SUPERIOR INDUSTRIES

Third Quarter 2015 Earnings Conference Call

November 03, 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 the company’s strategic and operational initiatives, 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 press release. 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 earnings release, this release 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 these non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP, see the supplemental data pages attached to the Company’s press release on Third Quarter Financial Results 2015 which, together with the press release have been posted on the Company’s website through the “Investors” link at [www.supind.com].

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.

Third Quarter Highlights

Financial Highlights

- **Significant improvement in earnings performance, higher unit volumes**
  - Net sales of \$175.7M; value-added sales of \$87.9M
    - 154K, or 5.9%, increase in unit shipments y-o-y
    - 65K, or 2.4%, increase in unit shipments vs. 2Q15
  - Adjusted EBITDA of \$17.1M, 19.4% of value-added sales
    - 850 basis point increase in EBITDA as a percentage of value-added sales
    - 78.8% increase in adjusted EBITDA y-o-y
    - Cost improvement due to strategic footprint change, lower energy costs, and improved cost performance at all manufacturing facilities
  - Net income of \$4.9M or \$0.19 per diluted share, compared to a net loss of \$0.09 per diluted share in 3Q14
  - Operating cash flow increased to \$14.0M in 3Q15, compared to \$4.2M in 3Q14
  - Operating cash flow increased to \$39.2M through September 2015 YTD compared to \$5.7M in the prior year period
  - Unit shipment growth expected to remain positive in 4Q15

Business Highlights

- **Focused on strengthening competitiveness and driving profitability**
  - New Mexican facility ramp up complete on original capacity
  - Ongoing ramp-up of new Mexican finishing facility, a joint venture with supplier partner
  - Now residing in new corporate headquarters in Southfield Michigan
- **Pursuing new initiatives to drive productivity gains**
  - Continued rollout of performance management and program management processes, ERP system, shared service center and new favorable tax strategy
  - Progress towards increased capacity and reduced bottlenecks through incremental shifts at manufacturing facilities
- **Continued commitment to returning cash to shareholders**
  - Paid quarterly dividend of \$0.18 per share
  - Repurchased 375K shares for \$6.8M in 3Q15
  - Repurchased 864K shares for a total of \$16.2M program to date through November 3rd, as part of the \$30M share repurchase program approved on October 14, 2014

Superior Shipments

3Q15 unit shipments increased by 6% year-over-year; improved by 2% vs. 2Q15

Comparison	NA Light Vehicle Production (Millions of Vehicles)	Superior Shipments (Millions of Wheels)
3Q15	4.34	2.78
3Q14	4.16	2.62
% Change (y-o-y)	4.2%	5.9%
2Q15	4.51	2.71
% Change (q-o-q)	(3.7%)	2.4%

- SUP shipments totaled 2.78M, up 6% from prior-year period, outperforming vehicle production growth of 4%
  - Ramp up of SUP shipments for key customer programs:
    - Ford F Series, our largest program: up 131K units, or 32%
    - GM Traverse: up 33K units, or 274%
  - Increase in Toyota Highlander: up 27K units, or 26%
  - New customer programs in 2015: Ford Focus up 67K units, Yaris up 40K units, Mazda 2 up 32K units
  - Partially mitigated by declines in:
    - Ford Edge: decline of (85K) units, or (86%)
    - Nissan Maxima: decline of (40K) units, or (99%)
- Higher unit shipments had a positive impact of $9.6M on net sales
- Sequential shipments increased 2%, while overall vehicle production declined by 4%
  - Shipments to FCA increased 29% driven primarily by higher shipments for Town & Country
  - K2XX, our second largest program, increased by 7%
- Unit shipment volumes are expected to continue to improve in 4Q15 based on mix of customer programs

Financial Highlights – Sales

The benefit of volume growth in 3Q15 was offset to a large degree by lower aluminum prices

	Millions		Variance		Millions		Variance	
	3Q15	3Q14	Amount	Percent	YTD 2015	YTD 2014	Amount	Percent
Volume (Wheels Shipped)	2.78	2.62	0.15	6%	8.03	8.44	(0.41)	-5%
Net Sales:								
Total	$175.7	$176.4	($0.7)	0%	$533.3	$558.8	($25.5)	-5%
Volume			$9.6				($24.8)	
Project Development			($0.8)				($1.3)	
Sales Adjustments			($1.3)				($2.1)	
Pass-Through Upcharges			$1.5				($3.5)	
Price / Mix			($9.7)				$6.2	
Aluminum Content - Price			($6.9)	($7.6)			$13.2	$12.7
Aluminum Content - Weight		($9.7)	($0.7)			$6.2	($0.5)	
FX Impact			($1.3)				($4.0)	
Price / Mix Other			($0.8)				($2.5)	

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Third Quarter EBITDA Comparison – Year-Over-Year

