

# **February 2023 Investor Presentation**



# Forward-Looking Statements



This presentation information 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 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 Earnings per Share, Adjusted Free Cash Flow, 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



\$5.8B 2022 Revenue



~19,000 Employees



**18 Countries** 



**Over 80 Locations** 



14 Global 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

# 4Q 2022 AAM Financial Highlights



\$1.39B

Quarterly Sales

\$158M

Third Quarter Adjusted EBITDA

11.3% of Sales

\$99M

Adjusted Free Cash Flow

**AAM Continues To Deliver Positive Free Cash Flow** 

# **Business Update**







### **Jupiter Electric Mobility**

Jupiter Electric Mobility sourced their 1st E- Beam axle for the 2.2T Battery Electric Light Commercial vehicle from AAM.

Jupiter Electric Mobility Pvt. Ltd. is an electric vehicle & technology company and a subsidiary of Jupiter Wagons Limited a manufacturer of railcars, commercial and heavy vehicles, and marine containers.

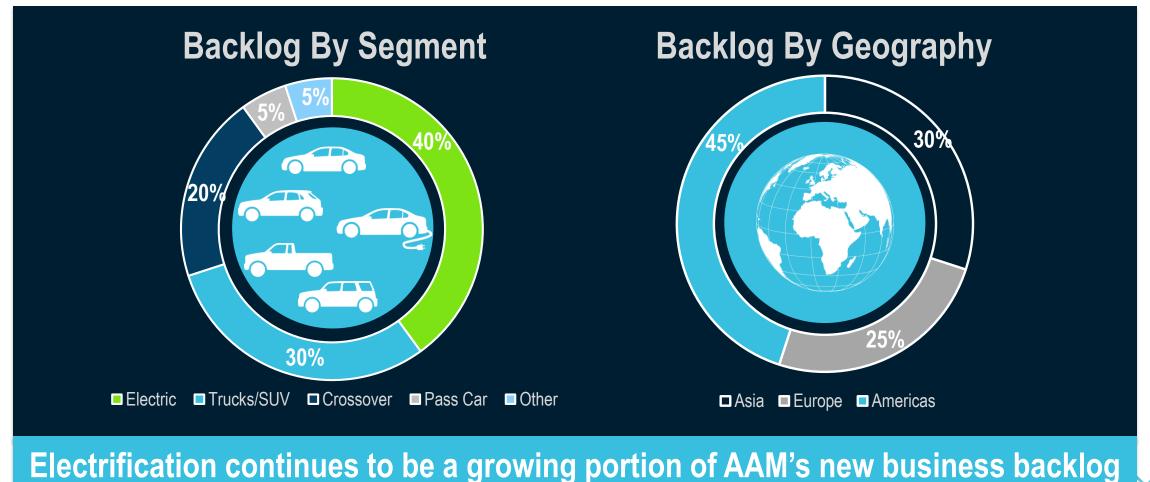
### **ELECTRIC SUV Program**

AAM to supply TracRite Electronic Locking Differentials for a new model year 2024 Electric SUV program, providing superior traction and fully synchronized e4WD propulsion.

