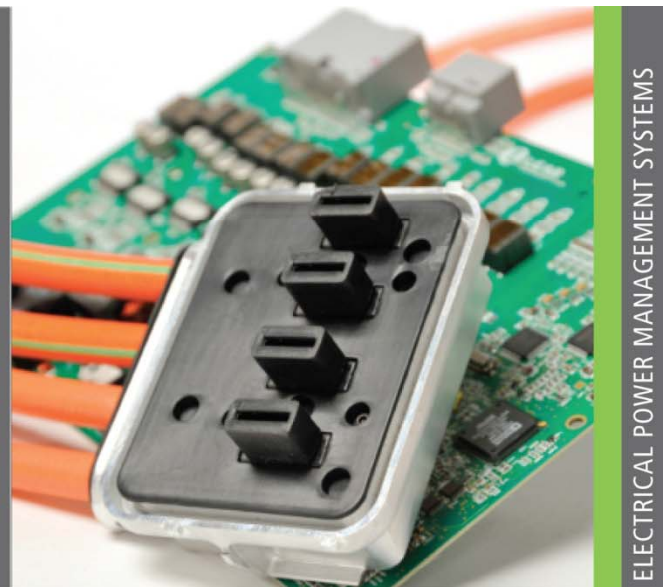


# Third Quarter 2012 Financial Results



October 26, 2012

# Investor Information



## Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding anticipated financial results and liquidity. The words “will,” “may,” “designed to,” “outlook,” “believes,” “should,” “anticipates,” “plans,” “expects,” “intends,” “estimates,” “forecasts” and similar expressions identify certain of these forward-looking statements. The Company also may provide forward-looking statements in oral statements or other written materials released to the public. All such forward-looking statements contained or incorporated in this presentation or in any other public statements which address operating performance, events or developments that the Company expects or anticipates may occur in the future, including, without limitation, statements related to business opportunities, awarded sales contracts, sales backlog and ongoing commercial arrangements, or statements expressing views about future operating results, are forward-looking statements. Actual results may differ materially from any or all forward-looking statements made by the Company. Important factors, risks and uncertainties that may cause actual results to differ materially from anticipated results include, but are not limited to, general economic conditions in the markets in which the Company operates, including changes in interest rates or currency exchange rates; the financial condition and restructuring actions of the Company’s customers and suppliers; changes in actual industry vehicle production levels from the Company’s current estimates; fluctuations in the production of vehicles or the loss of business with respect to, or the lack of commercial success of, a vehicle model for which the Company is a significant supplier; disruptions in the relationships with the Company’s suppliers; labor disputes involving the Company or its significant customers or suppliers or that otherwise affect the Company; the outcome of customer negotiations and the impact of customer-imposed price reductions; the impact and timing of program launch costs and the Company’s management of new program launches; the costs, timing and success of restructuring actions; increases in the Company’s warranty, product liability or recall costs; risks associated with conducting business in foreign countries; the operational and financial success of our joint ventures; competitive conditions impacting the Company and its key customers and suppliers; disruptions to our information technology systems; the cost and availability of raw materials, energy, commodities and product components and the Company’s ability to mitigate such costs; the outcome of legal or regulatory proceedings to which the Company is or may become a party; the impact of pending legislation and regulations or changes in existing federal, state, local or foreign laws or regulations; unanticipated changes in cash flow, including the Company’s ability to align its vendor payment terms with those of its customers; limitations imposed by the Company’s existing indebtedness and the Company’s ability to access capital markets on commercially reasonable terms; impairment charges initiated by adverse industry or market developments; the Company’s ability to execute its strategic objectives; changes in discount rates and the actual return on pension assets; costs associated with compliance with environmental laws and regulations; developments or assertions by or against the Company relating to intellectual property rights; the Company’s ability to utilize its net operating loss, capital loss and tax credit carryforwards; global sovereign fiscal matters and creditworthiness, including potential defaults and the related impacts on economic activity, including the possible effects on credit markets, currency values, monetary unions, international treaties and fiscal policies; and other risks described from time to time in the Company’s Securities and Exchange Commission filings. Future operating results will be based on various factors, including actual industry production volumes, commodity prices and the Company’s success in implementing its operating strategy.

