



# JP Morgan Automotive Conference

August 14, 2019

# Forward Looking Statements



This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those expressed or implied by these statements. These risks and uncertainties include factors detailed in the reports we file with the SEC, including those described under “Risk Factors” in our most recent Annual Report on Form 10-K. These forward-looking statements speak only as of the date of this communication. We expressly disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement contained herein to reflect any change in our expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

It should also be noted that this presentation contains certain financial measures, including Adjusted EBITDA, Adjusted Earnings per Share, Adjusted Free Cash Flow, and Net Leverage Ratio that are not required by, or presented in accordance with, accounting principles generally accepted in the United States, or GAAP. These measures are presented here to provide additional useful measurements to review our operations, provide transparency to investors and enable period-to-period comparability of financial performance. A description of non-GAAP financial measures that we use to evaluate our operations and financial performance, and reconciliation of these non-GAAP financial measures to the most directly comparable financial measures calculated and reported in accordance with GAAP, can be found in the appendix under “Reconciliation of Non-GAAP Measures”.

# About AAM



As a leading, global tier 1 automotive supplier, AAM designs, engineers and manufactures driveline, metal forming and casting technologies that are making the next generation of vehicles smarter, lighter, safer and more efficient

Over  
**70**  
MANUFACTURING  
FACILITIES



2018 SALES  
**\$7.27B**

Over  
**700**  
CUSTOMERS

AAM **delivers POWER** that moves the world through world-class quality, technology leadership and operational excellence

**16**  
ENGINEERING CENTERS

Over  
**25,000**  
ASSOCIATES



**17**  
COUNTRIES

Over  
**85**  
LOCATIONS



# Business Units and Market Leadership



## DRIVELINE



- **2018 Sales - \$4.9B; 28 facilities**
- **#1 Globally**
  - Full-size pickup truck and SUV driveline systems
  - Damped gears and rubber isolations pulleys
  - Viscous dampers for passenger cars
- **#1 North America and #2 China –** AWD systems for crossover vehicles
- **Pioneer** of disconnecting AWD Systems
- One of the **leaders** in hybrid and electric driveline solutions

## METAL FORMING



- **2018 Sales - \$2.0B; 35 facilities**
- **Largest automotive forger in the world**
- **#1 Globally**
  - Powdered metal connecting rods
  - Differential gears
  - Axle shafts
  - Hypoid pinions
  - Ring gears
- **#1 North America**
  - Transmission gears
  - CVT pulleys
  - Aluminum valve bodies

## CASTING



- **2018 Sales - \$900M; 11 facilities**
- **Leading automotive iron casting operations**
- **#1 North America** ductile iron casting supplier
- **#1 or #2 North America**
  - Differential carriers and cases
  - Steering knuckles
  - Control arms
  - Brake calipers



