



H1 2019 Results Presentation

July 25th, 2019

This presentation has been prepared solely for use at this presentation of our results as of and for the quarter ended June 30, 2019. By attending the conference call meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations.

This presentation is not an offer for sale of securities in the United States or in any other jurisdiction. This presentation has been prepared for information and background purposes only. It is confidential and does not constitute or form part of, and should not be construed as, an offer or invitation to subscribe for, underwrite or otherwise acquire, any securities of Gestamp Automoción, S.A. (the “Company”) or any member of its group nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company or any member of its group or with any other contract or commitment whatsoever. Neither this presentation nor any part of it may be reproduced (electronically or otherwise) or redistributed, passed on, or the contents otherwise divulged, directly or indirectly, to any other person or published in whole or in part for any purpose without the prior written consent of the Company.

This presentation does not purport to be all-inclusive or to contain all of the information that any person may require to make a full analysis of the matters referred to herein. Each recipient of this presentation must make its own independent investigation and analysis of the Company.

This presentation may contain certain forward-looking statements and judgements that reflect the management’s intentions, beliefs or current expectations. These forward-looking statements include, but are not limited to, all statements other than statements of historical facts, including, without limitation, those regarding the Company’s future financial position and results of operations, strategy, plans, objectives, goals and targets and future developments in the markets where the Company participates or is seeking to participate. The Company’s ability to achieve its projected results is dependent on many factors which are outside management’s control. Actual results may differ materially from (and be more negative than) those projected or implied in the forward-looking statements. Such forward-looking information involves risks and uncertainties that could significantly affect expected results and is based on certain key assumptions. Due to such uncertainties and risks, readers are cautioned not to place undue reliance on such forward-looking statements as a prediction of actual results. All forward-looking statements included herein are based on information available to the Company as of the date hereof. The Company undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law. All subsequent written and oral forward-looking statements attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements. Growth at constant exchange rates is a numerical translation of our figures from local currencies to euros, and not a description of the situation if the currencies had not moved. Capex split in categories is a management judgement, and should not be considered as a substitute for additions of tangible and intangible assets, nor depreciation and amortization.

In this presentation, we may rely on and refer to information regarding our business and the market in which we operate and compete. We have obtained this information from various third party sources, including providers of industry data, discussions with our customers and our own internal estimates. We cannot assure you that any of this information is accurate or correctly reflects our position in the industry, and none of our internal surveys or information has been verified by any independent sources.

No representation or warranty, express or implied, is made as to the fairness, accuracy or completeness of the information contained herein. None of the Company, its advisers, connected persons or any other person accepts any liability for any loss howsoever arising, directly or indirectly, from this presentation or its contents. This shall not, however, restrict or exclude or limit any duty or liability to a person under any applicable laws or regulations of any jurisdiction which may not lawfully be disclaimed (including in relation to fraudulent misrepresentation).

Key Highlights for Q2 and H1 2019

Financial Overview

Closing Remarks

- The auto environment has been challenging during Q2 2019, with continued volume declines across the most relevant geographies
- In that context, Gestamp has continued to outperform the market with revenues during Q2 2019 increasing by **6.4%** (7.8% at constant FX) vs. Q2 2018 or **5.9% growth** (7.3% at constant FX) during H1 2019 vs. H1 2018
- Slight improvement in profitability levels with EBITDA margin reaching 11.6% during Q2 2019 and 11.5% in H1 2019 despite temporary negative impact of underlying market conditions and ramp-ups
- Project launches in line with expectations from an industrial point of view with continued investments
 - OEM volumes for some projects, mainly NAFTA, ramping-up slower than envisaged but expected to be fully recovered throughout the project lifecycle
- Inauguration of a new facility in Slovakia during Q2 and two plants under construction to support future growth
- Gestamp has continued to receive enquiries for new business opportunities as OEMs focus on CASE⁽¹⁾, especially electrification, for which we are well positioned with our **lightweight solutions** and **new products** (battery box)

Note: IFRS 16 operating lease adjustment included as of 1st January 2019. H1 2018 figures include the hyperinflation adjustment incorporated as of 9M 2018

(1) CASE stands for Connectivity, Autonomous Driving, Shared Mobility and Electrification

(In €m)	Q2 2018	Q2 2019
Total Revenue	2,203	2,344
EBITDA	254	272
EBITDA margin (%)	11.5%	11.6%
EBIT	146	135
EBIT margin (%)	6.6%	5.8%
Net Income	69	59
Net debt	2,209	2,486
Operating Leases (IFRS 16)	<i>Not applicable</i>	402

Q2 2019 Revenue increased by 7.8% at constant FX and EBITDA increased by 8.9% at constant FX

Note: IFRS 16 operating lease adjustment included as of 1st January 2019. H1 2018 figures include the hyperinflation adjustment incorporated as of 9M 2018

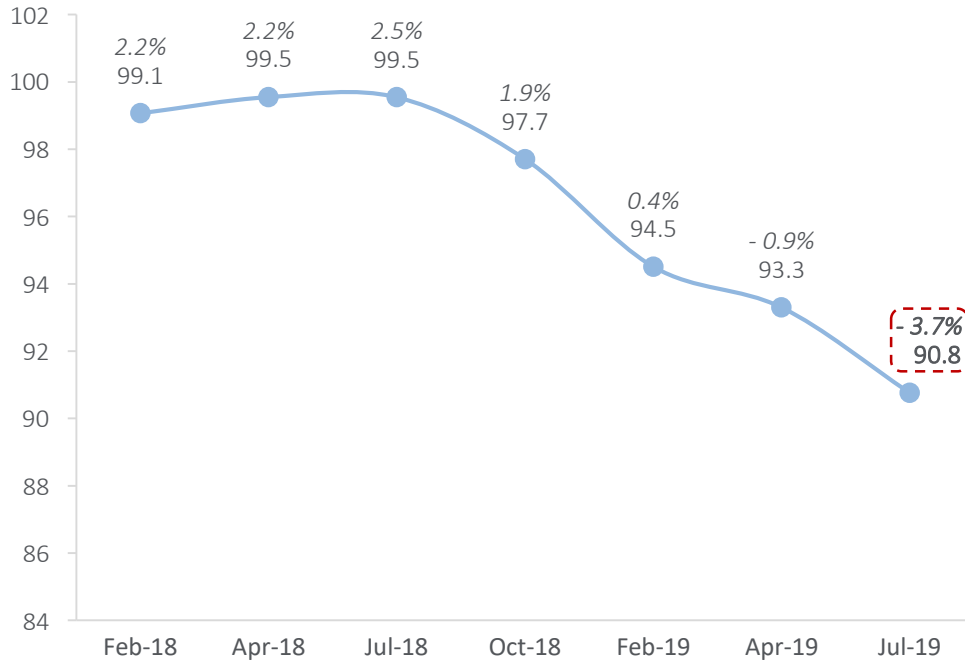
(In €m)	H1 2018	H1 2019
Total Revenue	4,261	4,513
EBITDA	486	521
EBITDA margin (%)	11.4%	11.5%
EBIT	275	244
EBIT margin (%)	6.4%	5.4%
Net Income	132	100
Net debt	2,209	2,486
Operating Leases (IFRS 16)	<i>Not applicable</i>	402

