



2015 Fourth Quarter and Full Year Earnings Conference Call

March 30, 2016

Jeffrey T. Gill
President & CEO

Anthony C. Allen
Vice President & CFO

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

Each forward-looking statement herein is subject to risks and uncertainties, as detailed in our most recent Form 10-K and Form 10-Q and other SEC filings. Briefly, we currently believe that such risks also include the following: our failure to develop and implement plans to mitigate the impact of loss of revenues from Dana or to adequately diversify our revenue sources on a timely basis; reliance on major customers or suppliers; declining markets or market share in our commercial vehicle and energy-related product lines, especially as we attempt to transition from legacy products and services into new market segments, customers and technologies; volatility of our customers' forecasts, scheduling demands and production levels which negatively impact our operational capacity and our effectiveness to integrate new customers; dependence on, retention or recruitment of key employees; 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; our ability to successfully develop, launch or sustain new products and programs; disputes or litigation involving customer, supplier, employee, lessor, landlord, creditor, stockholder, product liability or environmental claims; the costs and supply of, or access to, debt, equity capital, or insurance; fees, costs or other dilutive effects of refinancing, or compliance with covenants; inventory valuation risks including excessive or obsolescent valuations; potential impairments, non-recoverability or write-offs of assets or deferred costs; our inability to successfully complete definitive agreements for our targeted acquisitions due to negative due diligence findings or other factors; the costs of compliance with our auditing, regulatory or contractual obligations; our inability to patent or otherwise protect our inventions or other intellectual property from potential competitors; our reliance on third party vendors and sub-suppliers; adverse impacts of new technologies or other competitive pressures which increase our costs or erode our margins; cost and availability of raw materials such as steel, component parts, natural gas or utilities; regulatory actions or sanctions (including FCPA, OSHA and Federal Acquisition Regulations, among others); potential weaknesses in internal controls over financial reporting and enterprise risk management; U.S. government spending on products and services that Sypris Electronics provides, including the timing of budgetary decisions; 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; 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. There can be no assurance that our expectations, projections or views expressed in any forward-looking statements will come to pass, and undue reliance should not be placed on these forward-looking statements. We undertake no obligation to update these statements, except as required by law.

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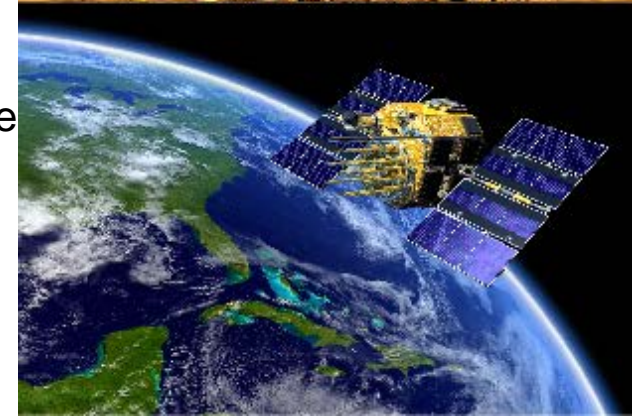
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- Summary
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Overview



2015 Highlights

- 2015 represented a period of significant change and adjustment – as expected
 - Financial results primarily reflect the cessation of shipments to Dana and the related realignment costs
 - Offset somewhat by improved performance at Sypris Electronics
- Cost reductions initiated expected to exceed \$9 million in annualized savings
- \$15.7 million raised in connection with the sale of our underutilized manufacturing facility in Morganton, NC
- Secured new credit facilities of up to \$27.0 million
- Raised \$5.5 million in subordinated debt
- Announced long-term contracts with Volvo and Detroit Axle
- Cyber Range sale completed to Singapore

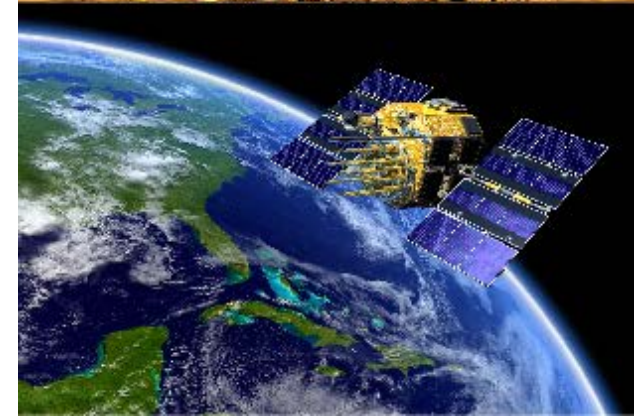


Overview



2015 Highlights

- Subsequent to Year-End:
 - Awarded a \$5.0 million engineering services contract for a defense program
 - Received a \$13.8 million purchase order for circuit card assemblies for a US Armed Services program
 - Received a purchase order from Kyushu University and were notified by an agency of the Department of Defense of its intent to deploy Cyber Ranges
 - Sale-leaseback transaction completed for our Toluca, Mexico facility, generating gross proceeds of \$12.1 million
 - Revolving credit facility amended and increased subordinated debt to provide additional liquidity
 - In short, a great deal has been accomplished and more is yet to come



