



Fourth Quarter 2017 Earnings Call

February 16, 2018



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Forward-Looking Statements



This supplemental 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, and Net Leverage Ratio 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”.

4Q 2017 AAM Highlights



4Q FINANCIAL PERFORMANCE

\$1.73B

Quarterly
Sales

\$296M

17.1% of sales

Quarterly
Adj. EBITDA*

\$51M

Adj. Free
Cash Flow*



Prepaid \$200 million of
5.125% Senior Notes
due 2019 at par



New eDrive business
award with second
e-AAM customer

AAM's 2017 Full-Year Financials



	Full Year 2017
AAM's Consolidated Sales	\$6.27 billion
Adjusted EBITDA*	\$1.103 billion
Adjusted Free Cash Flow*	\$340.9 million
Adjusted Earnings per Share*	\$3.75

- MPG's pre-acquisition financial results from January 1st to April 5th are not included in AAM's 2017 financials results.
- We incurred significant costs and payments related to restructuring, integration and acquisition-related activities as well as purchase accounting adjustments and related effects on the income statement during 2017. The impact of these items has been excluded from our Adjusted EBITDA, Adjusted free cash flow and Adjusted earnings per share amounts.

We achieved record financial performance in 2017

* For definitions of terms, please see the attached appendix

Segment Performance – 4Q 2017



DRIVELINE



- Sales of \$1.01 billion
- Segment Adjusted EBITDA of \$178.8 million
- Continues to benefit from strong light truck production and new business backlog concentrated in crossover vehicles

POWERTRAIN



- Sales of \$272.0 million
- Segment Adjusted EBITDA of \$42.4 million
- Sequential margin improvement due to higher sales and lower launch costs

METAL FORMING



- Sales of \$355.1 million
- Segment Adjusted EBITDA of \$61.8 million
- Strong operating performance continues to drive Adjusted EBITDA > 17% of sales

CASTING



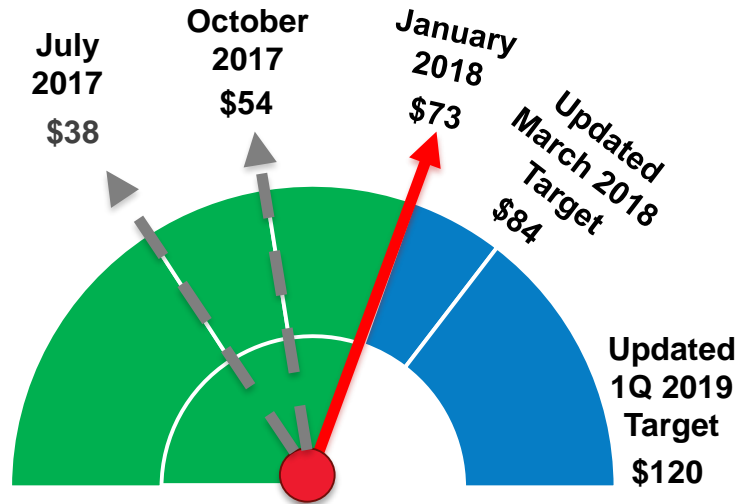
- Sales of \$224.2 million
- Segment Adjusted EBITDA of \$12.7 million
- Modest margin improvement compared to 3Q reflects initial progress on operational performance

Synergy Achievement Progress from MPG Acquisition



Sources of Cost Savings	Initial Targeted Annual Profit Impact
Overhead <ul style="list-style-type: none"> Optimize operating structure Elimination of redundant public company costs 	≈ \$45 - \$50 million
Purchasing <ul style="list-style-type: none"> Combine global purchasing to leverage larger scale Direct and indirect material opportunities Insourcing initiatives 	≈ \$45 - \$50 million
Other Cost Savings <ul style="list-style-type: none"> Manufacturing initiatives Plant loading optimization / facility rationalization 	≈ \$10 - \$20 million
Initial Targeted Annual Improvement	≈ \$100-\$120 million

Synergy Achievement Gauge (Annual Run Rate in millions)



AAM is on track to achieve synergy targets

AAM's 2018 Financial Targets



	2018 Full Year Targets
Sales	≈ \$7 billion
Adjusted EBITDA* Margin	≈ 17.5% - 18%
Adjusted Free Cash Flow*	≈ 5% of sales

- Based on the anticipated launch schedule of our new business backlog and our assumption that the US SAAR* is in the range of 16.8 to 17.0 million units.
- Adjusted Free Cash Flow target assumes capital expenditures of ≈ 8% of sales. Elevated capital spending in 2018 reflects significant new and replacement program launches.
- We estimate approximately \$50 to \$75 million of restructuring and acquisition-related costs and related payments during 2018. The impact of these have been excluded from our Adjusted EBITDA and Adjusted Free Cash Flow targets.
- Our 2018 financial targets for the full year contemplate significant customer downtime in preparation for critical program changeovers and related project expense. We expect this to have the greatest impact in the first quarter of 2018.