# Financial Targets

# 2019 Financial Outlook



## Updated 2019 Financial Targets

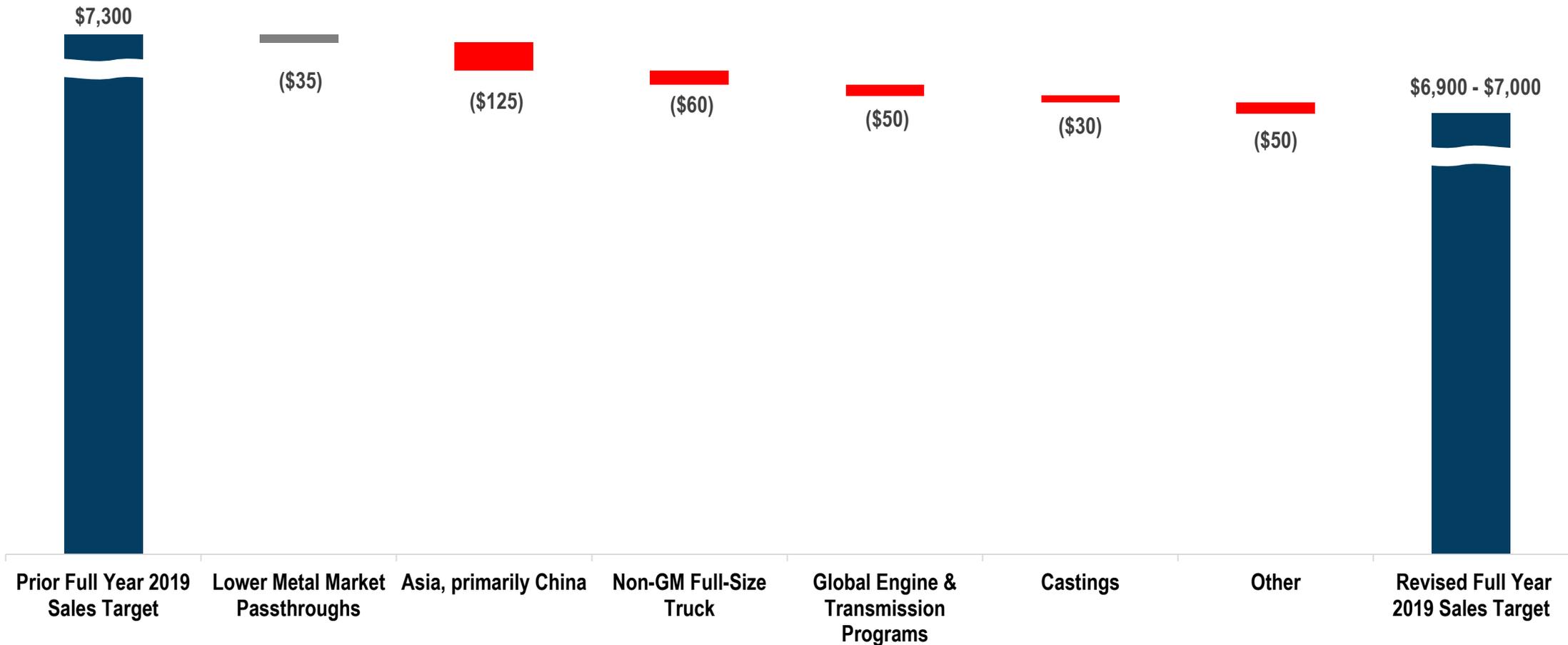
|                                 |  |
|---------------------------------|--|
| <b>Full Year Sales</b>          | <b>\$6.9 - \$7.0 billion</b>   |
| <b>Adjusted EBITDA*</b>         | <b>\$1.05 - \$1.10 billion</b>   |
| <b>Capital Expenditures</b>     | <b>Reduced to <math>\approx</math> \$485 million (From <math>\approx</math> \$515 million)</b> |
| <b>Adjusted Free Cash Flow*</b> | <b><math>\approx</math> \$250 million</b>  |

AAM's revised full year 2019 financial targets reflect:

- An estimate of production volumes for the remainder of 2019 based on internal and external sources and the current metal market environment.
- A reduction in profitability primarily associated with lower sales and an increase in engineering, research and development expenditures to support our future e-AAM hybrid and electric driveline growth.
- Continued operational improvements in-line with previous commentary.

# Sales Walk – Previous Target to Revised Target

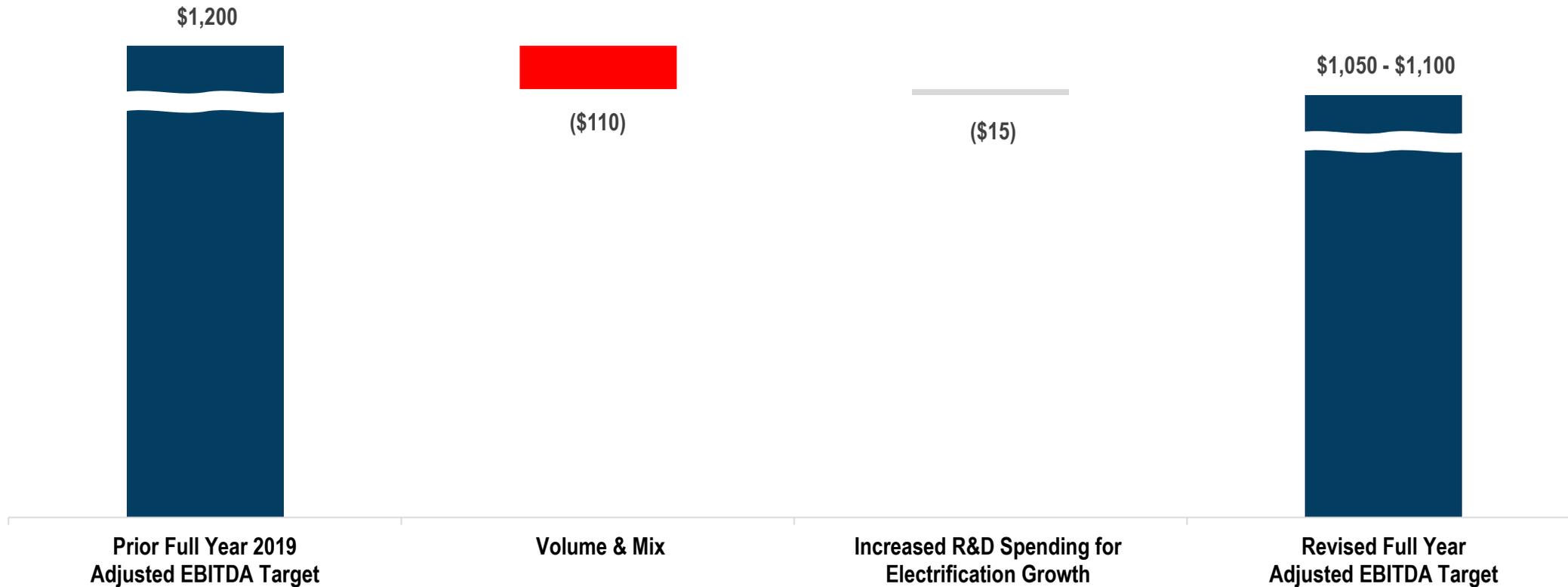
(in millions)



