



**SUPERIOR INDUSTRIES INTERNATIONAL, INC.**

**INVESTOR PRESENTATION**

**OCTOBER 30, 2018**

# Forward-Looking Statements and Non-GAAP Financial Measures

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The financial results for the third quarter 2018 contained in this presentation are preliminary, and therefore, subject to Superior's completion of its customary quarterly closing and review procedures. Accordingly, these preliminary results may change and those changes may be material. Complete financial results for the third quarter ended September 30, 2018 will be released before the market opens on November 9, 2018.

## 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 2018 Outlook included herein, the Company's ability to integrate European operations, and the Company's strategic and operational initiatives, 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 31, 2017 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 webcast and presentation.

## Use of Non-GAAP Financial Measures

In addition to the preliminary results reported in accordance with GAAP included throughout this earnings release, this release refers to "Adjusted EBITDA," which Superior has defined as earnings before interest, income taxes, depreciation, amortization, acquisition and integration costs, change in fair value of preferred derivative, plant closure costs, and "Value-Added Sales," which Superior defines as net sales less pass-through charges primarily for the value of aluminum. Management believes the non-GAAP financial measures used in this press release are useful to management and may be useful to 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.

In reliance on the safe harbor provided under section 10(e) of Regulation S-K, Superior has not quantitatively reconciled differences between Adjusted EBITDA presented in the preliminary third quarter financial results or updated 2018 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 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.