H1 2019 Revenue increased by 7.3% at constant FX and EBITDA increased by 9.0% at constant FX

Note: IFRS 16 operating lease adjustment included as of 1st January 2019. H1 2018 figures include the hyperinflation adjustment incorporated as of 9M 2018

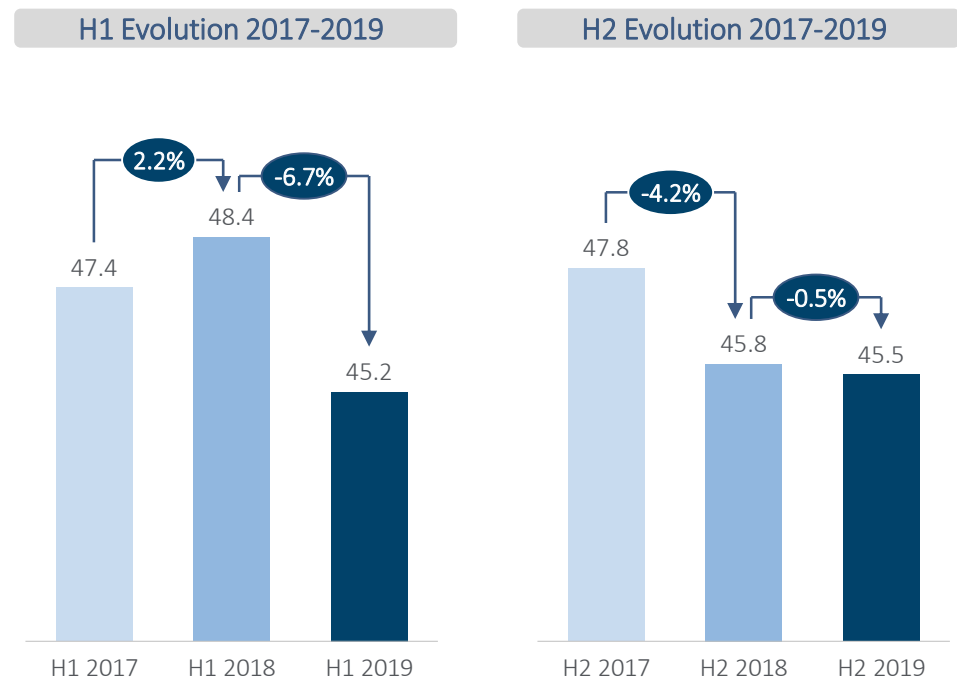
IHS 2019 Global Light Vehicle Production

IHS Market 2019E Analysis of Production Evolution (Mveh)



IHS Light Vehicle Production H1 and H2 Evolution

IHS Global Vehicle Production (Mveh)



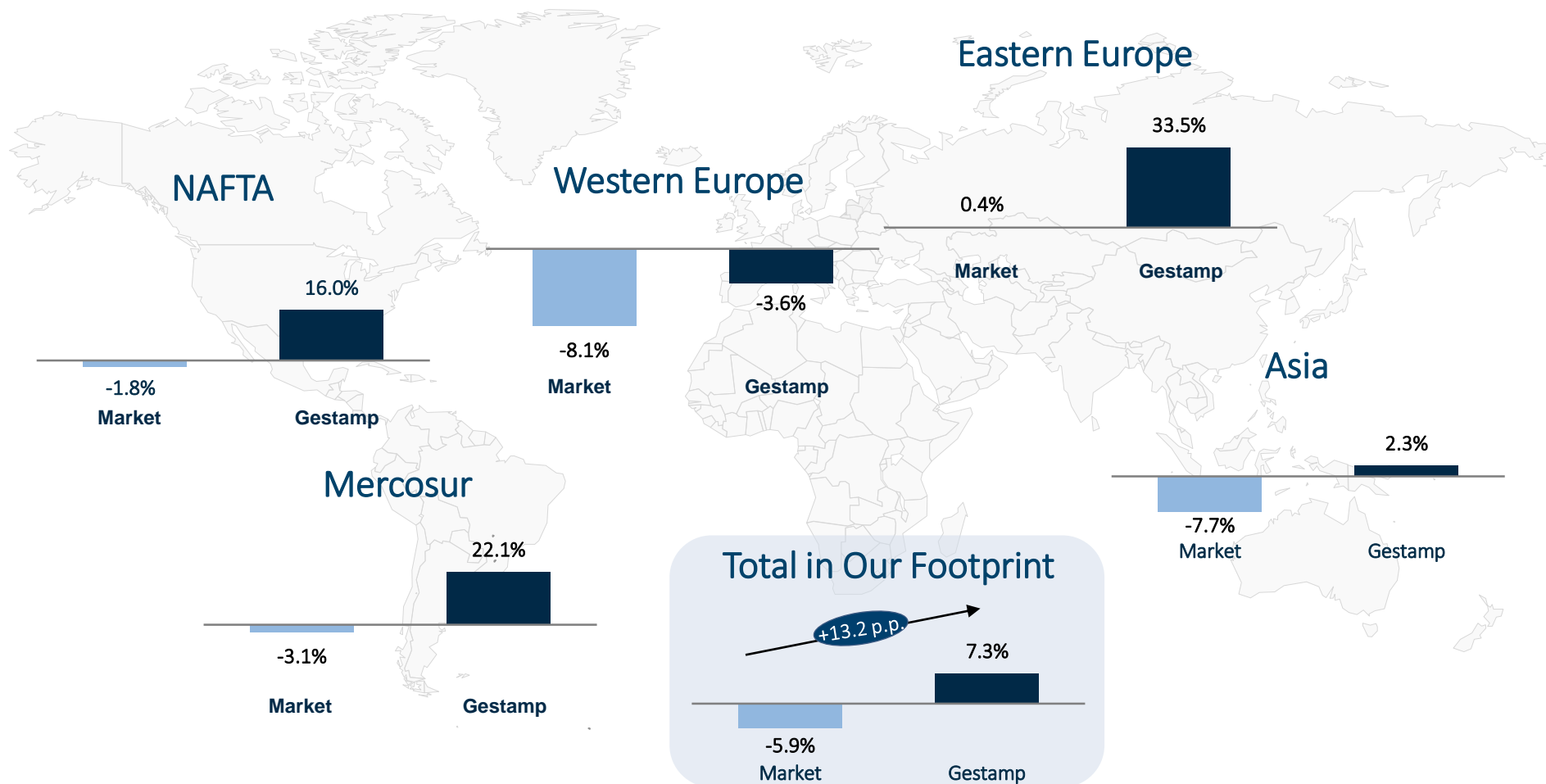
- Difficult to carry out adjustments as a result of changes in volume outlook on a monthly basis and an environment with low predictability