Note: Utilized the mid point for the range of each element for charting purposes

# Adj. EBITDA Walk – Previous Target to Revised Target

(in millions)



# 1H 2019 to 2H 2019 Adjusted EBITDA Walk

(in millions)



# Transition from Heavy Launch and Integration Period



| Key Activities          | 2017 - 2019  | 2020 - 2022                                   |
|-------------------------|--|---|
| <b>Launches</b>         | Average $\approx$ 60 per year                                  | Expect an average of 10 - 20 per year         |
| <b>MPG Transaction</b>  | Key acquisition, integration and synergy activities            | Integration will be complete in 2020          |
| <b>Capital Spending</b> | Elevated to support launches and integration (7 - 8% of sales) | Return to normalized levels (5 - 6% of sales) |

**AAM to benefit from fewer launches and a more stable operating environment**

# Profit Margin and Cash Flow Opportunities



**Margin Opportunities: Expect to achieve \$50 - 75 million of EBITDA improvements for these items in 2020 compared to 2019**

**Reduces Decremental Margin Impact if Sales Decline**

**Additional synergy, SG&A and business unit consolidation savings**



**Full rate of launch/performance improvements and lower project expense**



**Pursue additional purchasing and VA/VE savings initiatives**



**Implement additional capacity rationalization for fixed cost reductions**



**Increase productivity savings with more stable operating environment**



## **Additional Cash Flow Benefits / Debt Reduction Opportunities**

**Lower Capital Spending in 2020 of 5 - 6% of sales**

**Lower expected interest payments in 2020**

**Evaluate portfolio for non-core business divestitures**

# Downside Protection Playbook



## Potential Actions

### Reduce Variable Costs

- Direct Material (≈60% of COGS)
- Hourly Headcount
- Variable Overhead

### Reduce Semi-fixed Costs

- Salaried headcount, merit and incentive compensation adjustments/deferrals
- Formal spending reduction programs (ex. travel)
- Align future R&D, project and capital expenses to lower sales levels

### Select Recapacitating of Facilities

- Align capacity with customers
- Plant loading adjustments to optimize capacity

### Structural Capacity and Overhead Reduction

- Global footprint consolidations
- Significant Salaried Reduction in Force programs



| Restructuring Costs Required? |
|-------------------------------|
| No                            |
| Limited                       |
| Moderate                      |
| Higher                        |

Note: This list includes examples for illustrative purposes and does not include all potential actions

