



NYSE: SUP

Fourth Quarter 2014 Earnings Conference Call March 10, 2015

Superior Industries International

Non-GAAP Financial Measures and Forward-Looking Statements

Forward-Looking Statements

This webcast and presentation contains statements that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward looking statements include all statements that do not relate solely to historical or current facts and can generally be identified by the use of future dates or words such as "may," "should," "could," "will," "expects," "seeks to," "anticipates," "plans," "believes," "estimates," "intends," "predicts," "projects," "potential" or "continue" or the negative of such terms and other comparable terminology. These statements also include, but are not limited to, the 2015 outlook and projections for reported net sales, value-added sales, EBITDA margin, capital expenditures and the change in working capital, and improving operational efficiencies, and are based on current expectations, estimates and projections about the company's business based, in part, on assumptions made by management. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements due to numerous factors, risks and uncertainties discussed from time to time in the company's Securities and Exchange Commission filings and reports, including the company's most recent Annual Report on Form 10-K and subsequent filings. You are cautioned not to unduly rely on such forward looking statements when evaluating the information presented in this press release. Such forward-looking statements speak only as of the date on which they are made and the company does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this webcast or presentation.

Use of Non-GAAP Financial Measures

In addition to the results reported in accordance with GAAP included throughout this earnings release, this release refers to "Adjusted EBITDA," which we have defined as earnings before interest, taxes, depreciation, amortization, restructuring charges and impairments of long-lived assets and "Value-Added Sales" which we define as net sales less upcharges primarily for the aluminum value in net sales. Adjusted EBITDA as a percentage of valued added sales is a key measure that is not calculated according to GAAP. Adjusted EBITDA as a percentage of value added sales is defined as Adjusted EBITDA divided by Valued Added Sales. 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. This non-GAAP financial information is provided as additional information for investors and is not in accordance with or an alternative to GAAP. These non-GAAP measures may be different from similar measures used by other companies.

For reconciliations of these non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP, see the supplemental data pages attached to the Company's press release on Full Year 2014 and Fourth Quarter Financial Results which, together with the press release have been posted on the Company's website through the "investor" link at [www.supind.com].

We have not quantitatively reconciled differences between valued-added sales, EBITDA and EBITDA margins and their corresponding GAAP measures, in our 2015 Outlook, due to the inherent uncertainty regarding variables affecting the comparison of these forward-looking measures. The magnitude of these differences, however, may be significant.



- Improve global competitiveness
- **Balance capital allocation**

Evaluate opportunities for growth and value creation

Expand process and production innovation and technology







- ✓ Successfully transitioned production from our Rogers' Arkansas facility to other, more cost-efficient facilities
- ✓ Started production at newly constructed facility in Mexico on time and on budget
- ✓ Decision to expand Mexico by 500,000 units
- ✓ Board approved of new share repurchase program of up to \$30M
- ✓ Maintained guarterly cash dividend of \$0.18 per share
- ✓ Established \$100M revolving credit facility
- ✓ Strengthened our board and management team - added Jack Hockema and Paul Humphries to Board of Directors
- ✓ Filed two new wheel patents first in 55 year history
- ✓ Made disciplined investments to strengthen our long-term competitive position

Entering 2015 as a stronger company

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Financial Highlights



- Solid results in transitional period prepares SUP for further success
 - Net Sales of \$187M
 - Adjusted EBITDA of \$15.7M and 8% margin
 - Net income of \$1.4M or \$0.05 per diluted share
 - Includes \$6.9M pretax, \$4.3M after tax or \$0.16 per share, in costs associated with the closing of manufacturing facility in Rogers, Arkansas, the sale process of the company's remaining aircraft, and the impairment of an investment in an unconsolidated subsidiary located in India
- Implementing changes focused on improving operational execution and efficiency
 - Net Sales of \$745M
 - Adjusted EBITDA of \$55.8M and 7% margin
 - Net Income of \$8.8M or \$0.33 per diluted share
 - Includes \$12.2M pretax, \$8.6M after tax or \$0.32 cents per share, in costs associated with the closing of manufacturing facility in Rogers, Arkansas, the sale process of the company's two aircraft, and the impairment of an investment in an unconsolidated subsidiary located in India
 - Unit shipments decreased 0.8M to 11.1M in 2014

2014 Highlights

Q4 Highlights

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New Manufacturing Facility Update

New manufacturing facility in Mexico has been completed on schedule and on budget.

