

INVESTOR PRESENTATION

THIRD QUARTER 2016



ASTON MARTIN



Third Quarter 2016 Highlights



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- Commenced production of the highly acclaimed and award winning DB11, heralding the start of a new and exciting era for Aston Martin
- Dramatic launch of revolutionary “AM-RB 001” hypercar with significant oversubscription
- Announcement of Vanquish Zagato Volante following success of Vanquish Zagato Coupe
- ‘Art of Living’ flagship ventures launched enhancing brand presence and positioning in the luxury space
- Financial performance stability maintained ahead of DB11 deliveries
- Q3 revenue at £97 million supported by higher average selling price in the three months to 30th September
- Q3 EBITDA broadly maintained vs 2015 at £13 million, despite lower volumes
- Reiterating full year guidance ranges



DB11 Production Launch



“AM-RB 001” Hypercar Reveal

Second Century Plan Update



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- Investment in reinvigoration of sports car portfolio continues with the business working on the introduction of seven new models over seven years, starting with DB11 in 2016
- Stable liquidity supported by immensely successful deployment of limited editions which have sold-out with extensive oversubscription and generated positive cashflow via deposit strategy
- Aston Martin brand strengthening and broadening of customer reach underpinned by increasing 'Art of Living' activities



DB11

DB11

- Unveiled March 2016
- Deliveries from October 2016
- Brand new platform, electronic architecture and infotainment system

Q3 2016 Results

PRICING

- Recommended Retail Price from £154,900 in the UK, €204,900 in Germany and \$211,995 in USA
- Q by Aston Martin bespoke commission service available

PERFORMANCE

- Most powerful production DB ever
- New 5.2-litre twin-turbo V12 engine generating 600 bhp
- Top speed of 200 mph
- 0-62 mph in 3.9 seconds

DB11 Launch Update



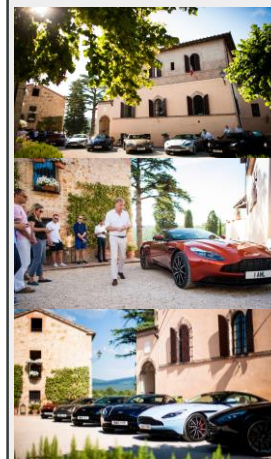
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ASTON MARTIN DB11
Start of production 2016



PRODUCTION

- Commenced on plan on 28th September 2016
- First deliveries in October 2016 with 310 units shipped to date
- Dr. Palmer, President & Chief Executive Officer inspecting the first 1,000 units to personally assure quality
- Production rate ramp-up continues



MEDIA ACTIVITY

- Global dynamic media launch took place in Siena, Italy in July
- Dynamic drive programme alongside design and technical presentations
- Positive and highly visible media coverage has featured across automotive and lifestyle journals



MARKET ACTIVITY

- Introduced to customer audiences across the world following lifting of media embargo
- High profile launch events included Monterey Automotive Week at Pebble Beach, USA
- Regional driving programmes included Aston Martin On Ice in Queenstown, New Zealand



INTERNATIONAL ACCOLADES

- Car Design Award 2016 winners - named "Production Car of the Year" by expert jury from ten international automotive journals
- T3 Design of the Year, one of UK's biggest and most prestigious technology awards
- Readers' choice award from Germany's auto motor und sport

“AM-RB 001” Hypercar Update



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PRODUCT OVERVIEW

- The first product of our Innovation Partnership with Red Bull Racing
- Combines Aston Martin design and engineering expertise with aerodynamic and technological innovation honed from F1™
- “AM-RB 001” will feature a new mid-mounted, naturally aspirated V12 engine with the potency to achieve 1:1 power-to-weight ratio

LAUNCH ACTIVITY

- Dramatic launch took place within the Gaydon production facility on 5th July
- Announced total production of 150 road cars and 25 track-only versions with significant oversubscription
- Asia Pacific debut in Singapore on the eve of the Formula One Grand Prix
- First deliveries commence in 2019

Red Bull
RACING
FORMULA ONE TEAM


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INNOVATION PARTNER





VANQUISH ZAGATO VOLANTE

- Announced at Pebble Beach Concours d'Elegance, USA
- Limited edition of 99 units
- Deliveries commence 2017

50-YEAR COLLABORATION

- Latest creation from Aston Martin's long-standing partnership with the prestigious Italian design-house Zagato

PERFORMANCE

- Aston Martin 6.0-litre V12 engine uprated to increase peak output to 600 PS⁽¹⁾ (592 bhp)
- 0-60 mph in 3.7 seconds

Aston Martin Art of Living



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Aston Martin Art of Living Strategy



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Goals

- Enhance brand significance in the luxury space, ensuring that Aston Martin is relevant to our customers beyond sports cars
- Increase brand awareness and support our core business, reaching a wider audience through carefully positioned products and experiences
- Select partners that share a common storytelling and philosophy with Aston Martin to maintain consistency of the brand
- Generate a profitable business

Methodology

- Ensure the Aston Martin design philosophy sits at the heart of every venture
- A “luxury approach” to customers, brand lovers, partners and media

