

# **June 2022 Investor Presentation**

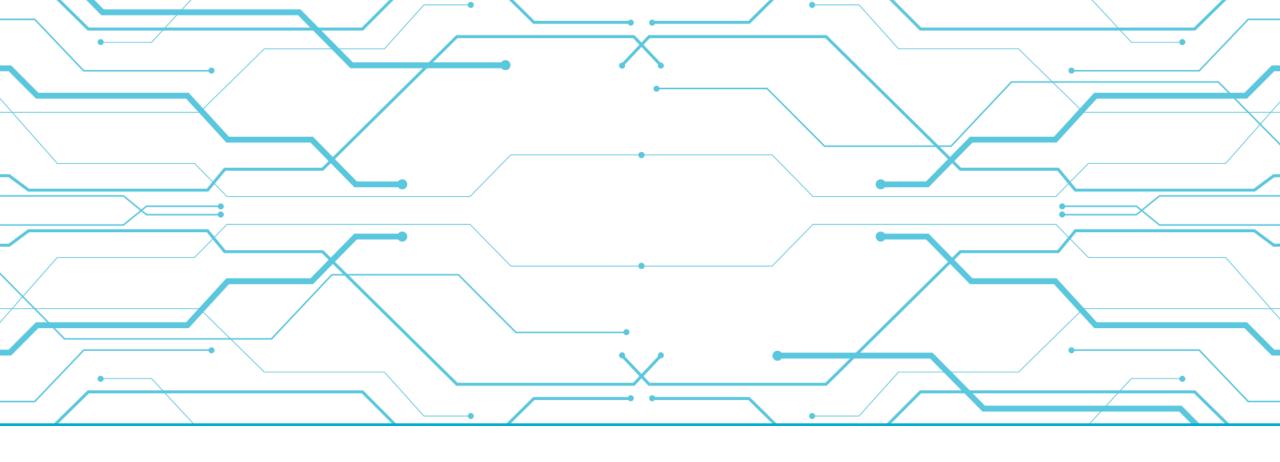


# Forward-Looking Statements



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 uncertainty around the duration and effects of the COVID-19 pandemic, and 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



\$5.2B 2021 Revenue



~18,000 Employees



17 Countries



**Nearly 80 Locations** 



14 Global Engineering and Tech Centers



- 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**

- 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
- Strong position in electrified propulsion components

# 1Q 2022 AAM Financial Highlights



>\$1.4B
Quarterly
Sales

\$196.1M

First Quarter Adjusted EBITDA

\$53.9M

Adjusted Free Cash Flow

**AAM Delivers Solid Results In A Difficult Operating Environment** 

## **Business Update**











### Mercedes-AMG

AAM's electric driveline technology powers AMG's first plug-in hybrid electric (PHEV) model, the Mercedes-AMG GT 63 S E PERFORMANCE. AAM supplies the performance car's rear drive unit, which was recently named a 2022

Automotive News PACE<sup>TM</sup> Award finalist.

### **PACE Award Finalist**

AAM's P3 2-speed Electric
Drive Technology (for
Mercedes-AMG) is the first
volume production application
of a P3, 2-speed architecture
in a drive axle. The unit also
incorporates an electronic
limited slip differential (eLSD),
another industry first for an
electric drive unit.

### **PACEpilot Award Finalist**

AAM's P4 Integrated 3-In-1
Wheel-End Electric Drive Unit
(EDU) includes a motor,
gearbox and inverter in one
single compact and lightweight
package. The EDU can be
used in wheel end, eBeam and
other applications for cars,
light trucks, last mile delivery
and heavy-duty truck
platforms.

### <u>Tekfor</u>

AAM completed the acquisition of Tekfor Group on June 1.
This acquisition provides significant synergy potential, diversifies AAM's geographic and customer sales mix and increases AAM's electrification product portfolio.