- H1 2019 has been challenging and H2 2019 forecast has been revised downwards – now expected to decline despite low base H2 2018

● IHS Market Production (% growth vs. 2018A)

Source: IHS Production (February 2018, April 2018; July 2018; October 2018; February 2019; April 2019, July 2019)

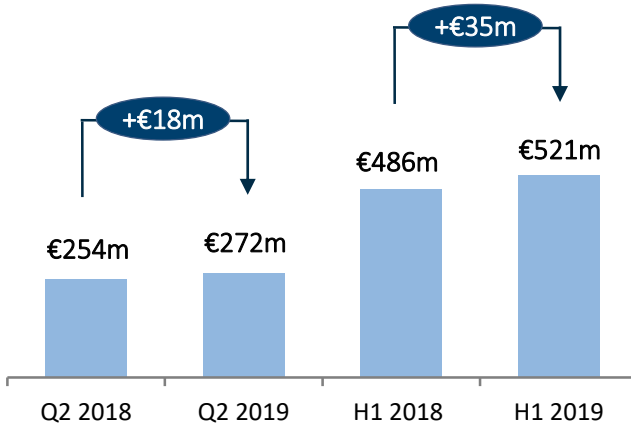
Gestamp Revenue Growth at Constant FX vs. IHS Market Production Growth in Gestamp's Footprint



Note: Gestamp's growth at constant FX used for comparability with production volumes. Market production volume growth is based on countries in Gestamp's production footprint (IHS data for H1 2019 as of July 2019). H1 2018 figures include the hyperinflation adjustment incorporated as of 9M 2018

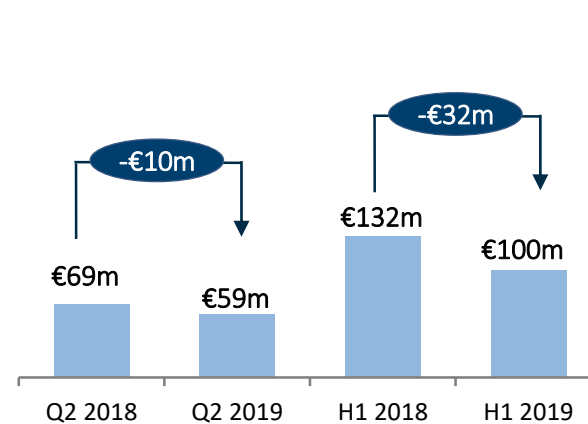
EBITDA ⁽¹⁾

(In €m)



Net Income

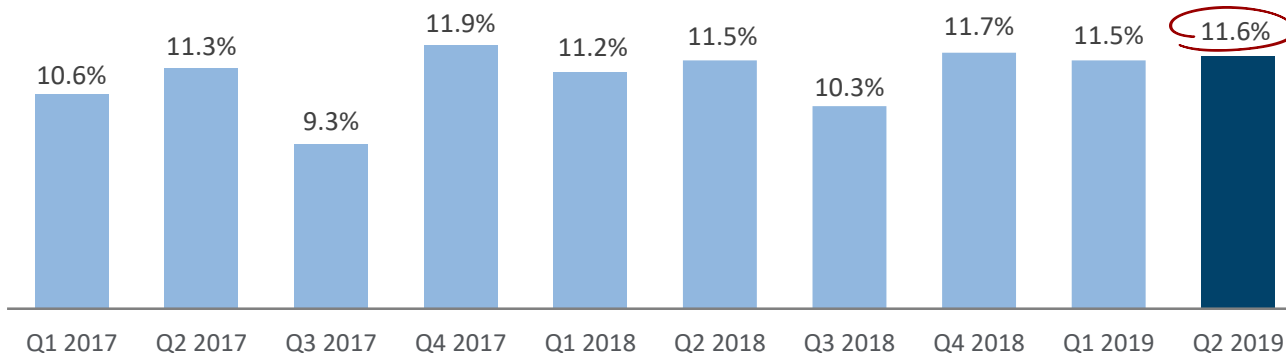
(In €m)



Considerations

- EBITDA of €521m in H1 19, a 7.2% increase or 9.0% at constant FX, including the impact from IFRS 16
- Net Income reached €59m in Q2 19, impacted by
 - Increase in D&A
 - Increase in minorities

EBITDA Margin Evolution



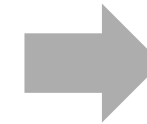
Considerations

- EBITDA margin in Q2 19 reaching 11.6% including IFRS 16 impact
 - Negative impact in Asia and W. Europe due to volume declines
 - Improvement in Eastern Europe and NAFTA although still impacted by ramp-ups

Note: IFRS 16 operating lease adjustment included as of 1st January 2019. H1 2018 figures include the hyperinflation adjustment incorporated as of 9M 2018

(1) EBITDA increase of 8.9% and 9.0% at constant FX in Q2 2019 and H1 2019, respectively

- Growth supported by invested capex in existing and new projects
- Successful execution of new projects as well as implementation of restructuring actions



Solid base for recovery of profitable growth

Key Considerations

Western Europe

- Overall 4.5 p.p. market outperformance
- ~ Gradual decline in market volumes in Germany
- ~ Brexit leading to 3 years of volume declines

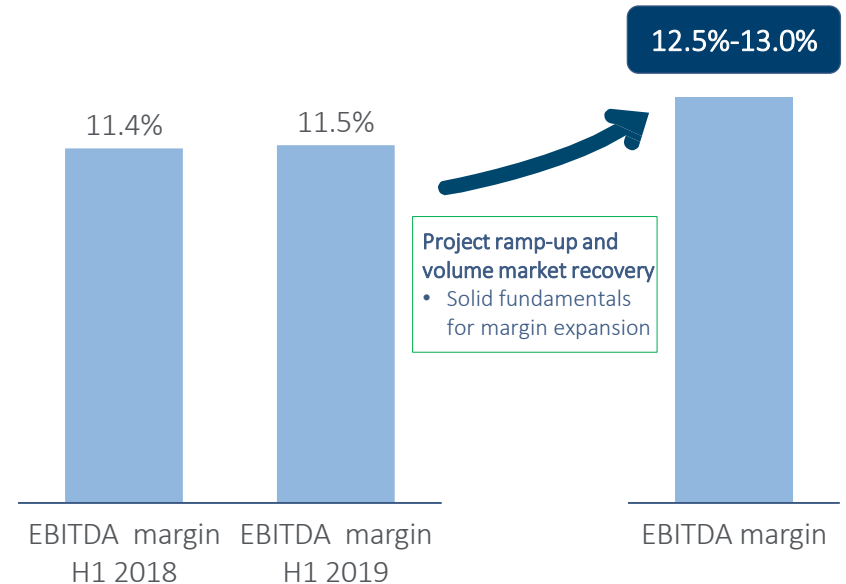
NAFTA

- Improving industrial performance
- ~ OEM volume ramp-ups slightly slower than expected but with full cost structure in place

