

# Cooper Standard 3Q 2010

*Third Quarter Earnings Call  
November 15, 2010*



# Introduction & Agenda

## Introduction

**Glenn Dong**

*Vice President and Treasurer*

## Financial Overview

**Allen Campbell**

*Chief Financial Officer*

## Executive Overview

**Jim McElya**

*Chairman and Chief Executive Officer*

## Question & Answers

## Commercial Highlights

**Ed Hasler**

*President*

# Safe Harbor

In addition to historical information, certain statements contained herein are forward-looking statements within the meaning of federal securities laws, and Cooper Standard Automotive (Cooper Standard) intends that such forward-looking statements be subject to the safe-harbor created thereby. These forward-looking statements include statements concerning the company's plans, objectives, goals, strategies, future events, future revenue or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, business trends, the impact of "fresh-start" accounting, the impact of the company's bankruptcy on its future performance and other information that is not historical information. When used herein, the words "estimates," "expects," "anticipates," "projects," "plans," "intends," "believes," "forecasts," or future or conditional verbs, such as "will," "should," "could," or "may," and variations of such words or similar expressions are intended to identify forward-looking statements. All forward-looking statements, including, without limitation, management's examination of historical operating trends and data, are based upon Cooper Standard's current expectations and various assumptions. Cooper Standard's expectations, beliefs and projections are expressed in good faith and Cooper Standard believes there is a reasonable basis for them. However, no assurances can be made that these expectations, beliefs and projections will be achieved. Forward-looking statements are not guarantees of future performance and are subject to significant risks and uncertainties that may cause actual results or achievements to be materially different from the future results or achievements expressed or implied by the forward-looking statements.

# Safe Harbor

This presentation includes forward-looking statements, reflecting current analysis and expectations, based on what are believed to be reasonable assumptions. Forward-looking statements may involve known and unknown risks, uncertainties and other factors, which may cause the actual results to differ materially from those projected, stated or implied, depending on many factors, including, without limitation: the inability to compare the company's financial condition or results historically due to fresh start accounting; the company's emergence from bankruptcy will reduce or eliminate certain tax benefits; the company's emergence from bankruptcy may adversely effect its operations going forward; uncertainty related to the company's ability to generate sufficient cash to service indebtedness and meet dividend obligations; disruptions in financial markets may adversely impact availability and cost of consumer credit and impact volumes; the company's dependence on the automotive industry; availability and cost of raw materials; the uncertainty of the company's ability to meet significant increases in demand; the company's dependence on certain major customers; competition in the industry; sovereign and other risks related to the company conducting operations outside the United States; the uncertainty of the company's ability to achieve expected cost reduction savings; the company's exposure to product liability and warranty claims; labor conditions; escalating pricing pressures from our customers; the company's ability to meet customers' needs for new and improved products in a timely manner; the company's ability to attract and retain key personnel; potential conflicts of interests between owners and the company; the company's legal rights to its intellectual property portfolio; the company's underfunded pension plans; environmental and other regulations; the possibility that the company's acquisition strategy will not be successful; and the possibility of impairment charges relating to goodwill and long-lived assets. There may be other factors that may cause the company's actual results to differ materially from the forward-looking statement. Accordingly, there can be no assurance that Cooper Standard will meet future results, performance or achievements expressed or implied by such forward-looking statements. This paragraph is included to provide a safe harbor for forward-looking statements, which are not generally required to be publicly revised as circumstances change and which Cooper Standard does not intend to update.

There may be other factors that may cause the company's actual results to differ materially from the forward-looking statements. Cooper Standard undertakes no obligation to update or revise forward-looking statements to reflect events or circumstances that arise after the date made or to reflect the occurrence of unanticipated events.

# Executive Overview

## Q3 2010

*Jim McElya*  
*Chairman & CEO*



# Executive Overview

- Solid financial performance
- Increased gross profit margin
- Year-to-date gross business awards of \$527 million\*
- Strong balance sheet

*\* Based on currently estimated production volumes for the future periods pertaining to the awards; includes new, replacement and conquest business.*

# Executive Overview

- Global automotive production improving, with continued growth in BRIC regions
- Established presence in Brazil, China and India yielding results
- Industry consolidation creating opportunities

# Commercial Highlights

## Q3 2010

*Ed Hasler*  
*President*



# Commercial Highlights

- Cooper Standard sales growth continues
- Recognized by customers for quality excellence
- Nominated for innovation award
- Well positioned in emerging markets