**GOAL: Align capacity and cost structure with market demand**



# Electrification Growth

# e-AAM Hybrid and Electric Driveline Systems™

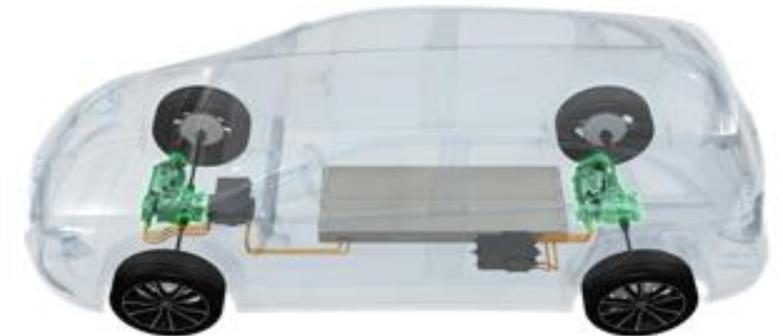


## KEY HIGHLIGHTS

- Highly integrated electric motor, gear reduction, & differential
- Power dense, low NVH, high efficiency design allows for easy integration for multiple vehicle platforms
- Broad spectrum of solutions - from value to high performance - to meet a wide range of vehicle, customer and geographic requirements
- First launched on the Jaguar I-Pace AWD crossover – featuring e-AAM's front and rear eDrive units
- Combined annual revenues for our two booked e-AAM programs are expected to be \$100 - \$200 million by 2021



**AAM P3 Rear e-Drive unit (Hybrid)**  
*Launching in 2020*



**Jaguar I-Pace P4 e-Drive units (e-AWD BEV)**  
*Launched in 2018*

**Combined lifetime revenues of awarded e-AAM programs is estimated to be over \$1 billion**

# Growing Book of Business



1<sup>st</sup> Award

2<sup>nd</sup> Award

**NEW AWARD**



|                      |                             |                                  |                       |
|----------------------|-----------------------------|----------------------------------|-----------------------|
| <b>Customer</b>      | <b>Jaguar</b>               | <b>Premium European OEM</b>      | <b>Chinese OEM</b>    |
| <b>Vehicle</b>       | <b>I-Pace AWD Crossover</b> | <b>High Performance Pass Car</b> | <b>Small Pass Car</b> |
| <b>Architecture</b>  | <b>P4 BEV</b>               | <b>P3 Hybrid</b>                 | <b>P4 BEV</b>         |
| <b>Customer Req.</b> | <b>Performance</b>          | <b>Performance</b>               | <b>Value</b>          |

# Future Electrification Opportunities



AAM's product portfolio supporting e-powertrains is driving potential new business globally