## Updated 2022 Financial Outlook (as of May 6, 2022)



### **2022 Financial Targets**

Full Year Sales \$5.6 to \$5.8 billion

Adjusted EBITDA \$785 to \$830 million

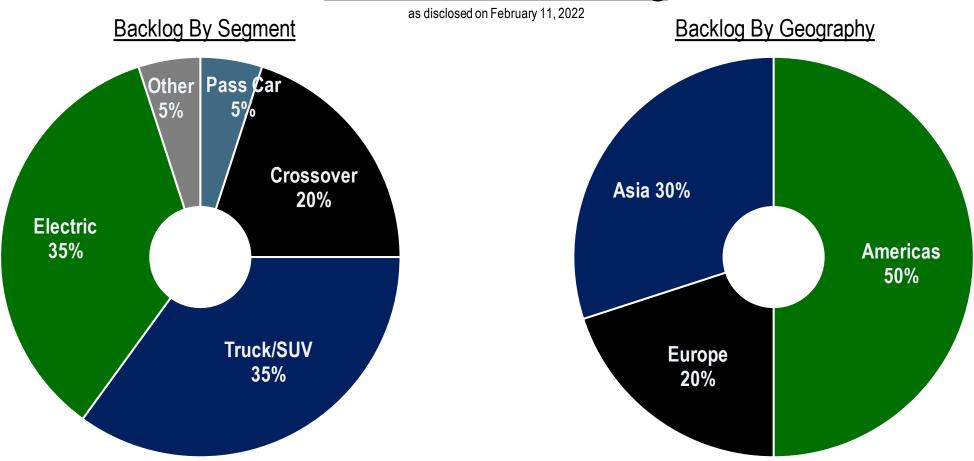
Adjusted Free Cash Flow \$300 to \$350 million

- These targets are based on North American light vehicle production range of 14.3 14.7 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

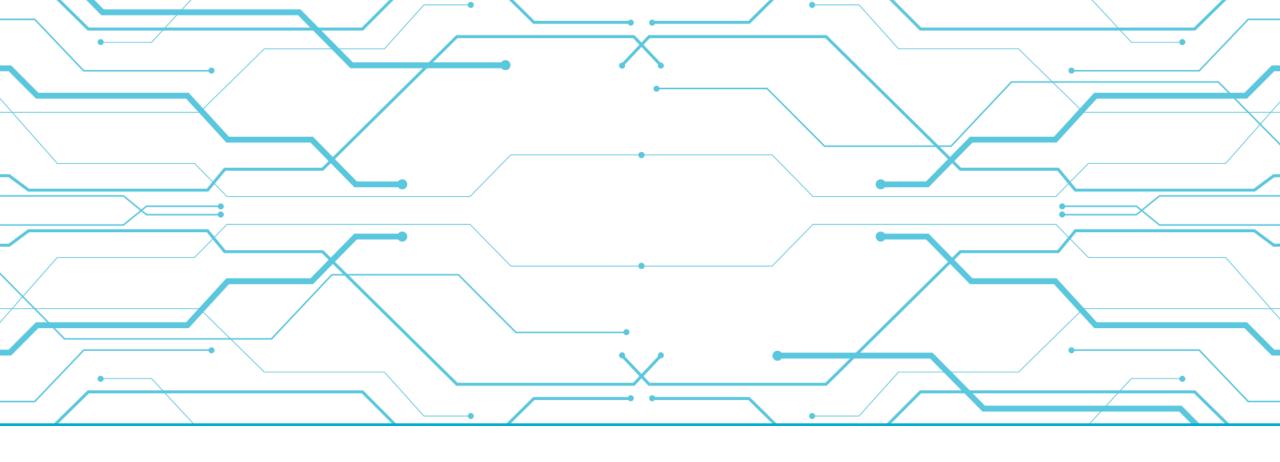
## Gross New Business Backlog



## \$700 Million Backlog



Electrification continues to be a growing portion of AAM's new business backlog



# **Environmental, Social, and Governance**

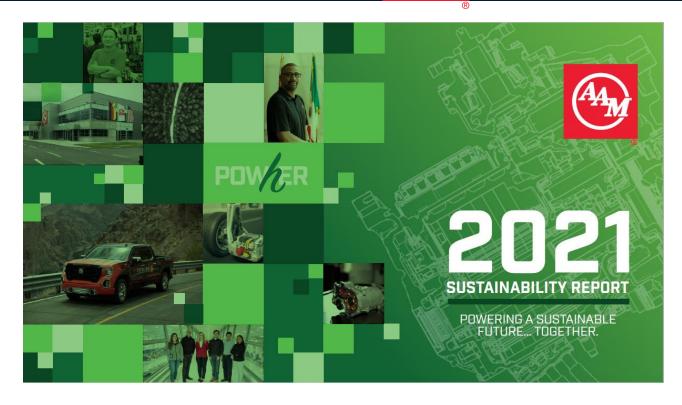


## Sustainability



### 2021 Report

- New sustainability report was published in April 2022.
- Our vision is to power a sustainable future while providing value to our stakeholders.
- The mission is to advance global mobility through innovative technologies and sustainable solutions.
- Our focus is to deliver power and build a safer, greener and sustainable future for our associates, customers, communities and the environment.