- Commercial production started in fourth quarter
- Ramp up will continue throughout 2015
- Expect to reach full capacity by year-end
- Expansion underway to add 500k wheels capacity per year











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North American Vehicle Production vs. Superior Shipments

In 2014, NA Production increased 5% to 16.9M units; Superior's shipments down 6.5% from the prior year, primarily on the Ford and GM Truck Platforms.



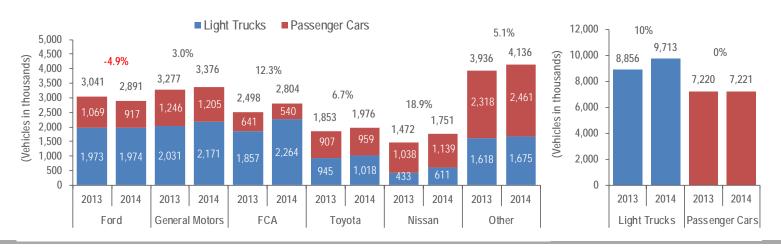
Source: WardsAuto Note: North American light vehicle production includes passenger cars, light trucks, and SUVS

YOY Comparison	NA Light Vehicle Production	Superior Shipments
2014	16.9	11.1
2013	16.1	11.9
% Change	5.3%	(6.5%)

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NA Vehicle Production – Year-over-Year Comparison

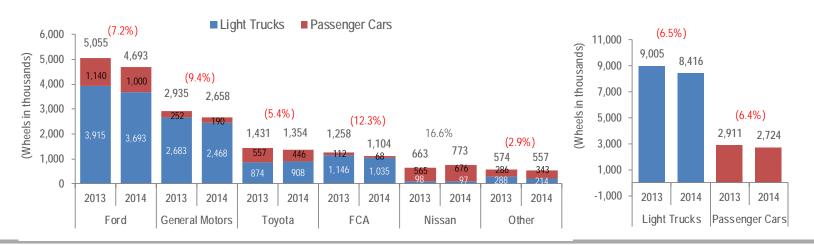


Vehicle production up 5% driven by strong light truck growth.

- Ford: Down (5%) overall Passenger cars down (152K) units and Light trucks flat
 - Passenger cars: Down in almost all models except Mustang, primarily on Focus, Fusion, Fiesta, Taurus and C-Max
 - Light trucks: Flat, declines on F-Series, Econoline, Edge and Escape offset by increases on Explorer, Transit and MKC
- GM: Up 3% overall Passenger cars down (41K) units, or (3%) Light trucks up 140K units, or 7%
 - Passenger cars: Down on Impala, XTS, Camaro and ATS with some offset from the Malibu and Corvette
 - Light trucks: Up mostly on K2XX. SRX, and Trax also had nice gains
- FCA: Passenger cars down 101K units, or (16%) Light trucks up 407K units, or 22%
 - Passenger cars: Down mostly on Avenger. Some increases on Chrysler 200
 - Light Trucks: Large increase on Grand Cherokee followed by the Dodge DR Truck, Dodge Journey, Chrysler Town & Country and Dodge Caravan
- Toyota: Passenger cars up 51K units, or 6% Light trucks up 72K units, or 8%
 - Passenger cars: Gains on Corolla and Camry more than offset decreases on Avalon and Matrix
 - Light trucks: Up on most models except Venza. Strongest gains on the Highlander, RX350 and Rav 4
- Nissan: Passenger cars up 101K units, or 10% Light trucks up 178K units, or 41%
 - Passenger cars: Up on Sentra, Note, March, and Maxima, partially offset by Altima and Versa
 - Light trucks: Up mostly on Rouge
- Other Customers: Passenger cars up 143K units or 6% Light trucks up 57K units, or 4%
 - MBZ: up 24%, Subaru: up 15%, BMW: up 18%, and VW: down 11%