**Gear Box Applications**



**ePowertrain Components**



**Vehicle Integration**



**Integrated eFront Drive Units**



**Integrated eRear Drive Units**

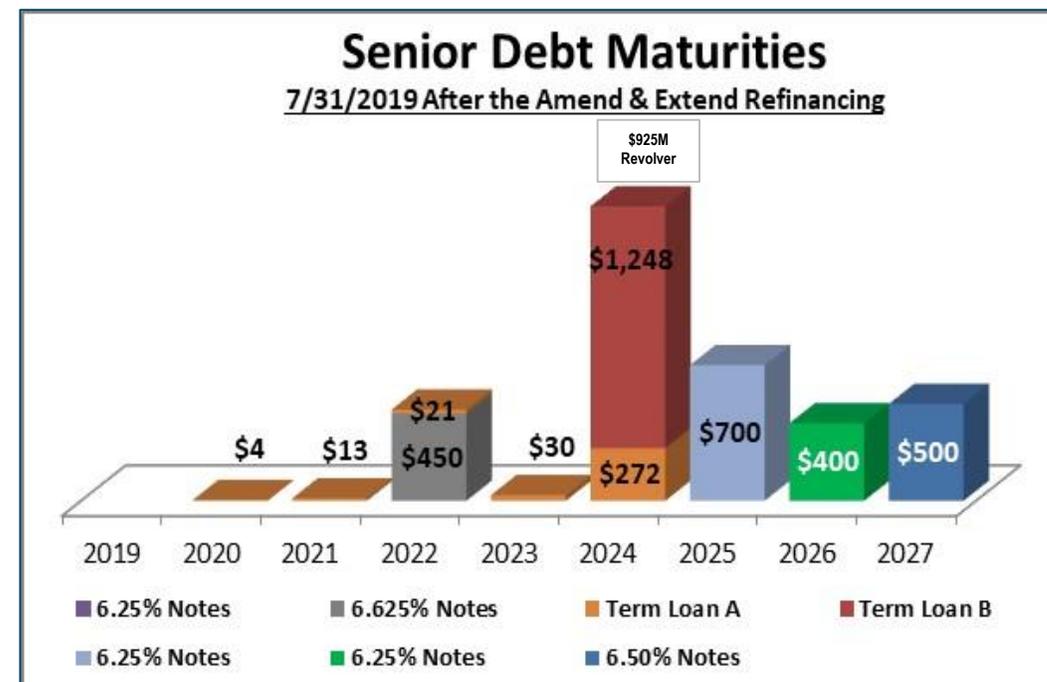
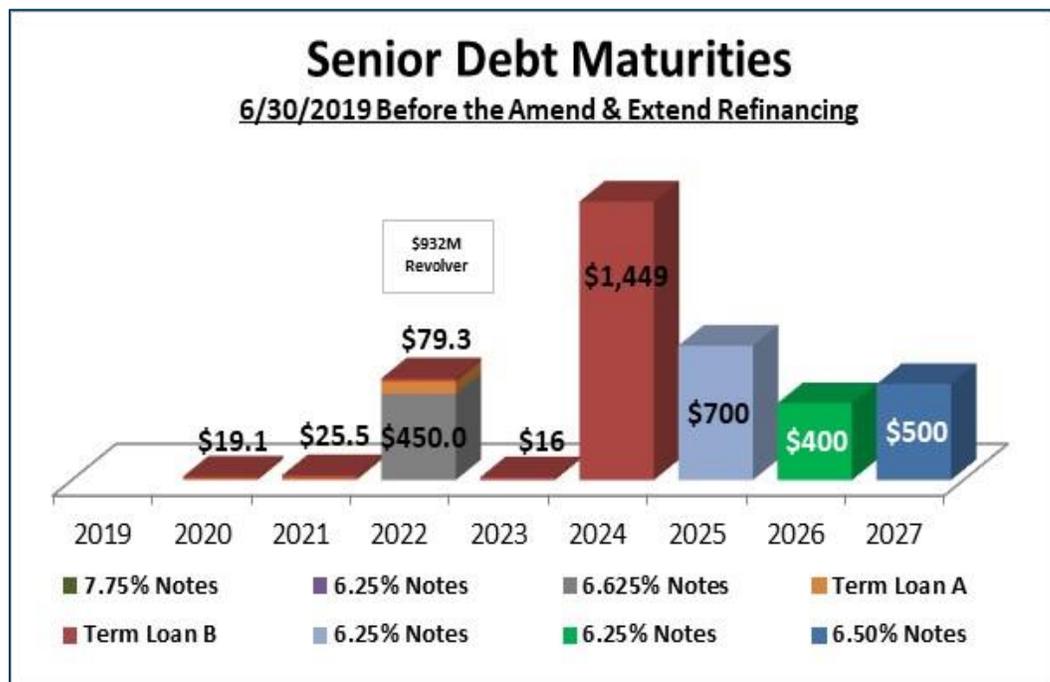