# Global Product Launches & Customer Recognition

- **Global launches include:**

- **Ford Explorer** (North America):  
Sealing; Thermal Management; Fuel, Brake & Emissions
- **Volkswagen Jetta** (North America):  
Sealing
- **Nissan NV Panel Van** (North America):  
Anti-Vibration
- **Chrysler Jeep Grand Cherokee** (North America):  
Fuel, Brake & Emissions
- **Peugeot 408** (Europe):  
Sealing
- **BMW Mini Cooper Countryman** (Europe):  
Fuel, Brake & Emissions
- **GM Corsa Classic** (South America):  
Sealing
- **GM Buick Lacrosse** (Asia Pacific):  
Sealing

- **Customer Recognition:**

- **Nissan**  
Most Improved Supplier Quality Award  
Zero Defects Certificate
- **Mazda**  
Quality Assurance Certification System  
Award  
(Fuel Rail Business)
- **Society of Plastic Engineers Award**  
Customer nomination

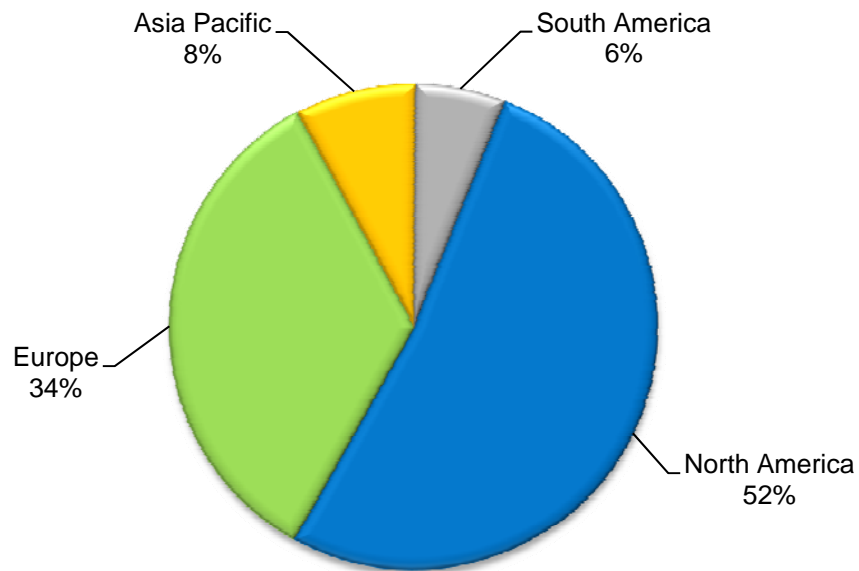
**Consistently deliver world-class quality**

# BRIC Operations

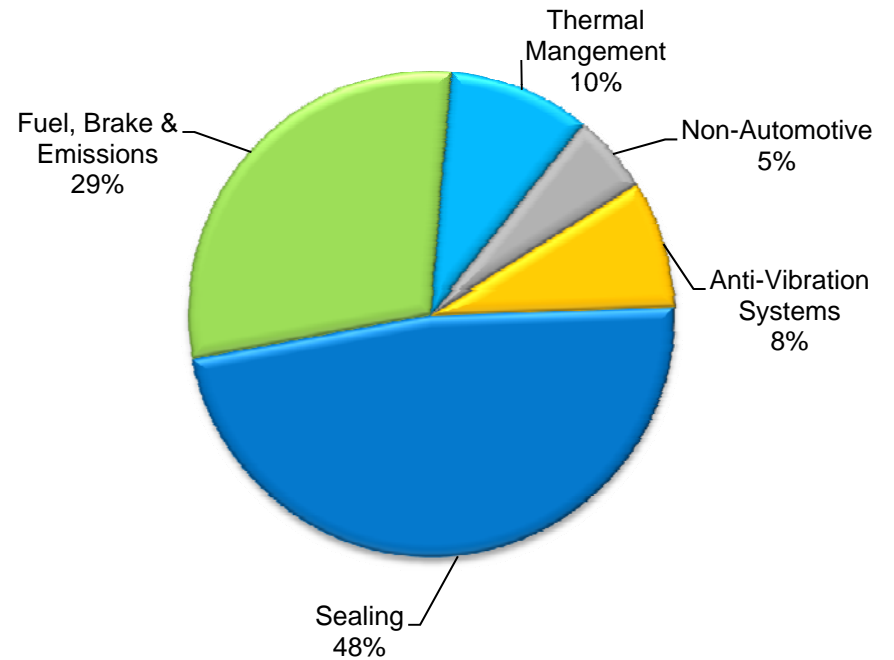
Country	# of Plants	Customers	Product Lines	
Brazil	2	Fiat Ford GM Honda Hyundai	Volkswagen Renault/Nissan Toyota PSA	Body Sealing Fuel, Brake & Emissions Thermal Management Power Management
Russia	E v o l v i n g   o p p o r t u n i t i e s			
India	5	Ford Isuzu Mitsubishi Hindustan Motors SAIC/GM Tata Suzuki	Mahindra & Mahindra Honda Renault/Nissan Toyota Fiat GM Hyundai	Body Sealing Fuel, Brake & Emissions Thermal Management Power Management
China	8	GM Ford Chery PSA SAIC Volkswagen BMW Daimler Toyota	Mazda Mitsubishi BAIC Fiat Honda Volvo Truck SAIC/GM Guangzhou Automotive FAW	Body Sealing Fuel, Brake & Emissions Anti-Vibration Power Management