Information in this presentation relies on assumptions in the Company’s sales backlog. The Company’s sales backlog reflects anticipated net sales from formally awarded new programs less lost and discontinued programs. The calculation of the sales backlog does not reflect customer price reductions on existing or newly awarded programs. The sales backlog may be impacted by various assumptions embedded in the calculation, including vehicle production levels on new programs, foreign exchange rates and the timing of major program launches.

The forward-looking statements in this presentation are made as of the date hereof, and the Company does not assume any obligation to update, amend or clarify them to reflect events, new information or circumstances occurring after the date hereof.

## Non-GAAP Financial Information

This presentation also contains non-GAAP financial information. For additional information regarding the Company’s use of non-GAAP financial information, as well as reconciliations of non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP, please see slides 9 and 13 and the slides titled “Non-GAAP Financial Information” at the end of this presentation.



# Agenda



- **Company Overview**
  - *Matt Simoncini, President and CEO*
- **Third Quarter 2012 Financial Results and 2012 Outlook**
  - *Jeff Vanneste, SVP and CFO*
- **Summary**
  - *Matt Simoncini, President and CEO*
- **Q and A Session**



# Third Quarter 2012 Company Highlights



- Delivered solid operating performance and increased sales, earnings and free cash flow despite a challenging environment in Europe, where industry production was down 7%
  - Net sales of \$3.5 billion, up 2%; increased sales in all markets except Europe
  - Adjusted earnings per share of \$1.29, up 19%
  - Free cash flow of \$88 million, up 37%
- EPMS achieved record quarterly sales of \$877 million and adjusted margin of 7.5%, versus 5.4% a year ago
- Returned \$63 million to shareholders during the quarter through share repurchases and dividends; \$214 million year-to-date
- Increased full year guidance for net income by \$15 million
- Ranked as the highest quality major independent seat manufacturer for eleventh time in 12 years by J.D. Power and Associates in its 2012 Seat Quality and Satisfaction Study<sup>SM</sup>



# Third Quarter 2012 Regional Overview



- Europe remains solidly profitable, despite challenging industry conditions including lower production
- South America currently unprofitable, reflecting high facility, infrastructure investment and program launch costs to support sales growth

*At Present Margins, Both Core Businesses are Generating ROIC in Excess of the Company's Cost of Capital*



# Third Quarter 2012 Financial Results and 2012 Outlook



# Third Quarter 2012 Global Vehicle Production



Vehicles Produced (in millions)	Third Quarter 2012	
	Actual	Change From Prior Year
China	4.0	up 7%
Europe	3.7	down 7%
North America	3.6	up 14%
Japan	2.3	up 4%
Brazil	0.9	up 5%
India	0.8	down 1%
Russia	0.5	up 2%
<b>Global</b>	<b>18.7</b>	<b>up 2%</b>

Source: IHS Automotive 10/17/2012



# Third Quarter 2012 Reported Financials



(in millions)	<i>Third Quarter</i>		<i>2012 B/(W)</i>
	<i>2011</i>	<i>2012</i>	<i>2011</i>
<b>Net Sales</b>			
North America	\$ 1,254.2	\$ 1,405.1	12 %
Europe	1,306.0	1,179.6	(10)%
Asia	589.6	623.6	6 %
Rest of World	310.2	330.3	6 %
<b>Global</b>	<b>\$ 3,460.0</b>	<b>\$ 3,538.6</b>	<b>2 %</b>
<b>Pretax Income Before Equity Income, Interest and Other Expense</b>	\$ 158.5	\$ 169.6	7 %
<b>Pretax Income Before Equity Income</b>	\$ 137.5	\$ 154.4	12 %
<b>Net Income Attributable to Lear</b>	\$ 100.7	\$ 121.4	21 %
<b>Diluted Earnings per Share Attributable to Lear</b>	\$ 0.95	\$ 1.23	29 %
<b>SG&amp;A % of Net Sales</b>	3.3%	3.2%	
<b>Equity Income</b>	\$ 1.6	\$ 3.0	\$ 1.4
<b>Interest Expense</b>	\$ 10.9	\$ 13.7	\$ (2.8)
<b>Other Expense, Net</b>	\$ 10.1	\$ 1.5	\$ 8.6
<b>Depreciation / Amortization</b>	\$ 63.5	\$ 63.3	\$ 0.2





