



Fourth Quarter and Full Year 2019 Earnings Conference Call

28 February 2020

Forward-looking Statements and Non-GAAP Financial Measures



Forward-Looking Statements

This presentation and webcast 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," "outlook," "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 2020 outlook included herein, Superior's strategic and operational initiatives, product mix and overall cost improvement and are based on current or revised expectations, estimates, and projections about Superior'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 Superior's Securities and Exchange Commission filings and reports, including Superior's current Annual Report on Form 10-K, 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 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 Superior has defined as earnings before interest income and expense, income taxes, depreciation, amortization, restructuring charges and other closure costs, impairments of long-lived assets and investments, changes in fair value of redeemable preferred stock embedded derivative, acquisition and integration costs, certain hiring and separation related costs, gains associated with early debt extinguishment and accounts receivable factoring fees. This presentation also refers to "Value-Added Sales," which Superior defines as net sales less the value of aluminum and services provided by outsourced service providers that are included in net sales.

Management believes these non-GAAP measures are useful to management and may be useful to investors in their analysis of Superior's financial position and results of operations. Further, management uses these non-GAAP financial measures for planning and forecasting purposes. This non-GAAP financial information is provided as additional information for investors and is not in accordance with or an alternative to GAAP and 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) of Regulation S-K, Superior has not quantitatively reconciled differences between Adjusted EBITDA presented in the 2019 outlook to net income, the most comparable GAAP measure, as Superior is unable to quantify certain amounts 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.

Fourth Quarter and Full Year 2019 Highlights



Q4

Full Year

FY 2019 / FY 2020 Takeaways

UNIT SHIPMENTS

4.5M

(14%) year-over-year

19.2M

(8%) year-over-year

NET SALES

\$310M

(17%) year-over-year⁽²⁾

\$1.4B

(6%) year-over-year⁽²⁾

VALUE-ADDED SALES⁽¹⁾

\$173M

(14%) year-over-year⁽²⁾

\$755M

(2%) year-over-year⁽²⁾

ADJUSTED EBITDA⁽¹⁾

\$38M

22% Value-Added Sales

\$169M

22% of Value-Added Sales



Continued execution of differentiating technologies

- Value-Added Sales GOM of 2%⁽²⁾⁽³⁾
- Value-Added Sales per wheel up 6%⁽²⁾
- Key product launches and technology wins



Record cash flow from operations of \$163M

- Significant improvement in working capital
- \$54M principal reduction
- \$84M net debt reduction



Managing costs to current market conditions

- Right-sized manufacturing footprint
- Reduced structural costs
- Realized procurement savings
- Q4 margin in line with FY despite volume



2020 outlook

- Softer industry demand environment
- Effective execution of orderbook
- Continue to target cash / reduce costs

(1) Value-Added Sales and Adjusted EBITDA are non-GAAP financial measures; see appendix for reconciliations to the most comparable GAAP measures

(2) Excludes impact of foreign exchange

(3) Source: IHS Automotive; Europe based on Western and Central Europe as reported by IHS on January 16, 2020

Key EV Wins / Technology Launches

Executing differentiated technology portfolio



Electric Vehicle Wins / Launches

2020 Mercedes EQC

- 2019 Launch
- State of the art pad printing process



A Detroit 3 OEM

- All electric win

Silicon Valley EV OEM

- All electric win



Well positioned to benefit from the industry tailwinds of lighter wheels for fuel efficiency and consumer preference for larger wheels with more premium finishes

Technology Launches

2020 Mid-Engine Corvette

- First launch of patented AluLite™ for lightweighting
- Flow forming process for lightweighting
- First North America OEM Laser Etching program
- Matte finish process



Audi Q8

- First 23-inch OEM wheel

Toyota RAV4 TRD

- First flow forming process for lightweighting
- First matte finish



2019 Ford F150

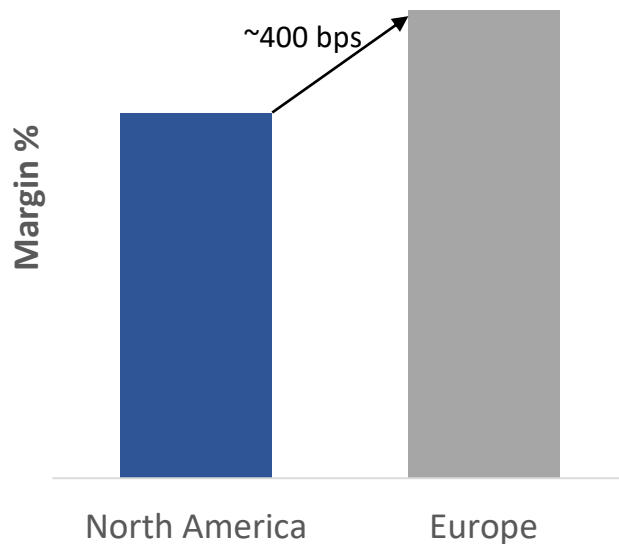
- First in-house Physical Vapor Deposition (PVD) launch