ENVIRONMENTAL SOCIAL PRODUCT SUPPLY CHAIN GOVERNANCE

## Committed To Net Zero Carbon Emissions



### **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 applied for 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

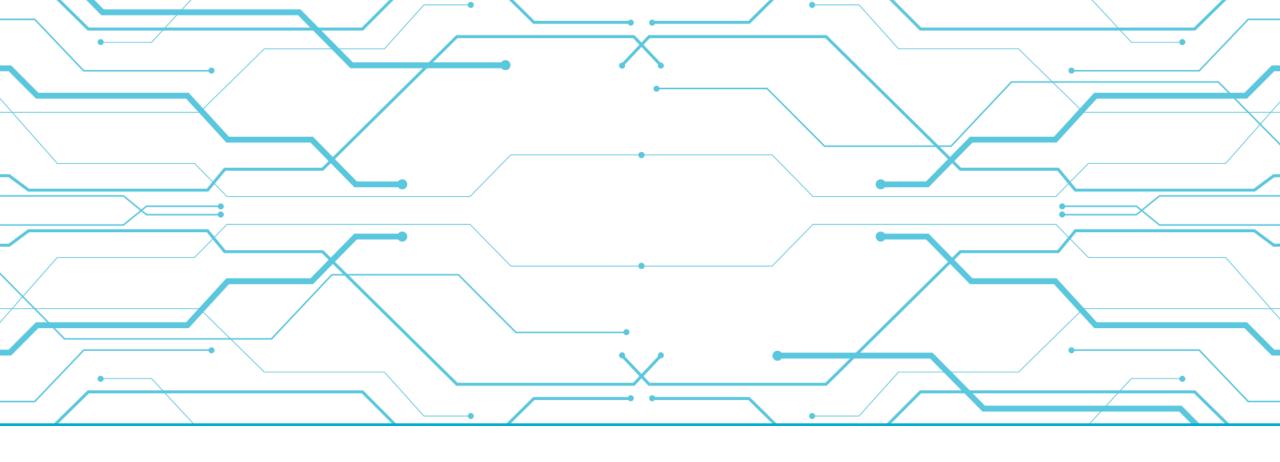
ENVIRONMENTAL

SOCIAL

PRODUCT

SUPPLY CHAIN

GOVERNANCE



# **Electrification Product Technology**



# AAM Electrification History







AAM & Saab establish e-AAM Driveline Systems Joint Venture



AAM starts production to

support Jaguar I-PACE

2017







2020

AAM receives two PACE Awards



2021

Awarded NIO differential for next generation Electric Drive Units



2021

REE and AAM announce EDU production contract



AAM acquires full ownership of e-AAM Driveline Systems



2020

AAM launches Baojun E300 program



2020

AAM secures multiple 3-in-1 programs in Asia



2021

AAM announces GMC Hummer EV differentials award



2022

AAM to launch highperformance P3 program (Europe)



## **AAM Electrification History**

Key Business Awards in Electrification To Date

### 2-in-1 Electric Drive Units

### **Jaguar I-PACE (Europe)**

- Two P4 Electric Drive Units
- 150 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



Launched

#### Mercedes-AMG GT 63 S E Performance

- P3 Hybrid Electric Drive Unit
- 150kW Peak Power
- 2-Speed Concentric Gearbox Design
- Integrated TracRite® eLSD



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

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

- P4 Platform Electric Drive Units
- Scalable Power Level based on Application
- Offset Gearbox Design
- Optional Park Lock

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

- Wheel End eDrive Units
- Compact Offset Gearbox Design
- High Power Density



### **Electric Drive Components**

### **Planetary Geartrain**

European BEV Passenger Car Application

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

- Multiple Chinese BEV Car & SUV Applications
- North American BEV Pick-up Truck Applications
- North American BEV Semi-Truck Application