3Q15 Adjusted EBITDA increased 79% year-over-year
EBITDA margin was 19% of Value-Added Sales or +850bps

- **Volume / Mix** – Units shipped increased by 154K units or 5.9% y-o-y, with slightly negative mix
- **FX Impact** – Reflects average Peso devaluation against US$, net of hedges
- **Metal** – Unfavorable timing of aluminum and alloy pass through related to price adjustments with customers vs. suppliers
- **Cost Performance** – Largely driven by lower operating costs related to the previous plant closure, ramp-up of new facility in Mexico and improved cost performance in all other manufacturing facilities
- **SG&A** –Includes lower legal and general consulting fees, partially offset by transition costs related to the relocation of the Company's corporate office
- **Rogers Restructuring Cost** – $1.1M of closure related expense excluding depreciation in 3Q14 compared to $0.75M in 3Q15

September YTD EBITDA Comparison – Year-Over-Year

3Q15 YTD Adjusted EBITDA increased 27% year-over-year
EBITDA margin was 20% of Value-Added Sales or +540bps

- **Volume / Mix** – Units shipped declined 407K with slightly negative mix
- **FX Impact** – Reflects YTD 2015 average Peso rate devaluation against US$, compared to the prior year period, net of hedges
- **Metal** – Unfavorable timing of aluminum and alloy pass through related to price adjustments with customers vs. suppliers
- **Cost Performance** – Largely driven by lower operating costs related to the previous plant closure, ramp-up of new facility in Mexico and improved cost performance in all other manufacturing facilities
- **Project Development** – Primarily driven by timing of development revenues
- **SG&A** – Includes higher legal and professional fees and transition costs related to the relocation of the Company's corporate office, partially offset by lower severance costs
- **Rogers Restructuring Cost** – $1.1M of closure related expense excluding depreciation in the first nine months of 2014, and $3.2M in the first nine months of 2015

Financial Highlights – Cash Flow

- **Operating cash flow of $39.2M through September 2015 YTD vs. $5.7M in the prior year period**
  - **3Q15 operating cash flow of $14.0M compared to $4.2M in 3Q14**
  - **Improvement primarily driven by favorable changes in inventory, other assets and accounts payable**

- **Capital expenditures of $32.6M through September 2015 YTD vs. $92.0M in the prior year period**
  - **3Q15 capital expenditures of $9.3M compared to $36.5M in 3Q14, a $27.2M or 75% decline y-o-y**

	3Q15	3Q14
Existing facilities	$ 7.7M	$ 9.0M
New facility	$ 1.6M	$ 27.5M
Total	$ 9.3M	$ 36.5M

- **Dividends of $14.4M through September 2015 YTD; $4.8M in 3Q15**

- **As part of the $30M share repurchase program approved on October 14th, 2014**
  - **3Q15 share repurchases of 375K shares or $6.8M**
  - **Program to date, through November 3rd, 2015 share repurchases of 864K shares or $16.2M**

2015 Outlook

Key Metrics	2015 Outlook
Net Sales / EBITDA Margin	$715 million - $740 million / 250-275 basis point improvement in EBITDA margin, *Previous guidance provided on January 19, 2015: $725 million - $800 million / 100-200 basis point improvement in EBITDA margin*
Value-Added Sales[1] / EBITDA Margin	$355 million - $375 million / 500-520 basis point improvement in value-added EBITDA margin *Previous guidance provided on January 19, 2015: $325 million - $360 million / 350 - 500 basis point improvement in value-added EBITDA margin*
Capital Expenditures	At or slightly above $40 million
Working Capital	At or slightly better than a use of $10 million
Dividend Payments	Approximately $20 million

Underlying Assumptions

- North American Light Vehicle Production will increase 3.6% to 17.5 million units[2]

Ahead of goal to achieve double digit EBITDA margins by 2017

(1) Value-Added Sales excludes costs passed through to customers, primarily for aluminum and certain outside processing costs; (2) Based on IHS Projections