We expect another record year in 2018!

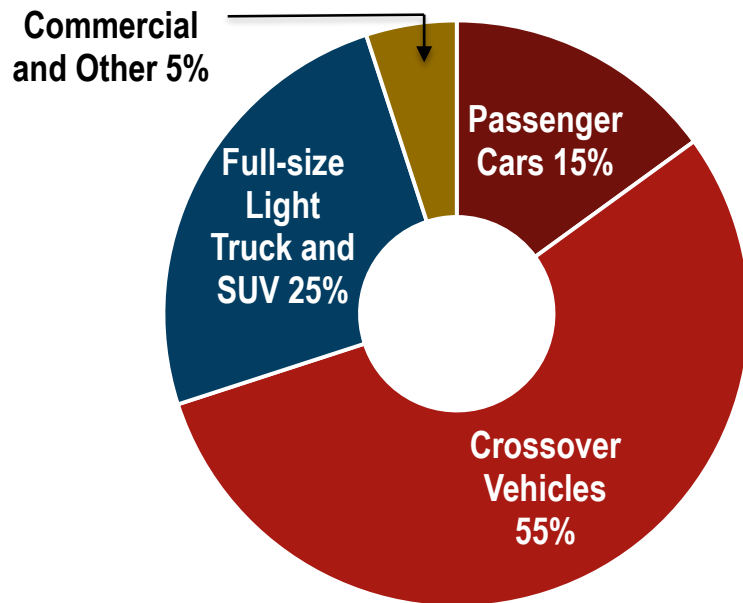
AAM's Gross New and Incremental Business Backlog



