

A Leader in the North American Aluminum Wheel Industry

# **Investor Presentation**

October 2016

## Non-GAAP Financial Measures and Forward-Looking Statements

#### **Forward-Looking Statements**

This webcast and presentation contain 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 2016 outlook included herein, and the Company's strategic and operational initiatives, including the resolution of operating inefficiencies, product mix and overall cost improvement 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 in the Company's Securities and Exchange Commission filings and reports, including the Company's Annual Report on Form 10-K for the year-ended December 27, 2015, Quarterly Reports on Form 10-Q and other reports from time to time filed with the Securities and Exchange Commission. You are cautioned not to unduly rely on such forward looking statements when evaluating the information presented in this press release. Such forwardlooking statements speak only as of the date on which they are made and the Company does not undertake any obligation to update any forwardlooking statement to reflect events or circumstances after the date of this webcast and presentation.

#### **Use of Non-GAAP Financial Measures**

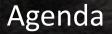
In addition to the results reported in accordance with GAAP included throughout this presentation, this presentation refers to "Adjusted EBITDA," which we have defined as earnings before interest, taxes, depreciation, amortization, restructuring charges and impairments of long-lived assets and investments and "Value-Added Sales," which we define as net sales less pass-through charges primarily for the value of aluminum. Adjusted EBITDA as a percentage of value-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 value-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 appendix of this presentation.

Value-added sales and adjusted EBITDA are non-GAAP financial measures. In reliance on the safe harbor provided under section 10(e) or Regulation S-K, we have not quantitatively reconciled differences between adjusted EBITDA presented in our 2016 Outlook to net income, the most comparable GAAP measure, as Superior is unable to quantify certain amounts that would be required to be included in net income without unreasonable efforts and due to the inherent uncertainty regarding such variables. Superior also believes that such a reconciliation would imply a degree of precision that could potentially be confusing or misleading to investors. However, the magnitude of these amounts may be significant.





- Company Overview
- Market Conditions and Dynamics
- Evolution of the Business
- Growth Initiatives
- 2016 Financial Outlook
- Superior Investment Thesis

**Don Stebbins** *President and CEO*  Kerry Shiba EVP and CFO



## Superior – North American Leader in Aluminum Wheels

- North American market share and capacity leader in aluminum wheels for light vehicles
  - 12.4M wheels sold 3Q16 LTM; ~20% NA market share
  - 100% of business is with global OEMs
  - 98% of wheels sold into North America
- NYSE listed (SUP) since 1969
- Manufacturing footprint
  - Four facilities in Mexico and one in Arkansas
  - Opened new facility in Mexico in 2015
- Continuous dividend payout since 1982
- Strong Balance Sheet





### **Core Strategic and Financial Priorities**

### **Enhance Market Position As a Best-in-Class Wheel Supplier**

- ✓ Strengthen current customer relationships
- ✓ Develop culture of continuous improvement
- ✓ Invest in new and enhanced finishing capabilities

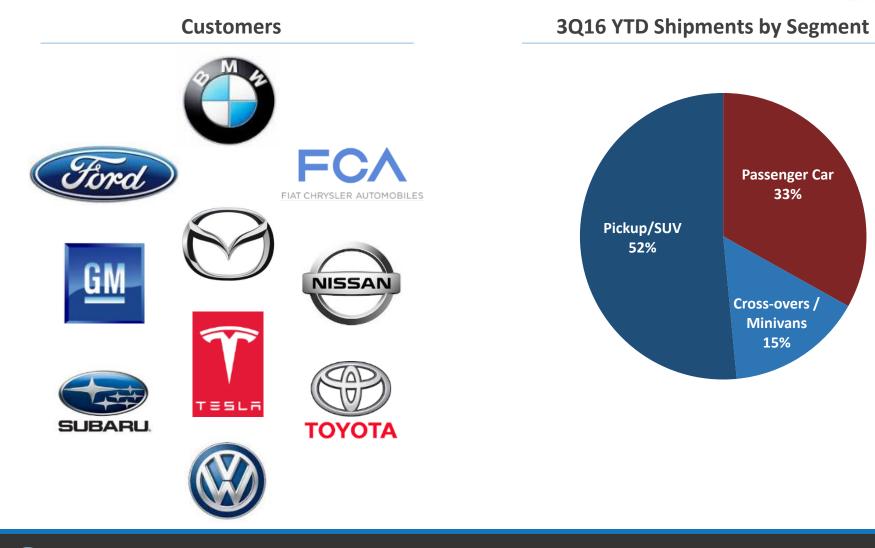
#### **Generate Top-Line Profitable Growth**