# Third Quarter 2012

## Impact of Restructuring and Other Special Items



(in millions, except per share amounts)

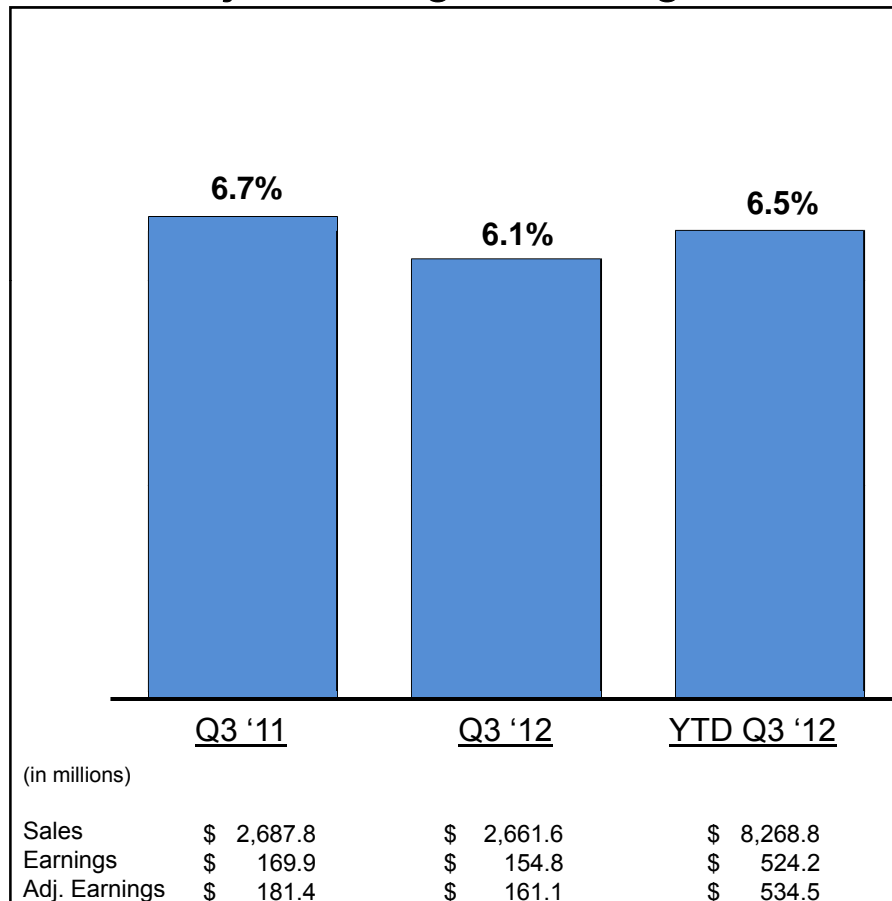
	Third Quarter 2012			Adjusted
	Reported	Restructuring Costs	Other Special Items	
<b>Pretax Income Before Equity Income, Interest and Other Expense</b>	\$ 169.6	\$ 3.3	\$ 6.4	\$ 179.3
<b>Equity Income</b>	3.0		(2.2)	0.8
<b>Pretax Income Before Interest and Other Expense</b>	\$ 172.6			\$ 180.1
<b>Interest Expense</b>	13.7			13.7
<b>Other Expense</b>	1.5		3.5	5.0
<b>Income Before Taxes</b>	\$ 157.4			\$ 161.4
<b>Income Taxes</b>	29.3	0.6	(2.4)	27.5
<b>Net Income</b>	\$ 128.1			\$ 133.9
<b>Noncontrolling Interests</b>	6.7			6.7
<b>Net Income Attributable to Lear</b>	\$ 121.4			\$ 127.2
<b>Diluted Earnings per Share</b>	\$ 1.23			\$ 1.29