# Gross New Business Backlog (disclosed on January 4, 2023)



# \$725 Million Backlog (2023-2025)



# 2023 Financial Outlook (as of February 17, 2023)



#### **2023 Financial Targets**

Full Year Sales \$5.95 to \$6.25 billion

Adjusted EBITDA \$725 to \$800 million

Adjusted Free Cash Flow \$225 to \$300 million

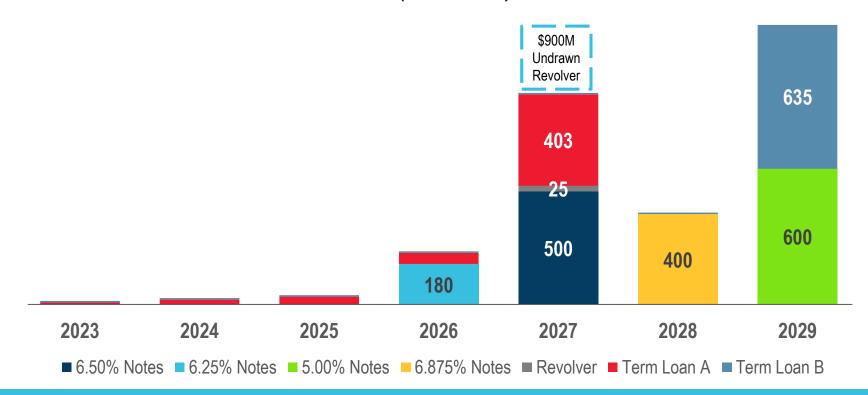
- These targets are based on North American light vehicle production range of 14.5 15.1 million units, current customer production and launch schedules and business environment
- Adjusted Free Cash Flow target assumes capital spending in the range of 3.5% 4.0% of sales
- AAM expects restructuring and acquisition-related cash payments to be between \$20 and \$30 million

# **Debt Maturity**



#### Senior Debt Maturities at 12/31/2022

(in \$ millions)



# Weighted Average Maturity of Senior Debt: 5.5 years

# Sustainability Initiatives



#### **New Targets**

- We are focused on achieving profitable growth and doing so sustainably.
- We initially set goals to reduce GHG emissions, energy usage, and water consumption by 5% by the end of 2024.
- AAM achieved those goals ahead of schedule.
- We established new targets to guide AAM's global environmental sustainability initiatives.
- We have been approved for our Science Based Targets initiative (SBTi) accreditation of our climate goals.



