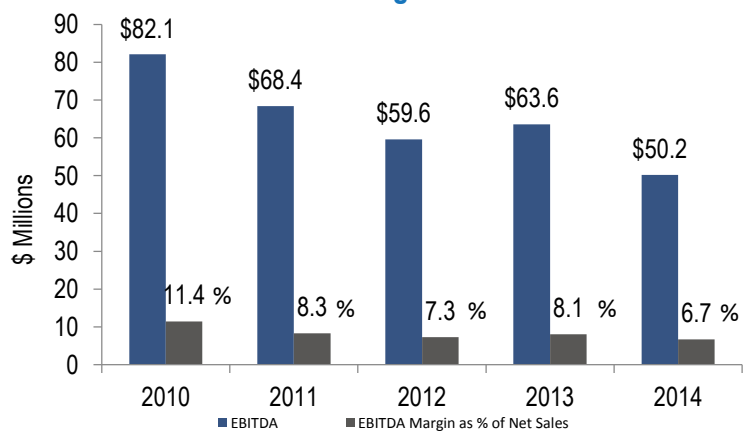


\* NA Auto Production sourced from WARDS Automotive

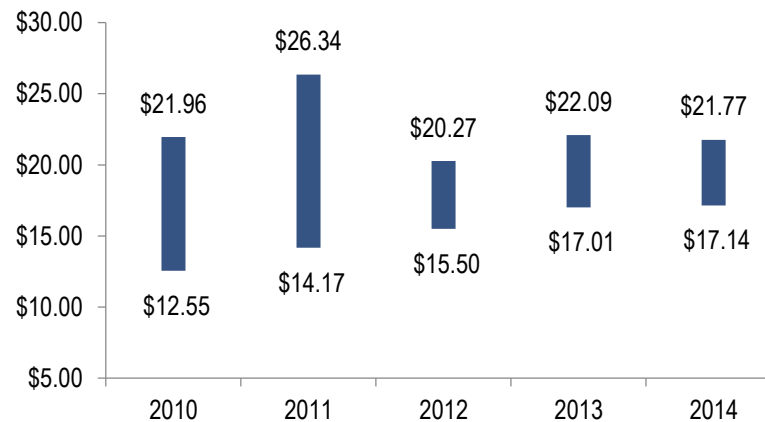
### Net Sales



### EBITDA/Margin as % of Sales\*



### Share Price



\*See slide 24 for definition of EBITDA and reconciliation to GAAP measures



# Strategic Priorities



Improving global competitiveness

Building on culture of product innovation and technology

Evaluating opportunities for disciplined growth and value creation

Balanced approach to capital allocation

Increasing visibility with financial community

# Improving Global Competitiveness

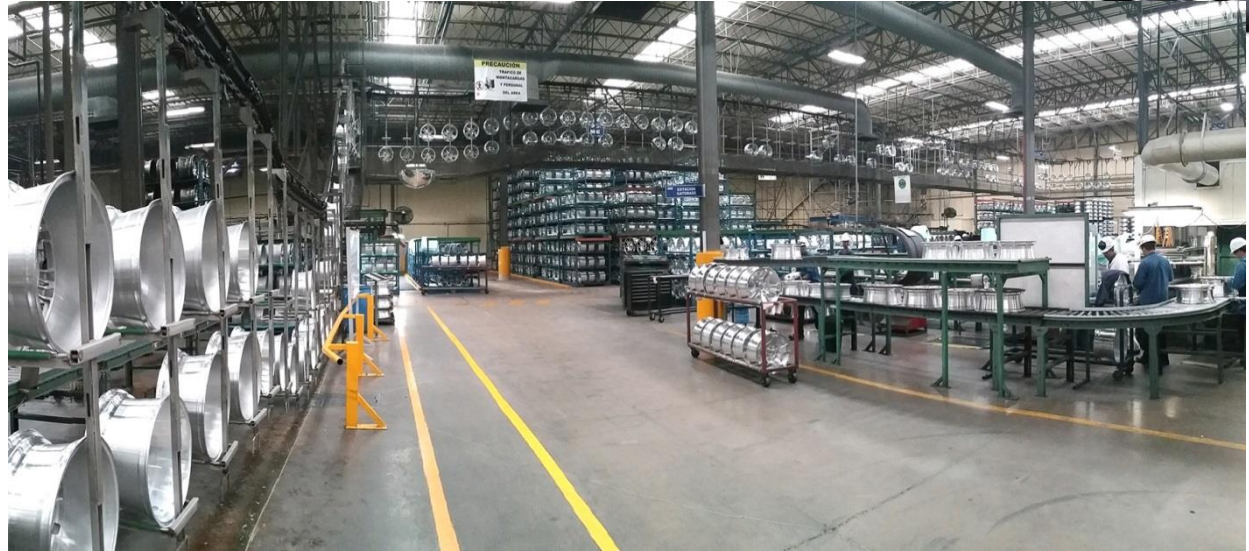


## Successfully shifting manufacturing footprint to operate in a more cost-efficient manner

- Decommissioned U.S. manufacturing facility in November 2014, ahead of schedule
  - Annual straight-time capacity ~1.75M wheels
- Successfully transitioned production to other, more cost-efficient Company facilities mostly in Mexico
- Completed new manufacturing facility in Mexico on schedule and on budget
  - Expect to be at full 2M wheel capacity by late October (ahead of original schedule)
  - Adding 500K capacity to further optimize overall capacity footprint and better serve customers



# Improving Global Competitiveness



- Installed state of the art paint system in Mexico to improve competitive position in higher value-added products
- Reducing energy consumption and cost
- Working with supply base to maintain competitive positioning
- Relocating HQ from California to Michigan to be closer to major customers and partners
- Modernizing machine capabilities
- Ensuring efficient and cost effective management of labor costs
- Streamlining organizational structure
- Upgrading organizational capabilities
- Establishing shared services program
- Adding incremental shifts at manufacturing facilities, increasing capacity and reducing bottlenecks



# Building on Culture of Product Innovation and Technology

- Two wheel patents filed in 2014