# Third Quarter 2012 Seating Performance



## Adjusted Segment Margins



## Explanation of Year-over-Year Change

### Sales Factors

- Foreign exchange
- Lower industry production in Europe
- Selling price reductions
- + Guilford acquisition
- + Sales backlog

### Margin Performance

- Higher product and facility launch costs and program development costs to support new business, primarily in South America
- Lower industry production in Europe
- Selling price reductions
- + Operational efficiencies

Reported segment earnings represents pretax income before equity income, interest and other expense. Adjusted segment earnings represents reported segment earnings adjusted for restructuring costs and other special items.

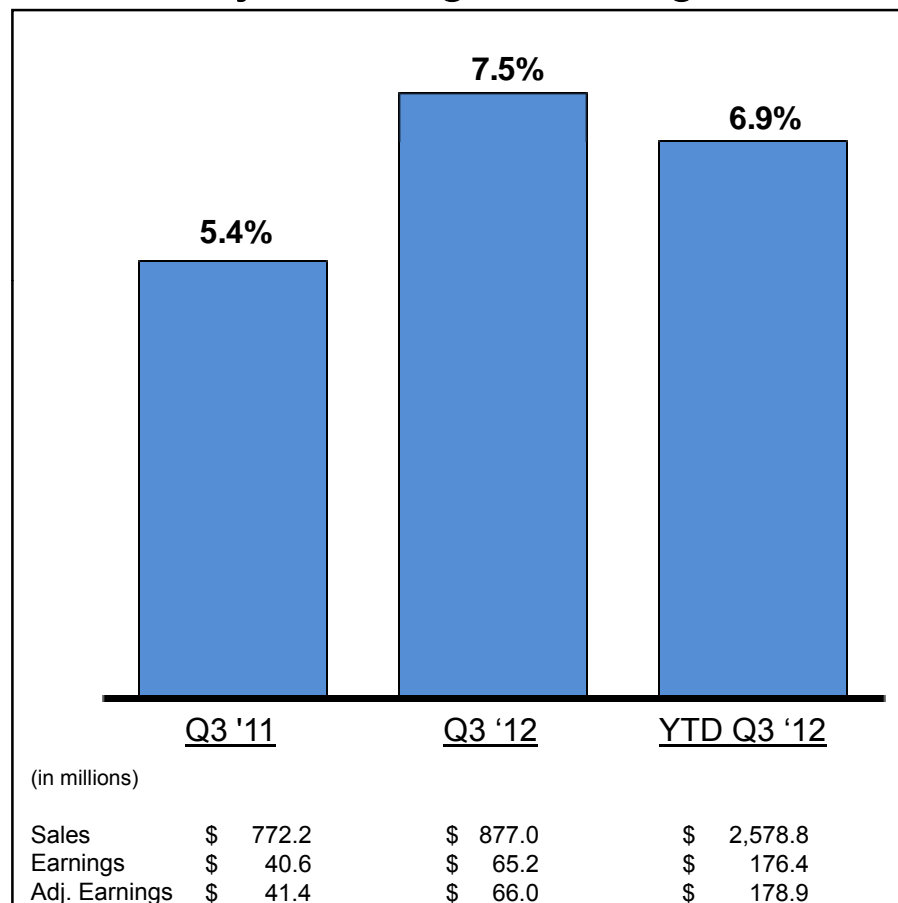


# Third Quarter 2012

## Electrical Power Management Systems Performance



### Adjusted Segment Margins



### Explanation of Year-over-Year Change

#### Sales Factors

- + Sales backlog
- + Production on key platforms
- Foreign exchange
- Selling price reductions

#### Margin Performance

- + Sales backlog
- + Production on key platforms
- + Operational efficiencies
- Higher product and facility launch costs
- Higher program development costs
- Selling price reductions

Reported segment earnings represents pretax income before equity income, interest and other expense. Adjusted segment earnings represents reported segment earnings adjusted for restructuring costs and other special items.