#### Scope 1, 2 & 3 Emissions

ACHIEVE NET ZERO CARBON BY 2040



#### **Energy**

100% RENEWABLE ENERGY SOURCING IN THE U.S. BY 2025



#### Water

ZERO INCIDENTS OF WATER CONTAMINATION AND WATER SCARCITY IN WATERSHEDS WHERE WE OPERATE



#### Waste

ZERO-WASTE-TO-LANDFILL STATUS FOR ALL FACILITIES BY 2035

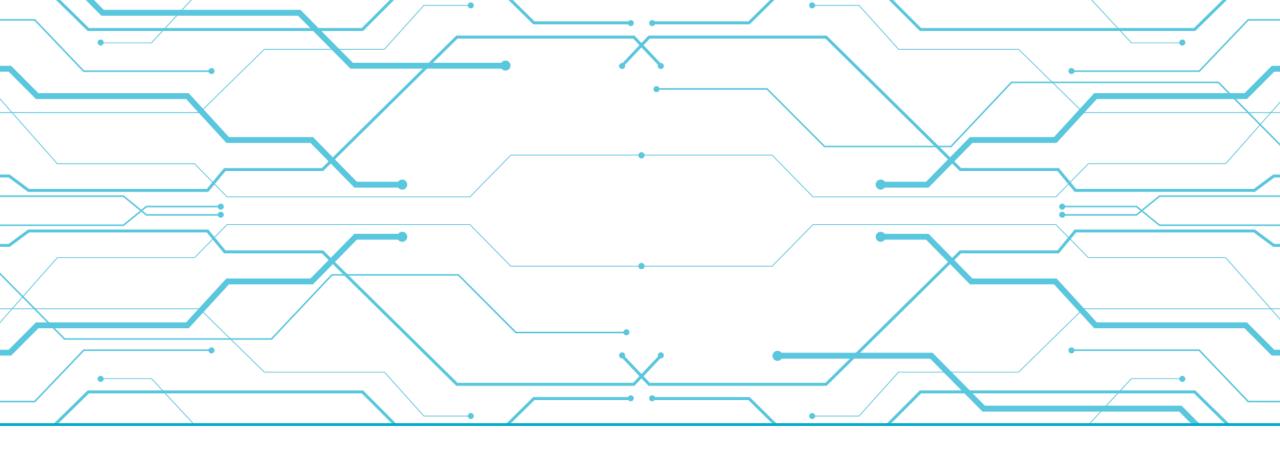
ENVIRONMENTAL

SOCIAL

PRODUCT

SUPPLY CHAIN

GOVERNANCE



# **Electrification Product Technology**



### Scalable & Modular Platform



#### **AAM's Next Generation Scalable & Modular Electric Drive Units support numerous**

vehicle applications while optimizing capital and development costs











**Scalable Power Levels** 

**Modular Motor Construction** 

**Various EDU Architectures** 

**Multiple Gear Ratios** 

**New Segment Opportunities** 

Optional Torque Vectoring & Disconnect

#### **AAM Traditional Segments**



P4 4WD ARCHITECTURE



P4 AWD ARCHITECTURE



P4 FWD ARCHITECTURE



P4 SPLIT AXLE HYBRID ARCHITECTURE



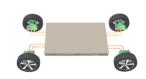
P3 HYBRID ARCHITECTURE



P4 AWD MPV ARCHITECTURE



P4 RWD ARCHITECTURE



P4 WHEEL END ARCHITECTURE



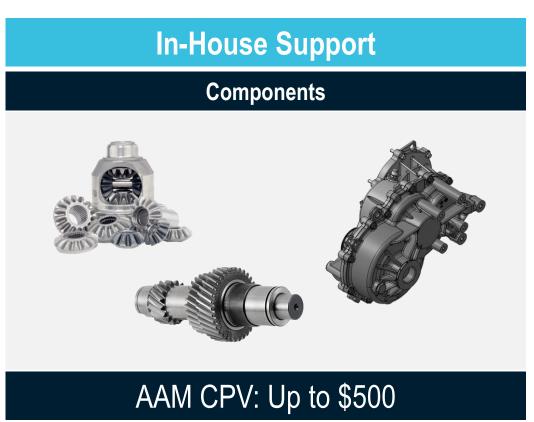
P4 4WD HD ARCHITECTURE



# Growth and Significant CPV Opportunity in EV







**AAM** is Positioned to Support All OEM Sourcing Strategies

# **AAM Key Electrification Awards**



#### 2-in-1 Electric Drive Units

#### Jaguar I-PACE (Europe)

- Two P4 Electric Drive Units
- 147 kW Power Level
- Power Dense Concentric Design
- Integrated Park Lock (Front EDU only)

#### **Baojun E300 City Car (China)**

- P4 Gearbox
- 40 kW Peak Power
- Offset Gearbox Design
- Integrated Park Lock

#### **AMG High-Performance Luxury (Europe)**

- P3 Hybrid Electric Drive Unit
- 160kW Peak Power
- 2-speed Concentric Gearbox Design
- Integrated TracRite® eLSD

# Launched Launched



#### 3-in-1 Electric Beam Axle

#### Pinnacle Mobility EKA (India)

- eBeam Rear Axle T2400
- 70kW Peak Power
- Banjo Housing



#### 3-in-1 Electric Drive Units (Platform)

#### AAM / Inovance 3-in-1 eDrive (China)

- P4 Platform Electric Drive Units
- Scalable Power Levels (100-145kW)
- Offset Gearbox Design
- Optional Park Lock

#### **AAM Next Generation 3-in-1 eDrive**

- P4 Platform Wheel End Electric Drive Units
- 4x 100kW Units per Vehicle
- Compact Offset Gearbox Design
- Integrated SiC MOSFET Inverter



Multiple
Programs
Awarded &
Launched



Mid-decade Launch

#### **Electric Drive Components**

#### **Planetary Geartrain**

Supply Volvo Cars with electric drive gears

#### **Electric Drive Unit Differentials**

- Multiple Chinese BEV Car & SUV Awards
- Multiple North American Light Vehicle Awards
- North American BEV Semi-Truck Application





