



ASTON MARTIN



Trading Update 22 October 2015

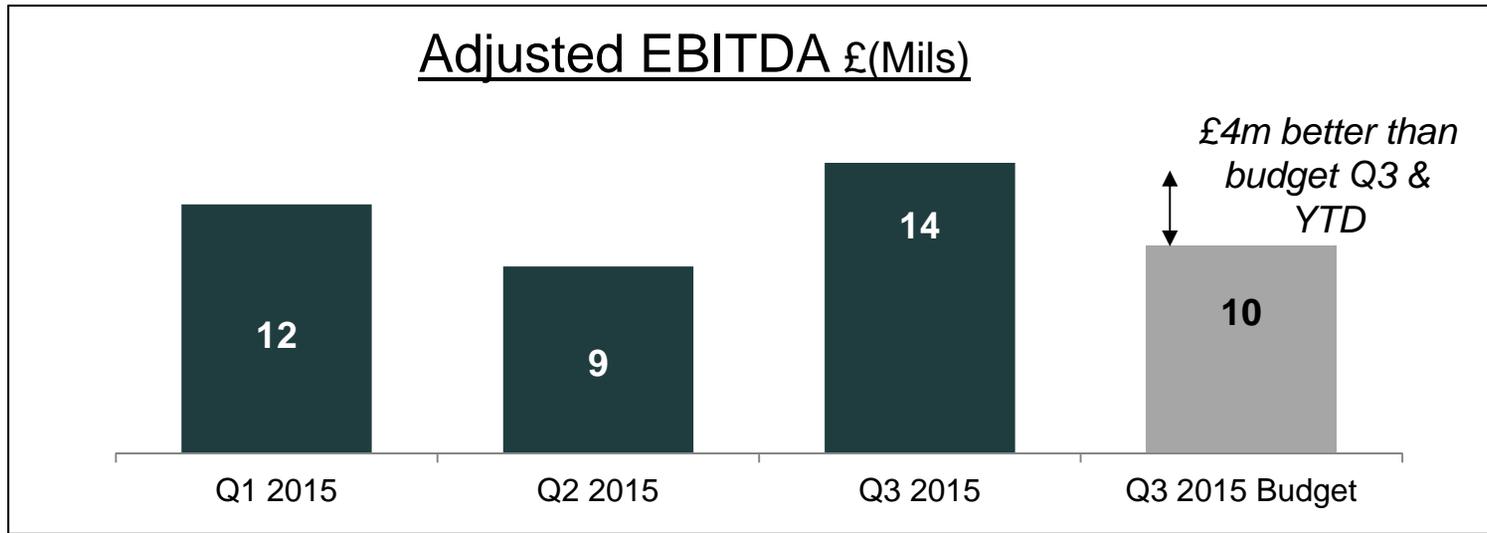
PRIVATE AND CONFIDENTIAL

Reconfirming our performance at H1 15

- Operating performance & Adj. EBITDA on budget
- Wholesale position on plan; up in UK, on plan in US, challenging in ME & CN
- Cash position strong with c.£240m of liquidity available
- Impact of profit & cash improvement activities starting to show
- No changes to Second Century Plan
- DB11 on time



