

# **September 2024 Investor Presentation**



# Forward-Looking Statements



In this presentation, we make statements concerning our expectations, beliefs, plans, objectives, goals, strategies, and future events or performance. Such statements are "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995 and relate to trends and events that may affect our future financial position and operating results. The terms such as "will," "may," "could," "would," "plan," "believe," "expect," "anticipate," "intend," "project," "target," and similar words or expressions, as well as statements in future tense, are intended to identify forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved. 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 and our Quarterly Reports on Form 10-Q. 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 information contains certain financial measures, including Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Earnings per Share, Adjusted Free Cash Flow, Net Debt, Net Leverage Ratio and Liquidity 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."



# **AAM Overview**



### AAM - Quick Facts



Global leader in design, engineering and manufacturing of automotive propulsion systems and technologies to support electric, hybrid and ICE vehicles



\$6.1B 2023 Sales



~19,000 Associates



**18 Countries** 



**Over 80 Locations** 



13 Corp, Business
Offices, Engineering
and Tech Centers

#### **DRIVELINE**



- One of the leaders in hybrid and electric driveline solutions
- A Global Leader in
  - Full-size Pickup Truck and SUV Driveline Systems
  - AWD Systems for Crossover Vehicles
  - Damped Gears, Viscous
     Dampers and Rubber
     Isolation Pulleys
- Pioneer of Disconnecting AWD Systems

#### **METAL FORMING**



- Strong position in electrified propulsion components
- Leading automotive forger in the world
- A Global Leader in
  - Forged Gears & Shafts
  - CVT Pulleys
  - Powdered Metal Connecting Rods
  - Aluminum Valve Bodies
  - Machined Helical Gears
  - Differential Assemblies

## 2Q 2024 AAM Financial Highlights



\$1.63B

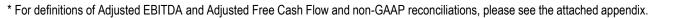
Quarterly Sales

\$208.4M

Second Quarter Adjusted EBITDA (12.8% margin) \$97.9M

Adjusted Free Cash Flow

**AAM Delivered Solid Performance** 



## **Business Update**





#### **Components Win**

AAM to supply components to a major global OEM for its new modular platform that can support multiple propulsion systems.



#### **E-Drive Gears**

Luxury European
OEM awarded AAM
to supply electric
drive gears for a
future EV program.



#### **Van Program**

AAM to supply fullsize traditional van axles. Launch is scheduled for later in the decade.



#### **Newsweek Award**

Newsweek named
AAM as one of
America's Greatest
Workplaces for
Women in 2024.