2015 Highlights

- Financial Results
 - Revenue increased 14% to \$37.2 million
 - Gross profit and operating income increased significantly relative to sales growth, reflecting improved mix and reduced costs
- Orders increased 20%, outpacing the growth in sales
 - Bookings of \$24 million expected for 1Q16
- The Cyber Range was commissioned by the Ministry of Home Affairs for the Security Operations Center of Singapore
- Received an order for a Cyber Range from NEC Corporation, with delivery scheduled in Q1 2016
- Additional Cyber Ranges to be deployed by Kyushu University and the Department of Defense in early 2016



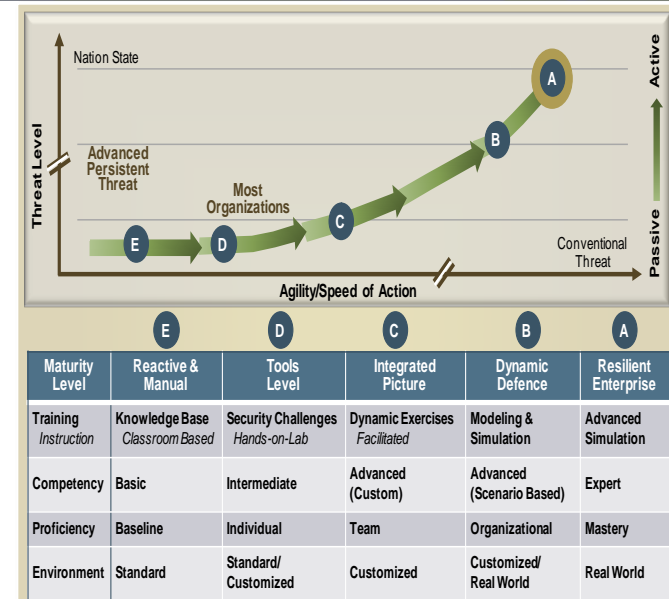
2015 Highlights

- Exploring additional business models for the Range to further expand penetration in a variety of markets
- Important advancements were made with patented SiOMetrics™ identity authentication security solution
 - Demonstrated end-to-end security features at Dell World in Austin and GovWare in Singapore
- Trusted manufacturing completed another good year
 - Key customers included Northrop Grumman, Lockheed Martin, Exelis, L3 and TE Subcom
 - Starting 2016 in very good shape with the recent award of a \$13.8 million circuit card assembly contract
- In summary, important traction made with solid momentum going into 2016



2016 Outlook

- Cyber Security Solutions poised for solid growth in 2016
 - NEC, Kyushu and others
 - Mature opportunities exist in Vietnam, Saudi Arabia and Japan for additional growth
- The recent award of the \$13.8 million contract will provide Trusted Manufacturing with a solid foundation for some time to come
- SG&A expenses are forecast to be lower than 2015
- The combination of continued top line growth, improved mix and lower costs is expected to yield positive year-over-year results with expanding margins
- New proprietary technology will increasingly play a larger role in our results