China

- Positive growth in a declining market
- ~ Strong reduction of high margin business
- ~ Beijing plant assembly operations with lower EBITDA generation but excellent ROCE

EBITDA margin Evolution



Solid fundamentals to contribute to margin expansion once new projects are in full ramp-up and overall market volumes recover

Note: Market production volume growth is based on countries in Gestamp's production footprint (IHS data for H1 2019 as of July 2019)

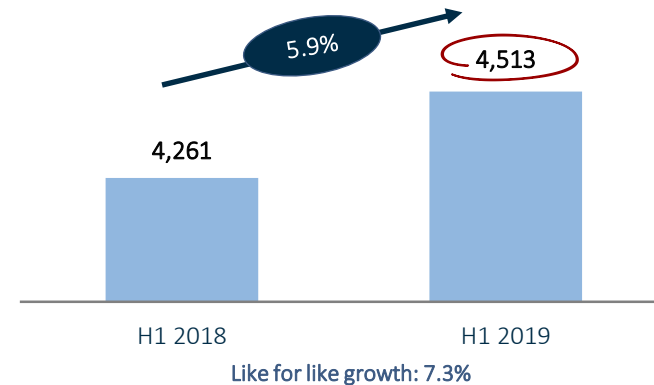
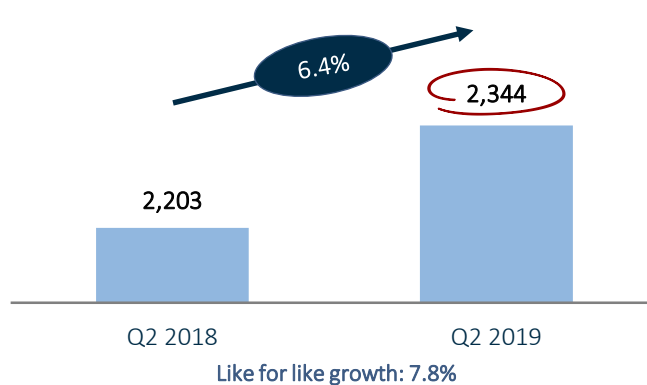
Key Highlights for Q2 and H1 2019

Financial Overview

Closing Remarks

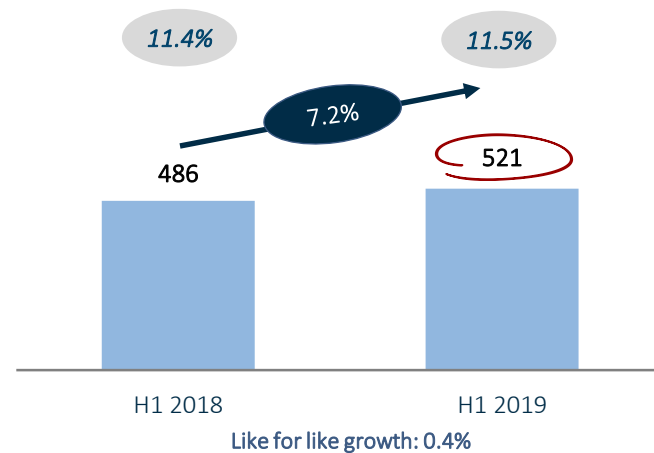
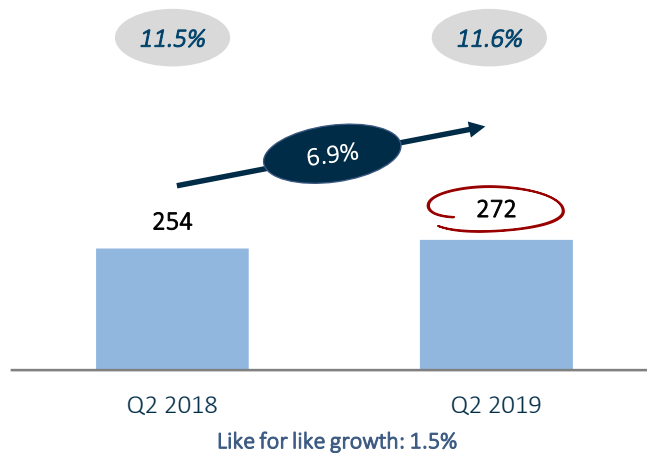
Revenue

(In €m)



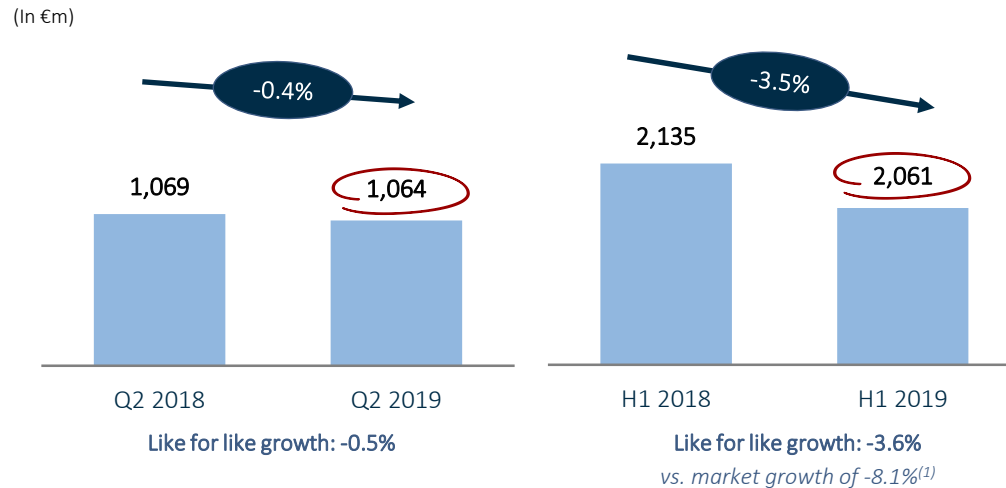
EBITDA

(In €m)
EBITDA margin (%)



Note: IFRS 16 operating lease adjustment included as of 1st January 2019. H1 2018 figures include the hyperinflation adjustment incorporated as of 9M 2018. Like for like growth – at constant FX and excluding IFRS 16 impact

