



# Shiloh Industries Midwest Ideas 2018

August 29, 2018



Lightweighting without compromise.®

We believe in delivering innovative solutions for sustainable mobility and a safer, healthier environment.

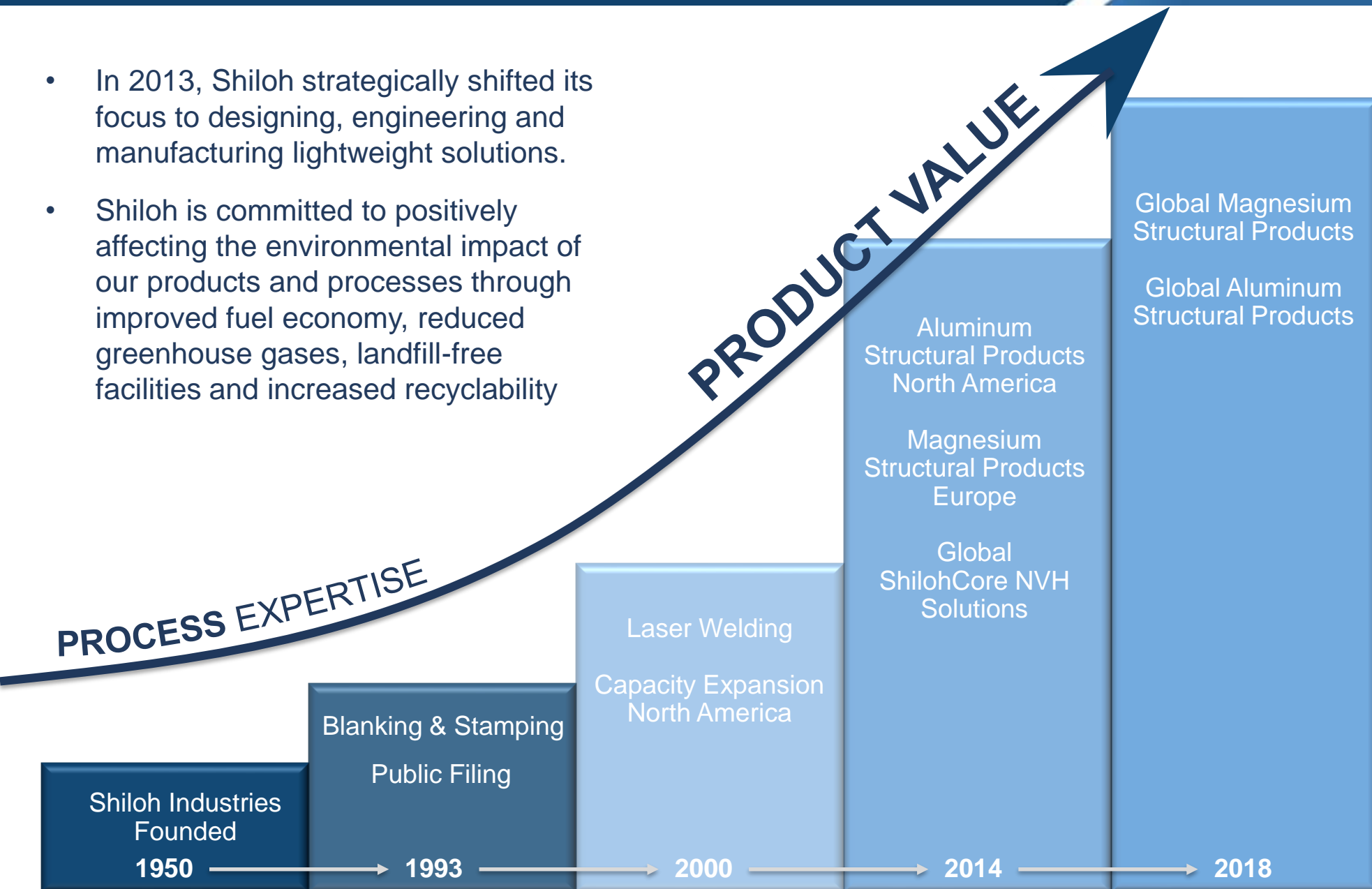


# Shiloh Transformation

## Lightweighting Product Strategy



- In 2013, Shiloh strategically shifted its focus to designing, engineering and manufacturing lightweight solutions.
- Shiloh is committed to positively affecting the environmental impact of our products and processes through improved fuel economy, reduced greenhouse gases, landfill-free facilities and increased recyclability



