



2017 First Quarter Earnings Conference Call

May 16, 2017

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 return to profitability on a timely basis, which would cause us to continue to use existing cash resources or other assets to fund operating losses; our failure to develop and implement specific plans (a) to offset the impact of reduced revenues as we migrate our focus from a small number of traditional Tier 1 customers in the commercial vehicle markets to a more diversified base of customers who are able to place higher strategic value on our innovation, flexibility and lean manufacturing capabilities and (b) to implement our cost-savings initiatives and to consolidate and streamline operations in accordance with the modified exit or disposal plan related to our Broadway Plant; dependence on, retention or recruitment of key employees; risks of foreign operations; currency exchange rates; war, terrorism, or political uncertainty; breakdowns, relocations or major repairs of machinery and equipment; cost and availability of raw materials such as steel, component parts, natural gas or utilities; volatility of our customers' forecasts, scheduling demands and production levels which negatively impact our operational capacity and our effectiveness to integrate new customers or suppliers; changes in licenses, security clearances, or other legal rights to operate, manage our work force or import and export as needed; our ability to successfully develop, launch or sustain new products and programs; labor relations; strikes; union negotiations; pension valuation, health care or other benefit costs; potential impairments, non-recoverability or write-offs of assets or deferred costs; inventory valuation risks including excessive or obsolescent valuations; the fees, costs and supply of, or access to, debt, equity capital, or other sources of liquidity; potential weaknesses in internal controls over financial reporting and enterprise risk management; 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; disputes or litigation involving supplier, customer, employee, creditor, stockholder, product liability or environmental claims; supplier, customer, employee, creditor, stockholder, product liability or environmental claims; our inability to patent or otherwise protect our inventions or other intellectual property from potential competitors; the costs of compliance with our auditing, regulatory or contractual obligations; 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; regulatory actions or sanctions; U.S. government spending on products and services that Sypris Electronics provides, including the timing of budgetary decisions; 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; 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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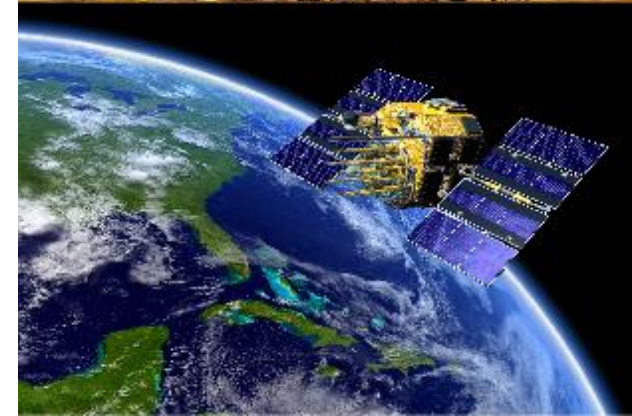
- Overview
- Transition Plan Update
- New Program Awards
- Results
- Financial Review
- Cost Reduction Actions
- Key Takeaways
- Q&A Session

Overview



1Q17 Highlights

- Revenue was at the lower end of expectations
 - Shift of customer deliveries to Q2
- Cash flow from operations improved significantly
- Confirming guidance
 - 1H17: Sales \$38-\$40 million; Gross margin 5%-7%
 - 2H17: Sales \$40-\$42 million; Gross margin 15%-17%
- Expect early completion of the Transition Plan initiatives
 - Forecast to reduce \$26.3 million of expenses in 2018 when compared to 2016
 - Actions complete by the end of May, 2017
- Multi-year new business origination is growing
 - Awards: \$12.5 million for 2018; \$12.9 million for 2019
 - Follow on: \$8.2 million for 2018; \$11.9 million for 2019



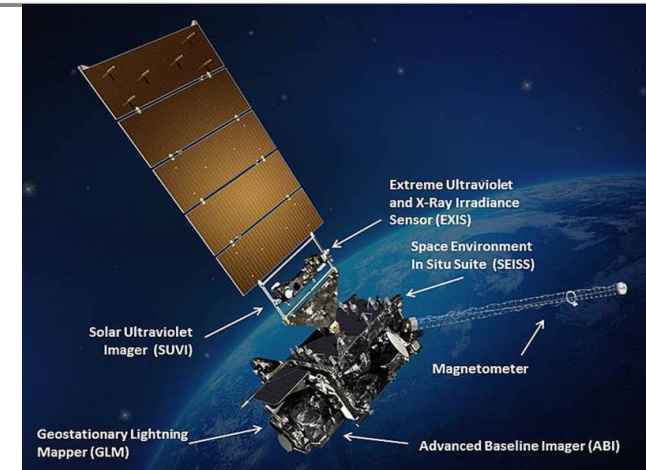
Note: "Awards" in certain instances may be subject to final contract negotiations.