Third Quarter Income Statements

Unaudited

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

	3Q15 Actual	3Q14 Actual	Variance
Unit Shipments	2,778,267	2,623,833	154,434
Total Revenues	$ 175,656	$ 176,419	$ (763)
Value Added Revenue (1)	$ 87,906	$ 87,092	$ 815
Gross Profit	$ 16,484	$ 7,318	$ 9,165
% of Revenues	9.4%	4.1%	5.2%
% of Value Added Revenue	18.8%	8.4%	10.3%
SG&A Expenses	$ (8,425)	$ (9,955)	$ 1,530
% of Revenues	-4.8%	-5.6%	0.8%
Operating Income	$ 8,059	$ (2,637)	$ 10,695
Interest Income, net	$ (56)	$ 233	$ (289)
Foreign Exchange Gain (Loss)	$ (428)	$ (374)	$ (54)
Other Income (Expense), net	$ 40	$ 38	$ 2
Income Before Income Taxes	$ 7,616	$ (2,740)	$ 10,357
Income Tax (Provision) Benefit	$ (2,669)	$ 321	$ (2,989)
Net Income	$ 4,946	$ (2,419)	$ 7,365
Income Per Share - Diluted	$ 0.19	$ (0.09)	$ 0.28
EBITDA	$ 16,343	$ 8,508	$ 7,835
EBITDA % of Revenue	9.3%	4.8%	4.5%
EBITDA % of Value Added Revenue	18.6%	9.8%	8.8%
EBITDA Adjusted (2)	$ 17,094	$ 9,559	$ 7,535
EBITDA % Revenue Adjusted (2)	9.7%	5.4%	4.3%
EBITDA % Value Added Revenue Adjusted (2)	19.4%	11.0%	8.5%

(1) Value added sales excludes aluminum and upcharges

(2) 3Q15 actual and 3Q14 actual EBITDA adjusted for $750K and $1,051K of Rogers restructuring charges respectively

September YTD Income Statements

Unaudited

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

	September 2015 YTD Actual	September 2014 YTD Actual	Variance
Unit Shipments	8,030,095	8,437,553	(407,458)
Total Revenues	$ 533,325	$ 558,775	$ (25,450)
Value Added Revenue [(1)]	$ 257,837	$ 280,693	$ (22,857)
Gross Profit	$ 47,626	$ 38,686	$ 8,940
% of Revenues	*8.9%*	*6.9%*	*2.0%*
% of Value Added Revenue	*18.5%*	*13.8%*	*4.7%*
SG&A Expenses	$ (24,858)	$ (25,176)	$ 318
% of Revenues	*-4.7%*	*-4.5%*	*-0.2%*
Operating Income	$ 22,768	$ 13,510	$ 9,258
Interest Income, net	$ 87	$ 893	$ (806)
Foreign Exchange Gain (Loss)	$ (942)	$ (555)	$ (387)
Other Income (Expense), net	$ 9	$ 133	$ (123)
Income Before Income Taxes	$ 21,922	$ 13,981	$ 7,941
Income Tax (Provision) Benefit	$ (6,108)	$ (6,539)	$ 432
Net Income	$ 15,814	$ 7,442	$ 8,373
Income Per Share - Diluted	$ 0.59	$ 0.27	$ 0.32
EBITDA	$ 47,531	$ 38,965	$ 8,566
EBITDA % of Revenue	*8.9%*	*7.0%*	*1.9%*
EBITDA % of Value Added Revenue	*18.4%*	*13.9%*	*4.6%*
EBITDA Adjusted [(2)]	$ 50,771	$ 40,015	$ 10,756
EBITDA % Revenue Adjusted [(2)]	*9.5%*	*7.2%*	*2.4%*
EBITDA % Value Added Revenue Adjusted [(2)]	*19.7%*	*14.3%*	*5.4%*

(1) Value added sales excludes aluminum and upcharges

(2) September 2015 YTD and 2014 actual EBITDA adjusted for $3.2M and $1.1M of Rogers closure cost

Summary Balance Sheets

Unaudited

(US$ in Millions)

ASSETS	September 2015 Actual	December 2014	Increase (Decrease)
Cash & Cash Equivalents	$ 49.9	$ 62.5	$ (12.6)
Short Term Investments	1.0	3.8	$ (2.8)
Accounts Receivable, net	119.0	102.5	16.5
Inventories, net	61.8	74.7	(12.9)
Prepaid Aluminum	8.9	14.4	(5.5)
Other Current Assets	18.6	18.1	0.5
Total Current Assets	259.2	276.0	(16.8)
Property, Plant & Equipment	239.8	255.0	(15.2)
Investments	2.0	2.0	-
Deferred Taxes	17.5	17.9	(0.4)
Other Assets	30.4	29.0	1.4
Total Assets	$ 548.9	$ 579.9	$ (31.0)
LIABILITIES & EQUITY			
Accounts Payable	$ 26.2	$ 23.9	$ 2.3
Other Current Liabilities	44.1	48.0	(3.9)
Total Current Liabilities	70.3	71.9	(1.6)
Non-Current Liabilities	65.3	69.0	(3.7)
Shareholders' Equity	413.3	439.0	(25.7)
Total Liabilities & Equity	$ 548.9	$ 579.9	$ (31.0)