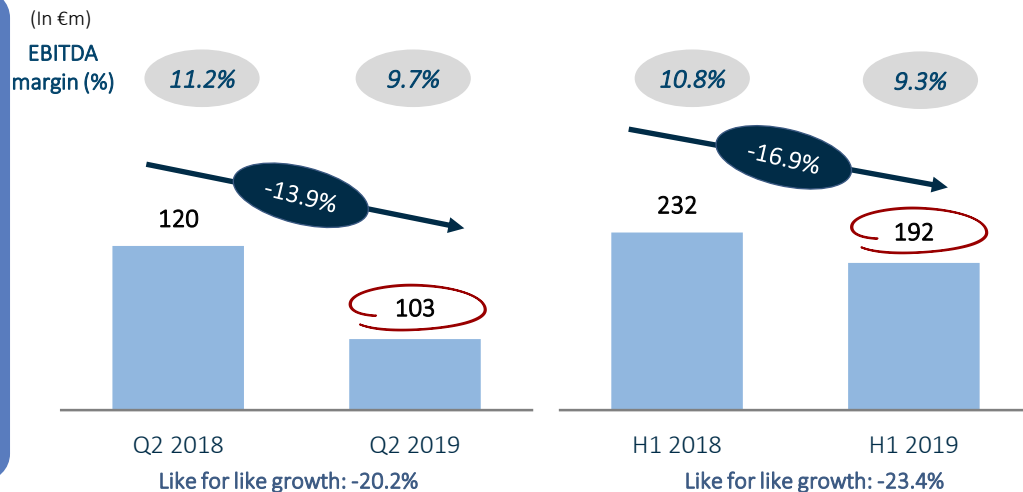
Revenue



Considerations

- Q2 Revenue decrease of 0.4% reaching €1,064m
 - Growth in Iberia as a result of new project launches; offset by a
 - Significant decrease in Germany and the UK (production stoppages linked Brexit)
- H1 Revenue of €2,061m resulting in a 3.5% decline
 - H1 impacted by a more challenging Q1

EBITDA



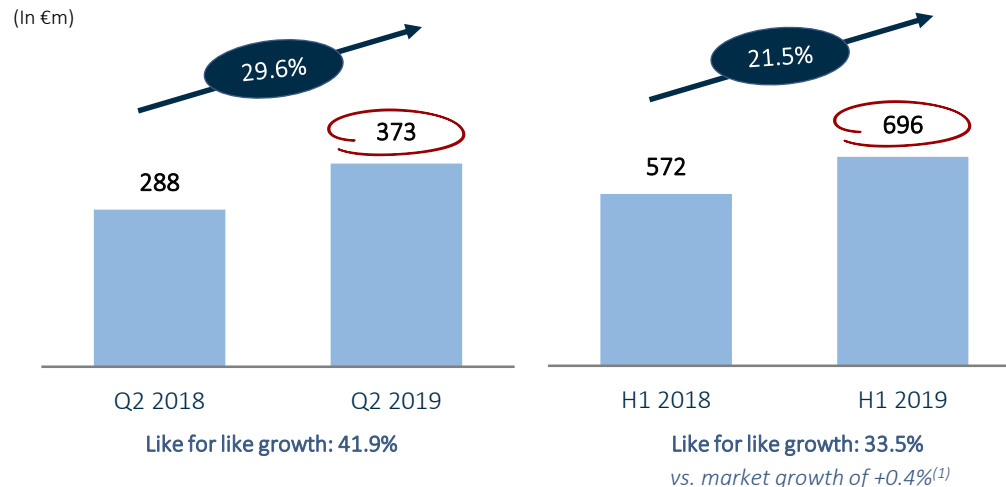
Considerations

- Q2 EBITDA decrease reaching €103m
 - Lower volumes in Germany and the UK
 - Launch costs of new projects
- H1 EBITDA decrease reaching €192m but improving profitability trend seen in Q2 19 expected to continue
 - Ongoing cost reduction programs

Note: IFRS 16 operating lease adjustment included as of 1st January 2019; Like for like growth – at constant FX and excluding IFRS 16 impact

(1) Market production volume growth is based on countries in Gestamp's production footprint (IHS data for H1 2019 as of July 2019)

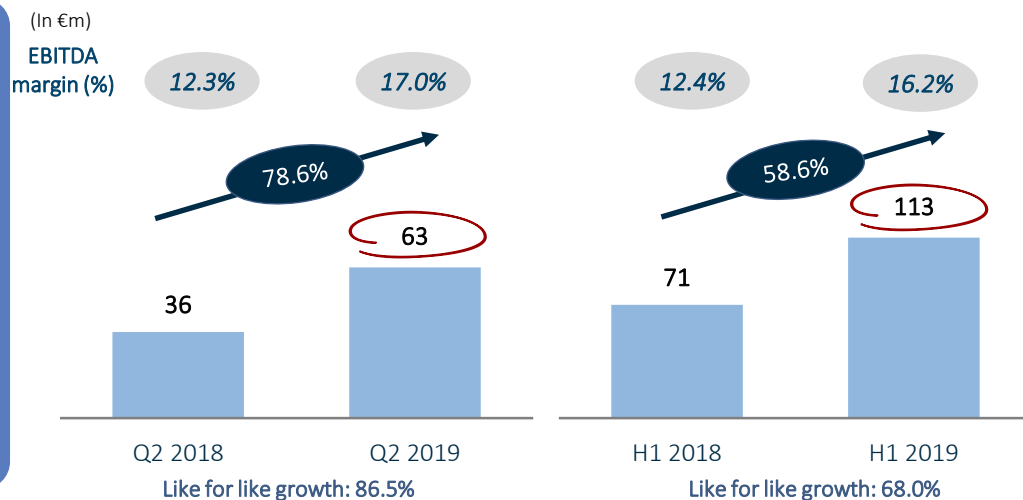
Revenue



Considerations

- Q2 Revenue of €373m resulting in 29.6% growth or 41.9% at constant FX
- Solid performance in almost all countries but impacted by FX headwinds (mainly Turkey)
- Contribution from new project ramp-ups
- H1 Revenue growth of 21.5% reaching €696m based on similar reasons as for the quarter

EBITDA



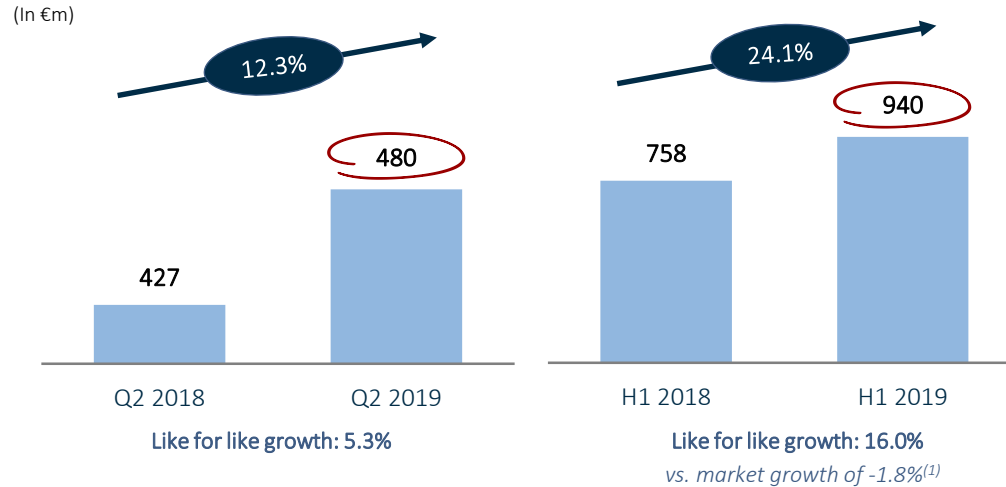
Considerations

- Q2 EBITDA increase reaching €63m
- EBITDA margin expansion driven by overall volumes growth and efficiencies
- H1 EBITDA increase reaching €113m, implying an EBITDA margin of 16.2%
- Similar trends as seen during Q2