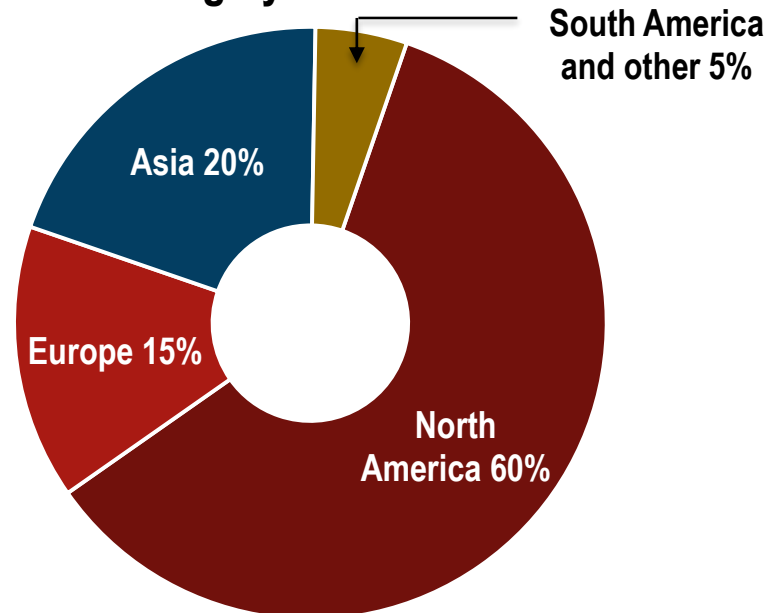
As of January 17, 2018

\$1.5 BILLION: 2018-2020

Backlog by Vehicle Segment



Backlog by Global Market

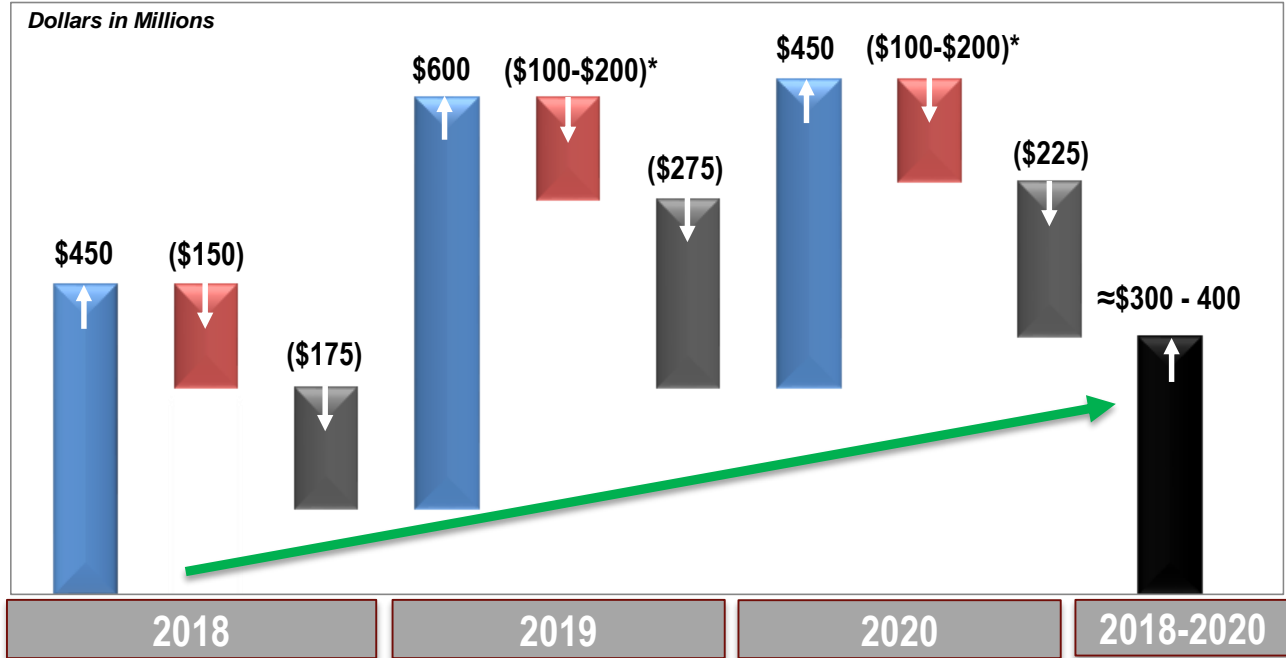






≈80% of new business backlog relates to Non-GM business

* For production and sales assumptions for 2018-2020, please see the attached appendix

Backlog and Impact of GM's Sourcing Decision

As of January 17, 2018



-  — AAM's gross new business backlog
-  — Normal business attrition
-  — Estimated sales impact to AAM of GM's Next-Gen full-size truck sourcing
-  — Net impact for the three year period of 2018 - 2020

AAM's new business backlog more than offsets attrition and the sales impact of GM's next generation full-size truck program sourcing

* Utilized the mid point for the range for charting purposes.

4Q Financial Results



	Three Months Ended December 31,		Difference
	2017	2016	
	(dollars in millions, except per share data)		
Net sales	\$ 1,733.9	\$ 946.5	\$ 787.4
Gross profit	\$ 294.3	\$ 176.1	\$ 118.2
Gross margin	17.0%	18.6%	-1.6%
SG&A	\$ 101.0	\$ 83.0	\$ 18.0
SG&A as a % of sales	5.8%	8.8%	-2.9%
Amortization of intangible assets	\$ 24.5	\$ 1.4	\$ 23.1
Restructuring and acquisition costs	\$ 20.2	\$ 22.2	\$ (2.0)
Other income (expense)	\$ (0.2)	\$ 4.8	\$ (5.0)
Adjusted EBITDA*	\$ 295.7	\$ 148.2	\$ 147.5
Adjusted EBITDA* margin	17.1%	15.7%	1.4%
Net interest expense	\$ 55.0	\$ 22.9	\$ 32.1
Income tax expense (benefit)	\$ (13.1)	\$ 4.5	\$ (17.6)
Effective tax rate	-14.0%	8.8%	-22.8%
Net income attributable to AAM	\$ 106.3	\$ 46.9	\$ 59.4
Diluted EPS	\$ 0.93	\$ 0.59	\$ 0.34
Adjusted EPS*	\$ 0.89	\$ 0.78	\$ 0.11

* For definitions of terms and non-GAAP reconciliations, please see the attached appendix.