Progress Towards Near-Term Priorities and Margin Expansion in North America



Margin Gap

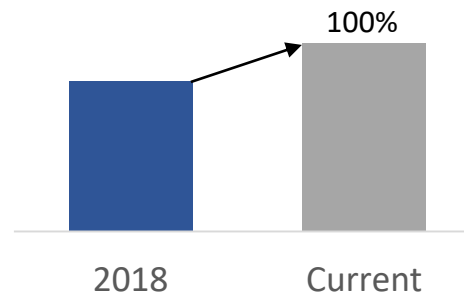
NA vs. EU Margin⁽¹⁾



Targeting to narrow the margin gap between our two regions

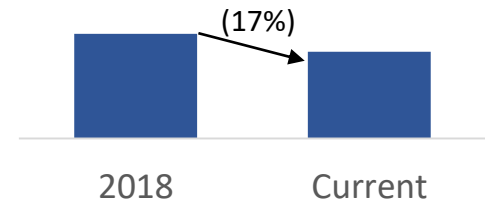
Footprint

% of NA Production in Low-Cost Region



Turnover

Annual Turnover of Mexico Labor Force



Other Critical Actions Completed / Underway

- Commercialized PVD – now in production
- Launched complex wheel programs
- Reduced SG&A expenses
- Improved polishing product line profitability
- Completed energy savings initiative
- European OEM validation for Mexico production
- Short-term revenue wins
- Commercial discipline / recoveries
- Improve foundry capabilities and attrition
- Procurement savings and terms - leverage global buy

(1) Represents Adjusted EBITDA as a percentage of Value-Added Sales; Adjusted EBITDA and Value-Added Sales are non-GAAP financial measure; see Use of Non-GAAP Financial Measures on slide 2

Shareholder Value Creation Roadmap



Today

Medium-Term

Stabilize and Execute Current Portfolio

- Focus on Premium Launches
- Improve Troubled Product Lines
- Restructure Footprint
- Reduce Structural Costs

Operational Excellence

- Operational Improvement (Lean)
- Commercial Discipline
- Win Across Balanced Portfolio
- Global Procurement Savings
- Ongoing Investment in Premium Capabilities

Revenue Growth / Margin Enhancement

- Maximize Capacity Utilization
- Premium Size and Finish Penetration
- Portfolio Serving Both ICE/EV Platforms
- Customer Base Expansion
- Customer Penetration

Shareholder Value

Foundation

Emphasis on Cash Flow / Adj. EBITDA Generation

Premium /Differentiated Technology Offering

Intimate Customer Relationships

Foundation

Full Year 2019 Industry Production and Superior Sales Results



NA AND EU
INDUSTRY
PRODUCTION
(4%)⁽¹⁾

SUPERIOR
VALUE-ADDED
SALES⁽²⁾
(2%)⁽³⁾

SUPERIOR
GROWTH OVER
MARKET
+2%

North America Results

INDUSTRY
PRODUCTION
(4%)⁽¹⁾

KEY CUSTOMER
PRODUCTION
(7%)⁽¹⁾

SUPERIOR VALUE-
ADDED SALES⁽²⁾
(11%)

VALUE-ADDED
SALES⁽²⁾ / WHEEL
+2%

Superior impacted by platform-specific industry volume and reduced share due to shift to higher content wheels

Europe Results

INDUSTRY
PRODUCTION
(5%)⁽¹⁾

KEY CUSTOMER
PRODUCTION
(5%)⁽¹⁾

SUPERIOR VALUE-
ADDED SALES⁽²⁾
+6.0%⁽³⁾

VALUE-ADDED
SALES⁽²⁾ / WHEEL
+9%⁽³⁾

Superior benefited by volume wins and shift to higher content wheels

- (1) Source: IHS Automotive; Europe based on Western and Central Europe as reported by IHS on January 16, 2020
(2) Value-Added Sales is a non-GAAP financial measure; see appendix for a reconciliation to the most comparable GAAP measure
(3) Excludes impact of foreign exchange

Fourth Quarter and Full Year 2019 Financial Summary



(\$ in millions and units in thousands)

	Three Months		Twelve Months	
	4Q 2019	4Q 2018	YTD 2019	YTD 2018
Units				
North America	2,177	2,643	9,795	11,282
Europe	2,289	2,524	9,451	9,709
Global	4,466	5,167	19,246	20,991
Net Sales				
North America	\$ 150.7	\$ 193.7	\$ 704.3	\$ 800.4
Europe	159.6	185.1	668.2	701.4
Global	\$ 310.3	\$ 378.8	\$ 1,372.5	\$ 1,501.8
Value-Added Sales⁽¹⁾				
North America	\$ 74.7	\$ 94.0	\$ 344.8	\$ 388.2
Europe	98.8	112.3	410.5	409.0
Global	\$ 173.4	\$ 206.3	\$ 755.3	\$ 797.2
Net (Loss) Income	\$ (99.0)	\$ 8.2	\$ (96.5)	\$ 26.0
Adjusted EBITDA⁽¹⁾	\$ 37.5	\$ 45.6	\$ 168.8	\$ 185.6
Diluted Loss Per Share⁽²⁾	\$ (4.25)	\$ 0.61	\$ (5.10)	\$ 0.29

