



## 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," "projects," "potential" or "continue" or the negative of such terms and other comparable terminology. These statements also include, but are not limited to, the 2017 outlook included herein, the Company's ability to consummate the acquisition of the remaining shares of UNIWHEELS AG, 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 25, 2016, 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 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 we

#### **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, impairments of long-lived assets and investments, UNIWHEELS AG acquisition costs, and integration expenses 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.

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 updated 2017 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.



# Strategic Transaction Update

# A Leading Global Supplier of Aluminum Wheels

- ✓ Closed acquisition of UNIWHEELS AG ("UNIWHEELS") on May 30th
- ✓ Commenced delisting process and associated tender offer
  - Tender settles on August 8th 2017, Superior will own approximately 93.2%
- ✓ Delisting is anticipated by 4Q17
- ✓ Squeeze out process to occur over coming months pursuant to required regulatory processes



**Global Supplier** 

#2 Global OEM Aluminum Wheel Supplier<sup>(1)</sup>

#1 European Aftermarket Supplier



**Breadth of Technology** 

Wide Range of Product Diameter Capabilities

Patented Lightweighting Technologies

Sophisticated Painting and Finishing



**Competitive Footprint** 

Globally Competitive Manufacturing Footprint

New Plants in Mexico and Poland

Further Expansion Opportunities

(1) Company estimate



# Second Quarter 2017 Highlights

#### **Strengthened Management Team**

- ✓ Wolfgang Hiller, SVP Operations Europe; Chairman Board of Management Europe
- ✓ Nadeem Moiz, EVP and CFO Superior
- ✓ Karsten Obenaus, SVP and CFO Europe
- ✓ Rob Tykal, SVP North American Operations

#### Consolidated Financial Metrics(1)

**3.8M** Record unit shipments

**\$240.6M** Net sales

**\$130.4M** Value-added sales<sup>(2)</sup>

\$29.5M Adjusted EBITDA<sup>(3)</sup>

(\$7.3M) / (\$0.41) Net Loss / Diluted EPS

\$19.6M / \$0.78 Acquisition-related costs<sup>(4)</sup>

#### Solid Foundation for Growth

<sup>(4)</sup> Includes purchase accounting, FX transactions, non-recurring interest expense and acquisition support costs



<sup>(1)</sup> Superior figures presented according to GAAP and include one month (June) of consolidated UNIWHEELS figures

<sup>(2)</sup> Value-added sales is a non-GAAP financial measure; see appendix for a reconciliation to net sales

<sup>(3)</sup> Adjusted EBITDA is a non-GAAP measure; see appendix for a reconciliation to net income

# Integration and Value Creation Opportunities

#### **Established Integration Management Office (IMO)**

- ✓ Led by internal team and supplemented by external resources
- ✓ Synergy capture already underway

## Anticipate \$15 million of run-rate synergies by 2020

✓ 2017 synergies underway; 2018 expected to be higher as planned.

## Focused on Key Value Drivers

- ✓ Retain and engage talent in both organizations
- Maintain outstanding support of customers and communities
- ✓ Realize and explore expanded customer opportunities
- ✓ Implement best practices of both organizations to create best-in-class processes.
- Continue global teamwork to realize synergy savings and enhance overall operational efficiencies



# Secular Tailwinds Support Strategic Priorities

#### **Increasing Wheel Diameters**

+188% by 2021

NA Number of 19"+ Wheels(1)

#### **Individual Customization / Increasing Options**

















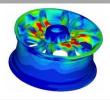








#### **Lightweighting Technologies**



#### **European OEM Expansion into NA**



#### **Enhance Market Position**

- Strengthen North American and European customer relationships
- Capitalize on technologies of the combined platform
- Leverage capital of the combined organization

#### **Generate Profitable Growth**

- Invest in projects with high return on invested capital
- Realize synergy potential
- Invest in new and enhanced capabilities
- Reduce debt to drive equity value

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

- Continue winning higher-value wheels
- Evaluate cross-border opportunities with existing customers
- Enhance culture of operational excellence and continuous improvement