- Continue winning higher-value add wheels
- Expand customer base through new global OEM relationships
- ✓ Increase capacity through manufacturing arrangement with Asian supplier

#### **Create Long-Term Shareholder Value**

- Invest in projects with high return on invested capital
- ✓ Maintain prudent capital structure
- Continued balanced approach to capital allocation

### **Customers and Vehicle Segments**



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## Stable Industry Outlook

Industry Dynamics Impacting Production Levels	Today	Near-term Outlook
Unemployment Rate / Wage Growth	÷	
Consumer Sentiment		
Average Scrappage Rate / Vehicle Age	÷	
Gas Prices	÷	
Financing Availability and Cost	÷	Neutral/Watch
Dealer Inventory Levels	Watch	Watch
Dealer Incentives	Watch	Watch

Source: Bureau of Labor Statistics, Consumer Sentiment Index, U.S. Energy Information Administration, and management



### Market Dynamics – Wheels Provide Differentiation

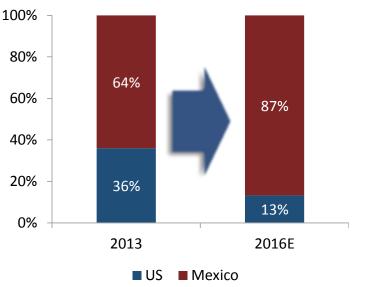
- Wheels increasingly customized by consumers and a key aesthetic differentiator for OEMs
- Aftermarket-like styling relevant to OEMs at OEM production levels and standards
- Wheel options per platform increasing, allowing OEMs to further segment the market
- Light weighting wheels critical to OEMs to meet fuel efficiency standards



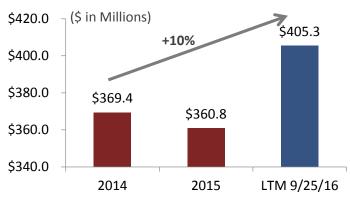
### Transformation of the Business

- Six out of nine board members appointed since December 2013
- New executive management team with 130 years of combined auto experience
- Opened new manufacturing facility in Mexico
- Relocated headquarters to Michigan
- Opened shared services facility in Mexico
- Completed tax restructuring and reduced effective tax rate
- Broadening product portfolio to address customer needs
- Pursuing numerous initiatives to drive higher operational efficiencies

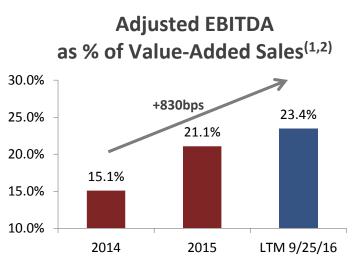




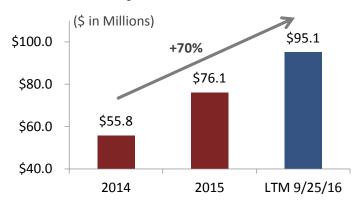
### **Key Financial Metrics**



### Value-Added Sales<sup>(1)</sup>



### Adjusted EBITDA<sup>(2)</sup>



**Earnings Per Share** 



<sup>(1)</sup> Value-added sales is a non-GAAP measure defined as net sales less pass-through charges, primarily for the value of aluminum; see appendix for reconciliation to net sales <sup>(2)</sup> Adjusted EBITDA is a non-GAAP measure; see appendix for reconciliation to net income