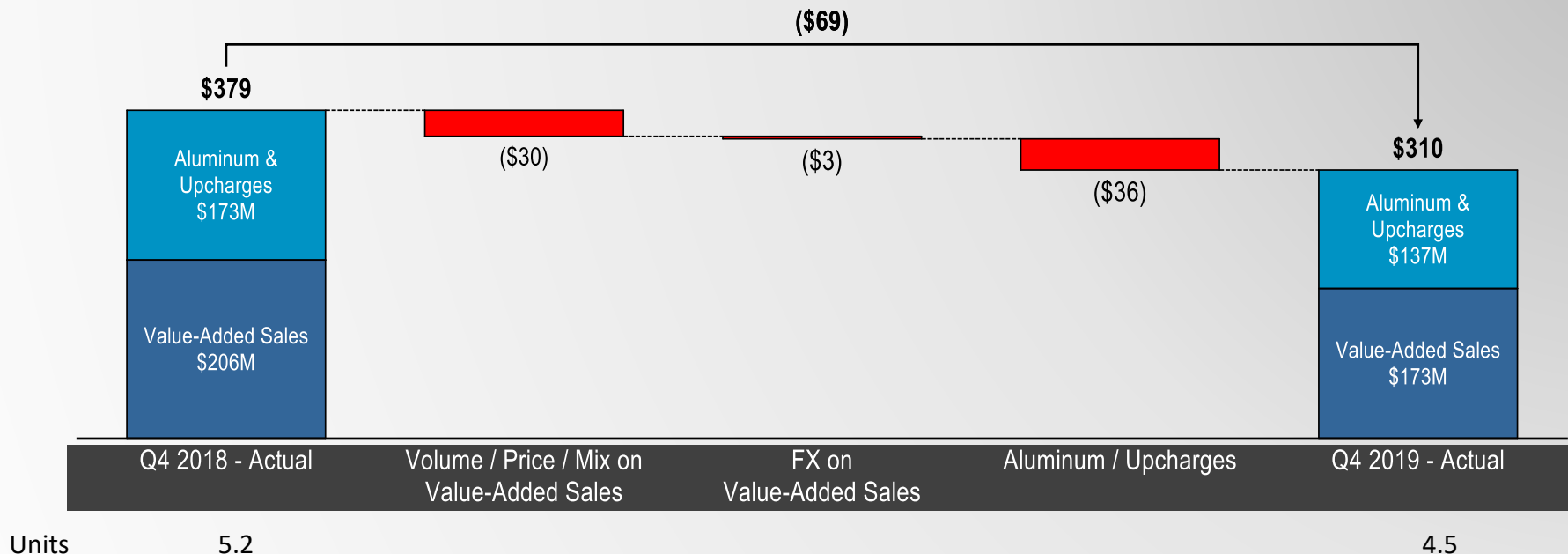
(1) Value-Added Sales and Adjusted EBITDA are non-GAAP financial measures; see appendix for reconciliations to the most comparable GAAP measures

(2) See Impact of Acquisition and Non-Recurring Items on EPS and reconciliation from net income to diluted EPS in the appendix of this presentation

Fourth Quarter 2019 Year-over-Year Sales



(\$ and units in millions)



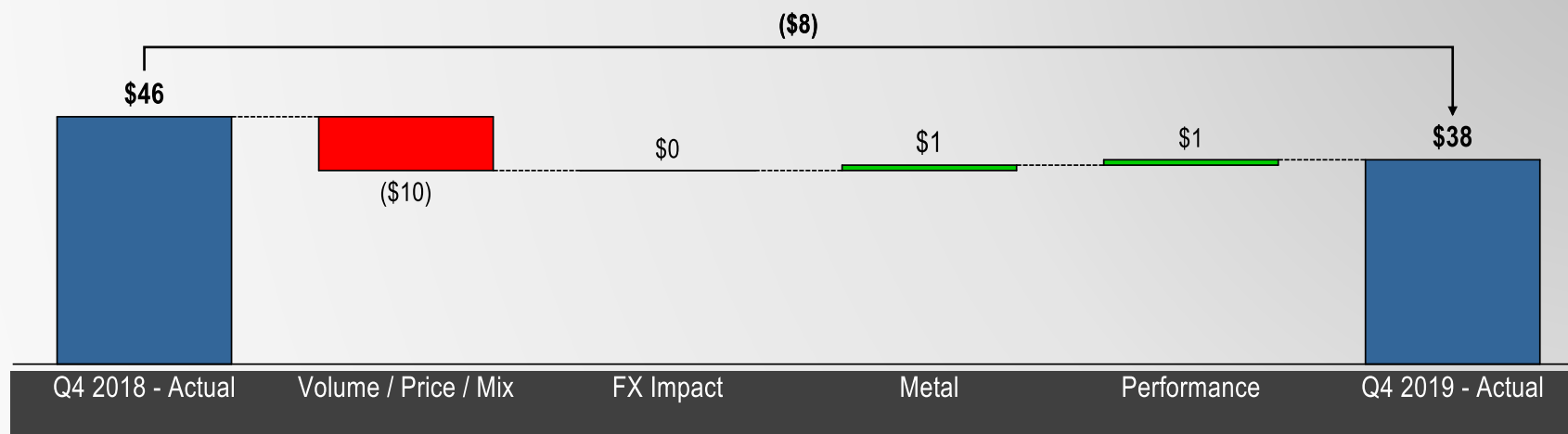
- Volume / Price / Mix on Value-Added Sales⁽¹⁾: Reflects lower volume, including UAW labor strike impact, partially offset by higher content wheels
- FX on Value-Added Sales⁽¹⁾: Driven primarily by weaker EUR/USD (1.11 vs. 1.14 in prior year period)
- Aluminum / Upcharges: Lower volume, lower aluminum prices, weaker Euro, offset partially by larger wheels with more aluminum content

(1) Value-Added Sales is a non-GAAP measure; see appendix for reconciliation to net sales

Fourth Quarter 2019 Year-over-Year Adj. EBITDA⁽¹⁾



(\$ in millions)