# Sales By Region & Product Groups

### Sales By Region



### Sales By Product Groups



**YTD Total 2010 = \$1.81 Billion**

# Cooper Standard's Top 20 Platforms Q3 2010

#1 Ford  
F-150



#2 Ford  
Tribute/Escape



#3 GM  
Tahoe/Yukon/  
Escalade



#4 Ford  
Fiesta/Fusion



#5 GM  
Silverado/Sierra



#6 GM  
Lacrosse/Insignia



#7 Ford  
Fusion / Edge



#8 Ford  
Mondeo/Freelander/V50/V70



#9 Ford  
Ecosport/Fiesta



#10 GM  
Impala



#11 Fiat  
Linea/Punto



#12 Chrysler  
Sebring /Avenger/Compass



#13 VW -Audi  
Passat/Beduin



#14 Chrysler / Nissan  
Ram / Titan



#15 Fiat  
Palio/Strada/Doblo



#16 Ford  
Focus/Kuga/Axela



#17 BMW  
3-Series



#18 GM  
Chevy Traverse



#19 Ford  
F-Series Super Duty



#20 Chrysler  
Plymouth Voyager



Cooper Standard products are consistently on the top selling global platforms

**Broad customer mix across multiple vehicle segments**

# Financial Overview

## Q3 2010

*Allen Campbell*  
*Chief Financial Officer*

Due to Cooper Standard's adoption of fresh start reporting on May 31, 2010, in some of its financial reports, the company's financial information for periods ended on or prior to May 31, 2010 is described as relating to Predecessor periods, and financial information for periods ended after May 31, 2010 is described as relating to Successor periods. For purposes of this financial overview, the company is presenting financial information for Predecessor and Successor periods on a combined basis so that results of operations for the three and nine months ended September 30, 2010 can be more readily compared with the corresponding periods in the prior year. The company believes that presenting this financial information on a combined basis provides management and investors with a more meaningful perspective on ongoing financial and operational performance and trends. For a presentation of results of operations and other financial information on an uncombined basis, please refer to Cooper Standard's Quarterly Report on Form 10-Q for the quarter ended September 30, 2010, which was filed with the SEC on November 12, 2010.



# Q3 and YTD September 2010 Performance

\$ Millions

Q3 2009	Q3 2010		YTD 2009	YTD 2010
\$517.7	\$585.7	<b>Net Sales</b>	\$1,367.7	\$1,810.4
\$82.1	\$102.1	<b>Gross Profit</b>	\$175.2	\$312.8
\$24.8	\$28.8	<b>Operating Profit (Loss)</b>	\$(381.4)	\$116.5
\$10.8	\$20.8	<b>Net Income (Loss)</b>	\$(393.5)	\$662.1
\$58.6	\$67.2	<b>Adjusted EBITDA</b>	\$105.7	\$214.8
11.3%	11.5%	<b>% Margin</b>	7.7%	11.9%