Note: IFRS 16 operating lease adjustment included as of 1st January 2019; Like for like growth – at constant FX and excluding IFRS 16 impact

(1) Market production volume growth is based on countries in Gestamp's production footprint (IHS data for H1 2019 as of July 2019)

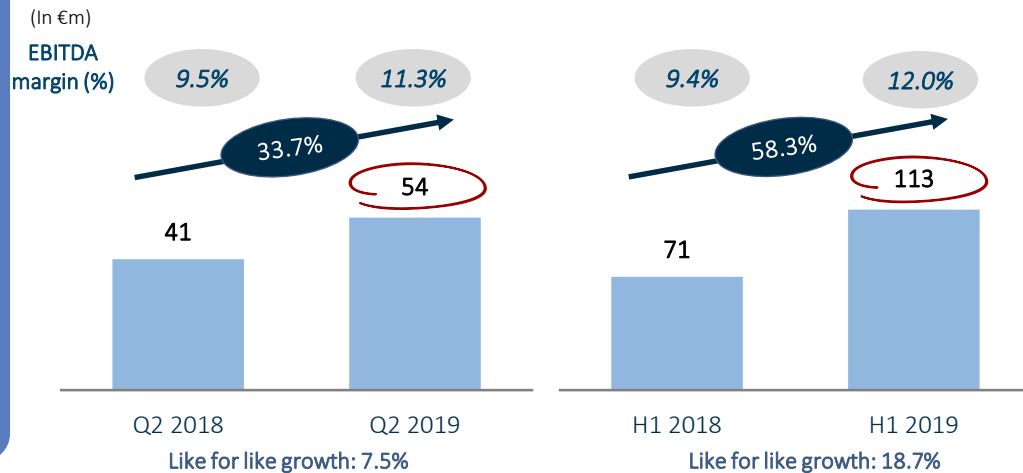
Revenue



Considerations

- Q2 Revenue growth of 12.3% reaching €480m
 - Strong above-market growth especially in the US as a result of project ramp-ups
- H1 Revenue growth of 24.1% reaching €940m
 - Similar trends as seen during Q2

EBITDA



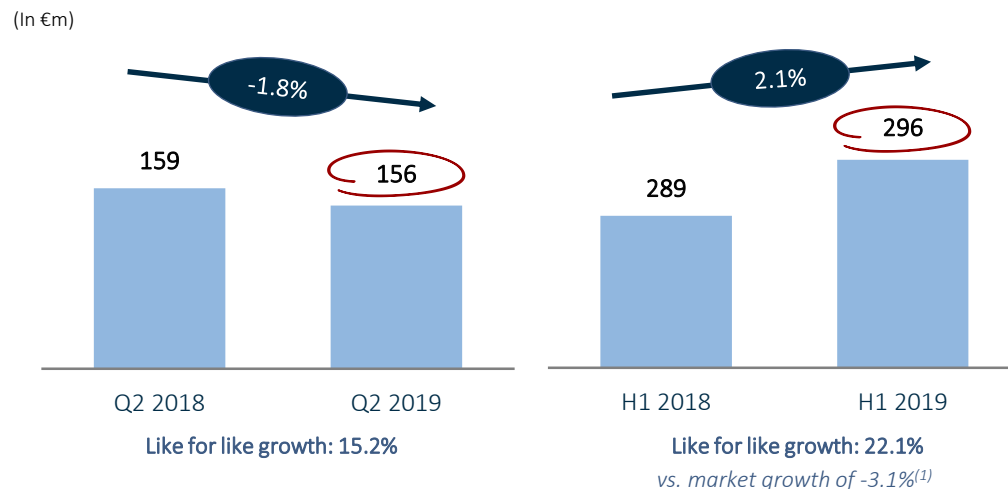
Considerations

- Q2 EBITDA increase reaching €54m
 - Continued margin improvement trend
 - Despite EBITDA margin being impacted by slower than expected volume ramp-up but with full cost structure in place
- H1 EBITDA increase reaching €113m

Note: IFRS 16 operating lease adjustment included as of 1st January 2019; Like for like growth – at constant FX and excluding IFRS 16 impact

(1) Market production volume growth is based on countries in Gestamp's production footprint (IHS data for H1 2019 as of July 2019)

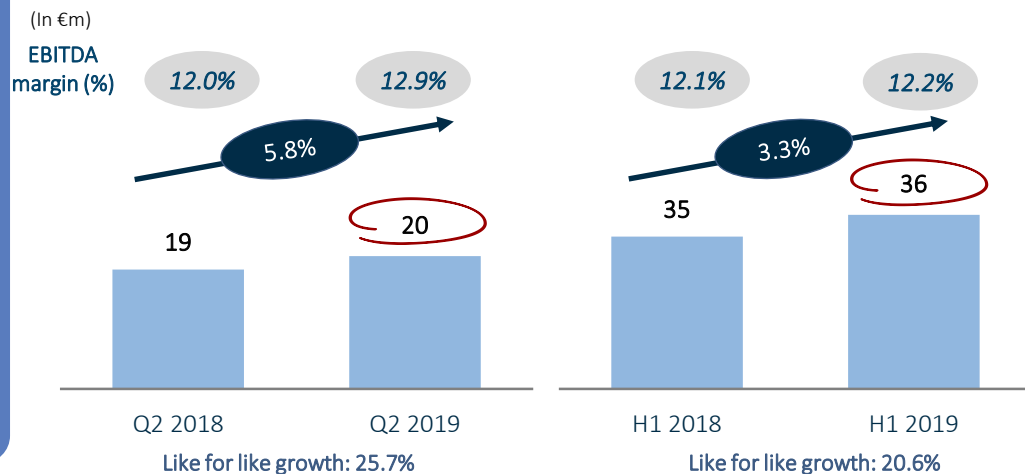
Revenue



Considerations

- Q2 Revenue decrease of 1.8%, reaching €156m
 - Impacted by FX headwinds
 - Weak market environment in Argentina
- H1 Revenue of €296m resulting in 2.1% growth
 - Similar trends as for the quarter