(1) LMC Automotive



# **Financial Summary**



# Second Quarter 2017 Vehicle Production and Shipments

(Units in 000s)	2Q17	2Q16	% Change Year-over-Year
North American Light Vehicle Production	4,553	4,692	(2.9%)
European Light Vehicle Production	5,705	5,878	(2.9%)
Superior North American Unit Shipments	2,949	3,071	(4.0%)
Superior European Unit Shipments (June)	845	721	17.1%

#### North American Shipments

- ✓ Some softness on passenger cars in the quarter and roll off of other part numbers
- ✓ New launches partially offset the yearover-year market declines

#### **European Shipments**

- ✓ New plant in Poland in ramp-up mode
- ✓ Sustained demand from European OEMs
- ✓ Aftermarket: Successful placement of new wheel designs

Source: Ward's Automotive and LMC Automotive



# Second Quarter 2017 Financial Summary

(\$ in Millions)	2Q17 North America	Jun-17 Europe	2Q17 Consolidated	2Q16 Actual
Unit Shipments (000's)	2,949	845	3,794	3,071
Net Sales	\$186.9	\$53.7	\$240.6	\$182.7
Value-added Sales (1)	\$98.4	\$32.0	\$130.4	\$101.2
Adjusted EBITDA (2)	\$20.7	\$8.7	\$29.5	\$27.9
Net (Loss) Income  Impact of Transaction Costs on Ne Diluted Earnings (Loss) Per Shar  Impact of Transaction Costs on Diluted	е	re	(\$7.3) \$19.6 (\$0.41) \$0.78	\$13.2 n/a \$0.52 n/a

<sup>&</sup>lt;sup>(3)</sup> Includes purchase accounting, FX transactions, non-recurring interest expense and acquisition support costs

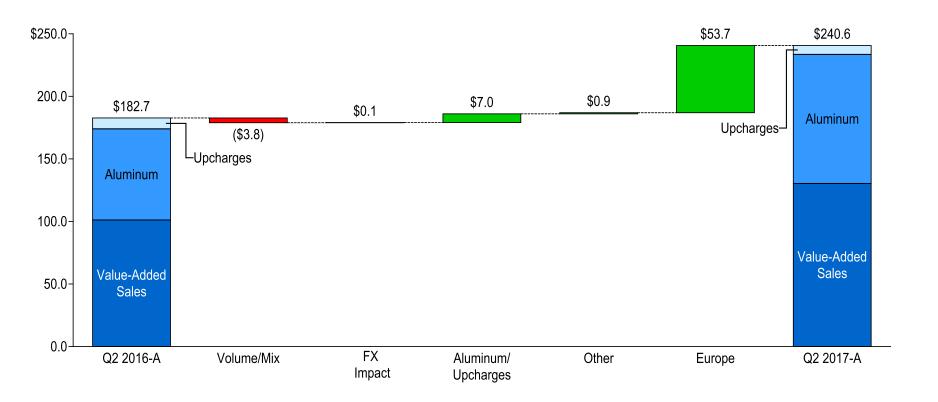


<sup>(1)</sup> Value-added sales is a non-GAAP measure; see appendix for reconciliation to net sales

<sup>(2)</sup> Adjusted EBITDA is a non-GAAP measure; see appendix for reconciliation to net income

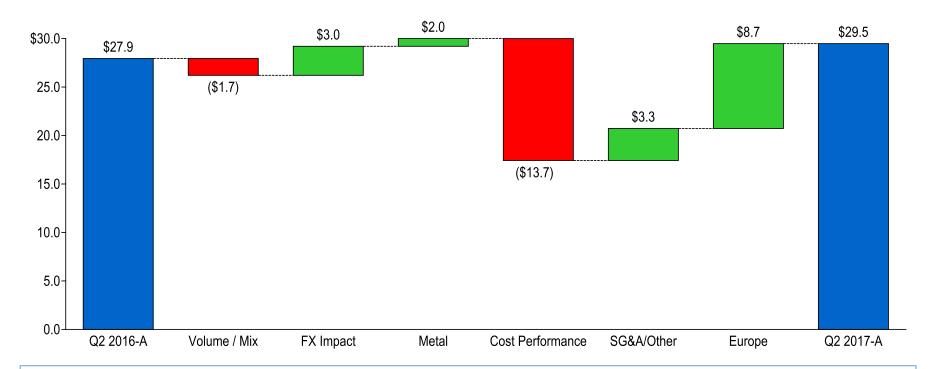
# Second Quarter 2017 Sales Comparison

(\$ in Millions)