**\$500M**  
Quoting and Emerging  
New Business  
Opportunities



# Capital Structure and Allocation Priorities

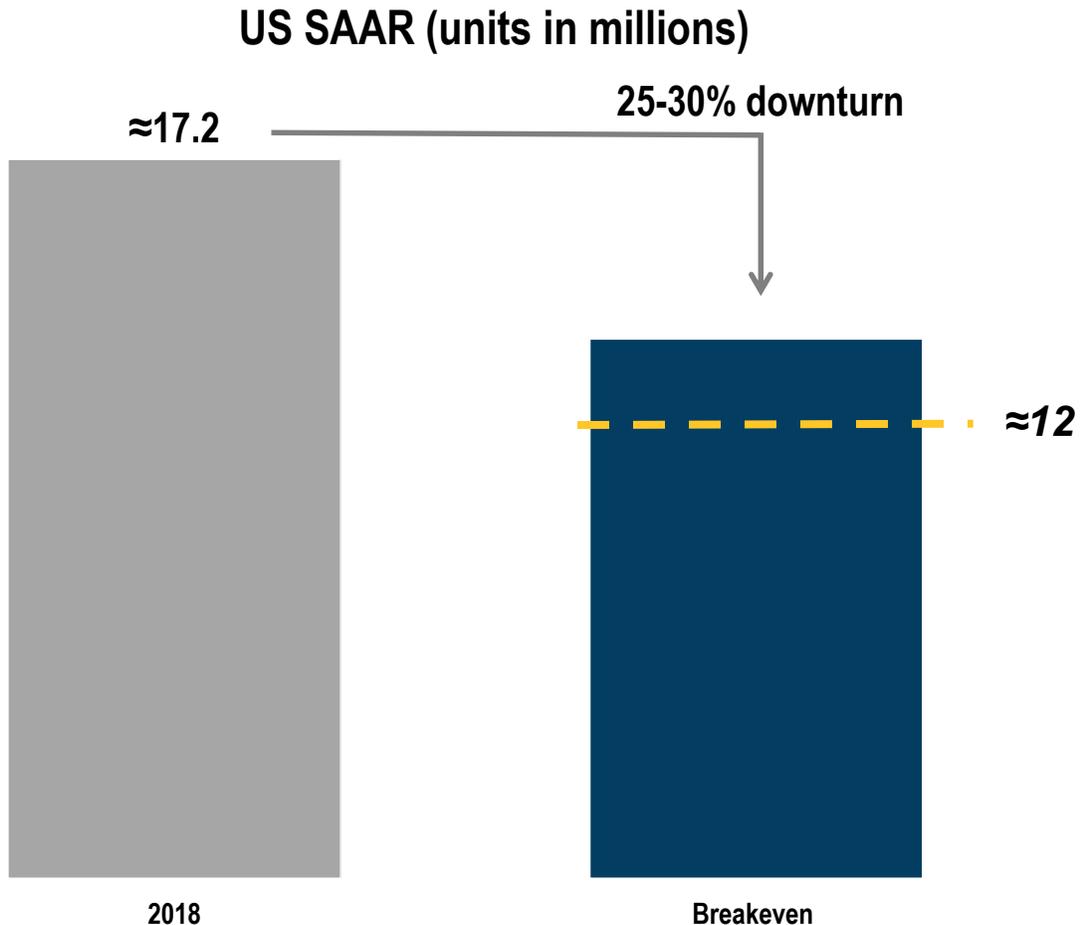
# Recent Refinancing and Extended Debt Maturities



## Other Benefits:

- Lowered interest expense
- Reset Net Leverage Ratio covenant requirement for business flexibility

# Cash Flow Breakeven



- Highly variable cost structure allows for flexibility during periods of lower volumes
- AAM has track record of reducing fixed costs through facility and labor efficiency initiatives during previous downside periods
- Multiple options available to manage to additional potential change in volumes, including SG&A, capital spending, R&D etc.
- Continued synergy attainment and productivity initiatives further reduce breakeven points

**AAM has a flexible cost structure**

# Capital Allocation



| <b>Leverage Reduction</b>  | <b>Organic Growth</b>  |
|--|--|
| <p><i>&gt;\$500M of senior debt payments since the MPG acquisition and targeting</i></p>           | <p><i>Invest in R&amp;D and continue organic growth with the appropriate returns</i></p>       |
| <b>Strategic</b>   | <b>Shareholder Activity</b>  |
| <p><i>Focus on objectives of technology, portfolio positioning, diversification and growth</i></p> | <p><i>At the appropriate time, other options that may benefit our shareholders further</i></p> |

**Capital allocation aligned with AAM's strategic objectives**



**DELIVERING POWER**

**THAT MOVES THE WORLD.**



# Supplemental Data

# LV Production and Sales Volume Assumptions



|  | Previous                        | Current                  |
|--|---------------------------------|--------------------------|
| <b>Global Light Vehicle Production</b>             | ≈ 95M units, or up 1% from 2018 | ≈ Down 4% from 2018      |
| <b>North America (NA) Light Vehicle Production</b> | ≈ 16.5M – 17M units             | ≈ 16.4M - 16.7M units    |
| <b>US SAAR</b>                                     | ≈ 16.5M – 17M units             | ≈ 16.5M – 16.8M units    |
| <b>Europe Light Vehicle Production</b>             | ≈ Flat from 2018                | ≈ Down 3 - 4% from 2018  |
| <b>China Light Vehicle Production</b>              | ≈ Flat from 2018                | ≈ Down 8 - 10% from 2018 |

# Reconciliation of Non-GAAP Measures



In addition to the results reported in accordance with accounting principles generally accepted in the United States of America (GAAP) included within this presentation, we have provided certain information, which includes non-GAAP financial measures. Such information is reconciled to its closest GAAP measure in accordance with Securities and Exchange Commission rules and is included in the following slides.