EBITDA

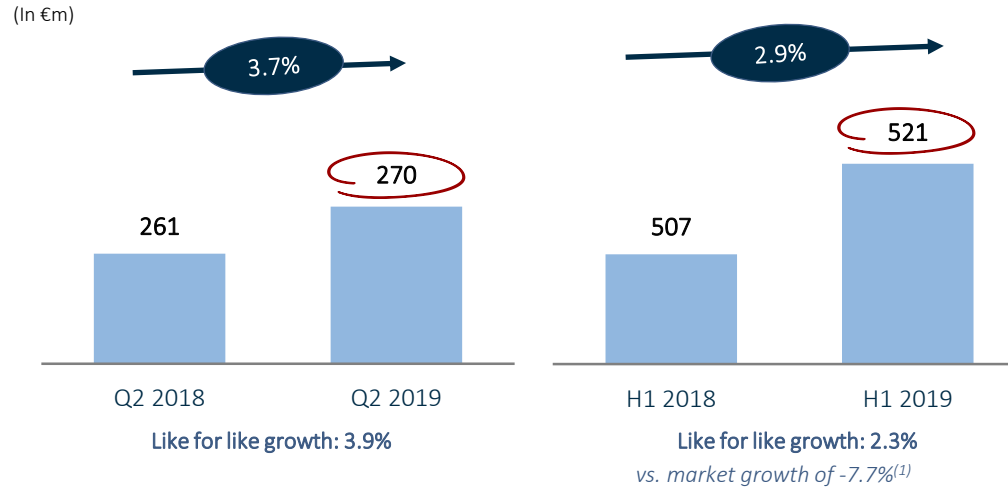


Considerations

- Q2 EBITDA increase reaching €20m
- H1 EBITDA increase reaching €36m with margin increasing to 12.2%
 - Significant launches of new vehicles in the upcoming quarters

Note: IFRS 16 operating lease adjustment included as of 1st January 2019. H1 2018 figures include the hyperinflation adjustment incorporated as of 9M 2018. Like for like growth – at constant FX and excluding IFRS 16 impact
 (1) Market production volume growth is based on countries in Gestamp's production footprint (IHS data for H1 2019 as of July 2019)

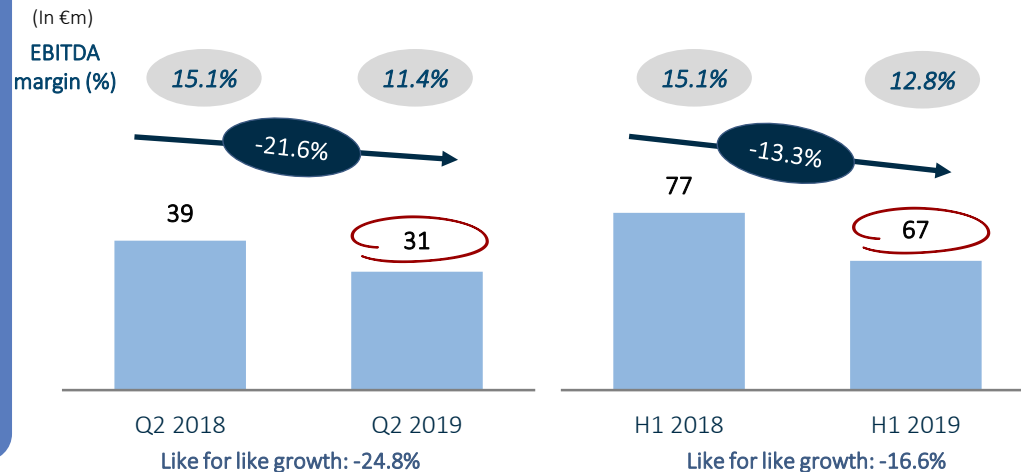
Revenue



Considerations

- Q2 Revenue increase of 3.7% reaching €270m
 - Continued weaker market dynamics with volume declines in the region, in particular in China and India
 - Q2 growth outperforming the market mainly as a result of the contribution from the BHAP JV
- H1 Revenue growth of 2.9% driven by similar trends as for the quarter

EBITDA



Considerations

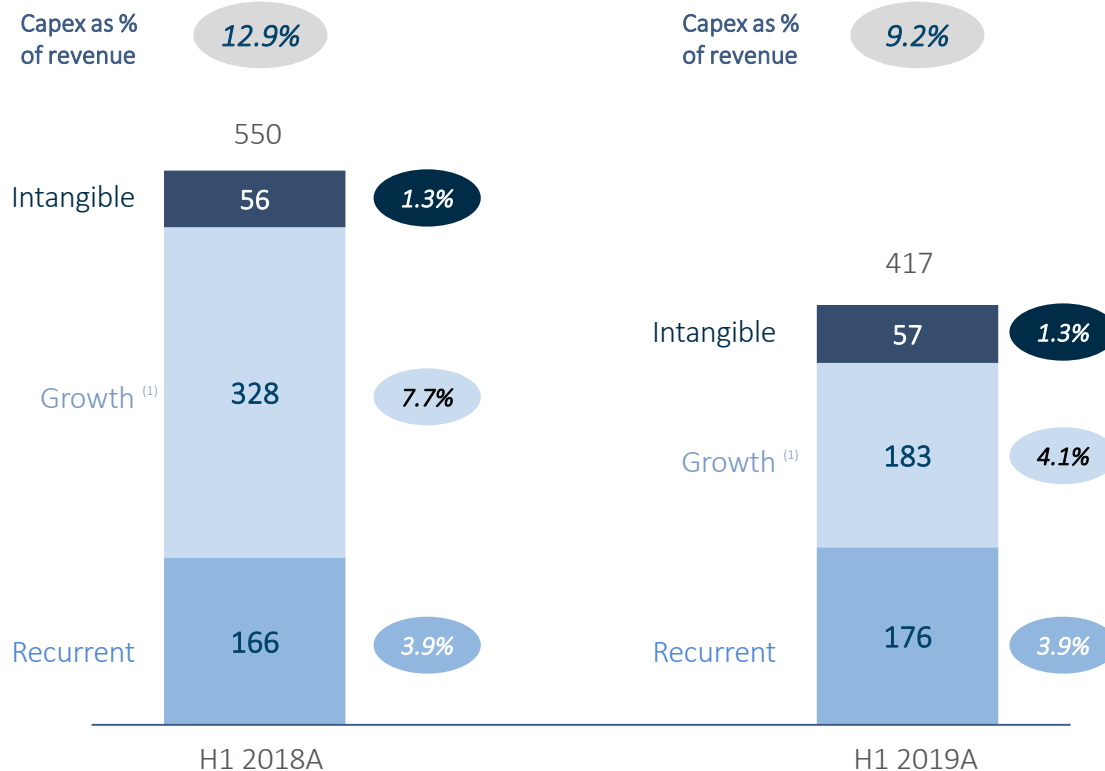
- Q2 EBITDA decrease reaching €31m
 - Lower margins in Q2 19 vs. Q1 19 due to difficult market dynamics
 - Successful integration of BHAP JV with attractive returns but lower EBITDA margin (less capital intensive)
 - Ongoing cost adjustments
- H1 EBITDA decrease impacted by similar trends as in the quarter