Launched

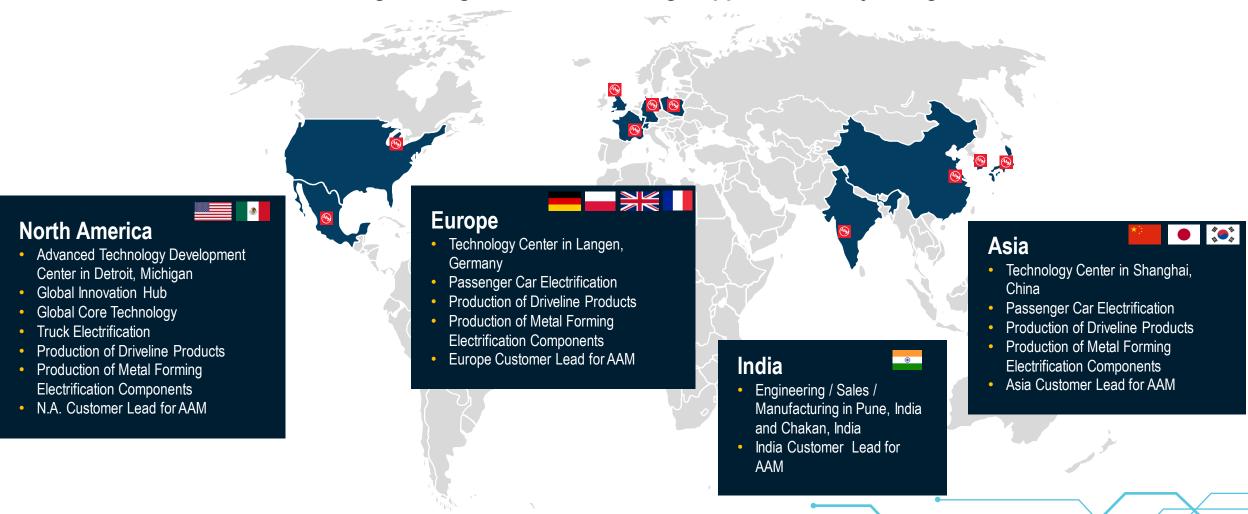


Multiple Programs Awarded

# AAM Electrification Global Footprint



### Sales, Engineering, and Manufacturing Support in All Major Regions



# Significant Content Opportunity



### **Customer In-House Support**

Components

Subsystems

Gearboxes

### **Customer Outsourced Support**

**Electric Drive Units** 

**Vehicle Integration & Controls** 













AAM CPV: Up to \$500

AAM CPV: Up to \$2,500+

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

# AAM and REE Partnership



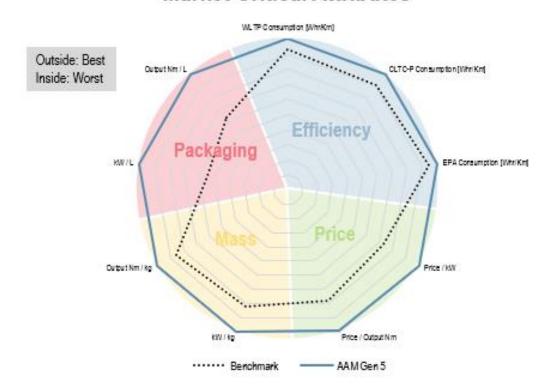
- AAM announced in November 2021 it secured an agreement with REE to supply high-performance 3-in1 electric drive units (EDU).
- The REEcorner integrates critical vehicle components between the chassis and the wheel to deliver significant functional and economic advantages.
- AAM's compact EDUs enables REE's integration of these chassis systems into the REEcorner module.
- Development of EDU at AAM's Advanced Technology Development Center.
- Prototypes delivered at the end of 2021.
- Full production planned for 2024.