Q3 performance builds on strong start



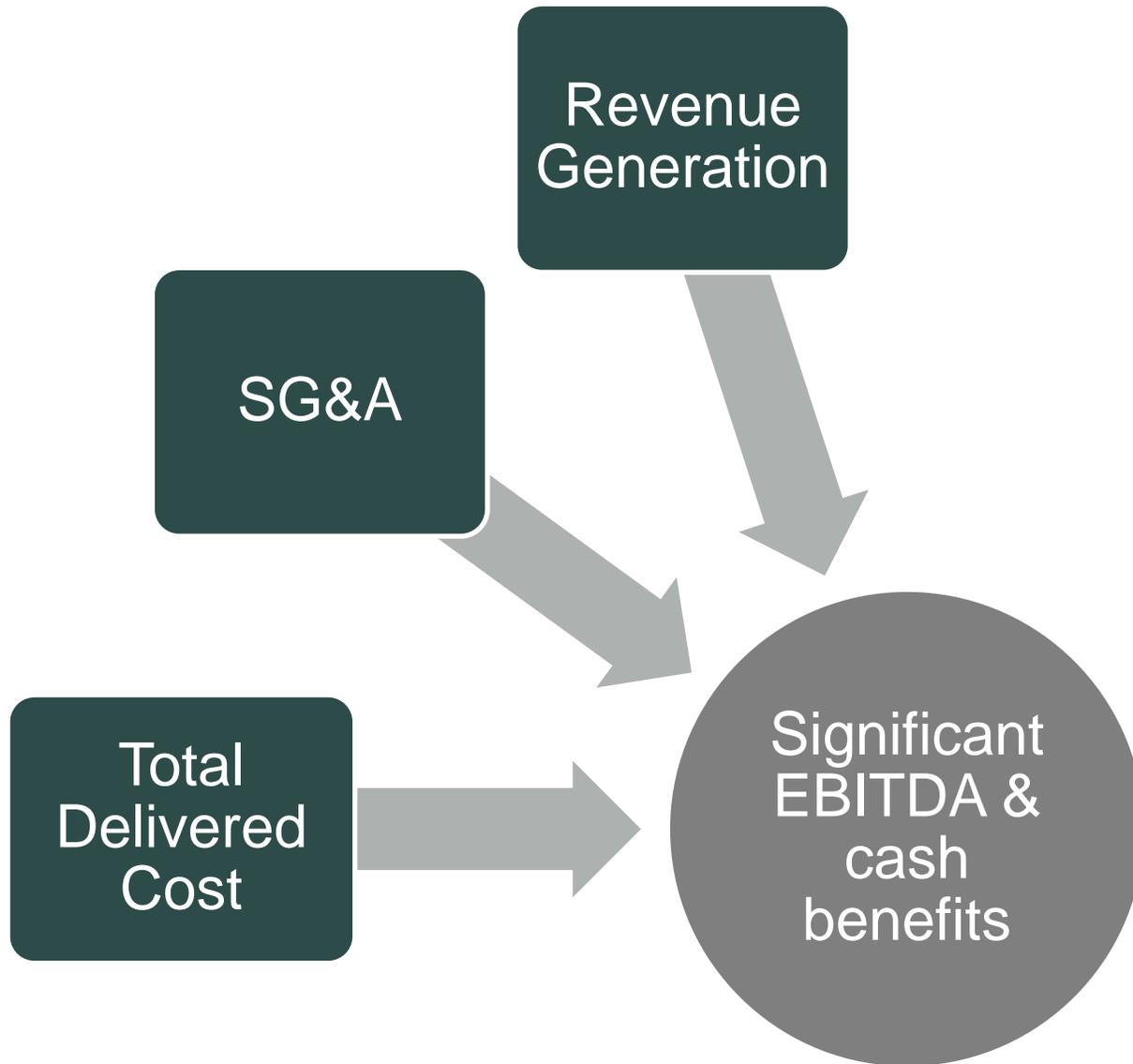
- ❑ Q3 strongest quarter this year so far
- ❑ Wholesale performance better than Q3 2014
 - Improved performance in Europe region
 - Continued strong performance UK & APAC
 - China slightly down on prior year