### Asia

- 4 facilities in China
  - 1 technical center
  - 3 manufacturing facilities



### Europe

- 11 facilities in 6 countries
  - 1 technical center
  - 4 customer service centers
  - 6 manufacturing facilities



### North America

- 17 facilities in Mexico & US
  - world headquarters
  - 2 technical centers
  - 17 manufacturing facilities



# Customer Base and Platform Diversity

- Strong representation with OEMs globally
- Growing customer relationships across product lines via deeper and wider content
- No customer over 18% of revenue
- Top 6 customers represent ~50% of revenue
- No platform accounts for over 10% of revenue
- Diversified across product and vehicle types
- >\$3.0b of new booked business since 2015

## Select OEM customers



Mercedes-Benz



# Shiloh Growth Across Products and Customers

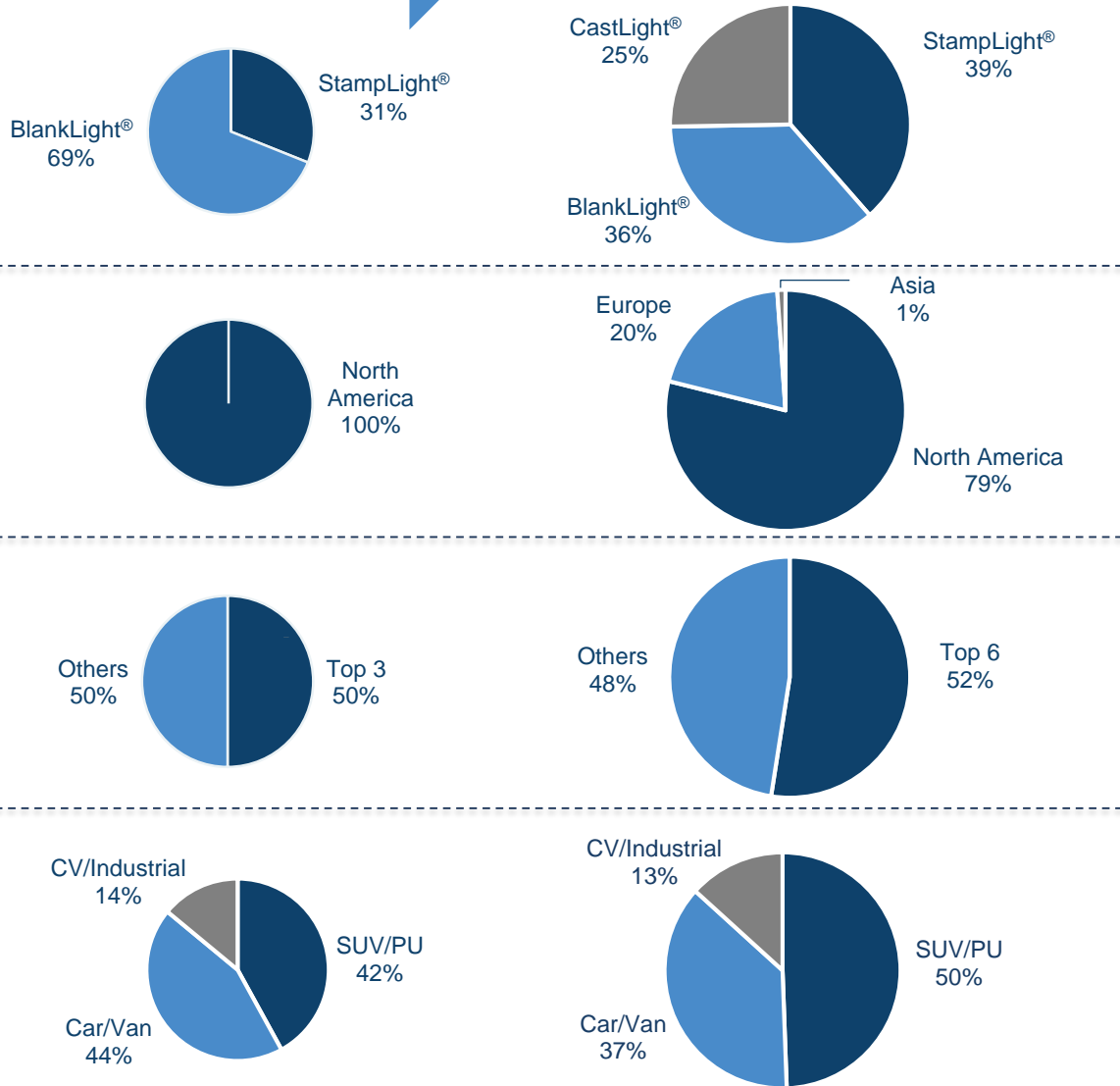


FY 2012 - \$586mm

LTM Q2 2018 – \$1,066mm

2018+

REVENUE BY  
product brand  
geography  
customer  
vehicle type



- A differentiated disruptor with leading technologies that support future mobility trends
- Aluminum and magnesium products growing at a significantly higher rate due to market share gains and creating technology replacement opportunities
- Global growth continues, with Europe increasing at faster rate and Asia facilities coming on line in 2018 and 2019
- Increasing diversification in customers, platforms and lightweighting solutions

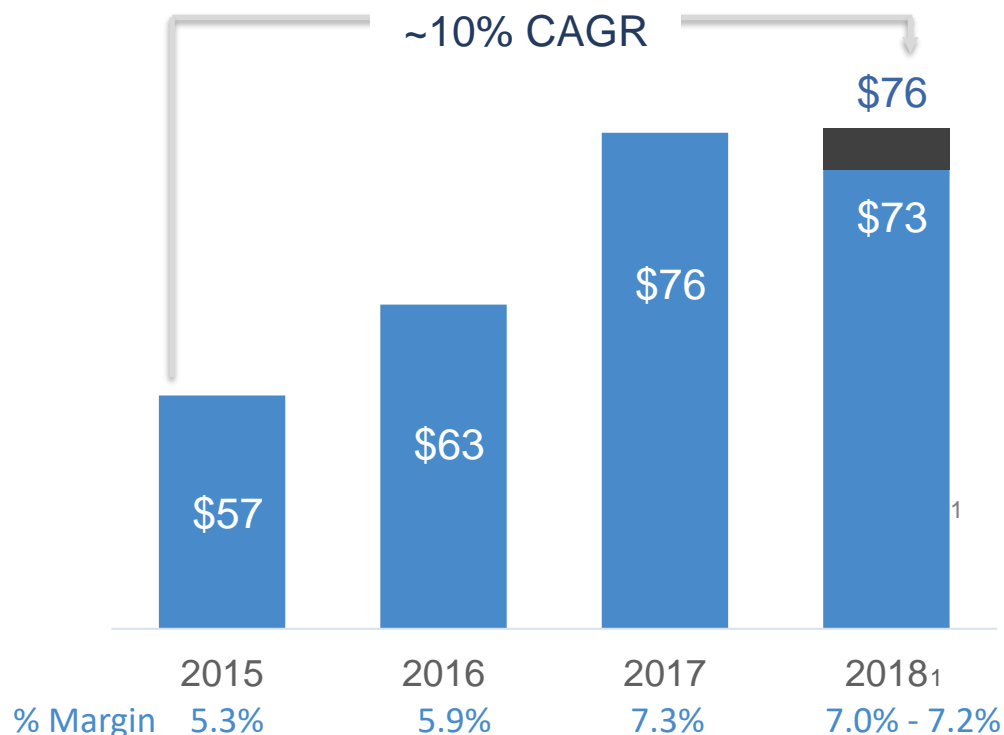
Note: Fiscal year ends October 31  
Note: Percentages may not total 100% due to rounding

