



# 2013 First Quarter Earnings Conference Call

May 14, 2013

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*President & CEO*

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# Safe Harbor Disclosure



## **Non-GAAP Financial Measures**

Any non-GAAP measures, and their related reconciliation to GAAP measures, are provided and available on the company's website: [www.sypris.com](http://www.sypris.com)

**Each "forward-looking statement" herein is subject to serious risks and should not be relied upon, as detailed in our most recent Form 10-K and Form 10-Q and subsequent SEC filings.** Briefly, we currently believe that such risks also include the following: declining revenues and backlog in our aerospace and defense business lines as we attempt to transition from legacy products and services into new market segments and technologies; our ability to successfully develop, launch or sustain new products and programs within the Electronics Group especially in new market segments and technologies; dependence on, recruitment or retention of key employees; reliance on major customers or suppliers, especially in the automotive or aerospace and defense electronics sectors; adverse impacts of new technologies or other competitive pressures which increase our costs or erode our margins; the costs of compliance with our auditing, regulatory or contractual obligations; potential impairments, non-recoverability or write-offs of assets or deferred costs; inventory valuation risks including obsolescence, shrinkage, theft, overstocking or underbilling; volatility of our customers' forecasts, financial conditions, market shares, product requirements or scheduling demands; the cost, quality, timeliness, efficiency and yield of our operations and capital investments, including working capital, production schedules, cycle times, scrap rates, injuries, wages, overtime costs, freight or expediting costs; potential weaknesses in internal controls over financial reporting and enterprise risk management; U.S. government spending on products and services that our Electronics Group provides, including the timing of budgetary decisions; potential liabilities associated with discontinued operations; fees, costs or other dilutive effects of refinancing, or compliance with covenants; regulatory actions or sanctions (including FCPA, OSHA and Federal Acquisition Regulations, among others); changes in licenses, security clearances, or other legal rights to operate, manage our work force or import and export as needed; breakdowns, relocations or major repairs of machinery and equipment; pension valuation, health care or other benefit costs; labor relations; strikes; union negotiations; cyber security threats and disruptions; changes or delays in customer budgets, funding or programs; disputes or litigation involving customer, supplier, lessor, landlord, creditor, stockholder, product liability or environmental claims; the costs and supply of debt, equity capital, or insurance; cost and availability of raw materials such as steel, component parts, natural gas or utilities; failure to adequately insure or to identify environmental or other insurable risks; revised contract prices or estimates of major contract costs; risks of foreign operations; currency exchange rates; war, terrorism, or political uncertainty; unanticipated or uninsured disasters, losses or business risks; inaccurate data about markets, customers or business conditions; or unknown risks and uncertainties.

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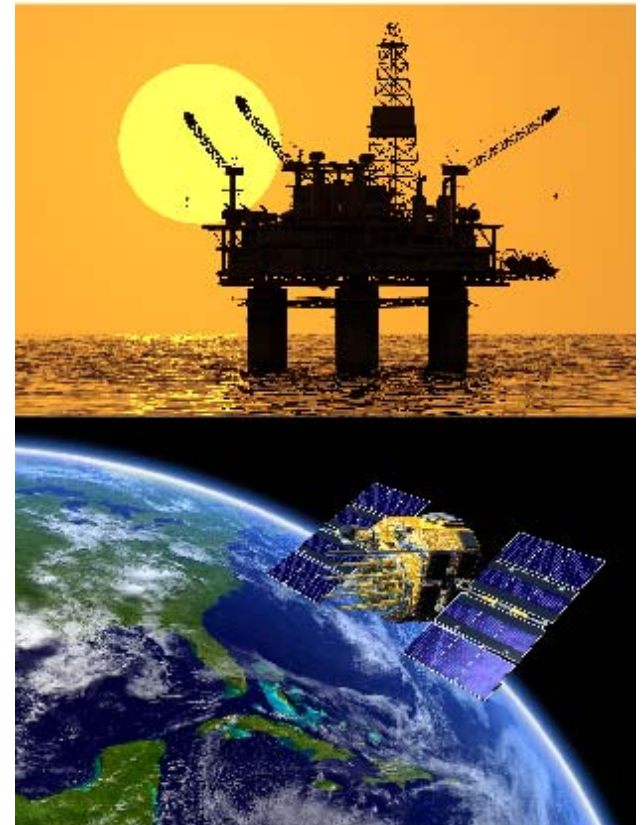
- Overview
- Segment Review
  - Aerospace & Defense
  - Industrial
- Financial Review
- Summary
- Q&A Session