- Strategic investments, developing IP portfolio, and acquiring/licensing third party technology
- State of the art manufacturing equipment in new Mexico facility
- Introduced sophisticated production planning tools designed to optimize production yield across facilities
- Actively working with customers on design ideas and engineering concepts to shorten time to market
- Implementing new ERP system and program management process
- Established incentives to reward innovation
- New performance management process – alignment with compensation systems





# Evaluating Opportunities for Disciplined Growth and Value Creation



- Capacity expansion of new, lower-cost facility in Mexico
  - Additional 500k wheels; 25% increase in capacity
- Leveraging customer relationships to develop new global opportunities
- Opportunistically pursue strategic acquisitions, joint ventures, contract manufacturing agreements, greenfield investments
  - Successful ramp-up of new Mexican finishing facility, a joint venture with a supplier partner
- Strong balance sheet and established \$100M credit facility to support plans for disciplined growth

# Balanced Approach to Capital Allocation



## Targeted capital allocation includes investing in the business and returning cash to shareholders

- 2014 - Returned over \$40M to shareholders through dividends and share repurchases and spent \$92M on capital expenditures for both new and existing plants
- Strong track record of returning capital to investors as dividends and share repurchases
  - \$224M since beginning of 2005
  - \$139M since beginning of 2010
  - Uninterrupted cash dividend since 1982 – currently \$~19M annually
- Board approved new \$30M stock repurchase program in October 2014 - repurchased 558K shares for a total of \$10.4M through August 3, 2015
- Capital intensive and cyclical business is effectively managed through a prudent balance sheet/capital allocation
- Financial capacity to use M&A to opportunistically drive disciplined growth and value creation