# Financial Performance

(\$ in millions)



## Adjusted EBITDA <sup>2</sup>



- Technology expansion and mix optimization will drive margin growth
  - 2020 Target: >10% EBITDA Margin
- Significant launch activity occurring, specifically expanding manufacturing sites in Asia and North America, will yield continued revenue and margin growth
- Completed EU acquisition in Q2 2018 – \$100mm annualized revenue, expands technology offering and product range and adds premium customers. Acquisition fees and integration costs incurred in 2018 and included in projected results

<sup>1</sup> 2018 Adj EBITDA range of current Outlook as discussed in the June 6, 2018 Press Release available at <https://shiloh.com/investors/reports-and-filings>

<sup>2</sup> Adjusted EBITDA is a non-GAAP financial measure. Please see the reconciliation to the nearest GAAP measure in the press release for the relevant period available at <https://shiloh.com/investors/reports-and-filings>



## Urbanization is redefining mobility. Environmental requirements are reshaping business models



### Autonomous and Connected Vehicles

- ✓ Shiloh's lightweight solutions offset the extra weight added from increased technology content

### Alternative Propulsion Solutions

- ✓ Shiloh's lightweight solutions...
  - enable range extension by reducing power consumption (EV, HEV)
  - reduce emissions and increase fuel economy (ICE)
  - are propulsion agnostic

### Enhanced Safety and Sustainability

- ✓ Shiloh products...
  - provide a safe solution without compromising performance
  - are produced in landfill-free facilities with focus on green supply chain

### Political and Trade Uncertainty

- ✓ Providing solutions which can offset tariff impacts and commodity uncertainty



# Lightweighting Without Compromise

Safe. Silent. Strong. Sustainable.®



- Lightweighting is critical in optimizing the new mobility market
- Strategy provides lightweight solutions without compromising critical values and performance
- Engineering, design and manufacturing of innovative and disruptive technologies creates new opportunities
- Smart engineering, material savings and localized supply and manufacturing can help mitigate trade effects
- Success is demonstrated in growing new business awards



Lightweighting without compromise.®



# Growth Strategy

Increase Content Per Vehicle (CPV)



Leverage proprietary technologies and world-class customer experience to increase content

## Potential Content Per Vehicle

BODY & Interiors			CHASSIS Systems			PROPULSION Systems		
Cross Car Beams Closures Dash Panels Front End Carriers Seating			Cradles Frames & Suspension Nodes Rails Shock Towers			Axle Cases Battery Boxes Inverter Boxes Oil Pans Trans Carriers		
EV	Hybrid	ICE	EV	Hybrid	ICE	EV	Hybrid	ICE
\$580	\$600	\$580	\$390	\$425	\$430	\$395	\$475	\$405