## 2024 Financial Outlook (as of August 9, 2024)



#### **2024 Financial Targets**

Full Year Sales \$6.1 to \$6.3 billion

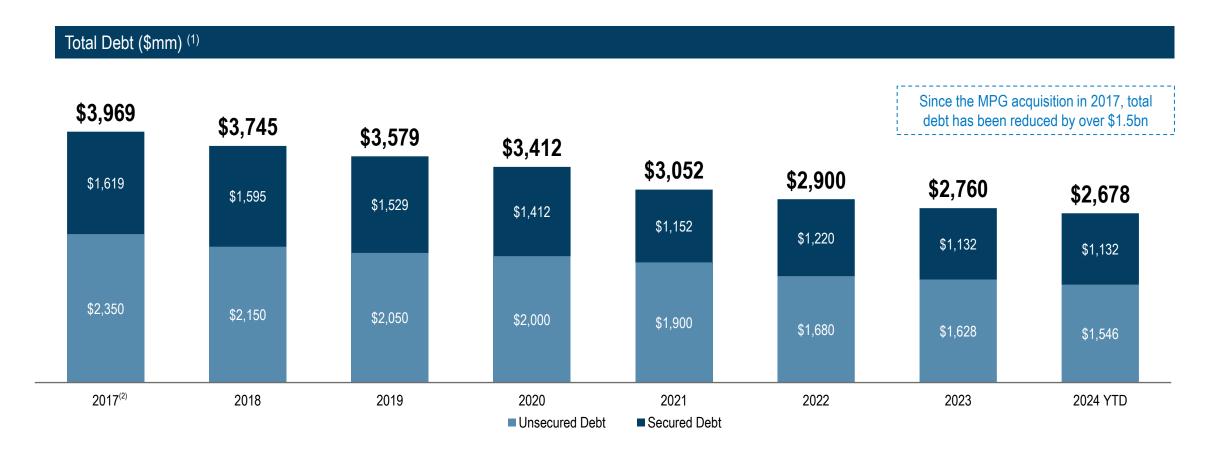
Adjusted EBITDA \$705 to \$755 million

Adjusted Free Cash Flow \$200 to \$240 million

- These targets are based on North American light vehicle production of ~15.8 million units, current customer production and launch schedules, and business environment
- Adjusted Free Cash Flow target assumes capital spending of approximately 4.0% of sales
- AAM expects restructuring and acquisition-related cash payments to be between \$15 and \$25 million

## Consistent Deleveraging





# AAM Long-Term Value Creation



Diversification	<ul> <li>Balanced mix of customers and geography.</li> <li>Expand our product portfolio, driving opportunities with new OEMs and regions.</li> <li>Agnostic to propulsion market changes.</li> </ul>
Sales	<ul> <li>Leveraging scale and technology.</li> <li>Drive expansion into new segments with electrification.</li> <li>Protect and extend the core business.</li> <li>Offer a compelling value proposition to customers.</li> </ul>
<b>\$</b> Financials	<ul> <li>Leverage AAM's Operating Systems to drive top tier EBITDA margin and cash flow generation.</li> <li>Enhance balance sheet strength.</li> </ul>
Long-Term Focus	<ul> <li>A leader in propulsion technologies.</li> <li>Increase size and scale through organic and inorganic growth.</li> <li>Effective deployment of capital.</li> </ul>





### 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.



### EBITDA and Adjusted EBITDA Reconciliation (\$ in millions)

		onths Ended ine 30,		hs Ended e 30,	
	2024	2024 2023		2023	
Net income	\$ 18.2	\$ 8.0	\$ 38.7	\$ 2.9	
Interest expense	47.9	50.2	96.9	100.7	
Income tax expense	17.2	5.3	33.1	5.3	
Depreciation and amortization	119.6	120.5	237.4	245.4	
EBITDA	202.9	184.0	406.1	354.3	
Restructuring and acquisition-related costs	5.0	7.9	7.5	12.7	
Debt refinancing and redemption costs	0.3	-	0.3	-	
Loss (gain) on equity securities	0.2	(0.3)	0.1	-	
Adjusted EBIT DA	\$ 208.4	\$ 191.6	\$ 414.0	\$ 367.0	
Sales	1,632.3	1,570.7	3,239.2	3,064.6	
as a % of net sales	12.8%	12.2%	12.8%	12.0%	



### EBITDA and Adjusted EBITDA for the Last Twelve Months Ended June 30, 2024 (\$ in millions)

				Quarter	· Ende	d				t Twelve hs Ended
	Septe	ember 30,	Dece	ember 31,	Ма	rch 31,	Jι	ıne 30,	Ju	ine 30,
		2023		2023		2024		2024		2024
Net income (loss)	\$	(17.4)	\$	(19.1)	\$	20.5	\$	18.2	\$	2.2
Interest expense		50.8		50.2		49.0		47.9		197.9
Income tax expense (benefit)		(2.0)		5.8		15.9		17.2		36.9
Depreciation and amortization		120.4		121.4		117.8		119.6		479.2
EBITDA		151.8		158.3		203.2		202.9		716.2
Restructuring and acquisition-related costs		3.5		9.0		2.5		5.0		20.0
Debt refinancing and redemption costs		0.3		1.0		-		0.3		1.6
Unrealized loss (gain) on equity securities		1.2		(0.1)		(0.1)		0.2		1.2
Pension curtailment and settlement charges		-		1.3		-		-		1.3
Adjusted EBITDA	\$	156.8	\$	169.5	\$	205.6	\$	208.4	\$	740.3
Sales		1,551.9		1,463.0		1,606.9		1,632.3		6,254.1
as a % of net sales		10.1%		11.6%		12.8%		12.8%		11.8%

<sup>\*</sup>Please refer to definition of Non-GAAP measures.