Programs
Awarded
and
Launched

Multiple

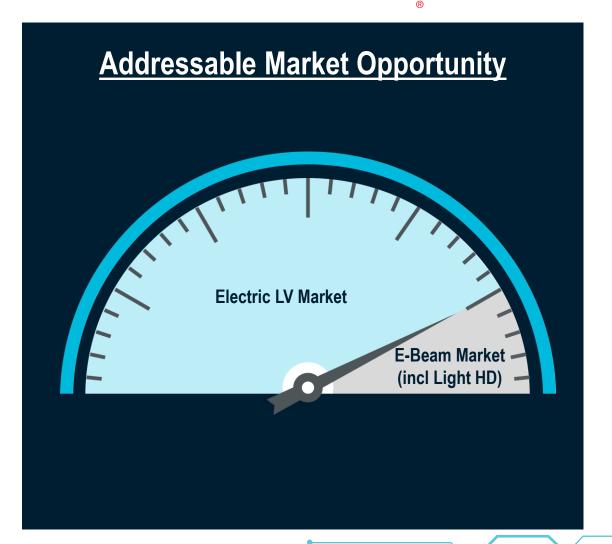
# AAM's Addressable Electric Vehicle Market



# AAM anticipates the addressable sourcing market at

# \$20-\$30 billion by 2030\*

- This includes full systems, subsystems and components
- We offer solutions for various OEM go-tomarket strategies for electric vehicles
- Our technology is a key differentiator
- AAM expects to achieve a strong position in the global electric-beam axle segment
- We expect the market to grow past 2030



# 2030 Electrification Market Share Goal



# Target >10% Share Of Our Estimated Addressable Market By 2030

Combined with a strong foundational ICE business, AAM revenues have opportunity to grow through 2030

Heritage of quality, technology leadership and operational excellence.

Similar outsourcing dynamics between our legacy and electrification business.

Legacy market share > 10%.

Broad portfolio in electric drives (including e-beam axles) and components allow for full participation in OEM sourcing strategies.

Broad geographical footprint supports market share growth in Asia and Europe while maintaining strong NA position.

Robust innovative product platform serving multiple vehicle segments.

Higher outsourcing probability and share opportunity for e-beam axles.

# **Electrification Summary**



Recognized as the global industry **LEADER** in driveline propulsion

**TECHNOLOGY AAM Advantage** 

**GLOBAL** footprint for regional design and customer support

**COMPREHENSIVE**engineering capabilities
and tools

**PROVEN** customer collaboration and support

# 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>Grow above market by leveraging scale and technology.</li> <li>Electrification will further drive expansion into new segments.</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>Leader in electric propulsion technology.</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.



	Three Months Ended December 31,			Tv		nths Ended ber 31,		
	2022		2021			2022		2021
Net income (loss)	\$	13.9	\$	(46.3)	\$	64.3	\$	5.9
Interest expense		42.3		44.5		174.5		195.2
Income tax expense (benefit)		4.1		(2.3)		2.0		(4.7)
Depreciation and amortization		125.0		123.1		492.1		544.3
EBITDA		185.3		119.0		732.9		740.7
Restructuring and acquisition-related costs		3.8		8.6		30.2		49.4
Debt refinancing and redemption costs		0.4		-		6.4		34.0
Loss on sale of business		-		-		-		2.7
Unrealized loss (gain) on equity securities		1.5		(5.0)		25.5		(24.4)
Pension settlements		-		42.3		-		42.3
Non-recurring items:								
Malvern fire insurance recoveries, net of charges		(32.7)		(0.3)		(39.1)		(11.4)
Acquisition-related fair value inventory adjustment		-		-		5.0		-
Gain on bargain purchase of business		(0.6)		-		(13.6)		
Adjusted EBITDA	\$	157.7	\$	164.6	\$	747.3	\$	833.3
Sales	1	1,392.7		1,235.1		5,802.4		5,156.6
as a % of net sales		11.3%		13.3%		12.9%		16.2%