Full Year Financial Results

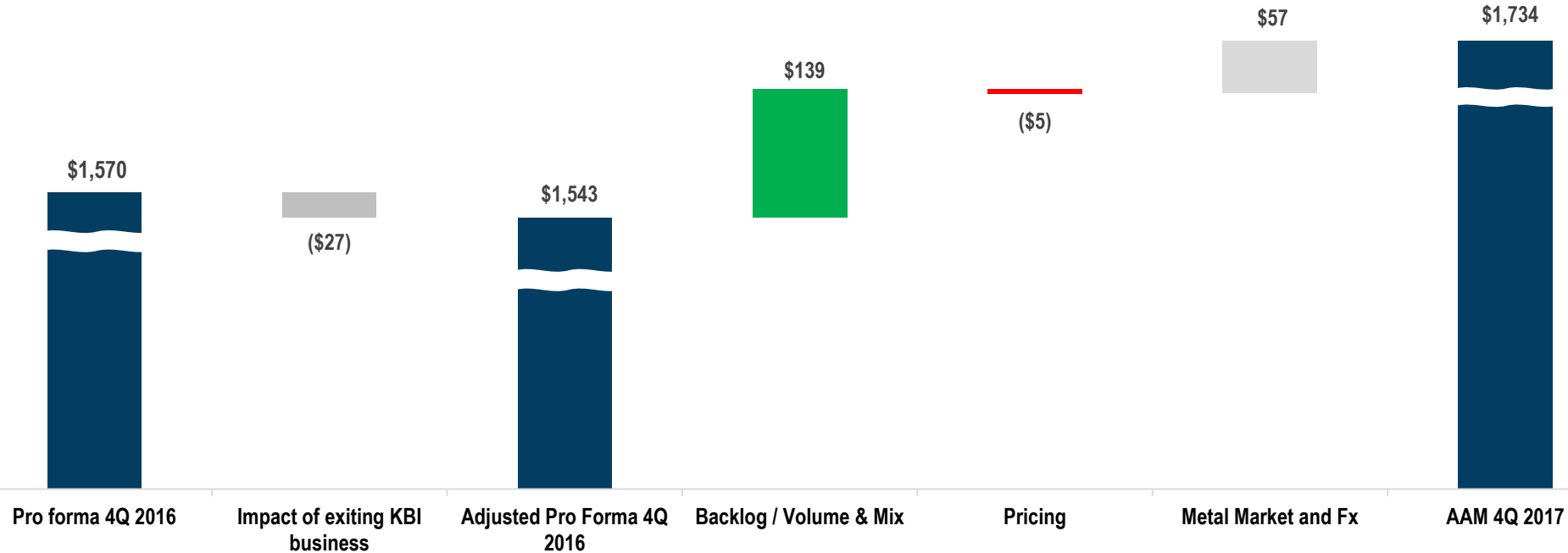


	For the Twelve Months Ended December 31,		Difference
	2017	2016	
	(dollars in millions, except per share data)		
Net sales	\$ 6,266.0	\$ 3,948.0	\$ 2,318.0
Gross profit	\$ 1,119.1	\$ 726.1	\$ 393.0
Gross margin	17.9%	18.4%	-0.5%
SG&A	\$ 390.1	\$ 314.2	\$ 75.9
SG&A as a % of sales	6.2%	8.0%	-1.7%
Amortization of intangible assets	\$ 75.3	\$ 5.0	\$ 70.3
Restructuring and acquisition costs	\$ 110.7	\$ 26.2	\$ 84.5
Other income (expense)	\$ (10.3)	\$ 8.8	\$ (19.1)
Adjusted EBITDA*	\$ 1,102.7	\$ 619.4	\$ 483.3
Adjusted EBITDA* margin	17.6%	15.7%	1.9%
Net interest expense	\$ 192.7	\$ 90.5	\$ 102.2
Income tax expense (benefit)	\$ 2.5	\$ 58.3	\$ (55.8)
Effective tax rate	0.7%	19.5%	-18.8%
Net income attributable to AAM	\$ 337.1	\$ 240.7	\$ 96.4
Diluted EPS	\$ 3.21	\$ 3.06	\$ 0.15
Adjusted EPS*	\$ 3.75	\$ 3.30	\$ 0.45

* For definitions of terms and non-GAAP reconciliations, please see the attached appendix.

4Q 2017 Sales Walkdown

(in millions)