# Superior At-a-Glance Today

#1

OEM WHEEL  
SUPPLIER IN NA<sup>(1)</sup>

#1

AFTERMARKET WHEEL  
SUPPLIER IN EU<sup>(1)</sup>

#3

OEM WHEEL  
SUPPLIER IN EU<sup>(1)</sup>

~21.0M

2018E WHEEL  
SHIPMENTS<sup>(2)</sup>



~\$1.5B

2018E COMBINED  
REVENUE<sup>(2)</sup>

A Leader  
ALUMINUM WHEELS  
FOR LIGHT VEHICLES

Aftermarket  
Brands

**ATS**  
Leichtmetallräder

**riAL**  
LEICHTMETALLFELGEN

**ALUTEC**  
Leichtmetallfelgen

**ANZIO**  
WHEELS

Safety

SAFETY CRITICAL  
PRODUCT

9

PRODUCTION  
FACILITIES

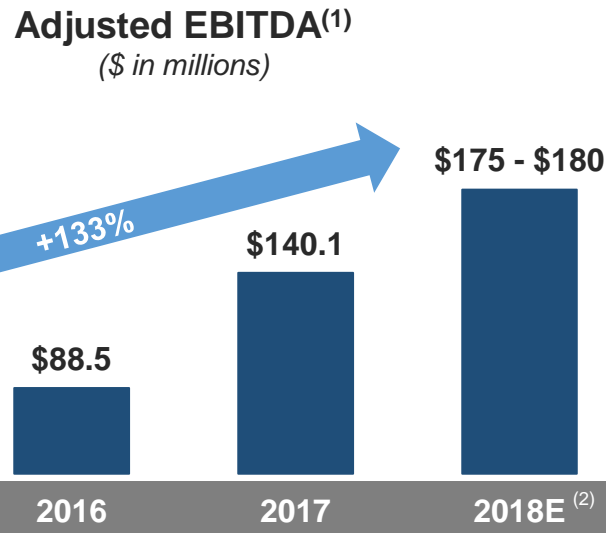
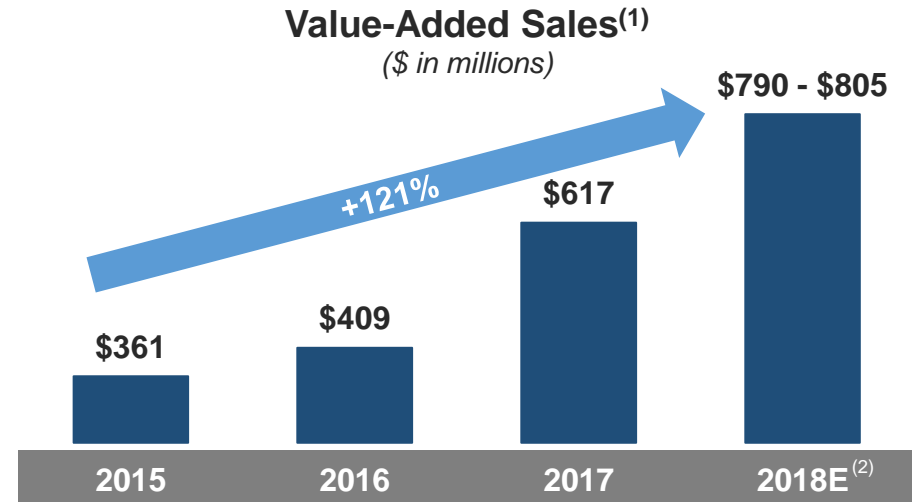
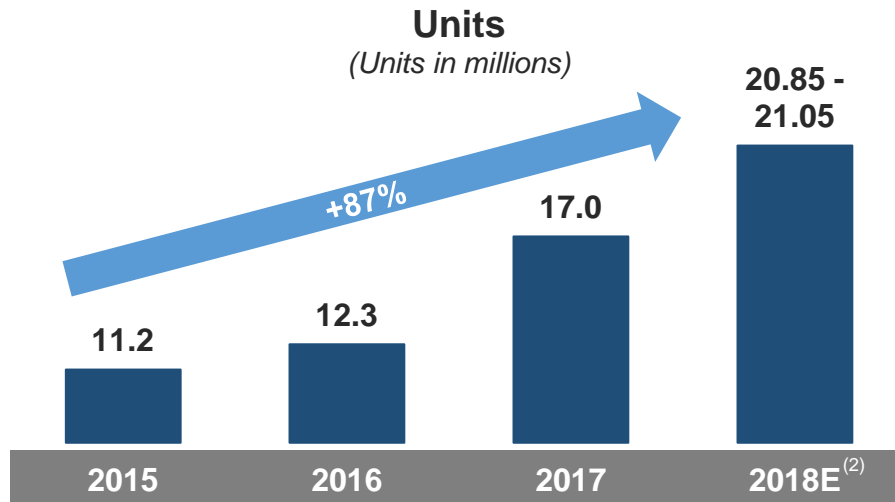
60+

YEARS IN THE  
AUTOMOTIVE  
INDUSTRY

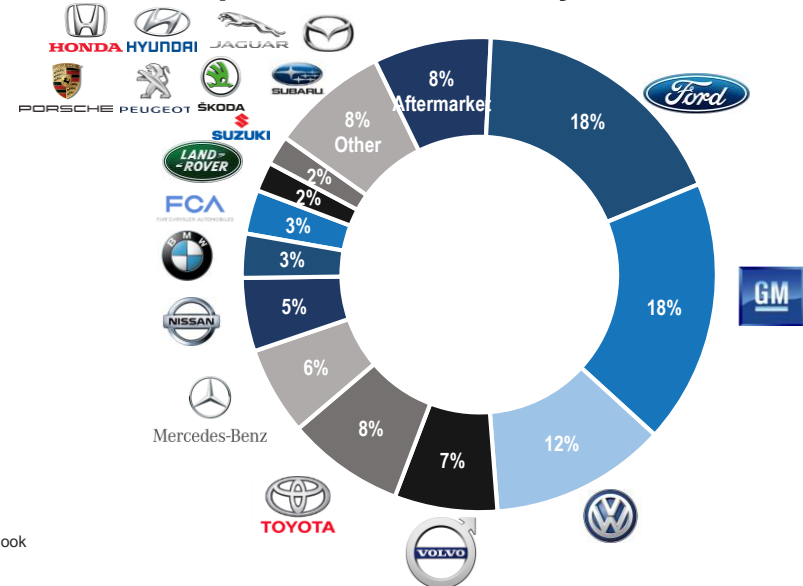
(1) Company estimate; includes aluminum wheels for light vehicles only