Adj. EBITDA %
of Value-Added
Sales⁽¹⁾ 22.1%

21.6%

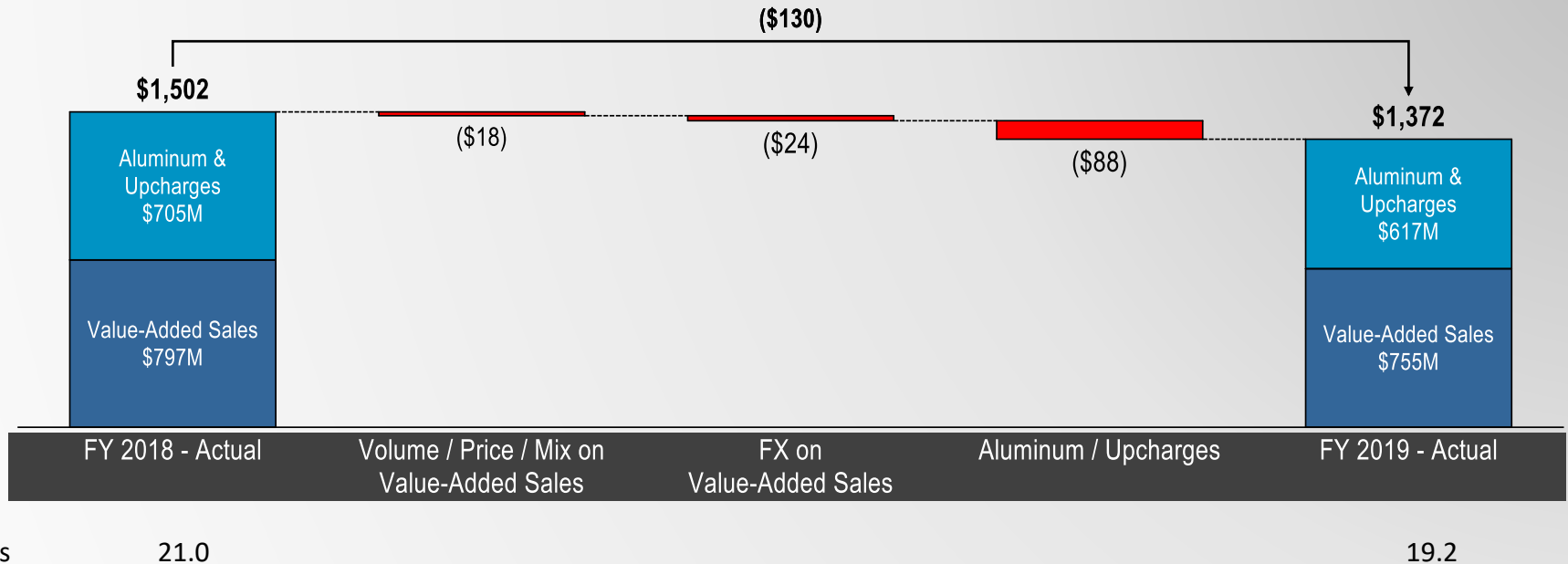
- Volume / Price / Mix: Reflects lower volume, including GM labor strike impact
- FX: Favorable Mexican Peso rates including hedges (20.7 MXN/USD all-in rate vs. 19.4 in prior year period) fully offset weaker EUR/USD (1.11 vs. 1.14 in prior year period)
- Metal: Timing of escalation and de-escalation of aluminum price adjustments with customers
- Performance: Successful alignment of costs with production levels

(1) Value-Added Sales and Adjusted EBITDA are non-GAAP financial measures; see appendix for reconciliations to the most comparable GAAP measures

Full Year 2019 Year-over-Year Sales



(\$ and units in millions)



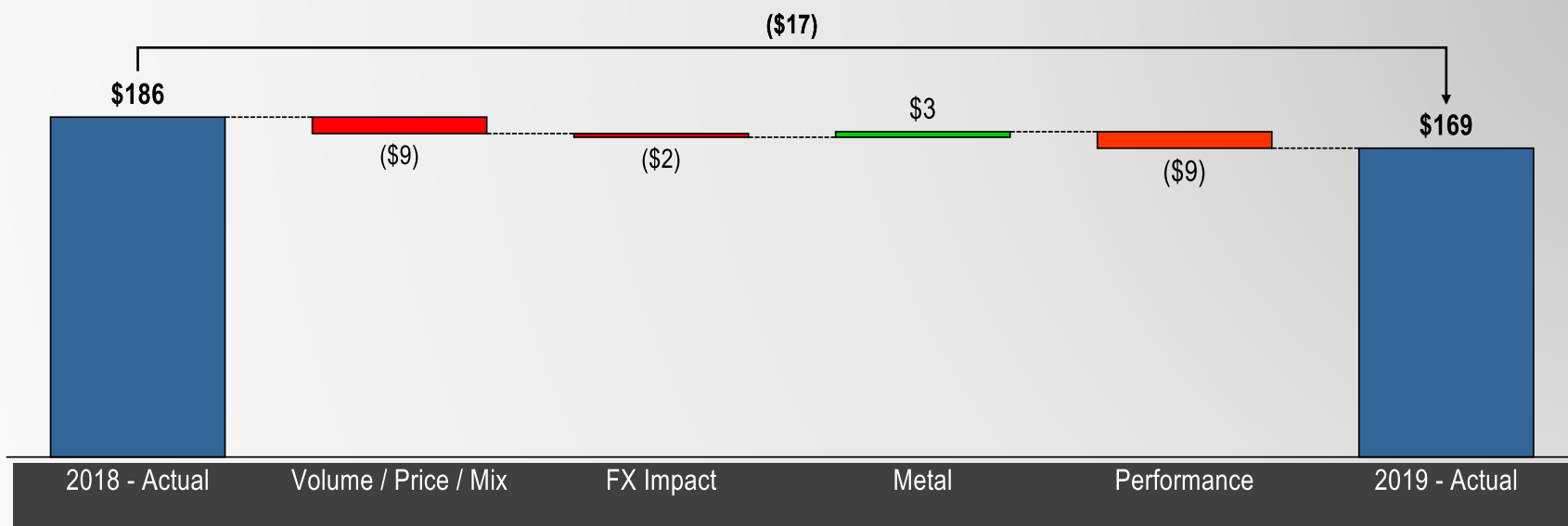
- Volume / Price / Mix on Value-Added Sales⁽¹⁾: Despite 8% fewer units, Value-Added Sales down only 2% on volume/price/mix due to shift to larger wheels and more premium content
- FX on Value-Added Sales⁽¹⁾: Driven primarily by weaker EUR/USD (1.12 vs. 1.18 in prior year period)
- Aluminum / Upcharges: Lower volume, lower aluminum prices, weaker Euro, offset partially by larger wheels