2015 GM Supplier of the Year award, the first time in more than 10 years



2015 Toyota Quality Certificate of Achievement Award



Mazda 2015 Supplier of Excellence, a first for the Company



### **Evolution of Wheel Offering and Capabilities**



Bright Chrome Vacuum Deposition



**Sparkle Silver Wheel** 



Premium Matte Finish with Tinted Clear Coat



Diamond Turned with Accent Windows



Two Tone Machined Finish



**Mirror Finish** 



### Financial Stability and Balanced Approach to Capital Allocation

- Strong track record of both dividends and share repurchases
  - Returned nearly \$155M to shareholders over the last 5 years
  - Cash dividend since 1982 currently approximately \$20M annually
  - \$50M stock repurchase program approved in January 2016; \$46.7M remaining
- Financial capacity to strategically pursue M&A prospects, JVs, and business alliances
- Clean balance sheet with no debt and \$36M of cash



### Key Initiatives Driving Revenue Growth

### **Organic Growth**

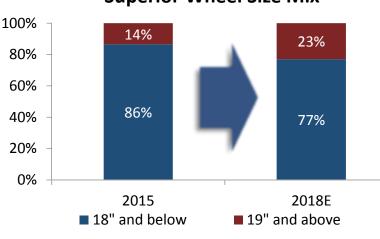
- Significant opportunities ahead:
  - Investing in finishing capabilities
  - Focusing on higher value-add products
  - Increasing capacity
  - Developing proprietary lightweight designs

### **Overseas Manufacturing Arrangement**

- Established new manufacturing arrangement with Asian supplier
- Creates opportunity to provide additional support to our customers

#### **Strategic Acquisitions**

Selectively evaluating acquisitions that add new customers, capabilities or geographies



### Superior Wheel Size Mix

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### Third Quarter Operating Inefficiencies and Action Plan

- Lower production rates at one of the Company's five manufacturing facilities in 3Q16
  - Negative impact of unanticipated equipment reliability issues, power outages, and higher scrap rates, increasingly reduced inventory and safety stock levels
  - Confluence of events combined with demand spike early in the quarter triggered incremental expedited freight, and other operating inefficiency costs estimated at \$10.4M
- Working with customers to meet delivery schedules
- Increased maintenance to address equipment reliability issues
- Expedited certain capital investments to alleviate production bottlenecks and also address equipment reliability
- Fully dedicated internal resources and hired external consultants to improve operating processes
- Moved some production volume to other facilities
- Expedited Chinese manufacturing partnership to leverage additional capacity



## Financial Performance Outlook for 2016

Key Metrics	Prior Outlook (provided 7/27/16)	Current Outlook (provided 10/27/16)
Unit Volume Growth	6% - 8%	7% - 8%
Net Sales	\$710M - \$725M	\$715M - \$725M
Value-Added Sales <sup>(1)</sup>	\$395M - \$403M	\$398M - \$403M
Adjusted EBITDA <sup>(2)</sup>	\$102M – \$108M	\$80M – \$88M
Capital Expenditures	Approximately \$40M	Approximately \$40M
Working Capital	Net use of funds	Net use of funds
Effective Tax Rate	27% - 29% range	21% - 23% range
<b>Dividend Payments</b>	Approximately \$20M	Approximately \$20M

<sup>(1)</sup> Value-added sales is a non-GAAP measure defined as net sales less pass-through charges, primarily for the value of aluminum; see appendix for reconciliation to net sales <sup>(2)</sup> Adjusted EBITDA is a non-GAAP measure; see appendix for reconciliation to net income