(2) Based on the midpoint of FY2018 Outlook provided on October 24, 2018

# Historical Financial Performance



**Sep 2018 YTD Sales by Customer<sup>(3)</sup>**



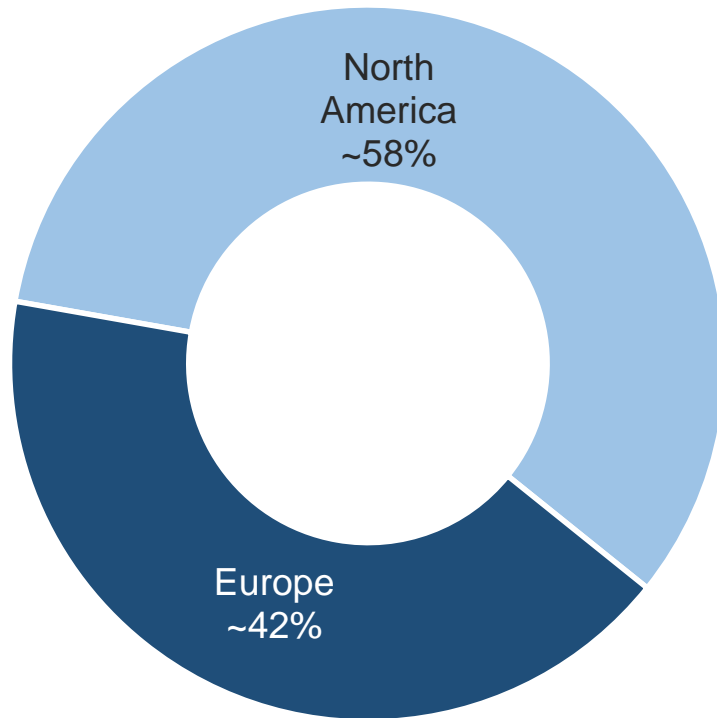
(1) Value-Added Sales and Adjusted EBITDA are non-GAAP financial measures;  
see slide 2 for non-GAAP Financial Measures and appendix for a reconciliation to Value-Added Sales for full year 2018 Outlook

(2) FY 2018 Outlook as provided on October 24, 2018; growth figures based on mid-point of Outlook