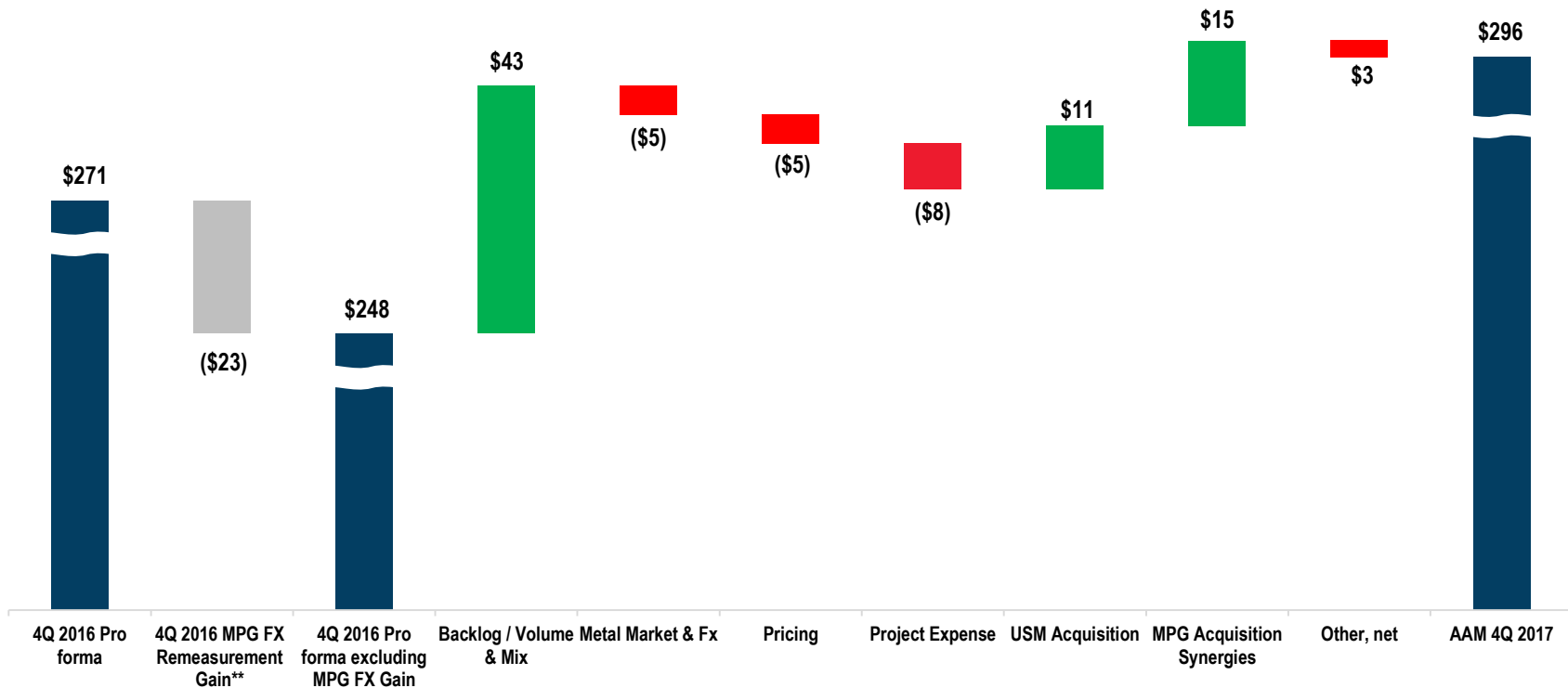


Nearly 9% year-over-year organic growth in 4Q 2017 on the strength of new business backlog

Pro forma sales for 4Q 2016 includes AAM sales of \$947 million and MPG sales of \$646 million, adjusted for the elimination of the MPG sales to AAM of \$23 million

4Q Year-Over-Year Adjusted EBITDA* Walk

(in millions)



Adjusted EBITDA margin of 17.1% in 4Q 2017

* For definitions of terms and non-GAAP reconciliations, please see the attached appendix. ** Primarily related to pre-acquisition Remeasurement of Euro Denominated Loan in MPG's 4Q 2016 financial results

Restructuring and Acquisition-Related Costs



Ongoing:

Restructuring
Integration

Specific to Closing of Acquisition:

Acquisition-related closing costs
Interest payment upon the settlement of acquired company debt
Settlement of pre-existing accounts payable with acquired entities

Expense		Cash Payments	
(in millions)			
4Q 2017	FY 2017	4Q 2017	FY 2017
\$ 2.2	\$ 17.4	\$ 5.4	\$ 25.5
18.0	52.6	17.3	42.6
-	40.7	0.1	41.2
-	-	-	24.6
-	-	-	35.2
\$ 20.2	\$ 110.7	\$ 22.8	\$ 169.1

AAM expects between \$50 and \$75 million of additional restructuring and acquisition-related costs and cash payments in 2018.

Adjusted Free Cash Flow and Debt Profile



Cash Flow and Debt Metrics	As of December 31, 2017
Adjusted Free Cash Flow*	4Q 2017 - \$50.9 million Full Year 2017 - \$340.9 million
Net Debt*	\$3.6 billion
Net Leverage Ratio*	2.9x
Liquidity*	\$1.4 billion