# Third Quarter 2012 Segment Performance and Outlook



Segment margins continue to be impacted by:

## Seating

- Launch of new programs and facilities, expansion of component capabilities and investment in infrastructure in emerging markets
- Higher program development costs to support new business
- Weak production environment in Europe

*Expect full year seating margin in the mid-6% range*

## EPMS

- Increasing scale, the benefit of restructuring and a competitive footprint
- Launch of new programs and facilities in emerging markets

*Expect full year EPMS margin in the low 7% range*



# Third Quarter 2012

## Free Cash Flow



(in millions)	
	<b>Third Quarter 2012</b>
Net Income Attributable to Lear	\$ 121
Depreciation / Amortization	63
Working Capital and Other	<u>17</u>
<b>Net Cash Provided by Operating Activities</b>	<b>\$ 201</b>
Capital Expenditures	<u>(113)</u>
<b>Free Cash Flow</b>	<b><u><u>\$ 88</u></u></b>

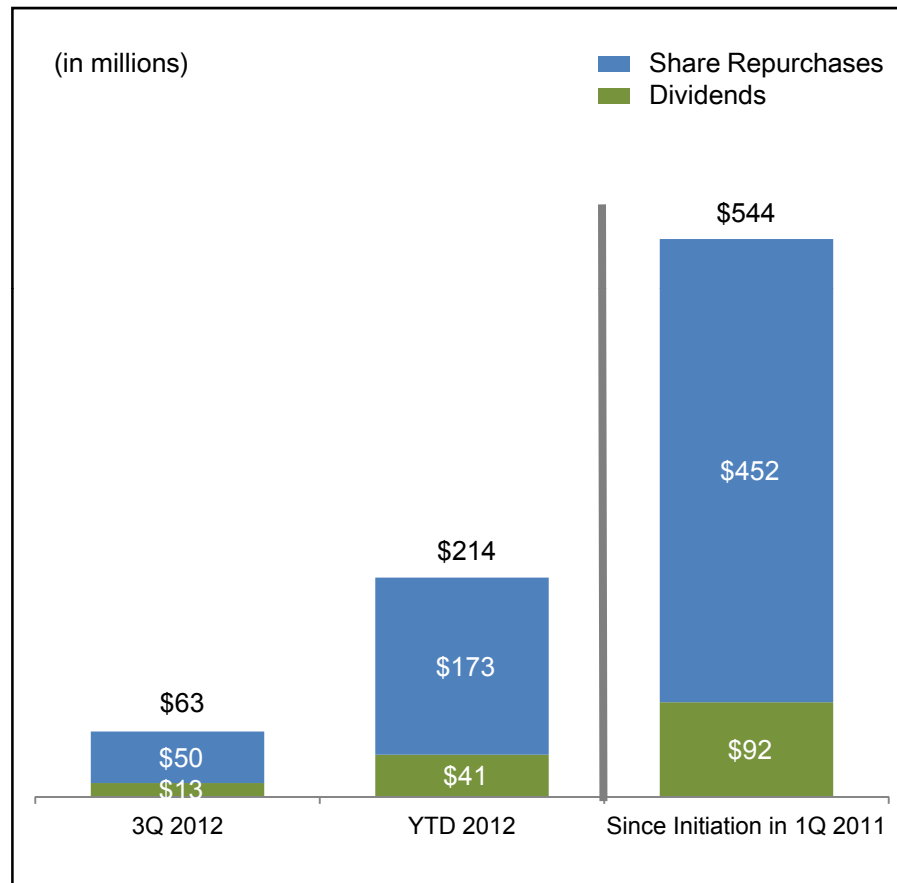
Capital expenditures are shown net of related insurance proceeds of \$6.9 million.