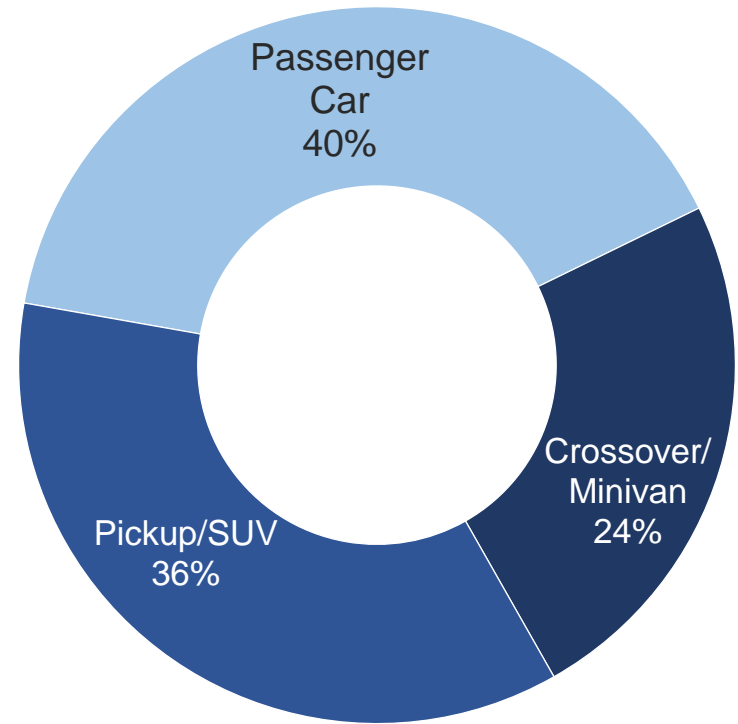
(3) Sales in USD as of 9/30/2018

# Geographic and Vehicle Diversification for Superior

GEOGRAPHIC DIVERSIFICATION  
2018E UNITS

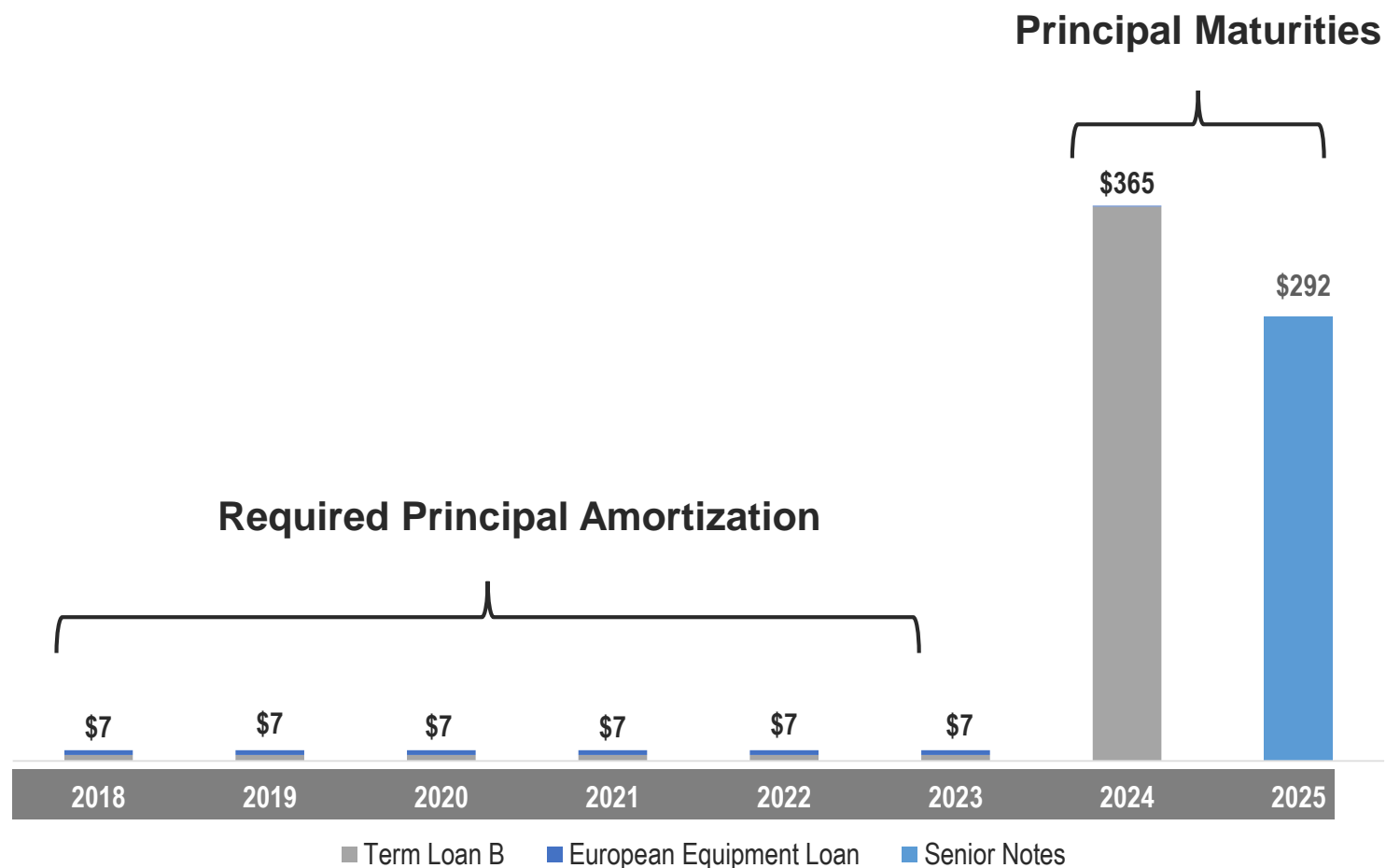


VEHICLE DIVERSIFICATION  
2018E UNITS



# Debt Amortization/Maturity Schedule as of June 30, 2018

(\$ in Millions)



Note: USD/EUR of 1.1666 as of 30 June 2018

# Our Priorities

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Capitalize on secular trends