### Superior Investment Thesis

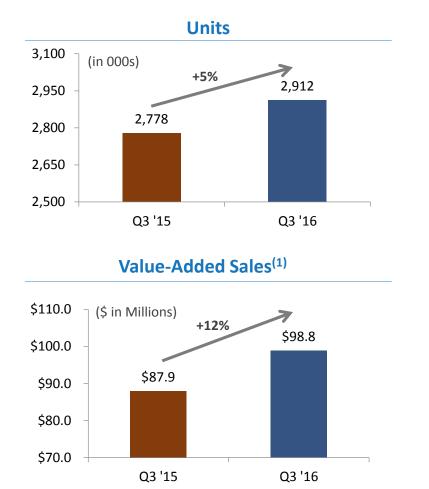
- Early Stages of Evolution
  - New management team and Board of Directors
  - Revamping processes throughout organization
  - Improving production efficiency at all plants
- Investing in Future Growth
  - Adding new OEMs and strengthening existing customer relationships
  - Expanding finishing capabilities in Mexico
  - Winning larger, more complex, higher value-add wheel programs
  - Ongoing review of strategic M&A opportunities, JVs, and business alliances
- Market Trends Providing Opportunity for Superior
  - Increasing number of wheel SKUs per platform elevates relevance of local North American production
  - Innovative finishes, patented lighter wheels, and larger sizes are opportunities for Superior
- Financial Flexibility
  - Balanced approach to capital allocation
  - Capacity to prudently pursue high ROIC growth initiatives



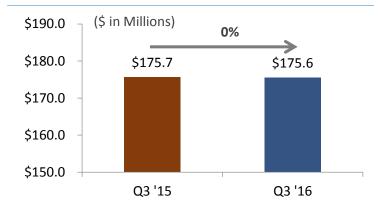


Appendix

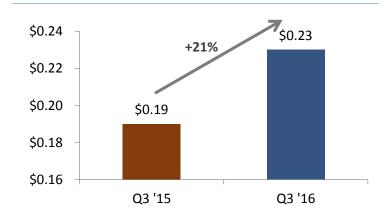
### Third Quarter 2016 Summary Financial Highlights



#### **Net Sales**



#### **Earnings Per Share**



<sup>(1)</sup> Value-added sales is a non-GAAP measure defined as net sales less pass-through charges, primarily for the value of aluminum; see appendix for reconciliation to net sales

## Third Quarter and Year-to-Date Income Statements

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

		Unaudited									
	3Q16 Actual			3Q15 Actual		ptember D 2016	September YTD 2015				
Unit Shipments		2,911,960		2,778,267	9,162,836		1	8,030,095			
Net Sales	\$	175.6	\$	175.7	\$	544.4	\$	533.3			
Value-Added Sales <sup>(1)</sup>	\$	98.8	\$	87.9	\$	302.3	\$	257.8			
Gross Profit % of Net Sales % of Value-Added Sales	\$	<b>11.0</b> 6.3% 11.1%	\$	<b>16.5</b> 9.4% 18.7%	\$	<b>68.2</b> 12.5% 22.6%	\$	<b>47.6</b> 8.9% 18.5%			
	\$	<b>5.7</b> 3.3%	\$	<b>8.4</b> 4.8%	\$	<b>22.0%</b> <b>24.7</b> <i>4.5%</i>	\$	<b>24.9</b> 4.7%			
Operating Income	\$	5.3	\$	8.1	\$	43.5	\$	22.8			
Interest Income, net Other expenses, net	\$ \$	0.1 (0.4)	\$ \$	0.1 (0.4)	\$ \$	0.3 (0.5)	\$ \$	0.3 (0.9)			
Income Before Income Taxes	\$	4.9	\$	7.6	\$	43.2	\$	21.9			
Income Tax (Provision) Benefit	\$	1.1	\$	(2.7)	\$	(9.6)	\$	(6.1)			
Net Income	\$	6.0	\$	4.9	\$	33.6	\$	15.8			
Income Per Share - Diluted	\$	0.23	\$	0.19	\$	1.31	\$	0.59			
Adjusted EBITDA <sup>(2)</sup> % of Net Sales	\$	<b>13.8</b> 7.8%	\$	<b>17.1</b> 9.7%	\$	<b>69.8</b> 12.8%	\$	<b>50.8</b> 9.5%			
% of Value-Added Sales		13.9%		19.5%		23.1%		19.7%			