Proprietary cast node saves up to 60% weight

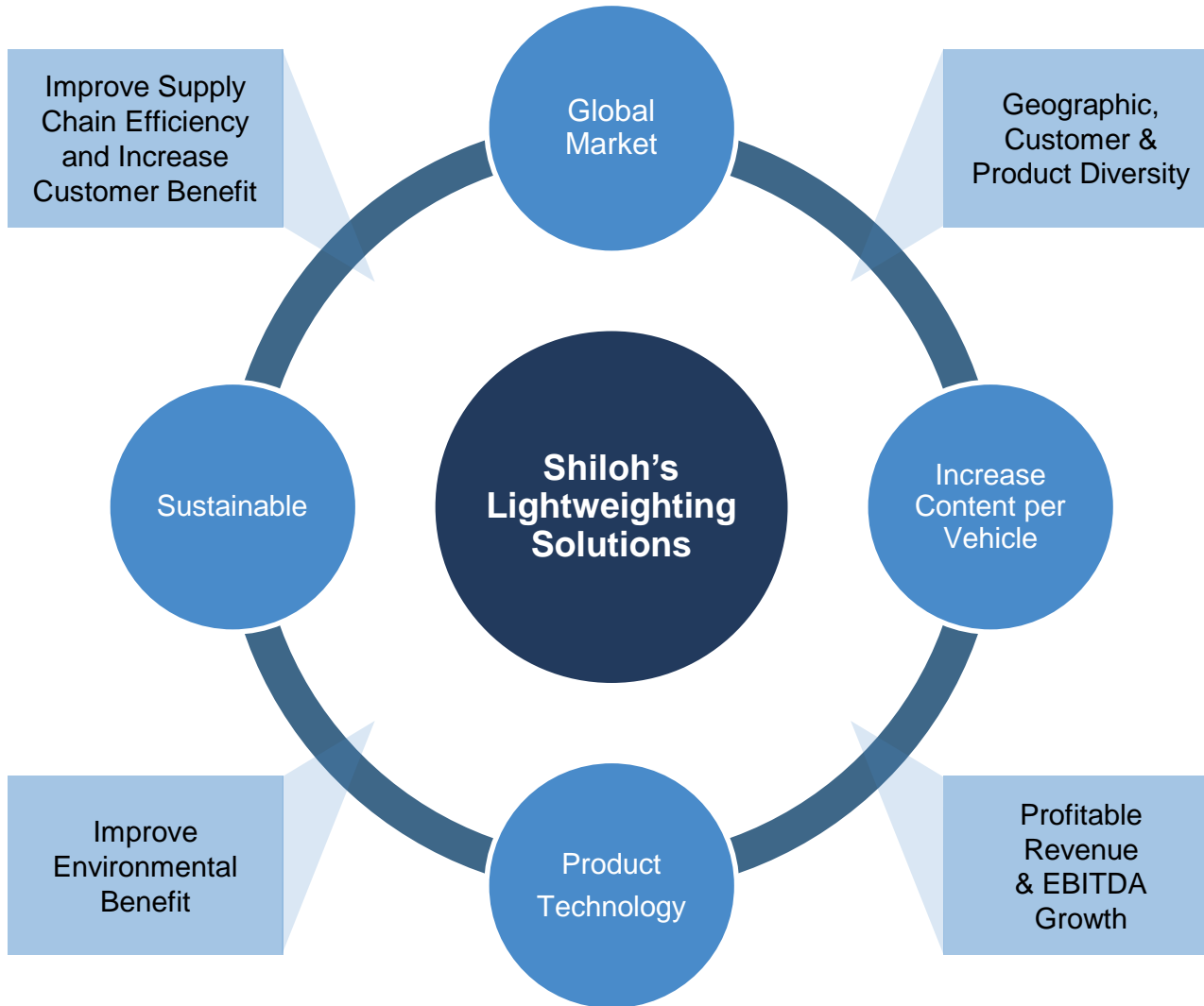


Shiloh aluminum axle carrier displaced iron product reducing weight by 24 pounds or 50%

Up to **7X** Potential CPV Increase

**REVENUE GROWTH**





## Multiple Vehicle Systems

- Body & Interiors
- Chassis Systems
- Propulsion Systems

## Multiple Propulsion Types

- Electric Vehicles
- Hybrid Electric
- Internal Combustion Engines

## Multiple Materials

- Aluminum
- Magnesium
- Steel
- Proprietary NVH Materials

## Multiple Processes

- Provides optimal production method for maximum customer value

# Thank you!



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