Certain of the forward-looking financial measures included in this earnings release are provided on a non-GAAP basis. A reconciliation of non-GAAP forward-looking financial measures to the most directly comparable forward-looking financial measures calculated and presented in accordance with GAAP has been provided. The amounts in these reconciliations are based on our current estimates and actual results may differ materially from these forward-looking estimates for many reasons, including potential event driven transactional and other non-core operating items and their related effects in any future period, the magnitude of which may be significant.

# Supplemental Data



## Full Year 2019 Outlook (\$ in millions)

|   | Adjusted EBITDA |                 |
|---|-----------------|-----------------|
|   | Low End         | High End        |
| Net income                                  | \$ 190          | \$ 230          |
| Interest expense                            | 220             | 220             |
| Income tax expense                          | 25              | 35              |
| Depreciation and amortization               | 565             | 565             |
| Full year 2019 targeted EBITDA              | 1,000           | 1,050           |
| Restructuring and acquisition-related costs | 50              | 50              |
| Full year 2019 targeted Adjusted EBITDA     | <u>\$ 1,050</u> | <u>\$ 1,100</u> |

|   | Adjusted<br>Free Cash<br>Flow |
|---|-------------------------------|
| Net cash provided by operating activities   | \$ 680                        |
| Capital expenditures net of proceeds from the sale of property, plant and equipment | (485)                         |
| Full year 2019 targeted Free Cash Flow  | 195                           |
| Cash payments for restructuring and acquisition-related costs                       | 55                            |
| Full year 2019 targeted Adjusted Free Cash Flow                                     | <u>\$ 250</u>                 |

# Definition of Non-GAAP Measures



## **EBITDA and Adjusted EBITDA**

We define EBITDA to be earnings before interest expense, income taxes, depreciation and amortization. Adjusted EBITDA is defined as EBITDA excluding the impact of restructuring and acquisition-related costs, debt refinancing and redemption costs, gain on sale of a business, goodwill impairments and non-recurring items. We believe that EBITDA and Adjusted EBITDA are meaningful measures of performance as they are commonly utilized by management and investors to analyze operating performance and entity valuation. Our management, the investment community and the banking institutions routinely use EBITDA and Adjusted EBITDA, together with other measures, to measure our operating performance relative to other Tier 1 automotive suppliers. We also use Segment Adjusted EBITDA as the measure of earnings to assess the performance of each segment and determine the resources to be allocated to the segments. EBITDA and Adjusted EBITDA should not be construed as income from operations, net income or cash flow from operating activities as determined under GAAP. Other companies may calculate EBITDA and Adjusted EBITDA differently.

## **Adjusted Earnings per Share**

We define Adjusted earnings per share to be diluted earnings per share excluding the impact of restructuring and acquisition-related costs, debt refinancing and redemption costs, gain on sale of a business, goodwill impairments and non-recurring items, including the tax effect thereon. We believe Adjusted earnings per share is a meaningful measure as it is commonly utilized by management and investors in assessing ongoing financial performance that provides improved comparability between periods through the exclusion of certain items that management believes are not indicative of core operating performance and which may obscure underlying business results and trends. Other companies may calculate Adjusted earnings per share differently.

## **Free Cash Flow and Adjusted Free Cash Flow**

We define free cash flow to be net cash provided by operating activities less capital expenditures net of proceeds from the sale of property, plant and equipment. Adjusted free cash flow is defined as free cash flow excluding the impact of cash payments for restructuring and acquisition-related costs, settlements of pre-existing accounts payable balances with acquired entities, and interest payments upon the settlement of acquired company debt. We believe free cash flow and Adjusted free cash flow are meaningful measures as they are commonly utilized by management and investors to assess our ability to generate cash flow from business operations to repay debt and return capital to our stockholders. Free cash flow and Adjusted free cash flow are also key metrics used in our calculation of incentive compensation. Other companies may calculate free cash flow and Adjusted free cash flow differently.

## **Net Debt and Net Leverage Ratio**

We define net debt to be total debt, net less cash and cash equivalents. We define Net Leverage Ratio to be net debt divided by the trailing 12 months of Adjusted EBITDA. We believe that Net Leverage Ratio is a meaningful measure of financial condition as it is commonly used by management, investors and creditors to assess capital structure risk. Other companies may calculate Net Leverage Ratio differently.

## **Liquidity**

We define Liquidity as cash on hand plus amounts available on our revolving credit facility and foreign credit facilities.

## **US SAAR**

We define US SAAR as the seasonally adjusted annual rate of light vehicle sales in the United States.