# Increasing Visibility within Financial Community

- Increasing attendance at investor conferences and non-deal roadshows
- Incorporated investor input into development of Long-Term Incentive Plan (LTIP)
- Completed perception study to better understand investor sentiment
- Enhanced public disclosures
  - Initiated annual guidance policy in Jan 2015



# 2015 Outlook



## Key Metrics

## 2015 Outlook

### Net Sales / EBITDA Margin

\$725 million - \$800 million / 100-200 basis point improvement in EBITDA margin

### Value-Added Sales<sup>1</sup> / EBITDA Margin

\$325 million - \$360 million / 350-500 basis point improvement in value-added EBITDA margin

### Capital Expenditures

Approximately \$40 million

### Working Capital

Use of approximately \$10 million

### Dividend Payments

Approximately \$20 million

## *Underlying Assumptions*

- North American Light Vehicle Production will increase 2.2% to 17.4 million units<sup>2</sup>

**2017 Goal is double digit EBITDA margins**

<sup>(1)</sup> Value-Added Sales excludes Aluminum Costs

<sup>(2)</sup> Based on IHS Projections



# Second Quarter Financial Highlights



## Significant improvement in profitability, despite sales decline

- Net sales of \$183.9M; Value-added sales of \$88.2M
  - 7.6% decline in net sales, 11.5% decline in value-added sales
  - 269K, or 9.0% decline in unit shipments
- Adjusted EBITDA of \$20.3M, 23.0% of Value-Added Sales
  - 730 basis point improvement in adjusted EBITDA margin, despite 11.5% decline in value-added sales
  - 29.5% increase in adjusted EBITDA y-o-y
- Net income of \$6.5M or \$0.24 per diluted share, an increase of 33.3% compared to \$0.18 per diluted share in 2Q14
- Capital expenditures of \$8.4M, a significant decline compared to \$30.1M in 2Q14
- Operating cash flow increased to \$26.2M in 2Q15, more than double the \$12.2M achieved in 2Q14
  - June 2015 YTD operating cash flow of \$25.2M compared to operating cash flow of \$1.5M in 1H15
- Unit shipments expected to increase in 2H15 driven by ramp up in vehicle production of recently launched customer programs and new customer programs coming on-line



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## **Appendix**

# Second Quarter Income Statement

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

	2Q15 Actual	2Q14 Actual	Variance Actual
<b>Unit Shipments</b>	2,713,483	2,982,772	(269,289)
<b>Total Revenues</b>	\$ 183,940	\$ 198,966	\$ (15,026)
<b>Value Added Revenue <sup>(1)</sup></b>	\$ 88,219	\$ 99,729	\$ (11,510)
<b>Gross Profit</b>	\$ 19,920	\$ 15,732	\$ 4,188
<i>% of Revenues</i>	10.8%	7.9%	2.9%
<i>% of Value Added Revenue</i>	22.6%	15.8%	6.8%
<b>SG&amp;A Expenses</b>	\$ (8,881)	\$ (7,288)	\$ (1,593)
<i>% of Revenues</i>	-4.8%	-3.7%	-1.2%
<b>Operating Income</b>	\$ 11,039	\$ 8,444	\$ 2,595
<b>Interest Income, net</b>	\$ 57	\$ 311	\$ (254)
<b>Foreign Exchange Gain (Loss)</b>	\$ (281)	\$ (174)	\$ (106)
<b>Other Income (Expense), net</b>	\$ (81)	\$ 81	\$ (162)
<b>Income Before Income Taxes</b>	\$ 10,734	\$ 8,662	\$ 2,072
<b>Income Tax (Provision) Benefit</b>	\$ (4,200)	\$ (3,623)	\$ (577)
<b>Net Income</b>	\$ 6,534	\$ 5,039	\$ 1,495
<b>Income Per Share - Diluted</b>	\$ 0.24	\$ 0.18	\$ 0.06
<b>EBITDA</b>	\$ 19,172	\$ 15,685	\$ 3,487
<i>EBITDA % of Revenue</i>	10.4%	7.9%	2.5%
<i>EBITDA % of Value Added Revenue</i>	21.7%	15.7%	6.0%
<b>EBITDA Adjusted <sup>(2)</sup></b>	\$ 20,307	\$ 15,685	\$ 4,621
<i>EBITDA % Revenue Adjusted <sup>(2)</sup></i>	11.0%	7.9%	3.2%
<i>EBITDA % Value Added Revenue Adjusted <sup>(2)</sup></i>	23.0%	15.7%	7.3%