Restructuring programme commenced

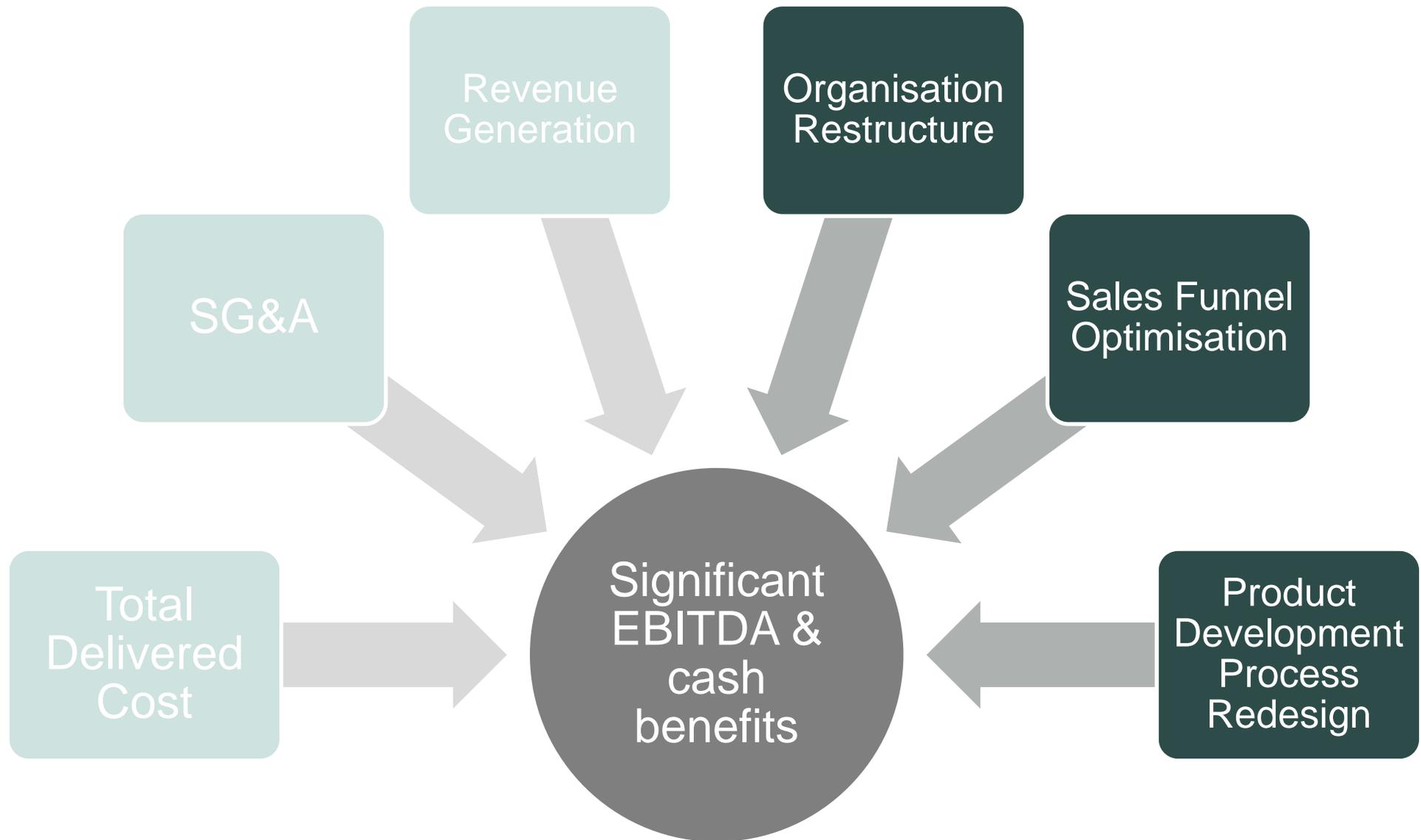
- ❑ Business Rebalancing Programme will deliver significant efficiency & stability
- ❑ 295 roles impacted & we are working closely with UNITE to minimise compulsory redundancies
 - ❑ Early retirement
 - ❑ Voluntary Redundancy
 - ❑ Not filling vacancies
- ❑ The restructuring delivers a significant financial benefit to the “Second Century” plan
- ❑ We remain on plan to deliver timing of DB11 as previously communicated



Structured approach to profit & cash improvement is yielding results



3 additional workstreams have now been added



We remain confident on outlook for 2015

- ❑ 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
- ❑ Increased product development spend as new model launches approach
 - ❑ 2015 guide £150m - £160m
- ❑ Continuing to drive benefit from profit & cash improvement programmes
 - ❑ Expect some exceptional costs as part of restructuring



Next steps

- ❑ We will schedule our Q3 Investor Call for mid November
 - ❑ More detail on Q3 and YTD15 performance
 - ❑ More focus on year end EBITDA, cash position & exceptionals
 - ❑ Early view of 2016 expectations



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 June 2015.