<sup>(1)</sup> Value-added sales is a non-GAAP measure defined as net sales less pass-through charges, primarily for the value of aluminum; see appendix for reconciliation to net sales <sup>(2)</sup> Adjusted for Rogers closure cost; 3Q16 (\$0.3M), 3Q15 (\$0.8M); YTD '16 (\$0.9M), YTD '15 (\$3.2M)

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## Third Quarter and Year-to-Date Statements of Cash Flow

	Unaudited										
(US\$ in Millions)		3Q16 Actual		3Q15 Actual	-	otember D 2016	September YTD 2015				
Net Income	\$	6.0	\$	4.9	\$	33.6	\$	15.8			
Depreciation		8.6		8.7		25.9		25.7			
Accounts Receivable		(1.6)		(17.3)		(4.5)		(18.3)			
Inventories		0.6		7.1		(12.2)		12.3			
Prepaid Aluminum		2.8		(9.4)		0.7		(5.5)			
Accounts Payable		(0.6)		13.0		(0.0)		8.9			
Other Operations Related Items		(0.9)		7.1		(4.1)		0.4			
Cash Flow from Operations		14.7		14.0		39.3		39.2			
Cash Dividends		(4.6)		(4.8)		(13.8)		(14.4)			
Capital Expenditures		(12.5)		(9.3)		(30.2)		(32.6)			
Proceeds from Exercise of Stock Options		0.7		0.8		1.6		7.3			
Stock Repurchase		(0.4)		(6.8)		(13.5)		(14.4)			
All Other		0.3		(1.3)		0.4		2.4			
Net Decrease		(1.7)		(7.4)		(16.2)		(12.5)			
Cash - Beginning		37.5		57.3		52.0		62.5			
Cash - Ending	\$	35.8	\$	49.9	\$	35.8	\$	49.9			

Unaudited

## Summary Balance Sheet

(US\$ in Millions)

	Unaudited								
ASSETS	-	otember 2016	December 2015						
Cash & Cash Equivalents	\$	35.8	\$	52.0					
Short Term Investments		0.8		1.0					
Accounts Receivable, net		112.6		112.6					
Inventories, net		73.0		61.8					
Prepaid Aluminum		11.8		12.4					
Other Current Assets	_	13.5		6.1					
Total Current Assets		247.5		245.8					
Property, Plant & Equipment		227.6		234.6					
Investments		2.0		2.0					
Deferred Taxes		25.2		25.6					
Other Assets		30.8		31.9					
Total Assets	\$	533.2	\$	539.9					
LIABILITIES & EQUITY									
Accounts Payable	\$	20.2	\$	20.9					
Other Current Liabilities		46.7		52.9					
<b>Total Current Liabilities</b>		66.9		73.9					
Non-Current Liabilities		62.9		52.2					
Shareholders' Equity		403.4		413.9					
<b>Total Liabilities &amp; Equity</b>	\$	533.2	\$	539.9					



### **Reconciliation of Non-GAAP Financial Measures**

Twelve Months Ended

#### SUPERIOR INDUSTRIES INTERNATIONAL, INC.

Non-GAAP Financial Measure

(Dollars in Thousands)

#### Value Added Sales

Value Added Sales		I welve Month's Ended							
	December 27,	De	ecember 28,						
	2015		2014						
Net Sales	\$ 727,946	\$	745,447						
Less									
- Aluminum value	(321,975)		(330,756)						
<ul> <li>Pass-through outsourcing costs charged to customers</li> </ul>	(45,125)		(45,336)						
	(367,100)		(376,092)						
Value added sales	\$ 360,846	\$	369,355						

Value-added sales is a key measure that is not calculated according to GAAP. Value-added sales represent net sales less the value of aluminum and services provided by outside service providers (OSP's) that are included in net sales. Arrangements with our customers allow us to pass on changes in aluminum prices and OSP costs; therefore, fluctuations in the underlying aluminum price and the use of OSP's generally do not directly impact our profitability. Accordingly, value-added sales is worthy of being highlighted for the benefit of users of our financial statements. Our intent is to allow users of the financial statements to consider our net sales information both with and without the aluminum and OSP cost components thereof.