# Overview



## Q1 Highlights

- Revenue In-line with Expectations
  - Sales of \$78.4 million, up 16% from 4Q12
  - Fueled by 28% growth in Industrial sales
- Gross Profit of \$8.1 million
  - Gross margin of 10.3%
  - Strong performance in Industrial offset by decline in Aerospace & Defense
- EPS Reflect A&D Goodwill Impairment
  - \$0.36 per diluted share non-cash write off of all remaining goodwill in A&D
- Clearly a “Tale of Two Cities”
  - Industrial (90%) doing well; A&D (10%) a surprise



## Q1 Highlights

- Financial Results
  - Sequestration and associated program funding delays had a significant impact on financial results
  - Decision made to write off all goodwill based upon the recent change in outlook
- Maintained R&D Investments
  - \$0.9 million invested in new technology
  - Driving proof of concept with customers
- New Business Opportunities Underway
  - ITT – (3) programs
  - Northrop Grumman
  - Goodrich
- Balanced short-term needs with long-term goals



## Outlook

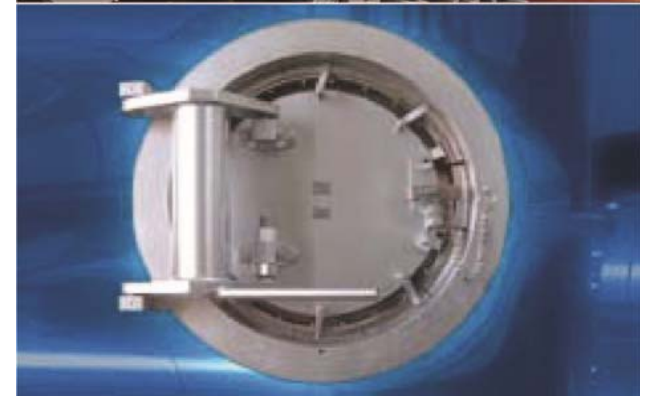
- US Budgetary Issues to Continue
  - Sequester; continuing resolution; etc.
  - Challenging environment – must diversify
- Increase Product Sales: NATO, Japan and India
- Grow EMS Sales in Severe Environment Markets
  - Increase share with ITT, Northrop Grumman, L3
  - “Trusted Source” certification a differentiator
- Partner to Develop Technologies for New Markets
  - Purdue’s CERIAS; Carnegie Mellon’s CyLab
- Convert on Global Cyber Opportunities
- Pursue Synergistic Acquisitions



## Q1 Highlights

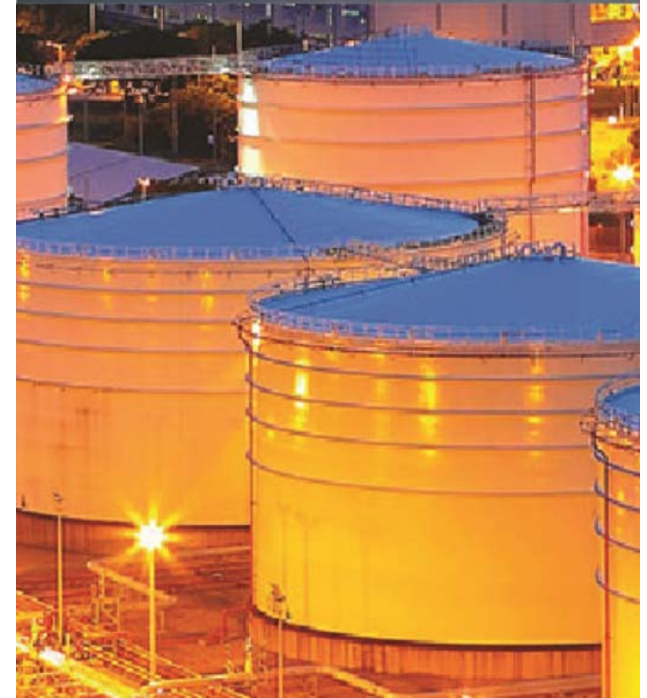
- Financial Results
  - Sales of \$71.1 million, up 28% from 4Q12
  - Gross profit of \$8.1 million, up 45% from 4Q12
  - Gross margin of 11.4%, up 130 basis points from 4Q12
  - EBITDA of \$9.4 million, or 13% of sales
- New Business – 7 New Program Wins
- Global Oil and Gas Markets Remain Robust
- Quality and Delivery at World Class Levels
- Significant training completed with implementation efforts underway on TPS<sup>(1)</sup> at multiple sites