Expand customer opportunities



Invest in new technologies / capabilities



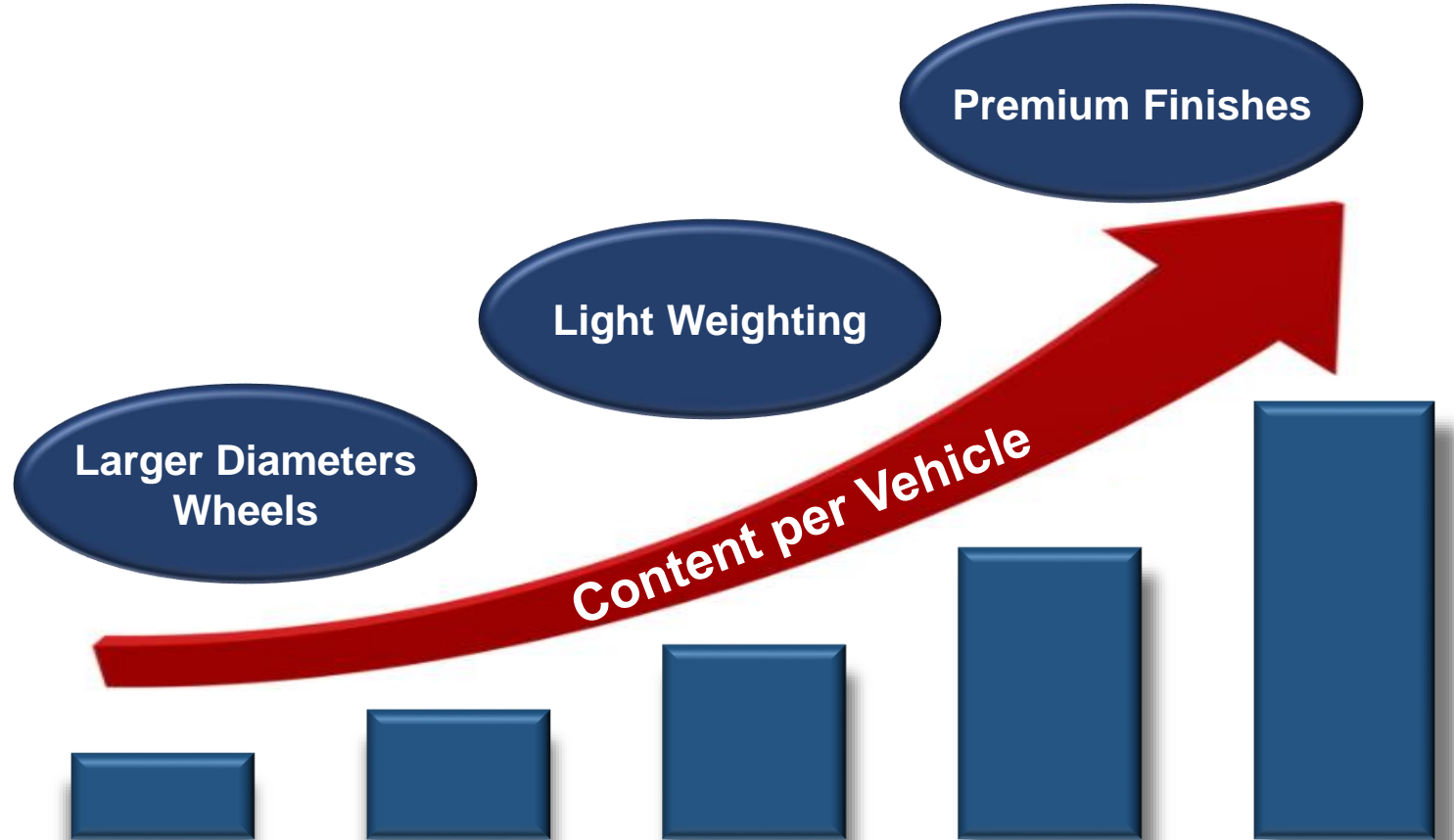
Build best-in-class organization



Drive margins and cash flow

Generate Profitable  
Growth and  
Deliver Value to  
Shareholders

# Secular Tailwinds – Driving Increase in Addressable Market



**↑ Content per Vehicle = ↑ Addressable Market**



# Premium Finishing Trends



**SURFACE PRINT**  
WHITE/ RED ON BLACK WHEEL

- First to market with multi-color contour surface printing in Europe for various cars
- Production started 2018 in Europe



**LASER ETCH**  
ENGRAVING

- State of the art fully automated equipment
- Production starting 2019 in North America



**DECORATIVE ACCENTS**  
5-AXIS MILLING

- State of the 5- Axis Milling equipment
- Production for Toyota started in 2018 in North America

# Future Trends: Electrification & Aluminum Wheels



**BMW i8**  
**20" Aluminum Wheels Standard**



**TESLA Model S**  
**19" Aluminum Wheels Standard**



**KARMA Revero**  
**21" Aluminum Wheels Standard**

- 100% Aluminum wheel penetration rate\* on premium electric cars
- Premium styling and finishing a high priority
- Superior pad printing technology, aero-inserts & AluLite™ being considered on future platforms