Superior Shipments – Year-over-Year Comparison

Shipments down 6.5% from 2013. 70% of volume shortfall related to Ford and GM Truck platforms.



- Ford: Passenger cars down (140K) units, or (12%) Light trucks down (222K) units, or (6%)
 - Passenger cars: Down in almost all models except the Focus, primarily on Fiesta, Mustang, Taurus, MKZ / Zephyr and Fusion
 - Light trucks: Down mostly on F-Series, Flex, Escape and Edge partially offset by increases on Explorer and MKC
- GM: Passenger cars down (62K) units, or (25%) Light trucks down (214K) units, or (8%)
 - Passenger cars: Down on Impala and ATS
 - Light trucks: Down on K2XX and Enclave partially with some offset from increases on SRX
- Toyota: Passenger cars down (111K) units, or (20%) Light trucks up 34K units, or 4%
 - Passenger cars: Down on Avalon
 - Light trucks: Increases in Highlander and Tundra, partially offset by declines on Venza
- FCA: Passenger cars down (44K) units, or (39%) Light trucks down (111K) units, or (10%)
 - Passenger cars: Only service business is remaining as Challenger business ended in Q214
 - Light Trucks: Losses on Journey, Compass and Caravan partially offset by gains on Chrysler Town & Country and Dodge Durango
- Nissan: Passenger cars up 111K units, or 20% Light trucks flat
 - Passenger cars: Up on Note, Maxima and Altima
 - Light trucks: Decreases on Titan and Armada offset by increases on Xterra and Frontier
- Other Customers: Passenger cars up 58K units, or 20%; Light trucks down (74K) units, or (26%)
 - Subaru up 10%, VW up 10%, and BMW down (23%)



NA Production / Superior – Year-over-Year Quarterly Comparison

Superior's Year-over-Year Quarterly shipment comparison was down on lower Ford and GM volume.

QOQ Comparison	NA Light Vehicle Production	Superior Shipments
4Q14	4.20	2.70
4Q13	4.00	2.94 Units (in millions)
% Change	5%	(8%)

Overall Year-over-Year Quarterly production increased 5%

- Ford: Down (8%) Down on F-Series, Econoline, Fusion and Fiesta with some offsets from Transit and Mustang
- GM: Down (4%) Most passenger car models declined. K2XX & Colorado partially offset lower passenger cars production.
- Toyota: Up 11% on Camry, Corolla , Highlander, Sienna and Lexus RX350
- FCA: Up 6% Gains on Jeep Grand Cherokee and Dodge Journey more than offset losses on Avenger and Charger
- Nissan: Up 16% on Sentra, March, Rouge, and Pathfinder
- Other Brands: Up 15%
- Shipments down 8% compared to 4Q13
 - Ford : Down (17%)- F-Series is key driver Expedition, Fiesta, Fusion, Mustang, Expedition and Flex also down
 - GM: Down (10%) on K2XX, Volt and Impala
 - Toyota: Up 18%, on Avalon and Highlander
 - FCA: Up 1% on Dodge Ram Truck and Chrysler Town & Country, partially offset by losses on the Dodge Challenger
 - Nissan: Up 3% on the Note
 - Other Customers: Down (10%) Down (34%) at BMW, up 7% at Subaru and down (24%) at VW



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NA Production / Superior – Sequential Quarter Comparison

Superior's sequential shipment comparison was up on strong Toyota volume.