Transition Plan Update



Objectives

- Significantly improve our cost-competitiveness on a sustained basis
- Establish and maintain a highly-liquid balance sheet
- Achieve a balanced diversification of customers and markets served
- Complete the Broadway relocation utilizing internally generated funds
- Build shareholder value
 - Innovation – technology, process, design and materials
 - Culture – lean and continuous improvement
 - Growth – new customer, markets, services, and products



Transition Plan Update



Actions Taken in 2016

- Entered into sale-leaseback for underutilized real estate generating \$12.0 million
- Divested CSS business, generating \$42.0 million
- Eliminated high-cost commercial debt: savings of \$5.5 million annually
- Relocated Sypris Electronics to a modern 50,000 square foot facility: savings of \$1.7 million annually
- Reduced salaried headcount, etc.: savings of \$2.7 million annually
- Initiated the transfer of certain forging and machining operations from the Broadway Plant to other Sypris locations
- Secured new orders to boost backlog for 2017 and 2018 shipments



Transition Plan Update

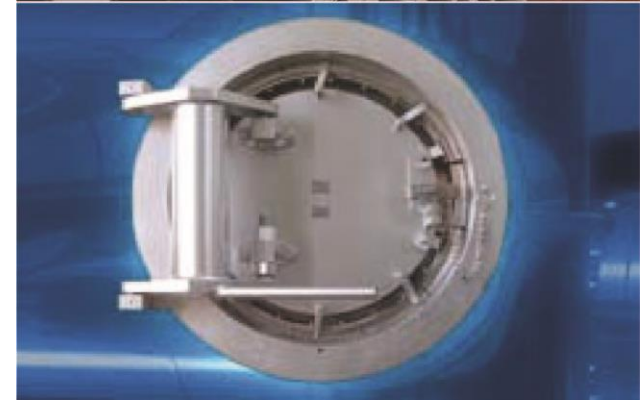


Initiatives to be Completed – On Plan

- The timely approval and launch of programs in Toluca
- The successful implementation of a single ERP platform
- Transition of operations from the Broadway Plant
- The liquidation of idle and underutilized non-core assets
- The timely delivery of large, booked orders

Expected Results

- \$26.3 million improvement in annual income
 - \$18.2 million in 2017
 - \$8.1 million in 2018
 - Resulting in significant margin expansion in 2H17 and 2018 full year

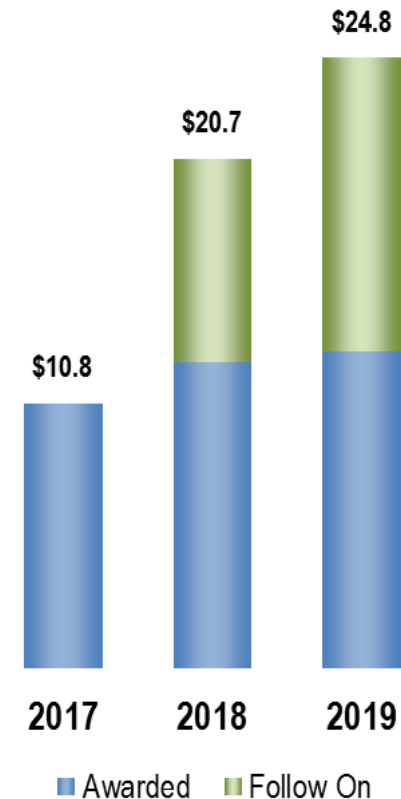


New Program Awards



- During the past 9 months, the award of new, multi-year programs has been very positive
 - \$12.5 million for 2018
 - \$12.9 million for 2019
 - Average term of 4+ years
- In addition, follow on business from new government contracts is expected to be material
 - \$8.2 million for 2018
 - \$11.9 million for 2019
- Total incremental sales expected from recent new awards
 - \$20.7 million for 2018
 - \$24.8 million for 2019