**TOYOTA Prius**  
**15" & 17" Aluminum Wheels Standard**



**CHEVY Volt**  
**17" Aluminum Wheels Standard**



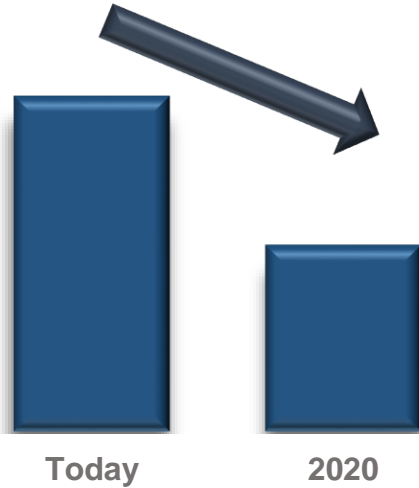
**NISSAN Leaf**  
**16" Steel wheel w/cover  
17" Aluminum Wheels Standard**

- High aluminum wheel penetration rate on entry level electric cars
- Styling and finishing a high priority

\* Superior competitive benchmark database for the car models shown

# Capital Allocation Priorities

## Capital Structure



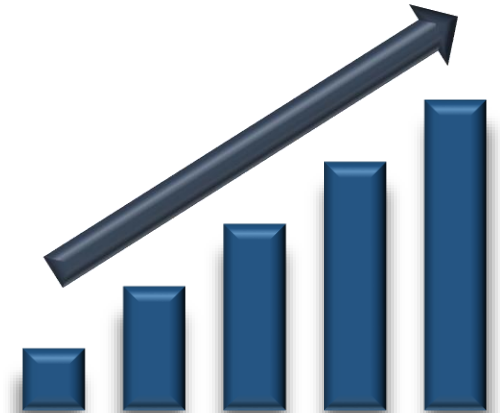
- Utilize cash flow to pay down debt – no prepayment penalties on term loan
- Favorable debt maturities
- Optimize balance sheet – evaluate lowest cost financing options

## Organic Investment



- Focus on global automotive trends and high ROIC projects
- Finishing capabilities
- Operational excellence initiatives

## Value to Shareholders



- Dividends to shareholders
- Strategic initiatives
  - JVs / Acquisitions

# Preliminary Third Quarter 2018 Results and Updates

## Key Metrics

4.7M

UNITS  
SHIPPED

\$345M - \$350M

NET  
SALES

\$175M - \$180M

VALUE-ADDED  
SALES<sup>(1)</sup>

~\$30M

ADJUSTED  
EBITDA<sup>(1)</sup>

## Updates

- Reduced shipments across Europe
  - Worldwide Harmonized Light Vehicle Test Procedure (WLTP) emission standards
  - UK OEM customers
- Rising energy costs in Mexico
- Slightly higher launch costs associated with new designs and finishes in Europe and North America
- USMCA / Tariffs

(1) Preliminary third quarter 2018 results, please see non-GAAP Financial Measures on slide 2

# 2018 Financial Outlook

Key Metrics	2018 Outlook <sup>(1)</sup>
Unit Volume (000s)	20,850 - 21,050
Net Sales	\$1.48B - \$1.51B
Value-Added Sales <sup>(2)</sup>	\$790M - \$805M
Adjusted EBITDA <sup>(2)</sup>	\$175M - \$180M
Capital Expenditures	Approximately \$85M
Cash Flow from Operations	\$130M - \$145M
Effective Tax Rate	At or below 0%

(1) FY 2018 Outlook as provided on October 24, 2018

(2) Value-Added Sales and Adjusted EBITDA are non-GAAP Financial Measures; see slide 2 for non-GAAP Financial Measures and appendix for a reconciliation to Value-Added Sales for full year 2018 Outlook