	Three Months Ended December 31,			1	welve Moi Decem	nths Ended ber 31,		
		2022		2021		2022	;	2021
Diluted earnings (loss) per share	\$	0.11	\$	(0.41)	\$	0.53	\$	0.05
Restructuring and acquisition-related costs		0.03		0.08		0.25		0.42
Debt refinancing and redemption costs		-		-		0.05		0.29
Loss on sale of business		-		-		-		0.02
Unrealized loss (gain) on equity securities		0.01		(0.04)		0.21		(0.21)
Pension settlements		-		0.36		-		0.36
Accelerated depreciation*		-		-		-		0.27
Non-recurring items:								
Malvern fire insurance recoveries, net of charges		(0.26)		-		(0.32)		(0.10)
Gain on bargain purchase of business		(0.01)		-		(0.11)		-
Acquisition-related fair value inventory adjustment		-		-		0.04		-
Tax effect of adjustments		0.05		(80.0)		(0.05)		(0.17)
Adjusted earnings (loss) per share	\$	(0.07)	\$	(0.09)	\$	0.60	\$	0.93



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

	Three Months Ended			T	welve Mo	nths Ended				
	December 31,			December 31,			<b>31</b> ,			
	2022		2021		2021 2		2022			2021
Net cash provided by operating activities	\$	148.5	\$	102.4	\$	448.9	\$	538.4		
Capital expenditures net of proceeds from the sale of property, plan-	t									
and equipment		(53.1)		(65.2)		(166.7)		(179.2)		
Free cash flow		95.4		37.2		282.2		359.2		
Cash payments for restructuring and acquisition-related costs		6.6		9.8		27.8		57.7		
Cash payments (insurance proceeds) related to Malvern fire, net		(3.0)		(3.4)		3.0		6.0		
Adjusted free cash flow	\$	99.0	\$	43.6	\$	313.0	\$	422.9		



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

	December 31, 2022				
Current portion of long-term debt	\$	75.9			
Long-term debt, net		2,845.1			
Total debt, net		2,921.0			
Less: Cash and cash equivalents		511.5			
Net debt at end of period		2,409.5			
Adjusted LTM EBITDA	\$	747.3			
Net Leverage Ratio		3.2x			



# Segment Financial Information (\$ in millions)

	1	Three Mon	ree Months Ended			Twelve Months Ended				
	December 31,				December 31,					
		2022	2021		2022			2021		
Segment Sales										
Driveline	\$	967.2	\$	913.0	\$	4,130.8	\$	3,744.9		
Metal Forming		527.1		410.1		2,113.0		1,762.2		
Total Sales		1,494.3		1,323.1		6,243.8		5,507.1		
Intersegment Sales		(101.6)		(88.0)		(441.4)		(350.5)		
Net External Sales	\$	1,392.7	\$	1,235.1	\$	5,802.4	\$	5,156.6		
Segment Adjusted EBIT DA										
Driveline	\$	126.7	\$	127.5	\$	547.0	\$	577.7		
Metal Forming		31.0		37.1		200.3		255.6		
Total Segment Adjusted EBITDA	\$	157.7	\$	164.6	\$	747.3	\$	833.3		
								·		



	Lov	v End	Hig	h End
Net income		(in m	illions)	_
		10	\$	65
Interest expense		200		200
Income tax expense		-		20
Depreciation and amortization		490		490
Full year 2023 targeted EBITDA		700		775
Restructuring and acquisition-related costs		25		25
Full year 2023 targeted Adjusted EBITDA	\$	725	\$	800

Adjusted EBITDA



Adjusted Free Cash Flow

	Lo	w End	Hig	h End
Net cash provided by operating activities	\$	435	\$	510
Capital expenditures net of proceeds from the sale of property, plant and equipment		(230)		(230)
Full year 2023 targeted Free Cash Flow		205		280
Cash payments for restructuring and acquisition-related costs		25		25
Other		(5)		(5)
Full year 2023 targeted Adjusted Free Cash Flow	\$	225	\$	300

## 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, loss on sale of a business, impairment charges, pension settlements, unrealized gains or losses on equity securities 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, loss on sale of a business, impairment charges, pension settlements, certain accelerated depreciation, unrealized gains or losses on equity securities 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 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.

#### US SAAR

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

#### **Accelerated Depreciation**

In the first quarter of 2021, one of our largest customers announced their intention to cease production operations in Brazil in 2021 as part of their restructuring actions. As such, we accelerated depreciation on certain property, plant and equipment beginning in the first quarter of 2021.