Unaudited

# June YTD Income Statement

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

	June 2015 YTD Actual	June 2014 YTD Actual	Variance Actual
Unit Shipments	5,251,828	5,813,720	(561,892)
Total Revenues	\$ 357,669	\$ 382,356	\$ (24,687)
Value Added Revenue <sup>(1)</sup>	\$ 169,896	\$ 193,601	\$ (23,704)
Gross Profit	\$ 31,142	\$ 31,368	\$ (226)
<i>% of Revenues</i>	8.7%	8.2%	0.5%
<i>% of Value Added Revenue</i>	18.3%	16.2%	2.1%
SG&A Expenses	\$ (16,433)	\$ (15,221)	\$ (1,212)
<i>% of Revenues</i>	-4.6%	-4.0%	-0.6%
Operating Income	\$ 14,709	\$ 16,147	\$ (1,438)
Interest Income, net	\$ 142	\$ 660	\$ (517)
Foreign Exchange Gain (Loss)	\$ (514)	\$ (180)	\$ (333)
Other Income (Expense), net	\$ (30)	\$ 95	\$ (125)
Income Before Income Taxes	\$ 14,307	\$ 16,721	\$ (2,413)
Income Tax (Provision) Benefit	\$ (3,439)	\$ (6,860)	\$ 3,421
Net Income	\$ 10,868	\$ 9,861	\$ 1,007
Income Per Share - Diluted	\$ 0.40	\$ 0.36	\$ 0.04
EBITDA	\$ 31,187	\$ 30,457	\$ 731
<i>EBITDA % of Revenue</i>	8.7%	8.0%	0.8%
<i>EBITDA % of Value Added Revenue</i>	18.4%	15.7%	2.6%
EBITDA Adjusted <sup>(2)</sup>	\$ 33,677	\$ 30,457	\$ 3,220
<i>EBITDA % Revenue Adjusted <sup>(2)</sup></i>	9.4%	8.0%	1.5%
<i>EBITDA % Value Added Revenue Adjusted <sup>(2)</sup></i>	19.8%	15.7%	4.1%

Unaudited



# Balance Sheet

(US\$ in Millions)

	June 2015	December	Increase
	<u>Actual</u>	<u>2014</u>	<u>(Decrease)</u>
<b><u>ASSETS</u></b>			
Cash & Cash Equivalents	\$ 57.3	\$ 62.5	\$ (5.2)
Short Term Investments	1.2	3.8	\$ (2.6)
Accounts Receivable, net	102.4	102.5	(0.1)
Inventories, net	69.4	74.7	(5.3)
Prepaid Aluminum	18.4	14.4	4.0
Other Current Assets	17.4	18.1	(0.7)
<b>Total Current Assets</b>	<b>266.1</b>	<b>276.0</b>	<b>(9.9)</b>
Property, Plant & Equipment	247.6	255.0	(7.4)
Investments	2.0	2.0	-
Deferred Taxes	15.2	17.9	(2.7)
Other Assets	30.5	29.0	1.5
<b>Total Assets</b>	<b>\$ 561.4</b>	<b>\$ 579.9</b>	<b>\$ (18.5)</b>
<b><u>LIABILITIES &amp; EQUITY</u></b>			
Accounts Payable	\$ 22.9	\$ 23.9	\$ (1.0)
Other Current Liabilities	43.7	48.0	(4.3)
<b>Total Current Liabilities</b>	<b>66.6</b>	<b>71.9</b>	<b>(5.3)</b>
Non-Current Liabilities	62.5	69.0	(6.5)
Shareholders' Equity	432.3	439.0	(6.7)
<b>Total Liabilities &amp; Equity</b>	<b>\$ 561.4</b>	<b>\$ 579.9</b>	<b>\$ (18.5)</b>