# Key Investment Highlights

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Strong Secular Tailwinds



Competitive Footprint



Diversified Customers, Geographies and Segments



Electric / Internal Combustion Agnostic

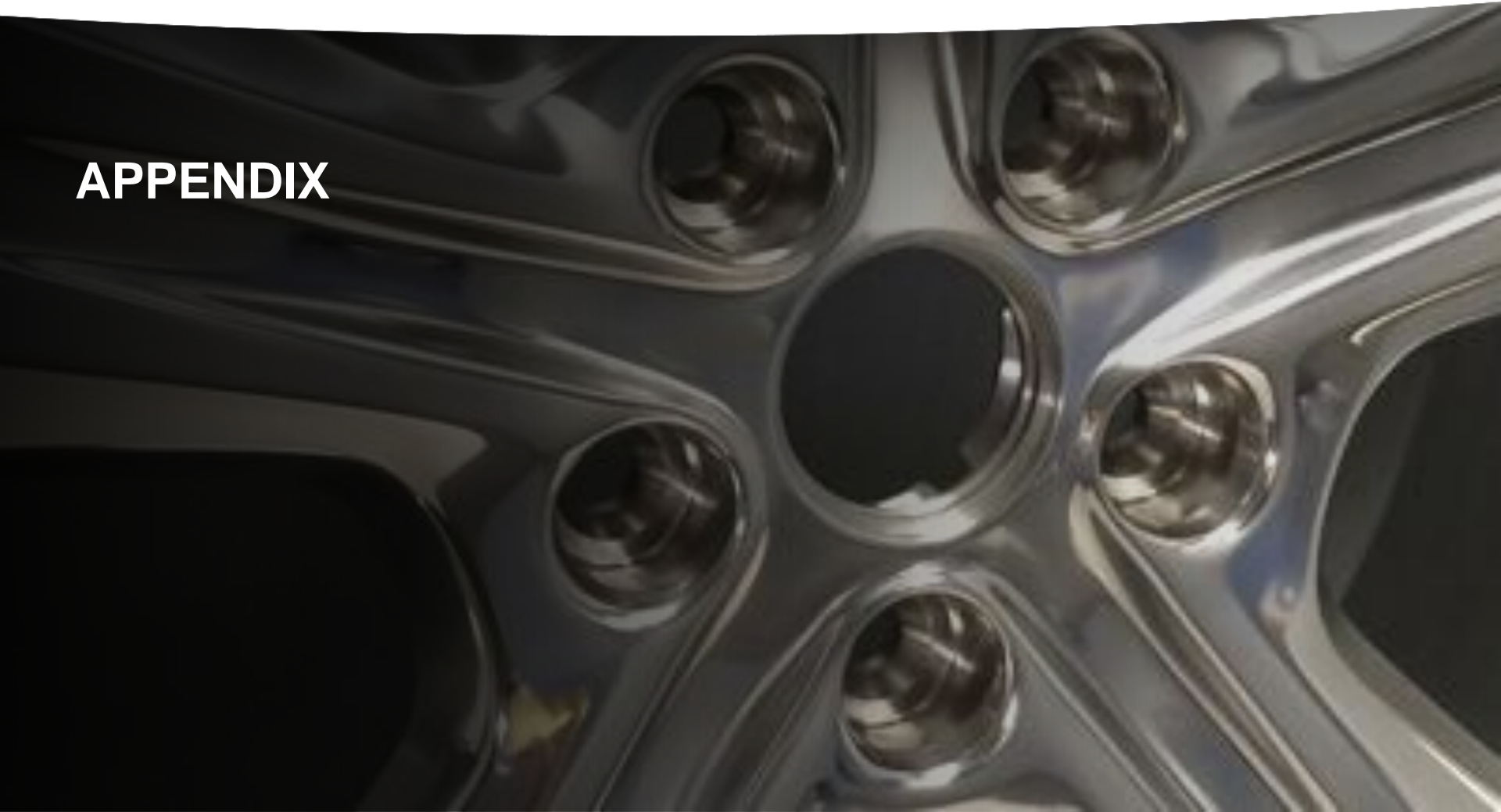


Delivering Innovation and Technology





## APPENDIX



# Reconciliation of Non-GAAP Financial Measures

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

Unaudited

**Outlook for Full Year 2018 Value-Added Sales**

**Net Sales Outlook**

<b><u>Outlook Range</u></b>	
<b>\$ 1,480.0</b>	<b>\$ 1,510.0</b>

**Less:**

**Aluminum Value and Outside Service Provider Costs**  
**Value-Added Sales Outlook**

<b><u>(690.0)</u></b>	<b><u>(705.0)</u></b>
<b><u>\$ 790.0</u></b>	<b><u>\$ 805.0</u></b>