Continued to improve gross and net debt metrics in 4Q 2017



AAM

SUPPLEMENTAL DATA

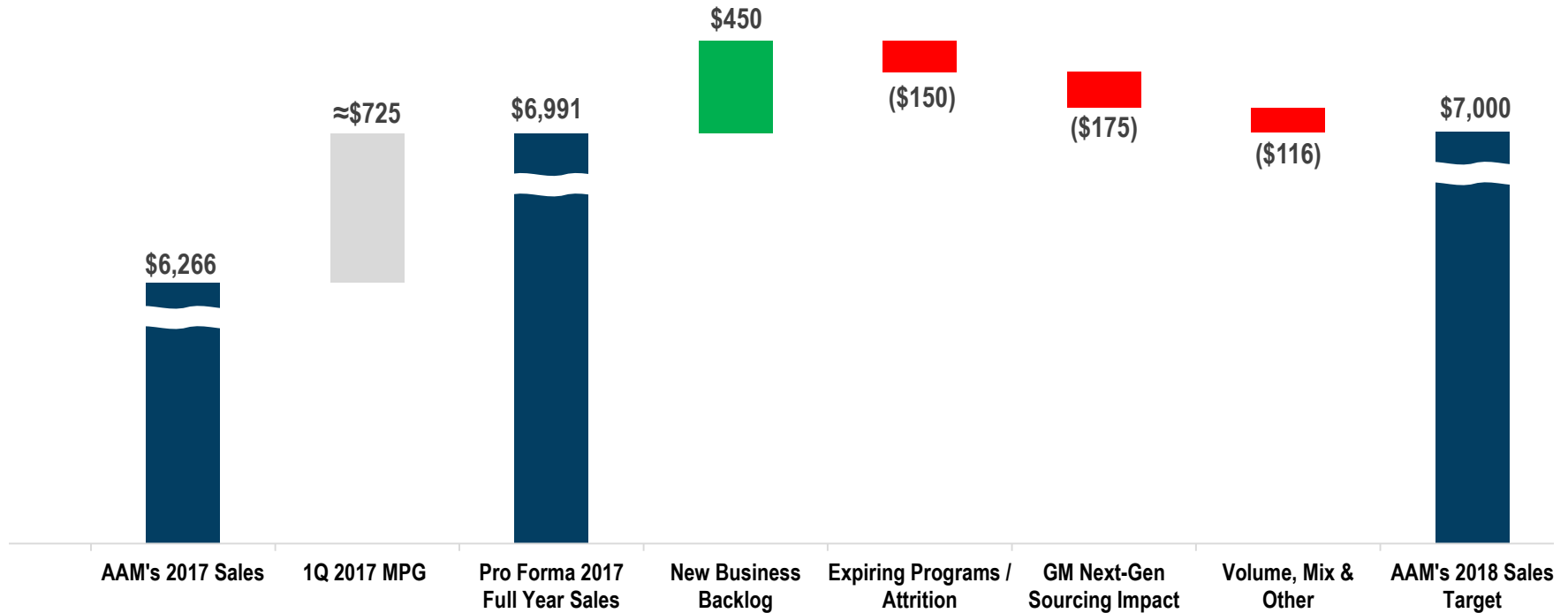
Production and Sales Volume Assumptions



	2018	2019 - 2020
Global Light Vehicle Production	≈ 97M units	≈ 2% annual growth
North America Light Vehicle Production	≈ 17.5M units	Flat
US SAAR	16.8 – 17M units	16.5 – 17M units
Europe Light Vehicle Production	≈ 23M units	Flat
China Light Vehicle Production	≈ 28M units	≈ 4-5% annual growth
North America Class 5-8 Commercial Vehicle Production	≈ 550k units	Flat

2018 Sales Walkdown

(in millions)