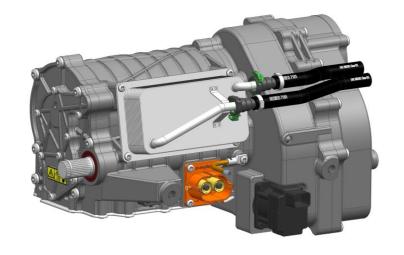


## **AAM Next Generation Electric Drive**



#### **Market Critical Attributes**





**AAM Next Generation Electric Drive Units Deliver Compelling Performance** 

>10%
Improvement in Mass Efficiency

>40%
Improvement in Volumetric Efficiency

>40%
Improvement in Power Density

>10%

Reduced Power
Loss, More
Range

Strong Value Proposition

AAM's Next Generation Electric Drive exceeds widely recognized industry benchmark in terms of critical EDU attributes

## 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** 

Optional Torque Vectoring & Disconnect



P3 HYBRID ARCHITECTURE



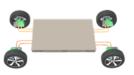
P4 SPLIT AXLE HYBRID ARCHITECTURE



P4 RWD ARCHITECTURE



P4 AWD MPV ARCHITECTURE



P4 AWD ARCHITECTURE



P4 FWD ARCHITECTURE



P4 AWD ARCHITECTURE



P4 4WD ARCHITECTURE



P4 4WDHD ARCHITECTURE

## **Electrification Summary**



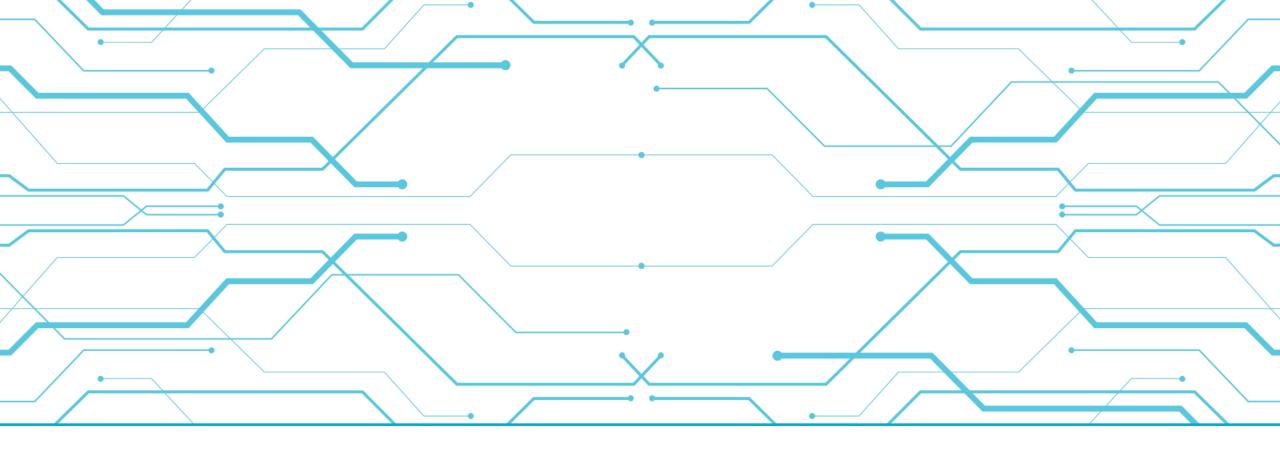
Proven electric drive systems design and integration capabilities in production

Well positioned to support all OEM sourcing strategies leveraging our strengths in software, integration, and manufacturing

Global reach and scalable product portfolio to serve all segments and major markets

Strategic partnerships to further accelerate the development and delivery of scalable, next-generation 3-in-1 electric drive systems

Highly integrated product technology resulting in improved power density, value, and efficiency Next generation
electric drive system is
positioning us
for continued
profitable growth





## 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)

	Three Months Ended			
	March 31,			
	2022			2021
Netincome	\$	1.0	\$	38.6
Interest expense		44.7		51.1
Income tax expense	3.0		8.8	
Depreciation and amortization	120.4		142.0	
EBITDA		169.1		240.5
Restructuring and acquisition-related costs	8.9		17.5	
Debt refinancing and redemption costs	5.6		1.1	
Loss on sale of business	- 2		2.6	
Unrealized loss on equity securities	18.0 -		-	
Non-recurring items:				
Malvern fire charges, net of recoveries		(5.5)		1.2
Adjusted EBIT DA	\$	196.1	\$	262.9
Sales	1,436.2 1,425		1,425.1	
as a % of net sales	13.7% 18.4%			18.4%



