Outstanding reception for DB10 and Spectre
Spectre Global Premiere, London
Continuing strong media coverage
Prominent brand presence at key Q3 events

PEBBLE BEACH CONCOURS
CALIFORNIA

REVIVAL MEETING
GOODWOOD

BELFAST SHOWROOM
LAUNCH
BELFAST

SALON PRIVÉ
BLENHEIM PALACE

CARFEST NORTH & SOUTH
CHESHIRE / HAMPSHIRE

SILVERSTONE CLASSIC
SILVERSTONE

HERITAGE TOUR
CHINA
DB11 announced as the first of the next generation of sports cars
Q4 brand activity continues to focus on large events

SPECTRE PREMIERES & SCREENINGS
GLOBAL

DB10 BOND TOURS
GLOBAL

DUBAI MOTOR SHOW
NOVEMBER

REGENT STREET MOTOR SHOW
LONDON

TOM DIXON MULTIPLEX
LONDON SELFRIDGES

GUANGZHOU MOTOR SHOW
NOVEMBER
Financial Summary

- 3rd consecutive quarter we have delivered to / above budget for adjusted EBITDA

- Cash balance of £58m represents expected low point during 2015

- Available liquidity remains sufficient to deliver planned investment aspirations
  - Comprised of £100m undrawn preference shares, £40m undrawn RCF and £58m cash balance

- Sustained global volume with continuing growth in ROW underpinned by dealership launches and entry into new markets

- Increase in PD expenditure to support investment into new product

- Profit improvement programme has expanded to 6 workstreams yielding results
Moderate Q3 volume growth from prior year

- Volume performance YTD 17 ahead of budget
- V8 Vantage special editions drove growth, increasing V8 mix
- YTD ASP increased due to favourable exchange benefit despite increased V8 mix
- 2015 revenues slightly higher than 2014
2015 Q3 wholesale mix similar to 2014

- Significant growth amongst ROW - South Korea, Australia, South Africa, Thailand, Japan, Philippines
- Performance in Europe largely driven by Germany, Italy, Sweden

Excludes Cygnet
2015 YTD wholesale mix similar to 2014

Wholesales by region

<table>
<thead>
<tr>
<th>Region</th>
<th>2015 YTD</th>
<th>2014 YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>110</td>
<td>134</td>
</tr>
<tr>
<td>Americas</td>
<td>757</td>
<td>791</td>
</tr>
<tr>
<td>Europe</td>
<td>529</td>
<td>564</td>
</tr>
<tr>
<td>ROW</td>
<td>452</td>
<td>408</td>
</tr>
<tr>
<td>UK</td>
<td>639</td>
<td>627</td>
</tr>
</tbody>
</table>

Total: 2,487
Total: 2,524

- ROW sees volume growth as we enter into new countries and launch new dealerships
- UK remains strong YTD, recovery in Europe

Excludes Cygnet
EBITDA performance impacted by destocking but better than budget

- Q3 & YTD adjusted EBITDA £4m better than company budget
- Cost savings offset lower sales volumes and weaker model mix (higher V8)
- Exchange benefit in 2015 compared to 2014
- Destocking resulted in labour and overhead absorption costs timing variance for 2015
Increase in product development spend driven by new model investment

- Increased product development expenditure as group invests in next generation of sports cars
- Full year expected spend on product development £155m-£160m
Structured approach to profit & cash improvement is yielding results

- Revenue Generation
- SG&A
- Total Delivered Cost
- Significant future EBITDA & cash benefits
During Q3 we added 3 more workstreams

- Revenue Generation
- Organisation Restructure
- Sales Funnel Optimisation
- Product Development Process Redesign
- Total Delivered Cost
- SG&A

Significant future EBITDA & cash benefits
Restructuring programme near completion

- Business rebalancing programme will deliver significant efficiency and stability

- 295 roles impacted; we are working closely with UNITE to minimise compulsory redundancies
  - Early retirement
  - Voluntary redundancy
  - Not filling vacancies

- The restructuring delivers a significant financial benefit to the “Second Century” plan

- We remain on plan to deliver timing of DB11 as previously communicated
2015 Outlook