Adjusted EBITDA	Twelve Months Ended						
	December 27,	December 28,					
	2015	2014					
Net Income	\$ 23,944	\$ 8,803					
Adjusting Items:							
- Interest income, net	(103)	(1,095)					
- Provision for Income Taxes	11,339	6,899					
- Depreciation	34,530	35,582					
- Restructuring and closure costs	6,343	3,064					
- Impairment of Long-lived Assets	-	2,500					
	52,109	46,950					
Adjusted EBITDA	\$ 76,053	\$ 55,753					

Adjusted EBITDA is a key measure that is not calculated according to GAAP. Adjusted EBITDA is defined as earnings before interest income and expense, income taxes, depreciation, amortization, restructuring charges and other closure costs and impairments of long-lived assets and investments. We use Adjusted EBITDA as an important indicator of the operating performance of our business. Adjusted EBITDA is used in our internal forecasts and models when establishing internal operating budgets, supplementing the financial results and forecasts reported to our Board of Directors and evaluating short-term and long-term operating trends in our operations. We believe the Adjusted EBITDA financial measure assists in providing a more complete understanding of our underlying operational measures to manage our business, to evaluate our performance compared to prior periods and the marketplace, and to establish operational goals. Adjusted EBITDA is a non-GAAP financial measure and should not be considered in isolation or as a substitute for financial information provided in accordance with GAAP. This non-GAAP financial measure may not be computed in the same manner as similarly titled measures used by other companies.



### **Reconciliation of Non-GAAP Financial Measures**

#### SUPERIOR INDUSTRIES INTERNATIONAL, INC. Non-GAAP Financial Measures

(Dollars in Thousands)

Value-Added Sales		Three Mor	ths E	Nine Months Ended				
		o. 25, 2016	Sep	o. 27, 2015	Se	p. 25, 2016	Sep. 27, 2015	
Net Sales	\$	175,580	\$	175,656	\$	544,354	\$	533,325
Less:								
Aluminum Value and Outside Service Provider Costs		(76,781)		(87,715)		(242,026)		(275,488)
Value-added sales	\$	98,799	\$	87,941	\$	302,328	\$	257,837

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Adjusted EBITDA	Three Months Ended Nine Months Ende						ded	
	Sep. 25, 2016			27, 2015	Sep	. 25, 2016	Sep. 27, 2015	
Net Income	\$	5,974	\$	4,946	\$	33,602	\$	15,814
Adjusting Items:								
- Interest Expense (Income), net		(41)		55		(152)		(87)
- Income Tax Provision (Benefit)		(1,064)		2,669		9,576		6,108
- Depreciation		8,607		8,672		25,888		25,696
<ul> <li>Closure Costs (Excluding Accelerated Depreciation)</li> </ul>		294		752		903		3,240
		7,796		12,148		36,215		34,957
Adjusted EBITDA	\$	13,770	\$	17,094	\$	69,817	\$	50,771

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### **Reconciliation of Non-GAAP Financial Measures**

#### SUPERIOR INDUSTRIES INTERNATIONAL, INC. Non-GAAP Financial Measures (Dollars in Thousands)

Outlook for Full Year 2016 Value-Added Sales	 Outlook	<u> Ran</u> g	je
Net Sales Outlook	\$ 715,000	\$	725,000
Less:			
Aluminum Value and Outside Service Provider Costs	 317,000		322,000
Value-Added Sales Outlook	\$ 398,000	\$	403,000

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