Unaudited

# Cash Flow Statement

(US\$ in Millions)

	Jun-15 YTD <u>Actual</u>	Jun-14 YTD <u>Actual</u>	Increase <u>(Decrease)</u>
Net Income (Loss)	\$ 10.9	\$ 9.9	\$ 1.0
Depreciation	17.0	14.4	2.6
Deferred Income Taxes & FIN 48	(3.7)	0.4	(4.1)
Accounts Receivable	(1.0)	(23.3)	22.3
Inventories	5.2	(0.9)	6.1
Prepaid Aluminum	(4.0)	(4.6)	0.6
Accounts Payable and Accrued Liabilities	3.3	4.3	(1.0)
Other Operations Related Items	(2.5)	1.3	(3.8)
<b>Cash Flow from Operations</b>	<b>25.2</b>	<b>1.5</b>	<b>23.7</b>
Cash Dividends	(9.6)	(9.8)	0.2
Capital Expenditures	(23.3)	(55.5)	32.2
Proceeds from Exercise of Stock Options	6.5	3.5	3.0
Stock Repurchase	(7.5)	(13.0)	
Net Change in Maturing Investments	2.6	-	2.6
Proceeds from Sales of Fixed Assets	1.8	0.1	1.7
All Other	(0.8)	0.6	(1.4)
<b>Net Increase (Decrease)</b>	<b>(5.1)</b>	<b>(72.6)</b>	<b>67.5</b>
Cash - Beginning	62.4	199.3	(136.9)
Cash - Ending	\$ 57.3	\$ 126.7	\$ (69.4)

Unaudited

# Balanced Approach to Capital Allocation<sup>1</sup>



## LTM Return of Capital to Shareholders

### Average

	Superior	Peer Group <sup>2,3</sup>	Industrial Group <sup>2,4</sup>	Russell 2000 <sup>5</sup>
Dividend	4.1%	0.7%	1.6%	1.6%
Repurchase	3.2%	3.0%	3.7%	1.3%
Total	7.3%	3.7%	5.3%	2.9%

### Median

	Superior	Peer Group <sup>2,3</sup>	Industrial Group <sup>2,4</sup>	Russell 2000 <sup>5</sup>
Dividend	4.1%	0.7%	1.9%	N/A
Repurchase	3.2%	1.6%	3.7%	N/A
Total	7.3%	2.3%	5.6%	N/A

## 5-Year Average Annual Return of Capital to Shareholders<sup>6</sup>

### Average

	Superior	Peer Group <sup>2,3</sup>	Industrial Group <sup>2,4</sup>	Russell 2000 <sup>5</sup>
Dividend	3.9%	0.9%	2.2%	1.8%
Repurchase	1.5%	2.5%	2.8%	1.3%
Total	5.3%	3.4%	5.0%	3.1%

### Median

	Superior	Peer Group <sup>2,3</sup>	Industrial Group <sup>2,4</sup>	Russell 2000 <sup>5</sup>
Dividend	3.9%	0.5%	2.1%	N/A
Repurchase	1.5%	0.8%	1.8%	N/A
Total	5.3%	1.3%	3.9%	N/A

1. Source: Capital IQ; as of August 7, 2015

2. Benchmarks exclude Superior

3. Peer group includes: Lear, Dana, Visteon, Magna, Delphi, Borg Warner, Johnson Controls, Shiloh, Linamar, Tenneco, Martinrea, Tower, American Axle, Federal Mogul

4. Industrial group includes: Pentair, Roper, Colfax, Ametek, IDEX, Danaher, Ingersoll-Rand, United Technologies, ITW, Parker Hannifin, Honeywell, Emerson and 3M