SYPRIS HIGH ASSURANCE CYBER-MILITARY SYSTEMS SOLUTION

CORRECTNESS

- Code Synthesis
- Control Synthesis
- Formal Methods

INBOARD ELSON

- Autonomous
- Control
- Intelligence
- Quantum

OUTBOARD ELSON

- Autonomous
- Control
- Intelligence
- Quantum

SPACER

- Autonomous
- Control
- Intelligence
- Quantum

DISCREET COMPUTER

SECURITY & SAFETY

- NSA Proven Security
- Advanced Vulnerability Analysis
- Proven Safety Methods

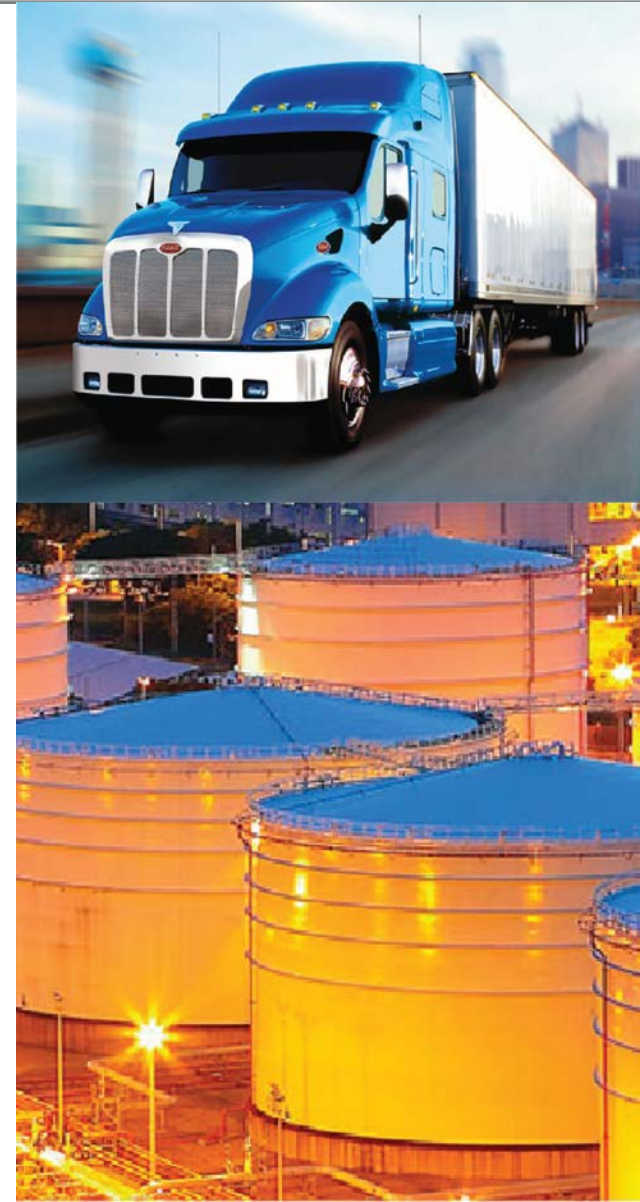
2015 Highlights

- Revenue decreased to \$108 million from over \$300 million in 2014, reflecting the contract loss and the divestiture of the Morganton operation
- However:
 - EBITDA was positive at \$908K
 - Free cash flow was also positive
- The company sold its Morganton manufacturing facility to Meritor, raising \$15.7 in this and related transactions
 - \$7.7 million gain
 - Proceeds are not included in definition of free cash flow
- Significant reductions in the workforce were implemented in order to adjust for lower volumes
- Quality and delivery performance remained at world class levels



2015 Highlights

- Secured long-term contracts with Volvo and Detroit Axle
- Sales of commercial vehicle components expanded with all other customers due to market strength and market penetration
- While the global energy market fell dramatically during 2015, sales of our closures and related products remained level, reflecting improved penetration and market diversification
- New business development activities continued and progress was achieved both in gaining incremental business with existing customers and in gaining new customers
- The combination of process improvements and the TPS⁽¹⁾ implementation continued



(1) Toyota Production System

2016 Outlook

- Market Outlooks
 - 2016 Class 5-8 production expected to be down approximately 16% versus 2015 (ACT Research, March 2016)
 - Oil and gas outlook appears to be stabilizing as oil prices show signs of recovery and domestic pipeline projects continue to be active.
- Expect to benefit from \$12.1 million of gross proceeds from sale-leaseback transaction completed in March 2106
- Our Priorities are Clear
 - Complete the launch of the Sypris Ultra™ series light-weight axle shaft with a key customer
 - Continue the ramp up of new programs and close on new business that can utilize our productive capacity in Toluca, Mexico
 - Continue to aggressively monitor costs to match revenue profile





Financial Review Fourth Quarter 2015

March 30, 2016

Anthony C. Allen
Vice President & CFO

Consolidated Financial Highlights



\$ millions

	2015 Q4			2014 Q4			Change					
Net Revenue	\$	29.1	\$	87.2	\$	(58.1)	\$	145.3	\$	354.8	\$	(209.5)
Gross Profit	\$	1.0	\$	9.2	\$	(8.2)	\$	0.3	\$	38.8	\$	(38.5)
EBITDA	\$	(2.8)	\$	1.7	\$	(4.5)	\$	(12.0)	\$	14.4	\$	(26.4)
Free Cash Flow	\$	(2.4)	\$	(3.8)	\$	1.4	\$	(15.3)	\$	(2.2)	\$	(13.1)