(1) Value-Added Sales is a non-GAAP measure; see appendix for reconciliation to net sales

Full Year 2019 Year-over-Year Adj. EBITDA⁽¹⁾



(\$ in millions)



Adj. EBITDA %
of Value-Added
Sales⁽¹⁾ 23.3%

22.3%

- Volume / Price / Mix: Primarily reflects 8% fewer units partially offset by improved mix
- FX: Weaker EUR/USD (1.12 vs. 1.18 in prior year period) partially offset by favorable Mexican Peso rates including hedges (20.4 MXN/USD all-in rate vs. 19.0 in prior year period)
- Metal: Timing of escalation and de-escalation of aluminum price adjustments with customers
- Performance: Primarily higher energy prices and lower plant efficiencies, partially offset by purchasing savings

(1) Value-Added Sales and Adjusted EBITDA are non-GAAP financial measures; see appendix for reconciliations to the most comparable GAAP measures

Full Year Cash Flow, Liquidity and Capital Structure



Operating Cash Flow

- Net cash provided by operating activities of \$163M compared to \$156M in the prior year period
- Change primarily due to improved working capital management, partially offset by lower profit

Investing Activities

- Net cash used for investing activities was \$55M compared to \$77M in the prior year period
- Improvement driven by reduction in capital expenditures and sale of other assets

Financing Activities

- Paid dividends of \$23M
- Debt payments of \$47M

Free Cash Flow⁽¹⁾

- Free cash flow⁽¹⁾ of \$79M

Debt / Liquidity / Capital Structure

(\$ in millions)	\$	Maturity / Redemption
Total Cash	\$78	
U.S. \$160M Revolving Credit Facility	-	May 23, 2022
Europe €45M Revolving Credit Facility	-	May 22, 2022
Term Loan B	372	May 23, 2024
European Equipment Loan	13	Mar 31, 2024
Finance Leases	3	n/a
Total Senior Secured Debt	\$388	
Senior Unsecured Notes (€217M)	\$243	Jun 15, 2025
Total Debt	\$631	
Net Debt	\$553	
TPG Preferred Equity	\$161	Sep 14, 2025 ⁽³⁾

- No near-term maturities of funded debt
- Net debt reduced by \$84M from 2018
- Total funded debt reduced by \$54M from 2018
- Available liquidity of \$284M⁽²⁾

(1) Free Cash Flow is defined as the sum of Operating, Investing, and Financing Activities before Debt Repayments and net Revolver changes

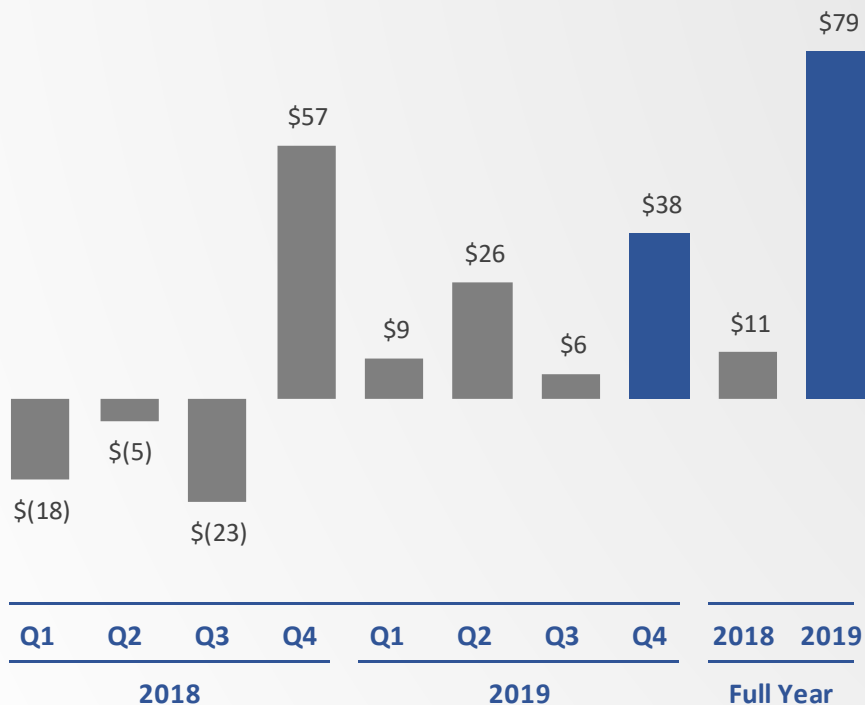
(2) Includes cash and available amounts under revolving credit facilities. Does not include €15M upsizing of European revolving credit facility in January 2020 to €60M