QOQ Comparison	NA Light Vehicle Production	Superior Shipments
4Q14	4.20	2.70
3Q14	4.16	2.62 Units (in mi/lions)
% Change	1%	3%

Overall sequential production increased slightly

- Ford: Flat Decreases on F-Series and Focus offset by increases on Mustang, Transit and Edge
- GM: Down (3%) Decreases on K2XX, Cruz and Express partially offset by Colorado
- Toyota: Up 3% on Avalon, Corolla and Highlander
- FCA: Up 4% on Caravan and Ram Truck
- Nissan: Up 3% on Murano, Pathfinder and Altima
- Other Brands: Up slightly overall
- Shipments up 3% from 3Q14
 - Ford: Down (5%) F-Series is key driver Fiesta, Expedition, Flex and MKC also down, partially offset by Edge, Fusion and Focus
 - GM: Up 3% on K2XX and SRX
 - Toyota: Up 25%, on Avalon, Camry and Highlander
 - FCA: Up 14% on Dodge DR Truck , Chrysler Town & Country and Dodge Caravan
 - Nissan: Down (2%) on Altima
 - Other Customers: Up 3% Down (13%) at BMW, up 9% at Subaru and down (25%) at VW

Market

Superior



Significant Highlights - Sales

Unit volume change drove the revenue comparison for quarter and year; Higher aluminum prices added some revenue for both periods.

	Millions Variance			Variance		ons	Variance		
	<u>4Q14</u>	<u>4Q13</u>	<u>Amount</u>	Percent	<u>FY 2014</u>	<u>FY 2013</u>	<u>Amount</u>	Percent	
Volume (Wheels Shipped)	2.70	2.94	(0.24)	-8%	11.14	11.92	(0.78)	-7%	
Net Sales:									
Total	\$186.7	\$192.5	(\$5.8)	-3%	\$745.4	\$789.6	(\$44.2)	-6%	
Volume			(\$14.4)				(\$47.0)		
Project Development			\$0.0				(\$1.1)		
Sales Adjustments			(\$0.4)				\$0.1		
Pass-Through Upcharges			(\$5.1)				(\$11.3)		
Price / Mix			\$14.1				\$15.1		
Aluminum Content - Price			\$14.7	\$15.7			\$11.9	\$16.1	
Aluminum Content - Weight		\$14.1 -	\$1.0	$\int \phi(0,t)$		\$15.1 -	\$4.2	ς φ10.1	
FX Impact		ψι-τ.ι -	(\$0.7)			φ10.1	(\$2.2)		
Price / Mix Other			(\$0.9)				\$1.2		



2014 EBITDA Comparison – Year Over Year

Restructuring cost and impairments significantly affected the comparison; Volume decline directly drove lower EBITDA and contributed to slightly weaker cost performance.



- Volume Decrease of (776K) units or (7%)
- Mix favorable on higher shipments of wheels with premium content in 1H14
- FX 2014 average Peso rate devalued 4% compared to 2013
- Metal Impact of timing of customer pricing formulas compared to cost of metal flowing through COGS and a portion of higher alloy cost not passed through to our customers
- Cost Performance Demand volatility and decline impaired cost performance early in the year; performance improved as cost were rationalized with the decline in volume
- SG&A expense Higher professional services cost for proxy contest and for strategy and business assessments
- Rogers Shutdown Expense \$3.1M in total
- Synergies Impairment \$2.5M write down of investment
- Capacity Utilization¹