Program Awards & Follow On Business

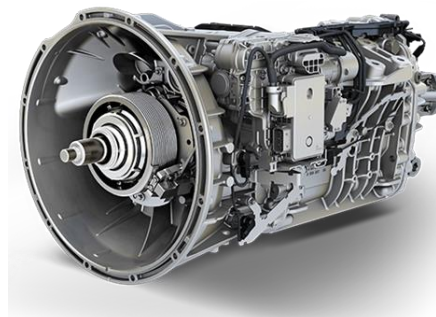


New Program Awards: Sypris Technologies



- New program awards balanced across customers, markets and products
- Providing solid multi-year foundation for growth
- Fits existing capacity with only incremental capital needs
- Additional prospective business available to further increase revenue in 2018 and 2019
- Outlook is positive

Market	Date	Term	SOP	Revenue		
				2017	2018	2019
Automotive						
Awarded	4Q16	7 Yr	4Q18	\$ -	\$ 0.7	\$ 4.0
Light Truck						
Awarded	1Q17	2 Yr	1Q17	0.7	1.0	-
Awarded	1Q17	3 Yr	1Q17	1.0	1.0	1.0
Heavy Truck						
Awarded	3Q16	3 Yr	1Q17	1.0	1.5	2.0
Awarded	3Q16	5 Yr	2Q18	-	1.5	2.6
All Terrain						
Awarded	3Q16	6 Yr	1Q18	-	2.5	3.0
Off Highway						
Awarded	1Q17	5 Yr	4Q17	0.1	0.2	0.3
Total				<u>\$ 2.8</u>	<u>\$ 8.4</u>	<u>\$12.9</u>



Note: "Awards" in certain instances may be subject to final contract negotiations.

New Program Awards: Sypris Electronics



- New program awards to drive double digit growth in 2017
- Complex, high-cost-of-failure strategic platforms
- Fits existing capacity and unique capabilities
- Follow on business to consist of future builds of these programs as funded
- Strong backlog and robust new business pipeline continue to provide momentum
- Outlook is positive

Market	Date	SOP	Revenue		
			2017	2018	2019
Communication & Navigation					
Awarded	1Q17	1Q18	\$ -	\$ 0.9	\$ -
Awarded	2H16	1Q17	1.9	2.3	-
Follow on	2H18	1Q19	-	-	2.3
Infrared Countermeasures					
Awarded	2H16	1Q17	0.6	-	-
Follow on	2H17	1Q18	-	0.8	-
Follow on	2H18	1Q19	-	-	1.3
Weapons Systems					
Awarded	2H16	1Q17	2.6	-	-
Follow on	2H17	1Q18	-	2.6	-
Follow on	2H18	1Q19	-	-	2.6
Medical Devices					
Awarded	2H16	1Q17	1.3	0.9	-
Follow on	1H18	4Q18	-	0.4	1.3
Electronic Warfare					
Awarded	2H16	2Q17	1.6	-	-
Follow on	2H17	1Q18	-	4.5	4.5
Total			<u>\$ 8.0</u>	<u>\$ 12.3</u>	<u>\$ 11.9</u>



Results



Sypris Technologies

- Globally competitive platform
 - Lower variable cost
 - Elimination of redundant fixed overhead
 - Elimination of redundant capital requirements
 - Increased capacity utilization
- Reduced breakeven point and increased margins
- Talent redistributed between locations
 - Accelerate new product development
 - Improve processes, routings and standards
 - Drive supply chain and continuous improvement effectiveness
- Toluca will serve as a low-cost manufacturing source



Results



Sypris Electronics

- Clear, singular strategic vision
- Material improvement in competitive profile
 - Reduction in fixed overhead
 - Substantially lower SG&A
 - Improved operational visibility and cycle times
 - Additional absorption will further reduce rates and increase competitiveness

Consolidated

- \$26.3 million of cost reduction actions substantially complete as of the end of May, 2017
- Recent multi-year awards and follow on business expected to provide \$20.7 million of new sales in 2018 and \$24.8 million of sales in 2019
- The combination of the two is expected to support substantial growth in profitability





Financial Review First Quarter 2017

May 16, 2017

Anthony C. Allen
Vice President & CFO

Financial Results



\$ millions

	1Q 2017			4Q 2016	
	Consolidated	ST	SE	Consolidated	Variance
Net Revenue	\$ 18.2	\$ 12.8	\$ 5.4	\$ 20.0	\$ (1.8)
Gross Profit	\$ (0.7)	\$ (0.8)	\$ 0.1	\$ (0.2)	\$ (0.5)
Adjusted EBITDA	\$ (1.1)	\$ 0.6	\$ (0.4)	\$ (2.5)	\$ 1.4
EPS	\$ (0.16)			\$ (0.23)	