- Adjusted EBITDA expected to be greater than prior year
  - 2015 guide £65m - £70m Q4 weighted, influenced by GT12 & Vulcan sales
- UK markets expected to remain relatively strong
- Other markets stable, including China
- Increased product development spend as new model launches approach
  - 2015 guide £155m - £160m
2015 Summary

- Successful *Spectre* campaign
- Significant interest following formal announcement of DB11
- 2015 financial performance expected to exceed internal budgets
- Strong available liquidity to deliver “Second Century” plan
- On target to meet launch of new models – commencing towards the end of 2016
- Rebalanced organisation in place by the end of 2015
- Other profit improvement workstreams continue into 2016
2016 Early View

- EBITDA increases to £85m - £90m; heavily Q4 weighted due to the launch of DB11
- Revenue increases to £530m - £550m
- PD spend to increase by 10-15% over 2015 due to new model launches
- £100m of preference shares will be drawn pre-April
- LTM covenant compliance maintained throughout period
Questions

We will initially take written questions and time permitting move onto verbal questions
Appendices
## Summary Income Statement

<table>
<thead>
<tr>
<th></th>
<th>Q3 2015</th>
<th>Q3 2014</th>
<th>YTD 2015</th>
<th>YTD 2014</th>
<th>LTM</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(mils)</td>
<td>(mils)</td>
<td>(mils)</td>
<td>(mils)</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>£114.1</td>
<td>£111.0</td>
<td>£325.4</td>
<td>£320.5</td>
<td>£473.3</td>
</tr>
<tr>
<td><strong>Cost of Sales</strong></td>
<td>(78.6)</td>
<td>(76.2)</td>
<td>(224.0)</td>
<td>(213.1)</td>
<td>(324.2)</td>
</tr>
<tr>
<td></td>
<td>-69%</td>
<td>-69%</td>
<td>-69%</td>
<td>-66%</td>
<td>-68%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>£35.5</td>
<td>£34.8</td>
<td>£101.4</td>
<td>£107.4</td>
<td>£149.1</td>
</tr>
<tr>
<td></td>
<td>31%</td>
<td>31%</td>
<td>31%</td>
<td>34%</td>
<td>32%</td>
</tr>
<tr>
<td><strong>Selling &amp; Distribution</strong></td>
<td>(7.2)</td>
<td>(7.7)</td>
<td>(24.1)</td>
<td>(24.2)</td>
<td>(33.4)</td>
</tr>
<tr>
<td></td>
<td>-6%</td>
<td>-7%</td>
<td>-7%</td>
<td>-8%</td>
<td>-7%</td>
</tr>
<tr>
<td><strong>Administrative &amp; Other</strong></td>
<td>(37.0)</td>
<td>(36.6)</td>
<td>(109.1)</td>
<td>(104.2)</td>
<td>(144.8)</td>
</tr>
<tr>
<td></td>
<td>-32%</td>
<td>-33%</td>
<td>-34%</td>
<td>-33%</td>
<td>-31%</td>
</tr>
<tr>
<td><strong>Operating Loss</strong></td>
<td>(8.7)</td>
<td>(9.5)</td>
<td>(31.8)</td>
<td>(21.0)</td>
<td>(29.1)</td>
</tr>
<tr>
<td></td>
<td>-8%</td>
<td>-9%</td>
<td>-10%</td>
<td>-7%</td>
<td>-6%</td>
</tr>
<tr>
<td><strong>Net Financing Expense</strong></td>
<td>(19.2)</td>
<td>(21.9)</td>
<td>(49.1)</td>
<td>(35.5)</td>
<td>(67.2)</td>
</tr>
<tr>
<td></td>
<td>-17%</td>
<td>-20%</td>
<td>-15%</td>
<td>-11%</td>
<td>-14%</td>
</tr>
<tr>
<td><strong>Loss before Tax</strong></td>
<td>(27.9)</td>
<td>(31.4)</td>
<td>(80.9)</td>
<td>(56.5)</td>
<td>(96.3)</td>
</tr>
<tr>
<td></td>
<td>-24%</td>
<td>-28%</td>
<td>-25%</td>
<td>-18%</td>
<td>-20%</td>
</tr>
<tr>
<td><strong>Taxation</strong></td>
<td>2.9</td>
<td>1.6</td>
<td>8.2</td>
<td>6.3</td>
<td>9.0</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>1%</td>
<td>3%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Loss after tax</strong></td>
<td>(25.0)</td>
<td>(29.8)</td>
<td>(72.7)</td>
<td>(50.2)</td>
<td>(87.3)</td>
</tr>
<tr>
<td></td>
<td>-22%</td>
<td>-27%</td>
<td>-22%</td>
<td>-16%</td>
<td>-18%</td>
</tr>
</tbody>
</table>