# Second Quarter 2017 Adjusted EBITDA Comparison

(\$ in Millions)



- Volume / Mix 4% decrease in North American shipments, 19" or greater wheels decreased by 131K units
- FX Impact Reflects average peso weakening against the dollar by 3.2% in 2Q17 compared to 2Q16 (1)
- <u>Metal</u> Favorable timing of aluminum pass-through impact
- <u>Cost Performance</u> Increased manufacturing expenses including higher energy, labor and operating costs
- **SG&A** Primarily reflects lower administrative expenses

(1) Source: Bank of Mexico



#### Second Quarter 2017 Cash Flow

# Operating Cash Flow

- Cash used by operating activities of (\$8.5M) vs. cash generated of \$8.5M in 2Q16
  - Negatively impacted by costs related to the acquisition
  - Working capital was a use of cash during the quarter

# Investing Activities

- ✓ Completed acquisition of UNIWHEELS
- ✓ 2Q17 capex of \$13.2M compared to \$11.6M in 2Q16
  - Increase driven by one month of UNIWHEELS

# Financing Activities

- ✓ Completed acquisition financing; funded cash to balance sheet to repay UNIWHEELS' term loan and acquire remaining shares
- ✓ Paid cash dividends of \$4.5M

# Capital Structure and Capital Allocation

	2Q17
Cash and Short-term Investments <sup>(1)</sup>	\$122.0
U.S. \$160M Revolving Credit Facility	\$27.6
Term Loan B	388.8
European Revolving Credit Facility	9.8
European Term Loan (Pending Repayment) <sup>(2)</sup>	39.3
European Equipment Loan	20.4
Total Senior Secured Debt	\$485.9
Senior Unsecured Notes (250M EUR)	\$279.1
Total Debt	\$764.9
Net Debt	\$642.9
Preferred Equity	\$150.0

Debt reduction and investment in business top priorities

Do not anticipate share repurchases in near-term

Annual common dividend of \$0.36 cents per share

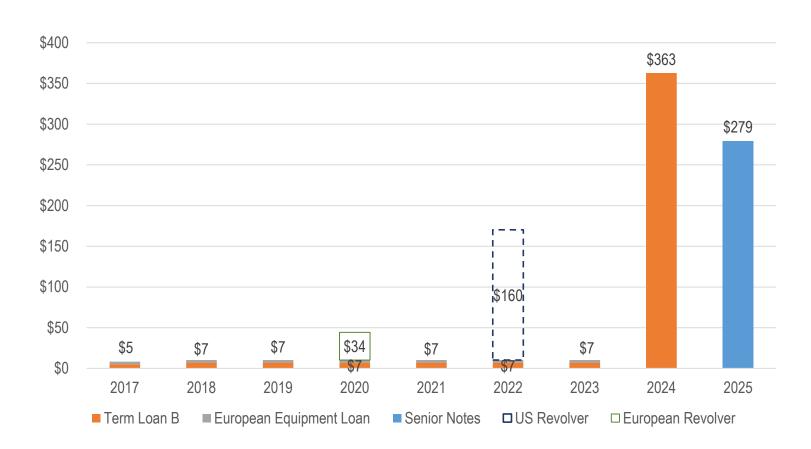
<sup>(2)</sup> European term loan to be repaid in 3Q17



<sup>(1)</sup> Includes Restricted Cash; cash available to acquire remaining shares at tender price

# Debt Amortization/Maturity Schedule





Note: European revolver based on maturity schedule after downsizing and paydown of term loan