# Third Quarter 2012 Cash Repatriation Update



## Dividends and Share Repurchases



- During the third quarter, repurchased 1.3 million shares at an average price of approximately \$40 per share
  - Year-to-date, repurchased 4.2 million shares for \$173 million
- Since the beginning of 2011, we have repurchased 10.4 million shares, or approximately 9.7% of our outstanding shares (including warrants)
  - Including dividends, have returned \$544 million in cash to shareholders since 1Q 2011
- \$248 million remains available under \$700 million share repurchase authorization which expires in February 2014



# Full Year 2012 Vehicle Production and Currency Outlook



Units (in millions)			
	<b>Prior 2012 Outlook</b>	<b>Current 2012 Outlook</b>	<b>Change From Prior Outlook</b>
China	16.9	17.0	up 1%
Europe	16.7	16.6	down 1%
North America	14.9	15.2	up 2%
Japan	9.3	9.3	about flat
India	3.7	3.7	about flat
Brazil	3.2	3.2	about flat
Russia	2.0	2.0	about flat
<b>Global</b>	<b>78.7</b>	<b>79.0</b>	<b>about flat</b>
<b><u>Key Currency</u></b>			
Euro	\$ 1.26 / €	\$ 1.28 / €	up 2%



# Full Year 2012 Financial Outlook



	<u>Full Year 2012 Financial Outlook</u>
<b>Net Sales</b>	≈ \$14.3 billion
<b>Core Operating Earnings</b>	\$745 to \$785 million
<b>Depreciation and Amortization</b>	≈ \$250 million
<b>Interest Expense</b>	≈ \$52 million
<b>Pretax Income before restructuring costs and other special items</b>	\$690 to \$730 million
<b>Tax Expense excluding restructuring costs and other special items</b>	≈ \$130 million
<b>Adjusted Net Income Attributable to Lear</b>	\$520 to \$560 million
<b>Restructuring Costs</b>	≈ \$40 million
<b>Capital Expenditures</b>	≈ \$435 million
<b>Free Cash Flow</b>	≈ \$275 million





# Summary

# Summary



- Delivering solid financial results, with sales, earnings and free cash flow higher than a year ago
  - Electrical business continues to benefit from increased scale
  - Seating and EPMS performing well in North America and Asia; solidly profitable in Europe
  - Both businesses generating returns in excess of cost of capital
  - Full year outlook for net income up \$15 million
- Strengthening both of our core businesses through organic investment and niche acquisitions
  - Continuing to add manufacturing capabilities in seat structures, covers and foam as well as terminals and connectors and wire harnesses in multiple low-cost regions
  - Integration of Guilford well underway
- Continuing to win net new business and further diversify our sales

*Solid Performance in a Challenging Environment*



# Non-GAAP Financial Information



In addition to the results reported in accordance with accounting principles generally accepted in the United States (“GAAP”) included throughout this presentation, the Company has provided information regarding “pretax income before equity income, interest and other expense,” “pretax income before equity income, interest, other expense, restructuring costs and other special items” (core operating earnings), “pretax income before restructuring costs and other special items,” “adjusted net income attributable to Lear,” “adjusted diluted net income per share attributable to Lear” (adjusted earnings per share), “tax expense excluding the impact of restructuring costs and other special items” and “free cash flow” (each, a non-GAAP financial measure). Other expense includes, among other things, non-income related taxes, foreign exchange gains and losses, gains and losses related to certain derivative instruments and hedging activities and gains and losses on the sales of fixed assets. Adjusted net income attributable to Lear and adjusted earnings per share represent net income attributable to Lear and diluted net income per share attributable to Lear, respectively, adjusted for restructuring costs and other special items, including the tax effect thereon. Free cash flow represents net cash provided by operating activities less adjusted capital expenditures. Adjusted capital expenditures represent capital expenditures, net of related insurance proceeds.