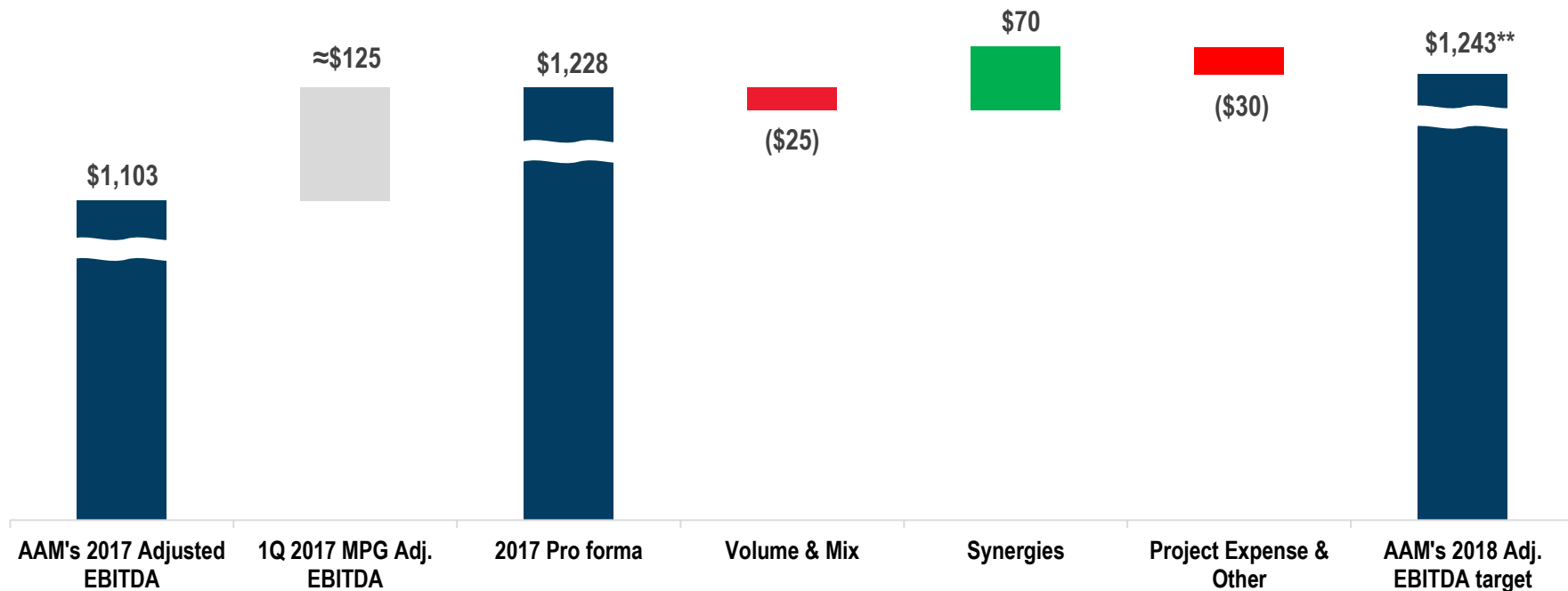


Strong backlog offsets attrition and lower expected full-size truck volumes

Note: 1Q 2017 MPG sales reflect total pre-acquisition sales of approximately \$750 million adjusted for the elimination of approximately \$25 million of sales to AAM

2018 Adjusted EBITDA* Walkdown

(in millions)



Benefit of cost reductions synergies more than offsets margin headwinds

* For definitions of terms, please see the attached appendix ** For charting purposes, this reflects 2018 Adj. EBITDA at midpoint of 17.5% to 18% range

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 presentation are provided on a non-GAAP basis. A reconciliation of non-GAAP forward-looking financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP is not practical given the difficulty of projecting event driven transactional and other non-core operating items, as well accounting adjustments related to recent tax reform and their related effects in any future period. The magnitude of these items, however, may be significant.

EBITDA and Adjusted EBITDA Reconciliation

(\$ in millions)

	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2017	2016	2017	2016
Net income	\$ 106.5	\$ 46.9	\$ 337.5	\$ 240.7
Interest expense	55.7	23.2	195.6	93.4
Income tax expense (benefit)	(13.1)	4.5	2.5	58.3
Depreciation and amortization	125.2	51.4	428.5	201.8
EBITDA, as defined	\$ 274.3	\$ 126.0	\$ 964.1	\$ 594.2
Restructuring and acquisition-related costs	20.2	22.2	110.7	26.2
Debt refinancing and redemption costs	0.8	—	3.5	—
Non-recurring items:				
Acquisition-related fair value inventory adjustment	—	—	24.9	—
Other	0.4	—	(0.5)	(1.0)
Adjusted EBITDA	\$ 295.7	\$ 148.2	\$ 1,102.7	\$ 619.4
As % of net sales	17.1 %	15.7 %	17.6 %	15.7 %

EBITDA and Adjusted EBITDA for the Trailing Twelve Months Ended December 31, 2017
(\$ in millions)

	Quarter Ended				Trailing Twelve
	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017	Months Ended December 31, 2017
Net income	\$ 78.4	\$ 66.3	\$ 86.3	\$ 106.5	\$ 337.5
Interest expense	25.5	56.9	57.5	55.7	195.6
Income tax expense (benefit)	7.5	2.4	5.7	(13.1)	2.5
Depreciation and amortization	56.1	124.6	122.6	125.2	428.5
EBITDA, as defined	<u>\$ 167.5</u>	<u>\$ 250.2</u>	<u>\$ 272.1</u>	<u>\$ 274.3</u>	<u>\$ 964.1</u>
Restructuring and acquisition-related costs	16.0	51.7	22.8	20.2	110.7
Debt refinancing and redemption costs	—	2.7	—	0.8	3.5
Non-recurring items:					—
Acquisition-related fair value inventory adjustment	—	24.9	—	—	24.9
Other	—	(3.8)	2.9	0.4	(0.5)
Adjusted EBITDA	<u>\$ 183.5</u>	<u>\$ 325.7</u>	<u>\$ 297.8</u>	<u>\$ 295.7</u>	<u>\$ 1,102.7</u>
				Pre-acquisition adjusted EBITDA from acquired entities	129.1
				Pro forma Adjusted EBITDA	<u>\$ 1,231.8</u>

Adjusted Earnings per Share Reconciliation

	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2017	2016	2017	2016
Diluted earnings per share	\$ 0.93	\$ 0.59	\$ 3.21	\$ 3.06
Restructuring and acquisition-related costs	0.18	0.28	1.05	0.34
Debt refinancing costs	0.01	—	0.03	—
Non-recurring items:				
Acquisition-related fair value inventory adjustment	—	—	0.24	—
Acquisition related tax adjustments	0.01	—	(0.15)	—
Adjustments related to the Tax Cuts and Jobs Act of 2017	(0.17)	—	(0.19)	—
Other	—	—	0.02	(0.01)
Tax effect of adjustments	(0.07)	(0.09)	(0.46)	(0.09)
Adjusted earnings per share	<u>\$ 0.89</u>	<u>\$ 0.78</u>	<u>\$ 3.75</u>	<u>\$ 3.30</u>

Free Cash Flow and Adjusted Free Cash Flow Reconciliation

(\$ in millions)

