

Cooper Standard 3Q 2011

*Third Quarter 2011 Earnings Call
November 15, 2011*



 **CooperStandard**

Introduction & Agenda

- **Introduction:** Glenn Dong, Treasurer
- **Executive Overview:** Jim McElya, CEO
- **Business Highlights:** Keith Stephenson, COO
- **Financial Review & Updated Guidance:** Allen Campbell, CFO
- **Questions & Answers**

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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 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 ability to maintain contracts and suppliers and customer relationships; limitations on flexibility in operating our business contained in our debt agreements; our dependence on the automotive industry; availability and cost of raw materials; our exposure to natural disasters; our dependence on certain major customers; competition in the automotive industry; sovereign and other risks related to our conducting operations outside the United States; the uncertainty of our ability to achieve expected cost reduction savings; our exposure to product liability and warranty claims; labor conditions; our vulnerability to changes in interest rates; our ability to meet customers' needs for new and improved products in a timely manner; our ability to attract and retain key personnel; potential conflicts of interest between our owners and us; our legal rights to our intellectual property portfolio; our pension plans; and environmental and other regulations. There may be other factors that may cause the company's actual results to differ materially from those projected in any 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.

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Safe Harbor

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Executive Overview

3Q 2011

Jim McElya
Chairman & CEO



Executive Overview:

Third Quarter 2011 Review

- Continued revenue and earnings growth:
 - 3Q sales growth of 21%
 - 3Q adjusted EBITDA margin of 10.4%
- Resulting from:
 - Increase in North American volumes
 - FMEA joint venture agreement
 - Favorable lean savings impact
- Offsetting:
 - Higher raw material costs
 - Unfavorable FX contracts

Executive Overview: Industry Trends

- Detroit 3 Union contracts ratified
- North American volumes holding strong
- Softness in Europe and South America
- Raw materials remain challenging
- Japanese OEMs continue slow recovery

Executive Overview: Strategic Progress

- Growth strategy confirmed
- Technology investments
- Footprint continues to expand

Business Highlights

3Q 2011

Keith Stephenson
Chief Operating Officer



Business Highlights

- Managing specific market challenges
- Further expansion in emerging markets
- Increasing value add for sealing product line
- Business wins
 - Awards in 3Q

Continued Expansion in Emerging Markets

Craiova, Romania



Chennai, India



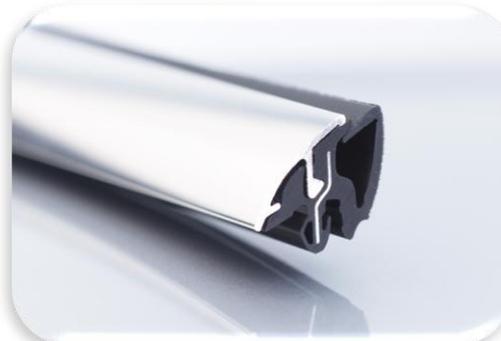
Nakornratchasima, Thailand



Sao Paulo, Brazil

Increased Value Add Sealing Systems

- **Hardcoat Trim**
- **Bright Trim**
- **Glass Encapsulation**
- **Obstacle Detection System (ODS)**



Business Wins Featuring New Technology

Product

Application

Throttle Valve

High Feature V-6 Engine

New Generation Pump

Global Electric Vehicle

Fuel Rails

North American Truck Program

Glass Run Seals

Top Selling European Vehicle

Obstacle Detection Systems

Commercialized Application in Europe and North America

Financial Overview

3Q 2011

Allen Campbell
Chief Financial Officer



3Q and Year-to-Date 2011 Performance

\$ Millions

Q3 2010	Q3 2011		YTD 2010	YTD 2011
\$585.7	\$708.5	Net Sales	\$1,810.4	\$2,157.8
\$102.1	\$ 108.6	Gross Profit	\$ 312.8	\$ 353.0
\$ 68.6	\$ 64.4	SGA	\$ 183.8	\$ 190.9
\$ 28.8	\$ 33.7	Operating Profit	\$ 116.5	\$ 102.3
\$ 20.8	\$ 15.7	Net Income	\$ 305.5	\$ 79.6
\$ 67.2	\$ 73.4	Adjusted EBITDA <i>(excluding qtr. one times)</i>	\$ 214.8	\$ 257.5
11.5%	10.4%	% Margin	11.9%	11.9%