Note: IFRS 16 operating lease adjustment included as of 1st January 2019; Like for like growth – at constant FX and excluding IFRS 16 impact

(1) Market production volume growth is based on countries in Gestamp's production footprint (IHS data for H1 2019 as of July 2019)

Capex Breakdown

(In €m)

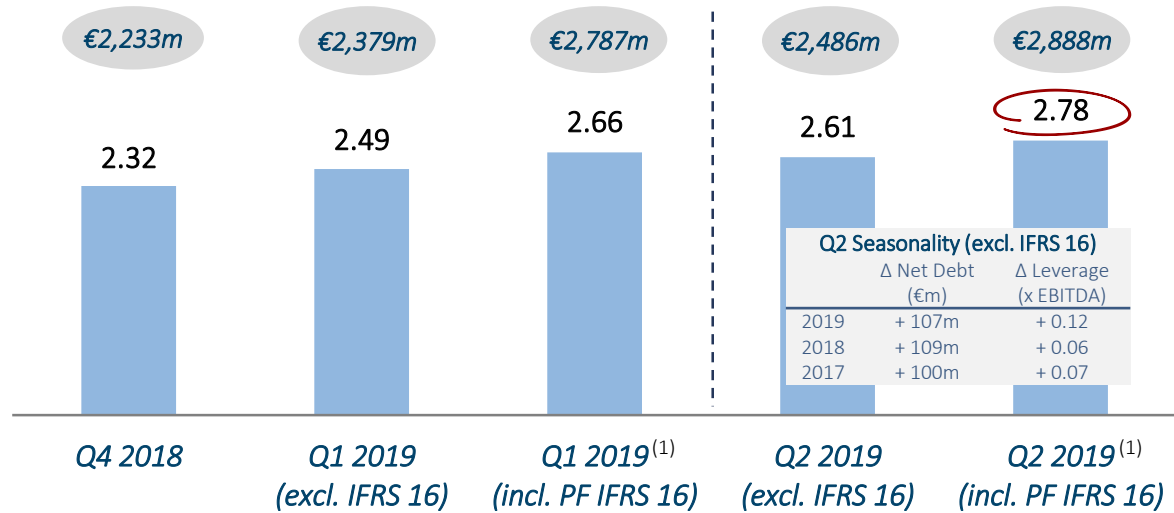


Considerations

- Gestamp has continued to make investments to support **high-quality projects** expected to drive **profitable future growth**
- Capex in line with guidance provided for **FY 2019** as a percentage of revenue
- **Growth** capex moderated, while recurrent capex in line with last year's trend
- Capex including IFRS 16 amounted to €435m

(1) Growth capex defined as capital expenditure on greenfield property, plant & equipment, major plant expansions and new customer products/technologies

Net Financial Debt (x) / EBITDA

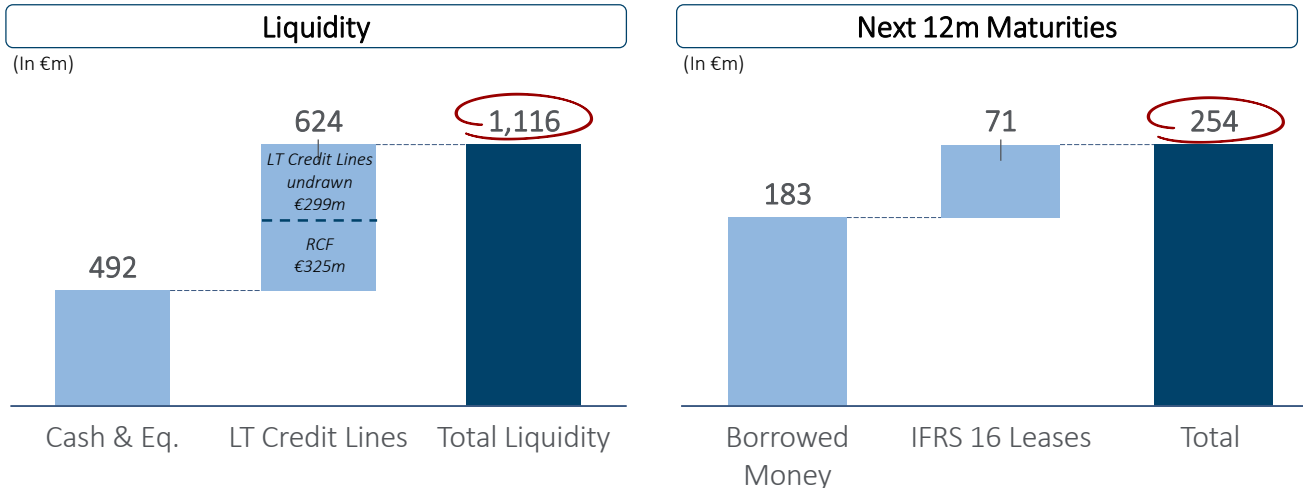


Q2 Seasonality (excl. IFRS 16)		
	Δ Net Debt (€m)	Δ Leverage (x EBITDA)
2019	+ 107m	+ 0.12
2018	+ 109m	+ 0.06
2017	+ 100m	+ 0.07

Considerations

- Leverage increase of 0.1x is in line with historical Q2 seasonality
- Net debt increase of €107m during Q2 has been driven by the usual seasonal investment in working capital (€109m)
- Net debt including IFRS 16 stood at €2,888m

Liquidity vs. Short-term Maturities



Considerations

- Cash and LT undrawn committed credit lines comfortably exceed maturities till June 2020
- Long term credit lines have increased in the quarter €80m. €100m have been drawn to fund CF needs
- Next 12 month maturities at €254m are €21m lower than at the end of Q1

(1) EBITDA IFRS 16 adjustment for Q1 2019 and Q2 2019 annualized for LTM EBITDA pro-forma purposes

Key Highlights for Q2 and H1 2019

Financial Overview

Closing Remarks

- Q2 2019 has been more challenging than Q1 2019
- H2 2019 global production volumes comparable with easier base of H2 2018 which was to a great extent impacted by WLTP and trade tariffs
- During H1 2019 Gestamp has continued to deliver strong revenue growth as a result of the ramp-up of new projects, outperforming auto production market by 13.2 p.p. (at constant FX)
- For H2 2019 Gestamp expects to continue to outperform market production volumes as a result of increasing maturity of projects and increase in profitability
- Positive FCF generation expected during H2 2019 supported by profitability of maturing projects, contributing to decrease our leverage
- Successful industrial execution of new projects alongside increased number of enquiries for new business which places Gestamp well to capture future growth opportunities driven by CASE⁽¹⁾

(1) CASE stands for Connectivity, Autonomous Driving, Shared Mobility and Electrification



Working for a Safer and Lighter Car

www.gestamp.com

Investor relations

Phone: +34 91 275 28 72

Email: investorrelations@gestamp.com

Web: www.gestamp.com