(1) Toyota Production System



## Outlook

- Markets Remain Positive
  - Commercial vehicle outlook is solid
  - Light truck and trailer also favorable
  - Oil and gas to experience continued growth
- Capture New Program Growth – 19 Quotes in Process
- Drive Margin Expansion through Volume & Efficiencies
  - Leverage fixed costs
  - Partner with Toyota to further improve cost profile, reduce cycle times and increase reliability
- Invest to Expand
  - Evaluate opportunities to acquire unique capacity
  - Pursue joint ventures in developing countries







# **Financial Review First Quarter 2013**

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# Consolidated Financial Results



## Year-Over-Year Results

(\$ in thousands, except EPS)

	<u>1Q12</u>	<u>1Q13</u>
Revenue	\$ 96,463	\$ 78,411
Gross Profit	12,514	8,076
Gross Margin	13.0%	10.3%
EPS	\$ 0.27	\$ (0.34)

- YOY revenue down, but SIG recovery showed sequential improvement from Q4
- GP declines on lower revenue
- Lower YOY revenues in both SIG and A&D; A&D product mix change
- Includes \$6.9 million non-cash goodwill write-off, or \$0.36 per share

# Consolidated Financial Results



## Sequential Results

(\$ in thousands, except EPS)

	<u>4Q12</u>	<u>1Q13</u>
Revenue	\$ 67,466	\$ 78,411
Gross Profit	8,638	8,076
Gross Margin	12.8%	10.3%
EPS	\$ (0.05)	\$ (0.34)

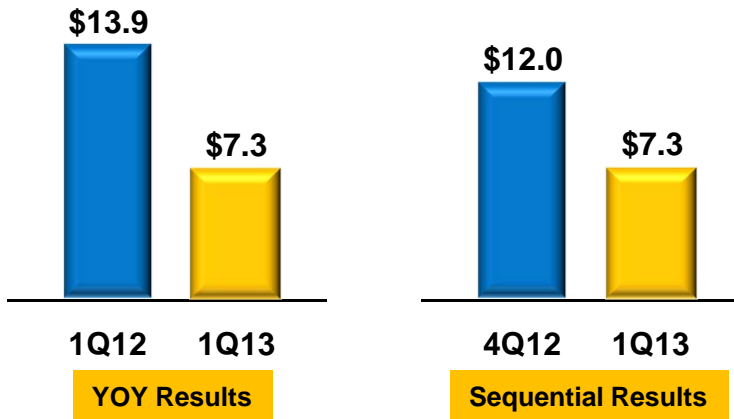
- SIG recovery drives sequential improvement
- A&D market challenges largely offset
- Lower A&D revenue and much different product mix impacts gross margin
- Includes \$6.9 million non-cash goodwill write-off, or \$0.36 per share

# A&D Financial Results



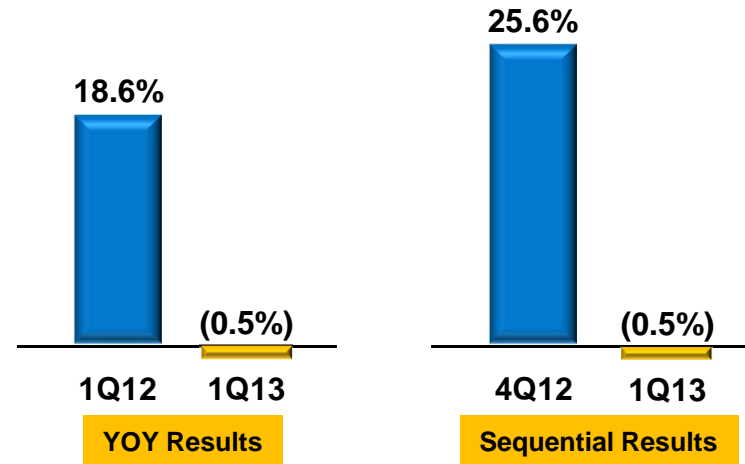
## Revenue

(\$ in millions)