EBITDA and Adjusted EBITDA Reconciliation

3 Months Ended September 30th

9 Months Ended September 30th

\$ USD Millions	3Q - 2011	2010	2011
Net Income	\$15.7	\$305.5	\$ 79.6
Provision for income tax expense	8.0	45.3	26.8
Net interest expense	9.6	58.7	30.2
Depreciation and amortization	31.7	72.6	92.0
EBITDA	\$65.0	\$482.1	\$ 228.6
Reorganization/fresh start	--	(303.4)	--
Restructuring*	6.5	7.1	48.1
Non-controlling interest restructuring	(1.3)	--	(19.0)
Inventory write-up	--	8.1	0.7
Foreign exchange losses	--	17.1	--
Net gain on partial sale of joint venture	--	--	(11.4)
Stock compensation	3.0	3.8	8.3
Acquisition Costs	0.2	--	2.2
Adjusted EBITDA	\$ 73.4	\$ 214.8	\$ 257.5

EDITDA and Adjusted EBITDA are Non-GAAP measures. Reference comments on slide 21

*Net of Minority Interest impact in France JV

Cash Flow 3Q 2011

(\$ in Millions)

	<u>Q3 - 2011</u>	<u>YTD - 2011</u>
Cash from business	\$ 43.0	\$ 146.1
Pension funding	(2.9)	(31.4)
Changes in operating assets & liabilities	(20.8)	(68.9)
Cash from operations	\$ 19.3	\$ 45.8
Capital expenditures	(24.8)	(70.3)
Cash from operations less CAPEX	\$ (5.5)	\$ (24.5)
Acquisition of business, plus cash acquired	-	30.9
Proceeds from partial sale of joint venture	-	16.0
Investment in affiliate	(10.5)	(10.5)
Dividends	(1.8)	(5.4)
Financing activities	(5.1)	(7.7)
Foreign exchange/other	(4.3)	(7.0)
Net cash used	\$ (27.2)	\$ (8.2)
Cash balance as of June 30	\$ 313.5	
Cash generated	(27.2)	
Cash balance as of September 30	\$ 286.3	

3Q 2011 Comparisons

Net Sales

■ Legacy Business ■ Acquisitions

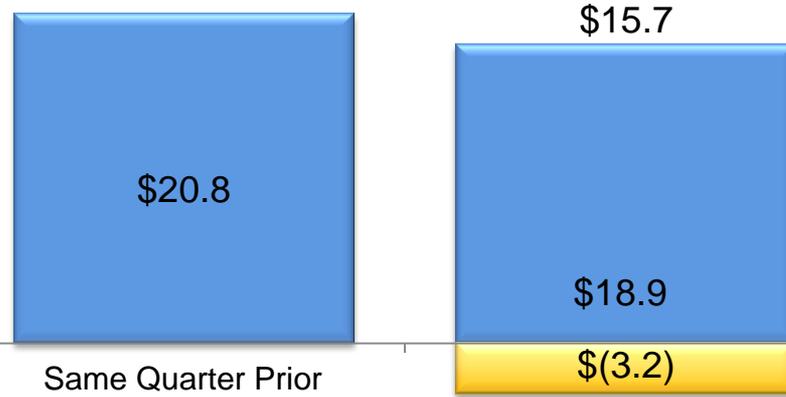


Same Quarter Prior Year

Reported

Net Income

■ Legacy Business ■ Acquisitions



Same Quarter Prior Year

Reported

Adjusted EBITDA

■ Legacy Business ■ Acquisitions



Same Quarter Prior Year

Reported

Noteworthy Items

FX on Sales	\$28.5
FX Swing	\$ 8.2
Unrealized Loss on JV Forward Contract	\$ 5.5
Raw Material Prices	

2011 Guidance - Reaffirmed

- Sales: \$2.8 billion - \$2.9 billion
- Capital expenditures: \$100 million - \$110 million
- Cash restructuring: \$50 million - \$60 million
- Cash taxes: \$25 million - \$30 million

Non-GAAP Financial Measures

Management considers EBITDA and adjusted EBITDA as key indicators of the Company's operating performance and believes that these and similar measures are widely used by investors, securities analysts and other interested parties in evaluating the Company's performance. Adjusted EBITDA is defined as net income adjusted to reflect income tax expense, interest expense net of interest income, depreciation and amortization and certain non-recurring items that management does not consider to be reflective of the Company's core operating performance.

When analyzing the Company's operating performance, investors should use EBITDA and adjusted EBITDA in addition to, and not as alternatives for, net income, 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. In addition, in evaluating adjusted EBITDA, it should be noted that in the future Cooper Standard may incur expenses similar to or in excess of the adjustments in the above presentation. This presentation of adjusted EBITDA should not be construed as an inference that Cooper Standard's future results will be unaffected by unusual or non-recurring items.

Questions & Answers

3Q 2011 Summary

- Continue to successfully navigate changing business environment
- Strong organic growth due to rising volumes and increased efficiency
- Effectively managing raw material costs
- Acquisitions and investments position us well globally