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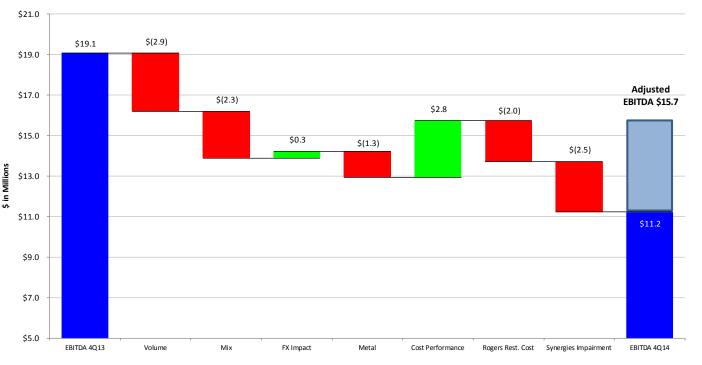
- **2014 = 94%**
- 2013 = 99%

(1) Capacity is computed based on straight time with a standard mix and no provision for unplanned downtime.



4Q EBITDA Comparison – Year Over Year

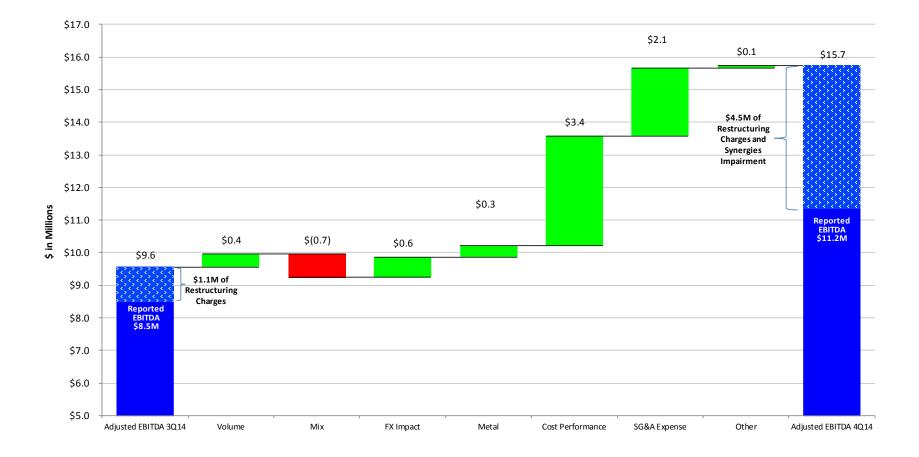
Restructuring cost and impairments significantly affected the comparison. The volume decline and mix directly drove lower EBITDA. Cost performance was favorable.



- Volume Decrease of (242K) units or (8%)
- Mix turned unfavorable in 4Q14 as fewer wheels with premium content were shipped
- FX 4Q14 average Peso rate devalued 6% compared to 4Q13
- Metal– Portion of higher alloy cost not passed through to our customers
- Cost Performance Favorable primarily on efficiencies gained during the Rogers closure process and improved cost rationalization in the second half of the year
- Rogers Shutdown Expense \$2M in total (1.3% EBITDA margin impact)
- Synergies Impairment \$2.5M write down of investment
- Capacity Utilization¹
 - 4Q14 = 97%
 - 4Q13= 100%



4Q EBITDA Comparison – Sequential





2014 Income Statements – Other Comments

- SG&A expenses increased \$2.8M, including \$1.7M of additional depreciation
 - \$1.3M associated with disposal process for company owned aircraft
 - Higher professional services cost for proxy contest and for consulting
- Foreign exchange loss increased from a \$194K gain in 2013 to a \$1,002K loss in the current year due to devaluation of Mexican peso and Euro against the U.S. dollar
- Income tax expense was \$6.9M or 43.9% for 2014 compared to \$14.0M or 38.0% in 2013. Higher 2014 effective income tax rates primarily due to:
 - Increase on non-deductible cost due to Mexico tax law changes
 - Write-off of tax receivable
 - Reduced R&D tax credits
 - Changes in reserves for valuation and uncertain tax positions



Balance Sheet & Cash Flow Comments

 Cash and short-term investments decreased \$136.8M during the year to end the quarter at \$66.2M

Accounts receivable increased \$12.9M compared to year-end 2013 – reflects effect higher aluminum prices and timing of customer payments