(3) On or after September 14, 2025, a holder of preferred equity may make a request of Superior to redeem its shares of preferred equity

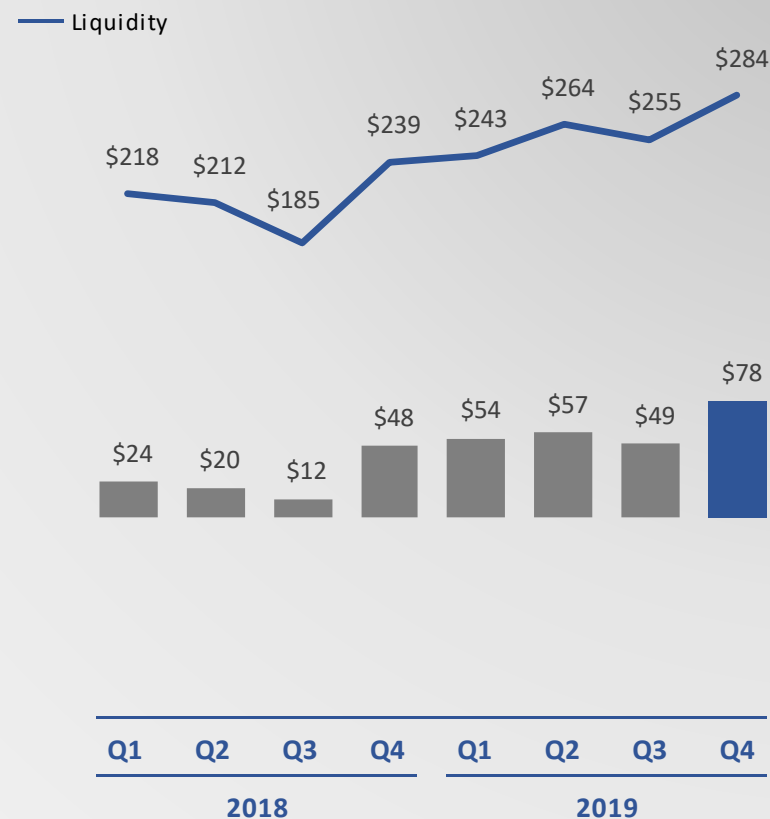
Cash Flow and Liquidity Progression

(\$ in millions)

Free Cash Flow⁽¹⁾



Cash Balance and Available Liquidity⁽²⁾



(1) Free Cash Flow is defined as the sum of Operating, Investing, and Financing Activities before Debt Repayments and net Revolver changes

(2) Includes cash and available amounts under revolving credit facilities. Does not include €15M upsizing of European revolving credit facility in January 2020 to €60M

2020 Financial Outlook



Key Metrics	2020 Outlook
Unit Volume (000s)	18,400 – 19,000
Net Sales	\$1.33B – \$1.39B
Value-Added Sales ⁽¹⁾	\$750M – \$790M
Adjusted EBITDA ⁽²⁾	\$170M – \$190M
Cash Flow from Operations	\$125M – \$145M
Capital Expenditures	Approximately \$75M

(1) Value-Added Sales is a non-GAAP financial measure; see appendix for a reconciliation to net sales and Use of Non-GAAP Financial Measures on slide 2

(2) Adjusted EBITDA is a non-GAAP financial measure; see Use of Non-GAAP Financial Measures on slide 2

Appendix

Income Statement



(\$ in millions, except Earnings per Share)

Unaudited

	Three Months		Twelve Months	
	4Q 2019	4Q 2018	YTD 2019	YTD 2018
	Actual	Actual	Actual	Actual
Unit Shipments (000s)	4,466	5,167	19,246	20,991
Net Sales	\$ 310.3	\$ 378.8	\$ 1,372.5	\$ 1,501.8
Value-Added Sales ⁽¹⁾	173.4	206.3	755.3	797.2
Gross Profit	26.9	36.3	116.1	163.5
SG&A	17.1	17.1	63.9	77.7
Impairment of Goodwill and Indefinite-Lived Intangibles	102.2	-	102.2	-
(Loss) Income from Operations	\$ (92.4)	\$ 19.2	\$ (50.1)	\$ 85.8
Interest Expense, net	(11.5)	(12.7)	(47.0)	(50.1)
Other Income (Expense), net	1.1	(0.1)	4.8	(6.9)
Change in Fair Value of Preferred Derivative	(0.5)	7.0	(0.8)	3.5
(Loss) Income Before Income Taxes	\$ (103.3)	\$ 13.4	\$ (93.0)	\$ 32.3
Income Tax Benefit (Provision)	4.3	(5.2)	(3.4)	(6.3)
Net (Loss) Income	<u>\$ (99.0)</u>	<u>\$ 8.2</u>	<u>\$ (96.5)</u>	<u>\$ 26.0</u>
Diluted Loss Per Share	\$ (4.25)	\$ 0.61	\$ (5.10)	\$ 0.29
Adjusted EBITDA ⁽¹⁾	\$ 37.5	\$ 45.6	\$ 168.8	\$ 185.6
% of Value-Added Sales	21.6%	22.1%	22.3%	23.3%

(1) Value-Added Sales and Adjusted EBITDA are non-GAAP financial measures; see appendix for reconciliations to the most comparable GAAP measures