- Revenue declines for Q4 and FY 2015 vs 2014 driven by loss of Dana business effective 12/31/2014 and the sale of the Morganton operations effective 7/9/2015
- Q4 revenue for Technologies negatively impacted by Class 8 market conditions
- FY revenue for Electronics increased \$4.7 million or 14% over 2014
- Gross profit for Q4 and FY 2015 declined on lower volume for Technologies partially offset by improved margins for Electronics and cost reductions at Technologies
- Year-over-Year SG&A declined \$4.7 million and \$7.7 million for Q4 and FY, respectively
- EBITDA for FY 2015 includes gain on the sale of Morganton of \$7.7 million
- Free Cash Flow in 2015 includes cap ex of \$0.7 million and \$1.8 million for Q4 and FY, respectively
- Free Cash Flow for FY 2015 excludes proceeds from the Morganton transaction of \$15.7 million

\$ millions

	2015 Q4			2014 Q4			Change					
Net Revenue	\$	20.2	\$	80.2	\$	(60.0)	\$	108.1	\$	322.3	\$	(214.2)
Gross Profit	\$	0.8	\$	10.2	\$	(9.4)	\$	(0.8)	\$	42.0	\$	(42.8)
EBITDA	\$	(0.2)	\$	7.2	\$	(7.4)	\$	0.9	\$	35.8	\$	(34.9)

- Dana accounted for 65% of Technologies revenue in FY 2014
- Cost reduction actions taken beginning in Q1 2015 and continuing through balance of year partially offset revenue declines
- Gross profit was positive in each of Q2 through Q4 2015 at \$3.3 million or 4.1% of revenue
- Sequential improvement in quarterly gross profit during 2015 was reversed in Q4 due to Class 8 market downturn
- Quarterly SG&A declined sequentially throughout 2014 from 17.5% to 8.7% of revenue from Q1 to Q4 2015

\$ millions

	2015 Q4			2014 Q4			Change					
Net Revenue	\$	8.9	\$	7.1	\$	1.8	\$	37.2	\$	32.5	\$	4.7
Gross Profit	\$	0.3	\$	(1.0)	\$	1.3	\$	1.1	\$	(3.2)	\$	4.3
EBITDA	\$	(0.5)	\$	(3.4)	\$	2.9	\$	(4.7)	\$	(12.5)	\$	7.8

- Revenue for Electronics increased 26% and 14% in Q4 and FY 2015, respectively
- Favorable revenue mix in Q4 and FY 2015 contributed to improved gross profit
- Reductions in fixed overhead and SG&A throughout 2015 further contributed to EBITDA improvement
- Quarterly SG&A expense declined sequentially throughout 2015 from 25.4% to 17.7% of revenue from Q1 to Q4 2015
- Advanced the maturity of new technologies through R&D spend of \$0.7 million in 2015

Debt Status



\$ millions

	<u>2015 Q3</u>	<u>2015 Q4</u>	<u>Change</u>
Prior Credit Facility	\$ 6.2	\$ -	\$ (6.2)
Senior Revolving Credit Facility	-	2.1	2.1
Senior Term Debt	-	11.7	11.7
Subordinated Debt	9.3	5.5	(3.8)
Total Debt	<u>\$ 15.5</u>	<u>\$ 19.3</u>	<u>\$ 3.8</u>

- Entered into new loan agreements in Q4 2015 consisting of \$15 million revolver and \$12 million term loan
- Proceeds used to repay senior PNC facility and Meritor subordinated debt
- Extension of maturity date of Gill Family subordinated debt

Summary



- Results of operations for 2015 reflect the challenges resulting from the loss of a major customer for Sypris Technologies, while results for Sypris Electronics gained traction
- The Company's fixed overhead has been reduced, underperforming and underutilized assets have been divested, significant liquidity has been raised and important new business has been secured
- The Company generated \$15.7 million in cash proceeds through transactions involving the sale of its manufacturing assets located in Morganton, NC
- The Company secured new credit facilities of up to \$27.0 million and raised \$5.5 million in subordinated debt
- Subsequent to quarter-end:
 - The Company completed a sale-leaseback transaction for our Toluca, Mexico facility, generating approximately \$12.1 million in proceeds
 - The Company amended its subordinated debt to provide additional liquidity
 - Sypris Electronics received several significant awards ranging from circuit card assemblies to Cyber Range sales – expect 1Q16 bookings of \$24.0 million
- Much important progress made in 2015 with further margin expansion and EBITDA growth targeted for 2016



Question and Answer Session Q4 Earnings Conference Call

March 30, 2016

Jeffrey T. Gill
President & CEO

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