- Sequential growth in SE revenue during 1Q offset by expected decline in ST heavy truck volume and shipments shifted to 2Q
- Incentives, premium pay and low attrition rate for Broadway hourly employees to drive successful transition impact 1Q gross profit
- Severance and relocation of \$1.0 million recognized in 1Q in connection with the Broadway Plant
- Quarterly SG&A spend down \$1.4 million, or 30%, sequentially

Cost Reduction Goals

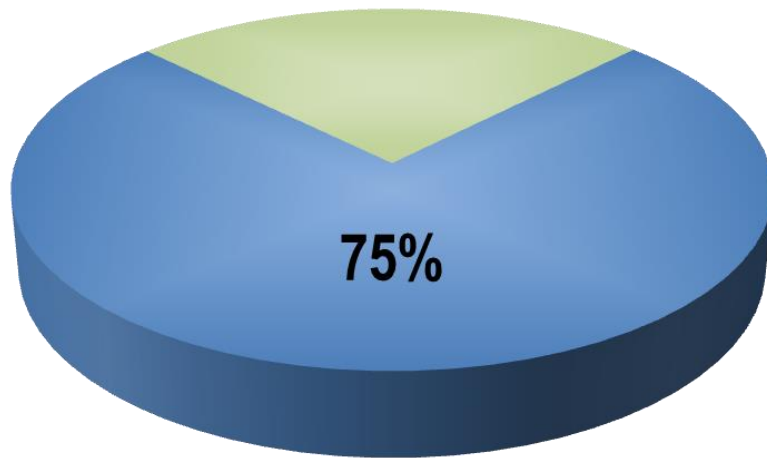


\$ millions

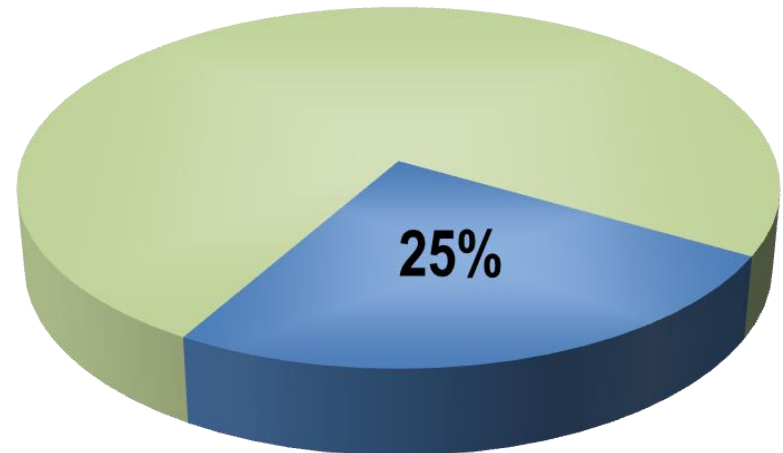
	<u>2017</u>	<u>2018</u>	<u>Total</u>	<u>Status</u>
Cost of sales	\$ (6.3)	\$ (5.5)	\$ (11.8)	✓
Selling, general and administrative	(7.2)	(1.8)	(9.0)	✓
Research and development	(0.3)	No change	(0.3)	✓
Severance, equipment relocation and other costs	1.1	(0.8)	0.3	✓
Interest and loss on extinguishment of debt	(5.5)	No change	(5.5)	✓
Total	<u>\$ (18.2)</u>	<u>\$ (8.1)</u>	<u>\$ (26.3)</u>	

- Remain on track through 1Q for all cost reduction goals
- Transition of Broadway operations scheduled for completion in May 2017
- Performance by Broadway team on key operating metrics favorable to plan
- Remain focused on achieving cost targets and exceeding customer expectations
- Lower fixed overhead and SG&A improves cost profile for pursuit of new business