Management believes the non-GAAP financial measures used in this presentation are useful to both management and investors in their analysis of the Company’s financial position and results of operations. In particular, management believes that pretax income before equity income, interest and other expense, core operating earnings, pretax income before restructuring costs and other special items, adjusted net income attributable to Lear, adjusted earnings per share and tax expense excluding the impact of restructuring costs and other special items are useful measures in assessing the Company’s financial performance by excluding certain items that are not indicative of the Company’s core operating performance or that may obscure trends useful in evaluating the Company’s continuing operating activities. Management also believes that these measures are useful to both management and investors in their analysis of the Company’s results of operations and provide improved comparability between fiscal periods. Management believes that free cash flow is useful to both management and investors in their analysis of the Company’s ability to service and repay its debt. Further, management uses these non-GAAP financial measures for planning and forecasting future periods.

Pretax income before equity income, interest and other expense, core operating earnings, pretax income before restructuring costs and other special items, adjusted net income attributable to Lear, adjusted earnings per share, tax expense excluding the impact of restructuring costs and other special items and free cash flow should not be considered in isolation or as a substitute for pretax income before equity income, net income attributable to Lear, diluted net income per share attributable to Lear, cash provided by operating activities or other income statement or cash flow statement data prepared in accordance with GAAP or as a measure of profitability or liquidity. In addition, the calculation of free cash flow does not reflect cash used to service debt and, therefore, does not reflect funds available for investment or other discretionary uses. Also, these non-GAAP financial measures, as determined and presented by the Company, may not be comparable to related or similarly titled measures reported by other companies.

Set forth on slides 9 and 13, as well as the following slides, are reconciliations of these non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP. Given the inherent uncertainty regarding special items and other expense in any future period, a reconciliation of forward-looking financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP is not feasible. The magnitude of these items, however, may be significant.



# Non-GAAP Financial Information

## Pretax Income Before Equity Income, Interest and Other Expense



(in millions)	Three Months	
	Q3 2011	Q3 2012
<b>Pretax income before equity income</b>	<b>\$ 137.5</b>	<b>\$ 154.4</b>
Interest expense	10.9	13.7
Other expense, net	10.1	1.5
<b>Pretax income before equity income, interest and other expense</b>	<b>\$ 158.5</b>	<b>\$ 169.6</b>



# Non-GAAP Financial Information

## Adjusted Segment Earnings



(in millions)	Three Months		Three Months	
	Q3 2011		Q3 2012	
	Seating	EPMS	Seating	EPMS
<b>Sales</b>	\$ 2,687.8	\$ 772.2	\$ 2,661.6	\$ 877.0
<b>Segment earnings</b>	\$ 169.9	\$ 40.6	\$ 154.8	\$ 65.2
Costs related to restructuring actions	8.6	0.8	2.4	0.8
Acquisition and other related costs	-	-	-	-
Losses and incremental costs, net of insurance recoveries	-	-	3.9	-
Other	2.9	-	-	-
<b>Adjusted segment earnings</b>	<b>\$ 181.4</b>	<b>\$ 41.4</b>	<b>\$ 161.1</b>	<b>\$ 66.0</b>

(in millions)	Nine Months	
	Q3 2012	
	Seating	EPMS
<b>Sales</b>	\$ 8,268.8	\$ 2,578.8
<b>Segment earnings</b>	\$ 524.2	\$ 176.4
Costs related to restructuring actions	8.4	2.5
Acquisition and other related costs	0.8	-
Losses and incremental costs, net of insurance recoveries	1.1	-
<b>Adjusted segment earnings</b>	<b>\$ 534.5</b>	<b>\$ 178.9</b>