Summary Cash Flow Statements

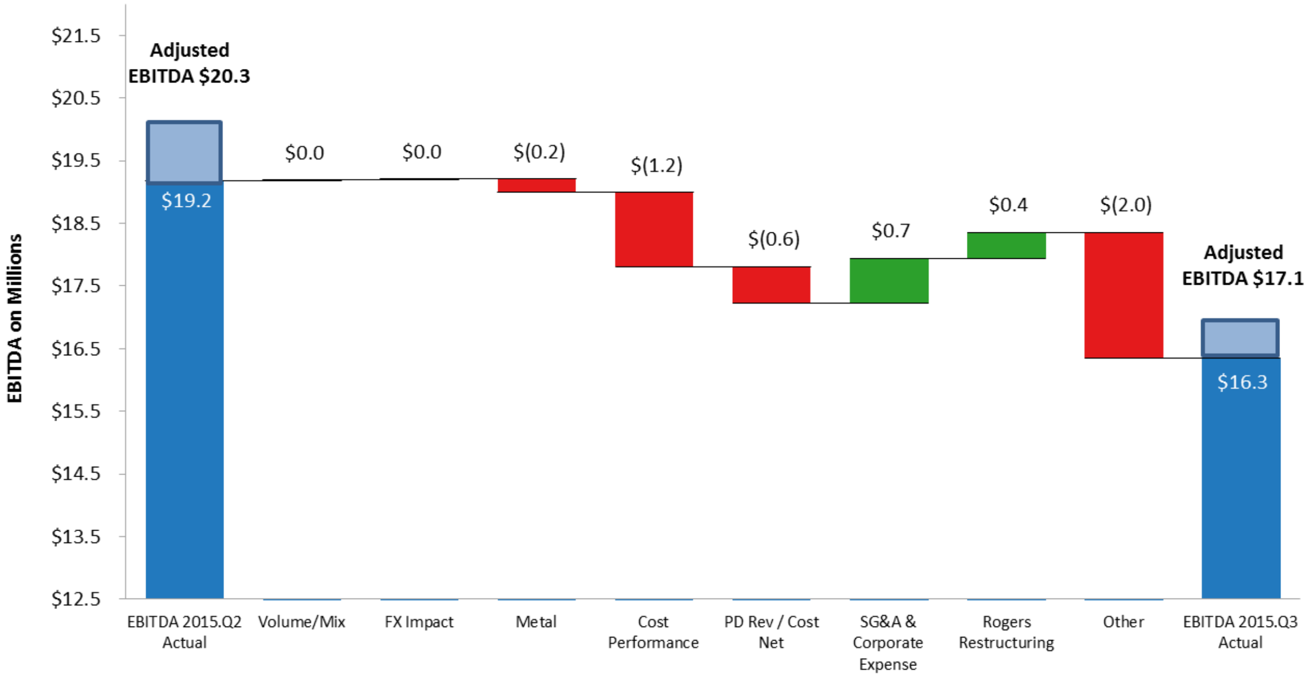
Unaudited

(US$ in Millions)

	2015 Actual	2014 Actual	Increase (Decrease)
Net Income (Loss)	$ 15.8	$ 7.4	$ 8.4
Depreciation	25.7	25.9	(0.2)
Deferred Income Taxes & FIN 48	(2.1)	0.3	(2.4)
Accounts Receivable	(18.3)	(16.9)	(1.4)
Inventories	12.3	(11.6)	23.9
Prepaid Aluminum	5.5	(5.6)	11.1
Accounts Payable and Accrued Liabilities	3.4	4.7	(1.3)
Other Operations Related Items	(3.1)	1.5	(4.6)
Cash Flow from Operations	39.2	5.7	33.5
Cash Dividends	(14.4)	(14.6)	0.2
Capital Expenditures	(32.6)	(92.0)	59.4
Proceeds from Exercise of Stock Options	7.3	5.6	1.7
Stock Repurchase	(14.4)	(21.8)	
Net Change in Maturing Investments	2.8	-	2.8
Proceeds from Sales of Fixed Assets	1.8	2.0	(0.2)
All Other	(2.2)	(1.1)	(1.1)
Net Increase (Decrease)	(12.5)	(116.2)	103.7
Cash - Beginning	62.4	199.3	(136.9)
Cash - Ending	$ 49.9	$ 83.1	$ (33.2)

Third Quarter EBITDA Comparison – Quarter-Over-Quarter

3Q15 Adj. EBITDA decreased 16% quarter-over-quarter
EBITDA margin was 19% of Value-Added Sales or (360bps)



- **Volume / Mix** – Small volume increase offset by slightly negative mix
- **Metal** – Unfavorable impact from increased alloy cost due to higher silicon prices
- **Cost Performance** – Inefficiencies related to the seasonal maintenance shutdown, partially offset by higher unit volumes and extended plant hours
- **SG&A** – Favorable impact from collecting aged accounts receivable previously reserved for
- **Rogers Restructuring Cost** – $1.2M of closure related expense, excluding depreciation, in 2Q15 and $0.75M in 3Q15
- **Other** – Includes unfavorable inventory adjustments, partially offset by favorable retroactive sales adjustments