*Percentages refer to revenue*
## Adjustments to EBITDA

<table>
<thead>
<tr>
<th></th>
<th>Q3 2015 (mils)</th>
<th>Q3 2014 (mils)</th>
<th>YTD 2015 (mils)</th>
<th>YTD 2014 (mils)</th>
<th>LTM (mils)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating loss</td>
<td>£(8.7)  -8%</td>
<td>£(9.5)  -9%</td>
<td>£(31.8) -10%</td>
<td>£(21.0) -7%</td>
<td>£(29.1) -6%</td>
</tr>
<tr>
<td>D&amp;A</td>
<td>22.7  20%</td>
<td>19.9  18%</td>
<td>64.3  20%</td>
<td>59.3  19%</td>
<td>85.3  18%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>£14.0  12%</td>
<td>£10.4  9%</td>
<td>£32.5  10%</td>
<td>£38.3  12%</td>
<td>£56.2  12%</td>
</tr>
</tbody>
</table>

### Adjustments

- Gain on the disposal of an associated company: (1.7)
- Concept vehicle development costs: 5.1
- Payment to former director relating to settlement for shares: 2.6

| Adj. EBITDA (£m) | £14.0  12% | £15.5  14% | £35.1  11% | £41.7  13% | £59.6  13% |

*Percentages refer to revenue*
## Summary Cashflow Statement

<table>
<thead>
<tr>
<th></th>
<th>Q3 2015</th>
<th>Q3 2014</th>
<th>YTD 2015</th>
<th>YTD 2014</th>
<th>LTM</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(mils)</td>
<td>(mils)</td>
<td>(mils)</td>
<td>(mils)</td>
<td>(mils)</td>
</tr>
<tr>
<td>Cash generated from</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>operating activities</td>
<td>£19.1</td>
<td>£7.8</td>
<td>£22.2</td>
<td>£18.3</td>
<td>£61.8</td>
</tr>
<tr>
<td>Cash used in investing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>activities</td>
<td>£(40.2)</td>
<td>£(38.2)</td>
<td>£(112.4)</td>
<td>£(92.2)</td>
<td>£(143.3)</td>
</tr>
<tr>
<td>Cash (outflow) / inflow</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>financing activities</td>
<td>£(17.2)</td>
<td>£(11.8)</td>
<td>£58.7</td>
<td>£74.0</td>
<td>£65.3</td>
</tr>
<tr>
<td>Effect of exchange rates</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>on cash and cash</td>
<td>£(2.0)</td>
<td>£1.7</td>
<td>£(0.1)</td>
<td>£(0.3)</td>
<td>£(0.6)</td>
</tr>
<tr>
<td>equivalents</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net cash outflow</strong></td>
<td>£(40.3)</td>
<td>£(40.5)</td>
<td>£(31.6)</td>
<td>£(0.2)</td>
<td>£(16.8)</td>
</tr>
<tr>
<td><strong>Cash at period end</strong></td>
<td>£57.6</td>
<td>£74.4</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Disclaimer

This presentation contains certain forward-looking statements, which are based on current assumptions and estimates by the management of Aston Martin Holdings (UK) Limited ("Aston Martin"). Such statements are subject to numerous risks and uncertainties that could cause actual results to differ materially from any expected future results in forward-looking statements. These risks may include, for example, changes in the global economic situation, and changes affecting individual markets and exchange rates.

Aston Martin provides no guarantee that future development and future results actually achieved will correspond to the assumptions and estimates stated here, and accepts no liability if they should fail to do so. We undertake no obligation to update these forward-looking statements and will not publicly release any revisions that may be made to these forward-looking statements, which may result from events or circumstances arising after the date of this presentation.

We confirm that to the best of our knowledge the condensed set of consolidated financial statements have been prepared in accordance with IAS 34 'Interim Financial Reporting' as adopted by the EU and fairly represent the financial condition and operations of the Aston Martin group as at 30 September 2015.