5. Companies excluded in periods without full 12 months of data

6. Calculated as average market cap for each annual period using LTM CF data (ending 6/30/2015)

# EBITDA Reconciliation

	<u>2014</u>	<u>2013</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>
(Thousands of dollars)					
Net Sales	\$745,447	\$789,564	\$821,454	\$822,172	\$719,500
<b>EBITDA</b>					
(Thousands of dollars)					
Net income	\$8,803	\$22,824	\$30,891	\$67,169	\$51,643
Interest (income), net	(1,095)	(1,691)	(1,252)	(1,101)	(1,604)
Tax (benefit) expense	6,899	14,017	3,598	-25,243	2,993
Depreciation <sup>(1)</sup>	35,582	28,466	26,362	27,538	29,093
EBITDA	<u>\$50,189</u>	<u>\$63,616</u>	<u>\$59,599</u>	<u>\$68,363</u>	<u>\$82,125</u>
EBITDA as a percentage of net sales	6.73%	8.06%	7.26%	8.31%	11.41%

(1) Depreciation for the twelve month period ended December 28, 2014 includes \$6.5M of accelerated depreciation charges as a result of shortened useful lives due to the Company's restructuring activities.



# EBITDA Reconciliation

**SUPERIOR INDUSTRIES INTERNATIONAL, INC.**  
**Non-GAAP Financial Measure**  
(Dollars in Thousands)

**Value Added Sales**

	Three Months Ended		Six Months Ended	
	June 28, 2015	June 29, 2014	June 28, 2015	June 29, 2014
Net Sales	\$ 183,940	\$ 198,966	\$ 357,669	\$ 382,356
Less				
- Aluminum value	(84,177)	(86,395)	(167,708)	(163,747)
- Pass-through outsourcing costs charged to customers	(11,544)	(12,842)	(20,065)	(25,008)
	(95,721)	(99,237)	(187,773)	(188,755)
Value added sales	<u>\$ 88,219</u>	<u>\$ 99,729</u>	<u>\$ 169,896</u>	<u>\$ 193,601</u>

Value added sales is a key measure that is not calculated according to GAAP. Value added sales represents net sales less the value of costs passed through to our customers, primarily the value of aluminum and outsourced processing cost included in net sales. Arrangements with our customers allow us to pass on changes in aluminum prices and the cost for certain other charges incurred in manufacturing our wheels; therefore, fluctuations in underlying aluminum prices and these other charges generally do not directly impact our profitability. Accordingly, value added sales provides a measurement of the recoverable component of net sales that may benefit the understanding of our financial performance by users of our financial statements.

**Adjusted EBITDA**

	Three Months Ended		Six Months Ended	
	June 28, 2015	June 29, 2014	June 28, 2015	June 29, 2014
Net Income	\$ 6,534	\$ 5,039	\$ 10,868	\$ 9,861
Adjusting Items:				
- Interest income, net	(57)	(311)	(142)	(660)
- Provision for Income Taxes	4,200	3,623	3,439	6,860
- Depreciation	8,497	7,334	17,024	14,395
- Restructuring Charges	1,133	-	2,488	-
	13,773	10,646	22,809	20,595
Adjusted EBITDA	<u>\$ 20,307</u>	<u>\$ 15,685</u>	<u>\$ 33,677</u>	<u>\$ 30,456</u>

The U.S. GAAP measure most directly comparable to Adjusted EBITDA is net income. The non-U.S. GAAP financial measure of Adjusted EBITDA should not be considered as an alternative to net income. Adjusted EBITDA is not a presentation made in accordance with U.S. GAAP and has important limitations as an analytical tool. Adjusted EBITDA should not be considered in isolation or as a substitute for analysis of our results as reported under U.S. GAAP. Because Adjusted EBITDA excludes some, but not all, items that affect net income and is defined differently by different companies, our definition of Adjusted EBITDA may not be comparable to similarly titled measures of other companies.