## EBITDA and Adjusted EBITDA for the Trailing Twelve Months Ended March 31, 2022 (\$ in millions)

				Quartei	r Ende	ed				ng Twelve ths Ended
	Ju	ne 30,	Sept	ember 30,	Dec	ember 31,	Ма	arch 31,	Ма	arch 31,
		2021		2021		2021		2022		2022
Net income (loss)	\$	16.0	\$	(2.4)	\$	(46.3)	\$	1.0	\$	(31.7)
Interest expense		49.9		49.7		44.5		44.7		188.8
Income tax expense (benefit)		2.4		(13.6)		(2.3)		3.0		(10.5)
Depreciation and amortization		143.6		135.6		123.1		120.4		522.7
EBITDA		211.9		169.3		119.0		169.1		669.3
Restructuring and acquisition-related costs		15.9		7.4		8.6		8.9		40.8
Debt refinancing and redemption costs		1.3		31.6				5.6		38.5
Pension settlement						42.3				42.3
Loss on sale of business		0.1								0.1
Unrealized loss (gain) on equity securities				(19.4)		(5.0)		18.0		(6.4)
Non-recurring items:										
Malvern fire charges, net of recoveries		(6.6)		(5.7)		(0.3)		(5.5)		(18.1)
Adjusted EBITDA	\$	222.6	\$	183.2	\$	164.6	\$	196.1	\$	766.5
Sales		1,283.3	-	1,213.1	-	1,235.1		1,436.2		5,167.7
as a % of net sales		17.3%		15.1%		13.3%		13.7%		14.8%



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

### Three Months Ended March 31,

	•			
	20	)22	2	2021
Diluted earnings per share	\$	0.01	\$	0.33
Restructuring and acquisition-related costs		0.07		0.15
Debt refinancing and redemption costs	0.05			0.01
Loss on sale of business	-			0.02
Unrealized loss on equity securities	0.15			-
Accelerated depreciation*	-			0.09
Non-recurring items:				
Malvern fire charges, net of recoveries		(0.05)		0.01
Tax effect of adjustments		(0.04)		(0.04)
Adjusted earnings per share	\$	0.19	\$	0.57



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

	Three Months Ended March 31,				
	2022			2021	
Net cash provided by operating activities	\$	68.5	\$	179.1	
Capital expenditures net of proceeds from the sale of property, plant					
and equipment		(24.4)		(39.6)	
Free cash flow		44.1		139.5	
Cash payments for restructuring and acquisition-related costs		8.4		23.4	
Cash payments related to the Malvern fire net of recoveries		1.4		11.2	
Adjusted free cash flow	\$	53.9	\$	174.1	



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

	M	arch 31, 2022
Current portion of long term debt	\$	21.0
Long-term debt, net		3,062.0
Total debt, net		3,083.0
Less: Cash and cash equivalents		529.9
Net debt at end of period		2,553.1
Adjusted LTM EBITDA	\$	766.5
Net Leverage Ratio		3.3x



## Segment Financial Information (\$ in millions)

	Three Months Ended				
	March 31,				
	2022			2021	
Segment Sales					
Driveline	\$	1,061.8	\$	1,026.1	
Metal Forming		481.8	_	489.3	
Total Sales		1,543.6		1,515.4	
Intersegment Sales		(107.4)		(90.3)	
Net External Sales	\$	1,436.2	\$	1,425.1	
Segment Adjusted EBIT DA					
Driveline	\$	132.5	\$	170.5	
Metal Forming		63.6		92.4	
Total Segment Adjusted EBITDA	\$	196.1	\$	262.9	



Net income
Interest expense
Income tax expense
Depreciation and amortization
Full year 2022 targeted EBITDA
Restructuring and acquisition-related costs
Full year 2022 targeted Adjusted EBITDA

.,							
Lo	w End	Hig	h End				
	_						
\$	75	\$	110				
	175		175				
	20		30				
	490		490				
	760		805				
	25		25				
\$	785	\$	830				

**Adjusted EBITDA** 

	Lo	w End
		(in mi
Net cash provided by operating activities	\$	490
Capital expenditures net of proceeds from the sale of property, plant and equipment		(215)
Full year 2022 targeted Free Cash Flow		275
Cash payments for restructuring and acquisition-related costs		25
Full year 2022 targeted Adjusted Free Cash	\$	300

**Adjusted Free Cash Flow** 

## 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 have accelerated depreciation on certain property, plant and equipment beginning in the first quarter of 2021.