# EBITDA and Adjusted EBITDA Reconciliation

9 Months Ended September 30th

\$ USD Millions	2009	2010
<b>Net Income (Loss)</b>	<b>\$(393.5)</b>	<b>\$ 662.1</b>
Provision for income tax expense	(31.3)	45.3
Net Interest expense	53.6	58.7
Depreciation and amortization	88.1	72.6
<b>EBITDA</b>	<b>\$ (283.1)</b>	<b>\$ 838.6</b>
Reorganization / Fresh Start/ Impairment	368.3	(659.9)
<b>EBITDA excl. Reorg &amp; Impairment</b>	<b>85.2</b>	<b>178.7</b>
Restructuring	32.9	7.1
Bond Repurchase	(9.1)	--
Inventory Write-Up	--	8.1
Other / Foreign Exchange	(3.3)	20.9
<b>Adjusted EBITDA</b>	<b>\$ 105.7</b>	<b>\$ 214.8</b>

EBITDA and Adjusted EBITDA are Non-GAAP measures. Reference comments on slide 19.

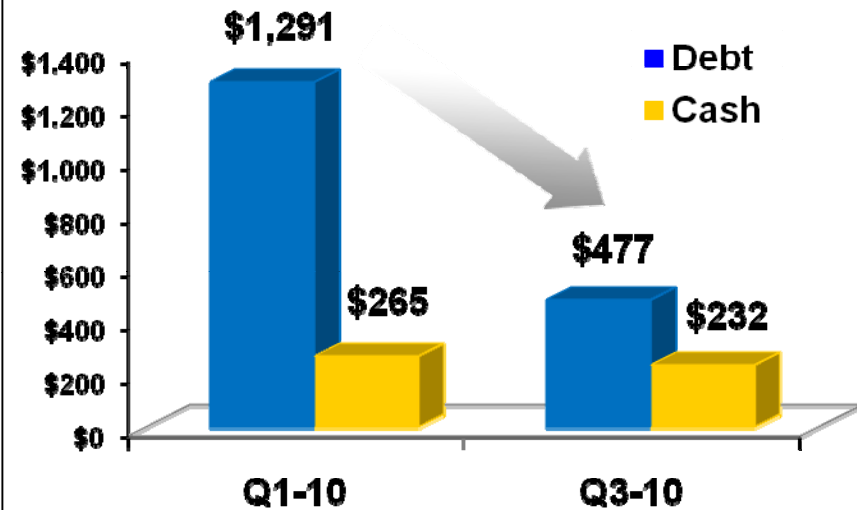
# Cash Flow 3Q 2010

<i>(\$ in Millions)</i>	<u>Q3 - 2010</u>
Cash from Operations	\$ 60.7
Changes in operating assets & liabilities	13.7
<b>Cash from Operations</b>	<b>\$ 74.4</b>
Capital Expenditures	(17.4)
<b>Cash from Operations less CAPEX</b>	<b>\$ 57.0</b>
Financing Activities	0.7
Cash - Reorganization	(11.3)
Foreign Exchange/Other	(2.8)
<b>Net Cash Generated in Q3</b>	<b>\$ 43.6</b>
Cash Balance as of June 30	\$ 188.7
Cash generated	43.6
<b>Cash Balance as of September 30</b>	<b>\$ 232.3</b>

# Liquidity as of September 30, 2010

Cash on Balance Sheet	\$232.3M
ABL Revolver	125.0M
Letters of Credit	<u>(36.3)M</u>
<b>Total Liquidity</b>	<b><u>\$321.0 M</u></b>

- 23% increase in cash from the prior quarter
- ABL Revolver undrawn



- Net leverage = \$245 million
- Net leverage ratio = 0.9x
- No major debt maturity until 2018

**Flexible capital structure allows for future growth opportunities**

# Non-GAAP Financial Measures

EBITDA and adjusted EBITDA are measures not recognized under Generally Accepted Accounting Principles (GAAP) which exclude certain non-cash and non-recurring items.

When analyzing the company's operating performance, investors should use EBITDA and adjusted EBITDA in addition to, and not as alternatives for, net income (loss), operating income, or any other performance measure derived in accordance with GAAP, or as an alternative to cash flow from operating activities as a measure of the company's performance. EBITDA and adjusted EBITDA have limitations as analytical tools and should not be considered in isolation or as substitutes for analysis of the company's results of operations as reported under GAAP. Other companies may report EBITDA and adjusted EBITDA differently and therefore Cooper Standard's results may not be comparable to other similarly titled measures of other companies.

# Questions & Answers



# Closing Comments

- Solid 2010 results
- Strong balance sheet
- Positive customer relationships
- Well positioned for global expansion