Top 2 Customers as a Percent of Revenue



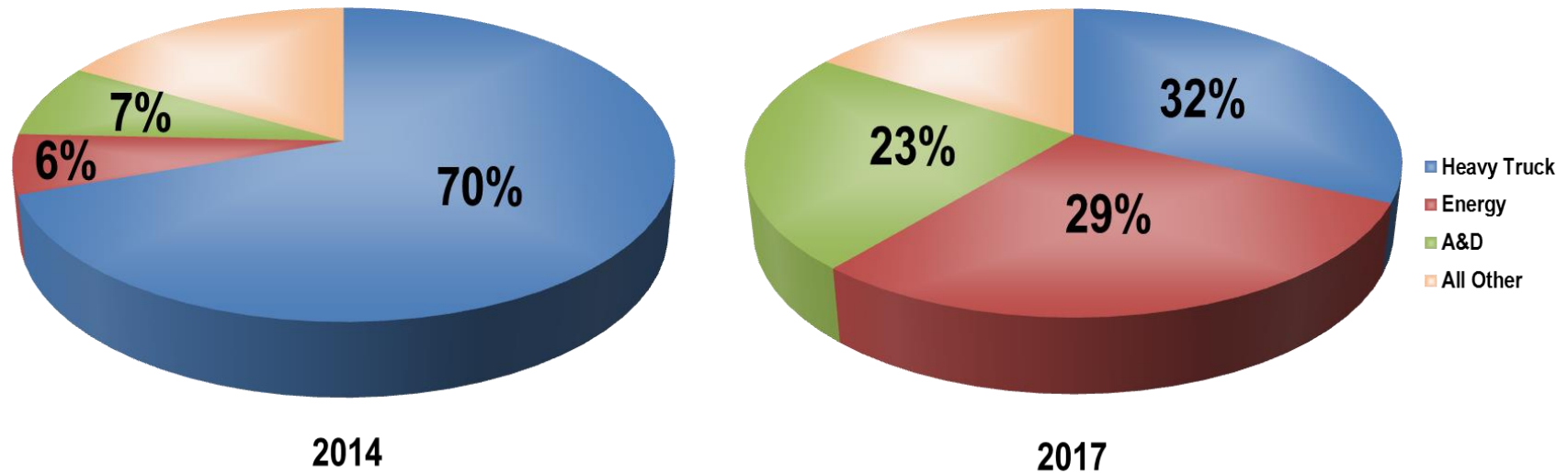
2014



2017

- No single customer expected to account for > 15% of revenue in 2017
- Balanced customer base in both segments
- Adding new customers to further diversify portfolio

Top Markets as a Percent of Revenue

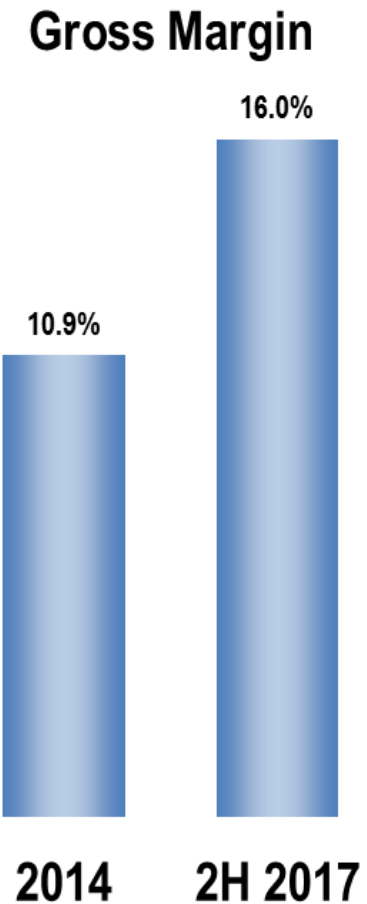


- Significant shift in markets served provides balanced revenue mix
- Expect reduced volatility with less dependence on heavy truck market
- Exploring new markets to provide growth opportunities for both segments

Mix + Cost Reductions Drive Margin in 2H



- Expect expansion of gross margin in 2H 2017 to 15-17% of revenue
- Nearly 50% increase in GM% as compared to 2014
- Lower cost profile and more balanced revenue mix drive increased margin performance
- Cost reductions, new business awards and follow on business create further margin improvement opportunities in 2018



Key Takeaways



- 1Q 2017 operating results include ongoing transition activities for Broadway Plant
- Progress toward cost reduction goals on track with substantial completion of Broadway initiatives in May 2017
- Confirm 1H and 2H 2017 outlook discussed in March
 - 1H 2017: Revenue \$38-\$40 million; Gross margin 5%-7%
 - 2H 2017: Revenue \$40-\$42 million; Gross margin 15%-17%
- Gross margin target for 2H 2017 ~50% above FY 2014 results on significantly lower volume
- 1Q 2017 SG&A expense down 47% YOY and 30% sequentially
- Diversification of customers, markets and products continues to improve
- Leveraging lower cost structure to improve competitive position for new business awards
- New and follow on business pipeline expected to drive growth in 2018 and 2019
 - \$20.7 million in 2018 and \$24.8 million in 2019
- Improved cost-competitive platform well-positioned for profitable growth



Question and Answer Session 1Q Earnings Conference Call

May 16, 2017

Jeffrey T. Gill
President & CEO

Anthony C. Allen
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