- Net inventory increased \$7.5M compared to year-end 2013 primarily reflects impact of higher aluminum prices
- Prepaid aluminum increased \$8.3M compared to year-end partially reflecting the impact of higher aluminum prices

•	Capital expenditures	<u>Quarter</u>	<u>YTD</u>
	 Existing facilities 	\$ 5.0M	\$ 29.9
	 New facility 	<u>15.6M</u>	82.7
	 Total 4Q14 	\$20.6M	\$112.6
	 Total 4Q13 	\$24.6M	\$ 68.0

- Completed prior share repurchase program on August 1, 2014
 - \$30M invested \$21.8M in 2014
 - 1,510K shares repurchased 1,090K shares in 2014

Balance Sheet

> Cash Flow





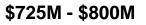




- Adjusted EBITDA Margins (as % of net sales)
- Value Added Sales (Non-GAAP)
 - Adjusted EBITDA Margins (as % of value added sales)
- Capital Expenditures

Working Capital





Increase 100 to 200 basis points

\$325M -\$360M

Increase 350 to 500 basis points

~ \$40M

\$10M







2015 Strategic Priorities

Improve global competitiveness

Balance capital allocation

Evaluate opportunities for growth and value creation

Expand process and product innovation and technology

Improve investor knowledge





Summary

- Favorable market dynamics in North America
- Strengthening relationships with customers
- Disciplined strategic decisions in 2014 strengthened long-term competitive position

Focused on becoming more efficient and operationally stronger organization

- Commercial production underway at new facility in Mexico which will help to lower overall cost structure and provide more flexibility.
- Rogers facility closure part of initiative to reduce costs and enhance global competitive position.
- New share repurchase program implemented in the second half of the year; Continued commitment to returning cash to shareholders
 - Capacity utilization levels expected to increase in 2015 and beyond

Entering 2015 as a stronger company and well positioned to capitalize on strategic investments

4Q14 Quarter Income Statements

(US\$ in Thousands, except for units and per share amounts)

			4Q13 Actual	V	Variance		
Unit Shipments		2,702,214		2,944,439		(242,225)	
Total Revenues	\$	186,672	\$	192,511	\$	(5,840)	
Gross Profit % of Revenues	\$	11,536 6.2%	\$	18,887 9.8%	\$	(7,352) -3.6%	
SG&A Expenses % of Revenues	\$	(7,133) -3.8%	\$	(6,913) -3.6%	\$	(220) -0.2%	
Operating Income % of Revenues	\$	4,403	\$	11,974	\$	(7,571)	
Interest Income, net Foreign Exchange Gain (Loss) Other Income (Expense), net	\$ \$ \$	202 (448) (2,436)	\$ \$ \$	402 (17) 17	\$ \$ \$	(200) (431) (2,454)	
Income Before Income Taxes	\$	1,721	\$	12,377	\$	(10,656)	
Income Tax (Provision) Benefit	\$	(360)	\$	(5,982)	\$	5,622	
Net Income	\$	1,361	\$	6,395	\$	(5,034)	
Income Per Share - Diluted	\$	0.05	\$	0.23	\$	(0.18)	
EBITDA EBITDA %	\$	11,224 6.0%	\$	19,084 9.9%	\$	(7,860) -3.9%	
EBITDA Adjusted ⁽¹⁾ EBITDA % Adjusted ⁽¹⁾	\$	15,738 8.4%	\$	19,084 9.9%	\$	(3,346) -1.5%	



2014 Income Statements

(US\$ in Thousands, except for units and per share amounts)