- Defense budgetary and funding uncertainties resulted in 1Q revenue below our expectations
  - Reflects a YOY decrease of 48%
  - Sequential decrease of 39%
- Program delays/losses to be offset by new wins eventually, but timing differences result in a revenue gap

## Gross Margin



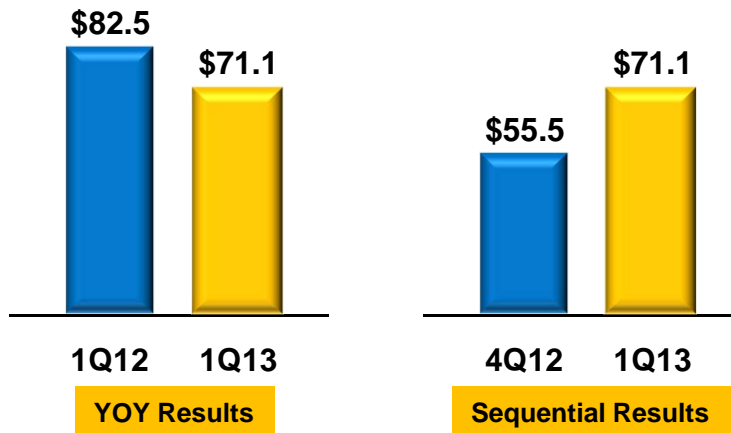
- Gross margin was breakeven for the quarter, negatively impacted by lower revenue and a change in product mix
- Expect traditional margins to return with eventual volume recovery
- Team is acutely focused on managing through this turmoil

# ST Financial Results



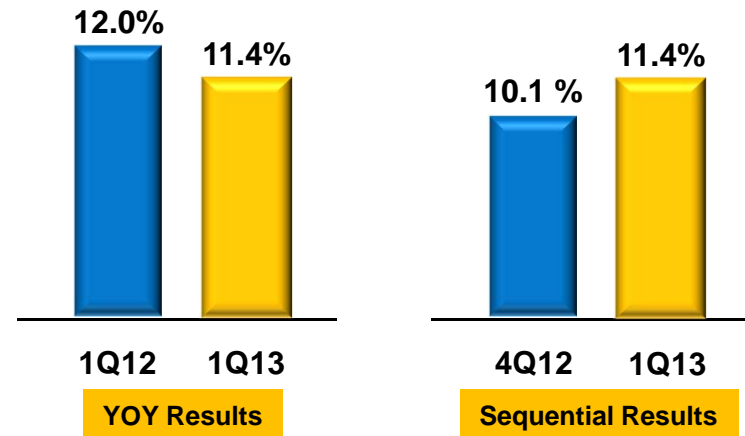
## Revenue

(\$ in millions)



- Renewed demand drives commercial vehicle market rebound
  - YOY revenue decrease of 14%
  - 1Q recovery drove a sequential revenue increase of 28%
- Expect market demand to continue

## Gross Margin



- Despite a 14% YOY decrease in revenue, gross margins declined by only 60 bps, reflecting continued operating efficiencies
- Gross margin of 11.4%, reflects 130 bps improvement sequentially from 4Q
- Focused on execution as volumes return to replacement levels in 2H

# Summary



- Commercial Vehicle markets have continued to rebound from the 2H 2012 downturn:
  - Industrial revenue up 28% from the fourth quarter of 2012 to \$71.1 million
  - Industrial gross margin up 130 bps from the fourth quarter of 2012 to 11.4%
  - Industrial EBITDA of \$9.4 million generated for the quarter
- Positioned for Further Improvement in 2013
  - New programs underway in the A&D segment that will both replenish and further diversify our revenue profile in future years
  - We continued funding several of A&D's key R&D platforms as a means to expand its overall portfolio and future growth opportunities
  - TPS<sup>(1)</sup> implementation underway to improve productivity at all sites
  - Several new opportunities exist within our Industrial Group which provide exceptional growth opportunities
- Strong Balance Sheet and Capital Management Positions Company for Synergistic Growth Opportunities

(1) Toyota Production System



# Question and Answer Session Q1 Earnings Conference Call

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