	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2017	2016	2017	2016
Net cash provided by operating activities	\$ 226.3	\$ 116.6	\$ 647.0	\$ 407.6
Less: Purchases of property, plant & equipment, net of proceeds from sale of property, plant and equipment and from government grants	(198.2)	(63.3)	(475.2)	(218.5)
Free cash flow	\$ 28.1	\$ 53.3	\$ 171.8	\$ 189.1
Cash payments for restructuring and acquisition-related costs	\$ 22.8	\$ 9.5	\$ 109.3	\$ 9.5
Acquisition-related settlement of pre-existing accounts payable balances with acquired entities	—	—	35.2	—
Interest payments upon settlement of acquired company debt	—	—	24.6	—
Adjusted free cash flow	\$ 50.9	\$ 62.8	\$ 340.9	\$ 198.6

Net Debt and Net Leverage Ratio

(\$ in millions)

	Twelve Months Ended
	December 31,
	2017
	<hr/>
Current portion of long-term debt	\$ 5.9
Long-term debt, net	<hr/> 3,969.3
Total debt, net	3,975.2
Less: Cash and cash equivalents	<hr/> 376.8
Net debt at end of period	<hr/> <hr/> \$ 3,598.4
Pro forma Adjusted EBITDA	<hr/> <hr/> \$ 1,231.8
Net Leverage Ratio	2.9

	Segment Financial Information			
	(\$ in millions)			
	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2017	2016	2017	2016
Segment Sales				
Driveline	\$ 1,012.1	\$ 895.2	\$ 4,040.8	\$ 3,735.6
Metal Forming	355.1	137.8	1,242.6	552.2
Powertrain	272.0	—	816.5	—
Casting	224.2	—	676.4	—
Total Sales	1,863.4	1,033.0	6,776.3	4,287.8
Intersegment Sales	(129.5)	(86.5)	(510.3)	(339.8)
Net External Sales	<u>\$ 1,733.9</u>	<u>\$ 946.5</u>	<u>\$ 6,266.0</u>	<u>\$ 3,948.0</u>
Segment Adjusted EBITDA				
Driveline	\$ 178.8	\$ 123.9	\$ 692.3	\$ 515.8
Metal Forming	61.8	24.2	232.3	103.6
Powertrain	42.4	—	131.1	—
Casting	12.7	—	47.0	—
Total Segment Adjusted EBITDA	<u>\$ 295.7</u>	<u>\$ 148.1</u>	<u>\$ 1,102.7</u>	<u>\$ 619.4</u>

Pro forma EBITDA and Adjusted EBITDA Reconciliation for Fourth Quarter of 2016

(\$ in millions)

	<u>AAM</u>	<u>MPG</u>	<u>PRO FORMA</u>
Net income	\$ 46.9	\$ 16.8	\$ 63.7
Interest expense	23.2	25.4	48.6
Income tax expense	4.5	11.1	15.6
Depreciation and amortization	51.4	55.7	107.1
EBITDA	\$ 126.0	\$ 109.0	\$ 235.0
Restructuring and acquisition-related costs, debt refinancing and redemption costs and non-recurring	22.2	13.4	35.6
Adjusted EBITDA	<u>\$ 148.2</u>	<u>\$ 122.4</u>	<u>\$ 270.6</u>

Pro forma EBITDA and Adjusted EBITDA Reconciliation for Full Year of 2016

(\$ in millions)

	AAM	MPG	PRO FORMA
Net income	\$ 240.7	\$ 96.9	\$ 337.6
Interest expense	93.4	103.5	196.9
Income tax expense	58.3	38.4	96.7
Depreciation and amortization	201.8	221.3	423.1
EBITDA	\$ 594.2	\$ 460.1	\$ 1,054.3
Restructuring and acquisition-related costs, debt refinancing and redemption costs and non-recurring	25.2	24.7	49.9
Adjusted EBITDA	\$ 619.4	\$ 484.8	\$ 1,104.2

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, 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 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.

Other Non-recurring Items

For the three months ended December 31, 2017, other non-recurring items reflect the impact of a non-cash pension settlement charge related to one of our foreign entities. For the twelve months ended December 31, 2017, other non-recurring items also reflect the impact of a gain related to the change of our method of accounting for indirect inventory and the interest expense for the debt drawdown period prior to acquisition funding requirement. For the twelve months ended December 31, 2016, other non-recurring items reflect the impact of an investment gain related to the final distribution of the Reserve Yield Plus Fund.

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, 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 and from government grants. Adjusted free cash flow is defined as free cash flow excluding the impact of cash payments for restructuring and acquisition-related costs, settlements of pre-existing accounts payable balances with acquired entities, and interest payments upon the settlement of acquired company debt. 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 pro forma Adjusted EBITDA. Pro forma Adjusted EBITDA includes AAM's Adjusted EBITDA and the pre-acquisition EBITDA of acquired entities. 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



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