Balance Sheet



(\$ in millions)

Unaudited

ASSETS

	<u>12/31/2019</u>	<u>12/31/2018</u>
Cash & Short Term Investments	\$ 77.9	\$ 48.2
Accounts Receivable, net	76.8	104.6
Inventories, net	168.5	175.6
Income Taxes Receivable	4.6	6.8
Other Current Assets	26.4	35.2
Total Current Assets	\$ 354.2	\$ 370.4
Property, Plant & Equipment, net	529.3	532.8
Deferred Income Taxes, net	38.6	42.1
Goodwill	184.8	291.4
Intangibles	137.1	168.4
Other Assets	67.9	46.5
Total Assets	\$ 1,311.9	\$ 1,451.6

LIABILITIES & EQUITY

Accounts Payable	\$ 123.1	\$ 107.3
Current Portion of Long-term Debt	4.0	3.0
Accrued Expenses	60.9	65.7
Income Taxes Payable	3.1	2.5
Total Current Liabilities	\$ 191.1	\$ 178.5
Long-term Debt (Less Current Portion)	611.0	661.4
Non-Current Liabilities	90.6	80.1
Redeemable Preferred Shares	161.0	144.5
European Noncontrolling Redeemable Equity	6.5	13.8
Total Shareholders' Equity	\$ 251.7	\$ 373.3
Total Liabilities & Equity	\$ 1,311.9	\$ 1,451.6

Statement of Cash Flow



(\$ in millions)

Unaudited

	Three Months		Twelve Months	
	4Q 2019	4Q 2018	YTD 2019	YTD 2018
Net (Loss) Income	\$ (99.0)	\$ 8.2	\$ (96.5)	\$ 26.0
Depreciation and Amortization	23.2	23.1	100.7	95.1
Income tax, Non-cash changes	-	13.4	(3.5)	(1.0)
Impairments of Goodwill and Indefinite-Lived Intangibles	102.2	-	102.2	-
Stock-based Compensation	2.0	(0.8)	5.7	2.1
Amortization of Debt Issuance Costs	1.2	1.0	4.8	3.9
Other Non-cash items	(1.2)	1.4	(0.7)	5.6
Changes in Operating Assets and Liabilities:				
Accounts Receivable	57.2	39.9	26.7	42.8
Inventories	(3.8)	15.8	5.3	(6.1)
Other Assets and Liabilities	(12.9)	1.8	7.4	(7.8)
Accounts Payable	(3.7)	(0.6)	7.5	(9.1)
Income Taxes	(4.8)	(11.4)	3.1	4.6
Cash Flow Provided by Operating Activities	\$ 60.5	\$ 91.8	\$ 162.8	\$ 156.1
Capital Expenditures	(16.7)	(22.2)	(64.3)	(77.7)
Other Investing Activities	-	0.6	9.6	0.6
Cash Flow Used by Investing Activities	\$ (16.7)	\$ (21.6)	\$ (54.7)	\$ (77.1)
Debt Repayment	(11.0)	(2.5)	(46.0)	(7.9)
Cash Dividends	(3.4)	(7.1)	(22.6)	(28.8)
Purchase of Non-controlling Redeemable Shares	(2.8)	(5.7)	(6.7)	(39.1)
Payments Related to Tax Withholdings for Stock-Based Compensation	-	-	(0.1)	(0.6)
Proceeds from Borrowings on Revolving Credit Facility	44.4	89.8	114.0	324.5
Repayments of Borrowings on Revolving Credit Facility	(44.4)	(108.4)	(114.0)	(324.5)
Proceeds from Exercise of Stock Options	-	-	-	0.1
Other Financing Activities	(0.2)	-	(1.2)	-
Cash Flow Used by Financing Activities	\$ (17.4)	\$ (33.9)	\$ (76.6)	\$ (76.3)
Effect of Exchange Rate on Cash	2.2	(0.3)	(1.1)	(1.6)
Net Change in Cash	\$ 28.6	\$ 36.0	\$ 30.4	\$ 1.1
Cash - Beginning	49.3	11.5	47.5	46.4
Cash - Ending	\$ 77.9	\$ 47.5	\$ 77.9	\$ 47.5

Reconciliation of Earnings per Share Calculation



(\$ in millions, except Earnings per Share)

Unaudited

	Three Months		Twelve Months	
	4Q 2019	4Q 2018	YTD 2019	YTD 2018
Basic EPS Calculation⁽¹⁾				
Net (Loss) Income	\$ (99.0)	\$ 8.2	\$ (96.5)	\$ 26.0
Less: Accretion of Preferred Stock	(4.3)	(4.1)	(16.5)	(17.0)
Less: Redeemable Preferred Stock Dividends	(3.4)	(3.9)	(14.5)	(15.5)
Add: Preferred Stock Modification	-	15.3	-	15.3
Less: European Noncontrolling Redeemable Equity Dividends	-	(0.2)	(0.6)	(1.5)
Numerator	\$ (106.7)	\$ 15.3	\$ (128.0)	\$ 7.3
Denominator: Weighted Avg. Shares Outstanding	25.1	25.0	25.1	25.0
Basic (Loss) Earnings Per Share	\$ (4.25)	\$ 0.61	\$ (5.10)	\$ 0.29
Diluted EPS Calculation⁽¹⁾				
Net (Loss) Income	\$ (99.0)	\$ 8.2	\$ (96.5)	\$ 26.0
Less: Accretion of Preferred Stock	(4.3)	(4.1)	(16.5)	(17.0)
Less: Redeemable Preferred Stock Dividends	(3.4)	(3.9)	(14.5)	(15.5)
Add: Preferred Stock Modification	-	15.3	-	15.3
Less: European Noncontrolling Redeemable Equity Dividends	-	(0.2)	(0.6)	(1.5)
Numerator	\$ (106.7)	\$ 15.3	\$ (128.0)	\$ 7.3
Weighted Avg. Shares Outstanding-Basic	25.1	25.0	25.1	25.0
Dilutive Stock Options and Restricted Stock Units	-	0.1	-	0.2
Denominator: Weighted Avg. Shares Outstanding	25.1	25.1	25.1	25.2
Diluted (Loss) Earnings Per Share	\$ (4.25)	\$ 0.61	\$ (5.10)	\$ 0.29