#### **Adjusted Earnings Per Share Reconciliation**

	Three Months Ended June 30,			Six Months Ended				
		2024	:	2023	2	2024	2	2023
Diluted earnings per share	\$	0.15	\$	0.07	\$	0.32	\$	0.02
Restructuring and acquisition-related costs		0.04		0.07		0.06		0.11
Debt refinancing and redemption costs		-		-		-		-
Loss (gain) on equity securities		-		-		-		-
Tax effect of adjustments		-		(0.02)		-		(0.02)
Adjusted earnings per share	\$	0.19	\$	0.12	\$	0.38	\$	0.11



### Free Cash Flow and Adjusted Free Cash Flow Reconciliation (\$ in millions)

	Three Months Ended June 30,			Six Months End June 30,			ded	
		2024		2023		2024	:	2023
Net cash provided by operating activities	\$	142.8	\$	132.8	\$	160.6	\$	164.9
Less: Capital expenditures net of proceeds from the sale of property, plant and								
equipment and from government grants		(46.6)		(44.1)		(91.5)		(90.3)
Free cash flow		96.2		88.7		69.1		74.6
Cash payments for restructuring and acquisition-related costs		1.7		7.1		7.4		11.1
(Insurance proceeds) related to Malvern fire, net				-		-		(7.0)
Adjusted free cash flow	\$	97.9	\$	95.8	\$	76.5	\$	78.7



### Net Debt and Net Leverage Ratio (\$ in millions)

	J	une 30, 2024
Current portion of long term debt	\$	27.2
Long-term debt, net		2,694.8
Total debt, net		2,722.0
Less: Cash and cash equivalents		519.9
Net debt at end of period		2,202.1
Adjusted LTM EBITDA	\$	740.3
Net Leverage Ratio		3.0x



Segment Financial Information (\$ in millions)

	Three Months Ended					ths Ended ne 30,		
	June 30, 2024 2023		 2024	e 30,	2023			
Segment Sales					 			
Driveline	\$	1,124.5	\$	1,086.5	\$ 2,230.9	\$	2,100.3	
Metal Forming		653.1		634.2	1,297.2		1,253.3	
Total Sales		1,777.6		1,720.7	3,528.1		3,353.6	
Intersegment Sales		(145.3)		(150.0)	(288.9)		(289.0)	
Net External Sales	\$	1,632.3	\$	1,570.7	\$ 3,239.2	\$	3,064.6	
Segment Adjusted EBIT DA								
Driveline	\$	151.8	\$	152.1	\$ 309.2	\$	266.2	
Metal Forming		56.6		39.5	104.8		100.8	
Total Segment Adjusted EBITDA	\$	208.4	\$	191.6	\$ 414.0	\$	367.0	



#### Full Year 2024 Financial Outlook (\$ in millions)

Net Income
Interest expense
Income tax expense
Depreciation and amortization
Full year 2024 targeted EBITDA
Restructuring and acquisition-related costs
Full year 2024 targeted Adjusted EBITDA

	Adjusted EBITDA						
Lov	v End	Hiç	h End				
\$	5	\$	30				
	190		190				
	10		35				
	480		480				
,	685		735				
	20		20				
\$	705	\$	755				

Adjusted Free Cash Flow						
Lo	w End	Hig	jh End			
\$	430	\$	470			
	(250)		(250)			
	180		220			
	20		20			
\$	200	\$	240			

<sup>\*</sup>Please refer to definition of Non-GAAP measures.

### 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, gains or losses on equity securities, pension curtailment and settlement charges 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 are also key metrics used in our calculation of incentive compensation. 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, gains or losses on equity securities, pension curtailment and settlement charges 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 and from government grants. Adjusted free cash flow is defined as free cash flow excluding the impact of cash payments for restructuring and acquisition-related costs, and cash payments related to the Malvern fire, including payments for capital expenditures, net of recoveries. 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.