# Updated 2017 Outlook

Metrics	Consolidated 2017 Outlook (provided 8/4/17) *
Unit Volume (000s)	16,900 – 17,200
Net Sales	\$1,095M - \$1,115M
Value-Added Sales (1)	\$595M - \$615M
Adjusted EBITDA (2)	\$135M - \$145M
Capital Expenditures	Approximately \$85M
Working Capital	Net source of funds
Effective Tax Rate	10% - 13%
Interest Expense	~\$35M

Anticipate unit volume weighted towards Q4 with ~550k difference in units from Q3

\*In accordance with GAAP, UNIWHEELS is presented on a consolidated basis for June through December

<sup>(2)</sup> Adjusted EBITDA is a non-GAAP measure; see slide two regarding "Use of Non-GAAP Financial Measures"



<sup>(1)</sup> Value-added sales is a non-GAAP measure; see appendix for reconciliation to net sales

# **APPENDIX**



# Unaudited

## Second Quarter 2017 and Year-to-Date Income Statement

(\$ in Millions, except Earnings per Share)	Unaudited							
	2Q17	2Q16	YTD 2Q17	YTD 2Q16				
Unit Shipments (000s)	3,794	3,071	6,637	6,251				
Net Sales	\$240.6	\$182.7	\$414.8	\$368.8				
Value-Added Sales (1)	130.4	101.2	225.8	203.5				
Gross Profit	\$20.1	\$29.5	\$39.3	\$57.3				
% of Net Sales	8.4%	16.2%	9.5%	15.5%				
% of Value-Added Sales	15.4%	29.2%	17.4%	28.1%				
SG&A Expenses	(\$22.1)	(\$10.0)	(\$37.4)	(\$19.0)				
% of Net Sales	9.2%	5.5%	9.0%	5.2%				
Operating Income	(\$2.0)	\$19.5	\$1.9	\$38.3				
Interest Expense, net	(14.7)	0.1	(15.0)	0.1				
Other Expense, net	7.5	(0.4)	7.1	(0.1)				
Income Before Income Taxes	\$(9.2)	\$19.2	\$(5.9)	\$38.3				
Income Tax (Provision) Benefit	1.7	(6.1)	1.5	(10.6)				
Consolidated Net (Loss) Income	(\$7.5)	\$13.2	(\$4.4)	\$27.6				
Less: Net loss attributable to non-controlling interest	0.2	0.0	0.2	0.0				
Net (Loss) Income Attributable to Superior	(\$7.3)	\$13.2	(\$4.2)	\$27.6				
Diluted Earnings (Loss) per Share	(\$0.41)	\$0.52	(\$0.28)	\$1.08				
Adjusted EBITDA (2)	\$29.5	\$27.9	\$48.6	\$56.0				
% of Net Sales	12.3%	15.3%	11.7%	15.2%				
% of Value-Added Sales	22.6%	27.6%	21.5%	27.5%				

<sup>(2)</sup> Adjusted EBITDA is a non-GAAP measure; see appendix for reconciliation to net income



<sup>(1)</sup> Value-added sales is a non-GAAP measure; see appendix for reconciliation to net sales