		2014 2013 Actual Actual				Variance		
Unit Shipments	11,139,767		1	1,915,550		(775,783)		
Total Revenues	\$	745,447	\$	789,564	\$	(44,118)		
Gross Profit % of Revenues	\$	50,222 6.7%	\$	64,061 8.1%	\$	(13,839) -1.4%		
SG&A Expenses % of Revenues	\$	(32,309) -4.3%	\$	(29,468) -3.7%	\$	(2,841) -0.6%		
Operating Income % of Revenues	\$	17,913	\$	34,593	\$	(16,680)		
Interest Income, net Foreign Exchange Gain (Loss) Other Income (Expense), net	\$ \$ \$	1,095 (1,002) (2,304)	\$ \$ \$	1,692 194 364	\$ \$ \$	(596) (1,196) (2,667)		
Income Before Income Taxes	\$	15,702	\$	36,842	\$	(21,140)		
Income Tax (Provision) Benefit	\$	(6,899)	\$	(14,017)	\$	7,118		
Net Income	\$	8,803	\$	22,824	\$	(14,021)		
Income Per Share - Diluted	\$	0.33	\$	0.83	\$	(0.50)		
EBITDA EBITDA %	\$	50,189 6.7%	\$	63,616 8.1%	\$	(13,428) -1.3%		
EBITDA Adjusted ⁽¹⁾ EBITDA % Adjusted ⁽¹⁾	\$	55,753 7.5%	\$	63,616 8.1%	\$	(7,863) -0.6%		



Summary Balance Sheets

(US\$ in Millions)

	December		December		Increase	
<u>ASSETS</u>	<u>2014</u>			<u>2013</u>		ecrease)
Cash & Cash Equivalents	\$	62.5	\$	199.3	\$	(136.8)
Short Term Investments		3.8		3.8	\$	-
Accounts Receivable, net		102.5		89.6		12.9
Inventories, net		74.7		67.2		7.5
Prepaid Aluminum		14.4		6.1		8.3
Other Current Assets		18.1		18.2		(0.1)
Total Current Assets		276.0		384.2		(108.2)
Property, Plant & Equipment		255.0		219.9		35.1
Investments		2.0		4.6		(2.6)
Deferred Taxes		17.9		14.7		3.2
Other Assets		29.0		30.0		(1.0)
Total Assets	\$	579.9	\$	653.4	\$	(73.5)
LIABILITIES & EQUITY						
Accounts Payable	\$	23.9	\$	34.5	\$	(10.6)
Other Current Liabilities		48.0		64.9		(16.9)
Total Current Liabilities		71.9		99.4		(27.5)
Non-Current Liabilities		69.0		70.9		(1.9)
Shareholders' Equity		439.0		483.1		(44.1)
Total Liabilities & Equity	\$	579.9	\$	653.4	\$	(73.5)





Summary Cash Flow Statements

(US\$ in Millions)

			2013 Actual	_	crease ecrease)
Net Income (Loss)	\$ 8.8	\$	22.8	\$	(14.0)
Depreciation	35.6		28.5		7.1
Impairment of Long Lived Assets (Synergies)	2.5				
Deferred Income Taxes & FIN 48	(5.7)		5.3		(11.0)
Accounts Receivable	(16.2)		9.1		(25.3)
Inventories	(9.3)		5.7		(15.0)
Prepaid Aluminum	(8.3)		4.5		(12.8)
Accounts Payable and Accrued Liabilities	5.1		(0.2)		5.3
Other Operations Related Items	 (0.9)		(6.4)		5.5
Cash Flow from Operations	11.6		69.3		(57.7)
Cash Dividends	(19.4)		(0.6)		(18.8)
Capital Expenditures	(112.6)		(68.0)		(44.6)
Proceeds from Exercise of Stock Options	7.4		2.9		4.5
Stock Repurchase	(21.8)		(8.1)		
Net Change in Maturing Investments	-		0.2		(0.2)
All Other	 (2.0)		0.2		(2.2)
Net Increase (Decrease)	(136.8)		(4.1)		(132.7)
Cash - Beginning	199.3		203.4		(4.1)
Cash - Ending	\$ 62.5	\$	199.3	\$	(136.8)