(1) Basic earnings per share is computed by dividing net income (loss) attributable to Superior, after deducting preferred dividends and accretion and European non-controlling redeemable equity dividends, by the weighted average number of common shares outstanding. For purposes of calculating diluted earnings per share, the weighted average shares outstanding includes the dilutive effect of outstanding stock options and time and performance based restricted stock units under the treasury stock method. The redeemable preferred shares are not included in the diluted earnings per share because the conversion would be anti-dilutive for the periods ended December 31, 2019 and 2018.

Impact of Acquisition, Restructuring and Other Items on EPS



(\$ in millions, except Earnings per Share)

Unaudited

	Three Months		Twelve Months		Location on Income Statement
	4Q 2019	4Q 2018	YTD 2019	YTD 2018	
Before Tax Impact on Net Income (Loss)					
Acquisition, Integration, Certain Hiring & Separation Costs	\$ (1.7)	\$ (2.9)	\$ (4.8)	\$ (11.2)	SG&A
Acquisition, Integration, Certain Hiring & Separation Costs	-	-	(1.7)	-	COGS
Restructuring Costs	(1.8)	-	(14.8)	-	COGS
Debt Extinguishment Gains	0.2	-	3.7	-	Other Income
Change in Fair Value of Preferred Derivative	(0.5)	7.0	(0.8)	3.5	Other Income
Impairment of Goodwill and Indefinite-Lived Intangibles	(102.2)	-	(102.2)	-	Other Income
Total Impact on Net Income (Loss)	\$ (106.0)	\$ 4.1	\$ (120.6)	\$ (7.7)	
After Tax Impact on Net Income (Loss)	\$ (104.7)	\$ 4.0	\$ (116.8)	\$ (6.8)	
Preferred Stock Modification	-	15.3	-	15.3	EPS Only
Total Impact on Numerator for (Loss) Earnings Per Share	\$ (104.7)	\$ 19.3	\$ (116.8)	\$ 8.5	
Impact on (Loss) Earnings Per Share	\$ (4.17)	\$ 0.77	\$ (4.65)	\$ 0.34	

Reconciliation of Non-GAAP Financial Measures



(\$ in millions)

Value-Added Sales

Net Sales
Less: Aluminum Value and Outside Service Provider Costs
Value-Added Sales

Three Months		Twelve Months	
4Q 2019	4Q 2018	YTD 2019	YTD 2018
\$ 310.3	\$ 378.8	\$ 1,372.5	\$ 1,501.8
(136.9)	(172.5)	(617.2)	(704.6)
<u>\$ 173.4</u>	<u>\$ 206.3</u>	<u>\$ 755.3</u>	<u>\$ 797.2</u>

Net (Loss) Income
Adjusting Items:
- Interest Expense, net
- Income Tax Provision
- Depreciation
- Amortization
- Acquisition, integration, hiring/separation/restructuring costs, and debt extinguishment gains⁽¹⁾
- Factoring Fees⁽¹⁾
- Change in Fair Value of Preferred Derivative
- Impairment of Goodwill and Indefinite-Lived Intangibles

Three Months		Twelve Months	
4Q 2019	4Q 2018	YTD 2019	YTD 2018
\$ (99.0)	\$ 8.2	\$ (96.5)	\$ 26.0
11.5	12.7	47.0	50.1
(4.3)	5.2	3.4	6.3
18.4	16.7	75.8	68.7
4.8	6.4	24.9	26.3
3.2	2.9	10.1	11.2
0.2	0.5	1.0	0.5
0.5	(7.0)	0.8	(3.5)
102.2	-	102.2	-
<u>\$ 136.5</u>	<u>\$ 37.4</u>	<u>\$ 265.2</u>	<u>\$ 159.6</u>
<u>\$ 37.5</u>	<u>\$ 45.6</u>	<u>\$ 168.8</u>	<u>\$ 185.6</u>

Adjusted EBITDA

(1) In 2019, we incurred approximately \$5.4 million of Fayetteville restructuring costs (excluding \$7.6 million of accelerated depreciation), \$4.8 million of certain hiring and separation costs, \$1.7 million of acquisition and integration costs, \$1.0 million of accounts receivable factoring fees, and \$3.7 million of gains on extinguishment of debt and \$1.8 million of machinery and equipment relocation costs from Fayetteville to other Superior sites.

Outlook for Full Year 2020 Value-Added Sales

Net Sales Outlook
Less: Aluminum Value and Outside Service Provider Costs
Value-Added Sales Outlook

Outlook Range	
\$ 1,330.0	\$ 1,390.0
(580.0)	(600.0)
<u>\$ 750.0</u>	<u>\$ 790.0</u>

Unaudited