# Unaudited

# Second Quarter 2017 and Year-to-Date Statement of Cash Flow

(\$ in Millions)		Unaud	ited	
	2Q17	2Q16	YTD 2Q17	YTD 2Q16
Cash Flow Provided (Used) by Operating Activities	(\$8.5)	\$8.5	(\$10.1)	\$24.5
Capital Expenditures	(13.2)	(11.6)	(30.0)	(17.7)
Acquisition of UNIWHEELS, net of cash acquired	(690.7)	- -	(690.7)	0.2
Cash Flow Provided (Used) by Investing Activities	(\$703.9)	(\$11.6)	(\$720.7)	(\$17.5)
Proceeds from the Issuance of Long-term Debt	975.6	-	975.6	-
Proceeds from the Issuance of Redeemable Preferred Shares	150.0	-	150.0	-
Debt Repayment	(282.3)	-	(282.3)	-
Cash Dividends	(4.5)	(4.5)	(9.0)	(9.2)
Stock Repurchase	-	(1.2)	(5.0)	(13.1)
Payments Related to Tax Withholdings for Stock-Based Compensation	(0.5)	-	(1.5)	-
Proceeds from Exercise of Stock Options	-	0.7	-	0.9
Preferred Stock Issuance Costs	(3.7)	-	(3.7)	-
Deferred Financing Costs Paid	(30.5)	-	(30.5)	-
All Other	, ,	0.1	, ,	0.1
Cash Flow Provided (Used) by Financing Activities	804.1	(4.9)	793.6	(21.4)
Effect of Exchange Rate on Cash	0.7	, ,	0.6	(0.2)
Net Change in Cash	\$92.4	(\$8.0)	\$63.4	(\$14.6)
Cash - Beginning	28.8	45.5	57.8	52.0
Cash - Ending	\$121.2	\$37.5	\$121.2	\$37.5



# **Summary Balance Sheet**

(\$ in Millions)	Unaudited				
ASSETS	June 2017	December 2016			
Cash & Cash Equivalents	\$58.7	\$57.8			
Short Term Investments	0.8	0.8			
Restricted Cash	62.5	-			
Accounts Receivable, net	179.1	99.3			
Inventories, net	172.6	82.8			
Income Taxes Receivable	6.4	3.7			
Other Current Assets	28.6	9.7			
Total Current Assets	508.6	254.1			
Property, Plant & Equipment	501.6	227.4			
Goodwill	310.7	-			
Intangibles	213.0	-			
Non Current Deferred Income Taxes, net	53.4	28.8			
Other Assets	39.0	32.5			
Total Assets	\$1,626.3	\$542.8			
LIABILITIES & EQUITY					
Accounts Payable	\$96.8	\$37.9			
Accrued Expenses	64.5	46.3			
Current Portion of Long-term Debt	18.8	0.0			
Income Taxes Payable	1.5	1.8			
Total Current Liabilities	181.6	86.0			
Long-term Debt (Less Current Portion)	721.1	-			
Non-Current Liabilities	82.4	58.6			
Redeemable Preferred Shares	147.5	-			
Shareholders' Equity	493.8	398.2			
Total Liabilities & Equity	\$1,626.3	\$542.8			



## Reconciliation of Non-GAAP Financial Measures

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

Value-Added Sales		Three Months Ended				Six Months Ended			
	<b>Jun. 25, 2017</b> Jun. 26, 20		26, 2016	16 <b>Jun. 25, 2017</b>		7 Jun. 26, 2016			
Net Sales	\$ 240.6		\$	182.7	\$ 414.8		\$	368.8	
Less:									
Aluminum Value and Outside Service Provider Costs		(110.2)		(81.5)		(189.0)		(165.2)	
Value-added sales	\$	130.4	\$	101.2	\$	225.8	\$	203.5	

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	Three Months Ended					Six Months Ended			
	Jun.	25, 2017	Jun. 2	26, 2016	Jun.	25, 2017	Jun. 2	6, 2016	
Net Income	\$	(7.3)	\$	13.2	\$	(4.2)	\$	27.6	
Adjusting Items:									
- Interest Expense (Income), net		14.7		(0.1)		15.0		(0.1)	
- Income Tax Provision (Benefit)		(1.7)		6.1		(1.5)		10.6	
- Depreciation		11.1		8.6		19.5		17.3	
- Acquisition Support Costs		12.7		-		19.7		-	
- Closure Costs (Excluding Accelerated Depreciation)		(0.1)		0.1		0.1		0.6	
		36.8		14.8	' <u>-</u>	52.8		28.4	
Adjusted EBITDA	\$	29.5	\$	27.9	\$	48.6	\$	56.0	

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, acquisition support costs, 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 Millions)

Outlook for Full Year 2017 Value-Added Sales
Net Sales Outlook
Less:
Aluminum Value and Outside Service Provider Costs
Value-Added Sales Outlook

Outlook Range								
\$	1,095.0	\$	1,115.0					
	500.0		500.0					
\$	595.0	\$	615.0					

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