Aston Martin Art of Living ventures complement our core automotive business by supporting sales growth in the near term and driving brand value for the long term

Aston Martin at No. 8 Dover Street



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- Our first brand experience boutique opened in the heart of London's Mayfair district on 1st September
- Located in one of the capital's most sought-after streets 'Aston Martin at No. 8 Dover Street' is an intersection of the company's products, experiences and brand collaborations
- No. 8 Dover Street will also be a destination for design master classes, art exhibitions, dinner series and other exclusive events
- The boutique showcases products from our carefully selected partners including Hackett London, Marma London, Quintessence Yachts, Emilia Burano, Silver Cross and FPM



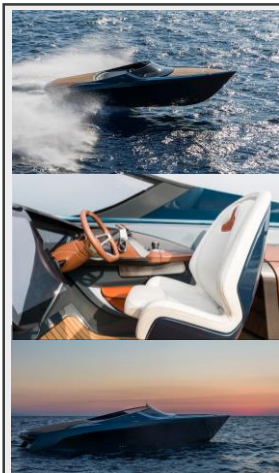
Aston Martin Art of Living Collaborations



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ASTON MARTIN LUXURY COLLECTIONS

- Builds on an enduring partnership that began in 2006 between Aston Martin and Hackett London
- The latest collection reflects on the quintessentially British brand values of both Hackett London and Aston Martin - innovative, luxurious and the epitome of style



ASTON MARTIN YACHTING

- AM37 debuted at Monaco Yacht Show on 28th September
- Collaboration with Quintessence Yachts and follows two years of research and development
- Aston Martin design language and proportion has been transferred into AM37, in addition to our ethos for craftsmanship



ASTON MARTIN REAL ESTATE

- Aston Martin Residences Miami is an innovative collaboration with luxury property developer G and G Business Developments
- Residential tower at Biscayne Bay will change Miami landscape
- Aston Martin's signature design will be evident throughout the interior spaces

Art of Living Media Highlights



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DOVER STREET

Forbes

"Despite having products on display, the store is less of a retail store and more of a destination where admirers of the Aston Martin experience the elegance and exclusivity associated with the brand."

Bloomberg

*"A new store in London's exclusive Mayfair district, a shopping mecca that includes a Louis Vuitton mega store, is Aston Martin's biggest effort to date to **establish the brand as a purveyor of all things luxury** and not just sleek performance cars"*

AM37

Wallpaper*

*"The AM37 began life as a conversation, a 'what if' speculation intended to explore credible ways of taking the car company's design language and rock solid brand image into different sectors. Reasoning that high-end boat owners and supercar drivers were quite often cut from the same cloth, frequenting the same places and wanting the same mix of craft, design, luxury and performance, the idea was set...Aston Martin is not the first car company collaboration [but the] AM37 feels like the **most resolved**, perhaps because it brings together a delight in material and surface as well as the crucial performance aspects. This powerboat feels like more than a mere brand extension, but a **genuinely successful attempt to take a century-old marque into another realm.**"*

RESIDENCES MIAMI

BBC

"Aston Martin, the car company and emergent lifestyle brand is slated to build a new 66-storey waterfront tower in downtown Miami. Aston launched its "Art of Living" strategy four years ago. At the time, that meant mere licensing of the name to some very high-end furniture, but this year saw the co-development of the remarkable (and £1m+) AM37 speedboat. It's a small but showy reach from there into luxury real estate, and from automobile cockpits into the design of everyday living"

Financial Overview



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Third Quarter 2016 Financial Summary

Income Statement

- YTD revenue at £308 million supported by higher average selling price ahead of DB11 introduction
- YTD average selling price at £124k, increased versus prior year, reflects benefits from exchange upside, product mix and options uptake
- Increased gross margins supported by cost saving initiatives
- YTD adjusted EBITDA at £32m, £3m lower than prior year; Q3 Adjusted EBITDA broadly in line with 2015
- Financing expense includes preference share interest and exchange

Cash & Investment

- Cash position at end of quarter of £56m – ahead of Budget
- Cash balance supported by cash generation from limited editions

Full Year guidance maintained

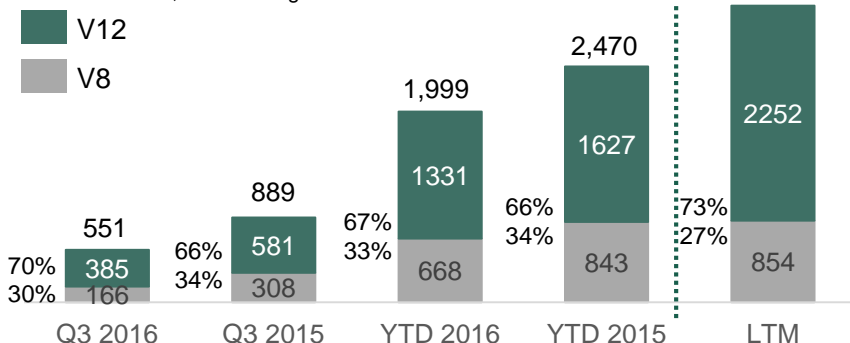


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Third Quarter Revenues

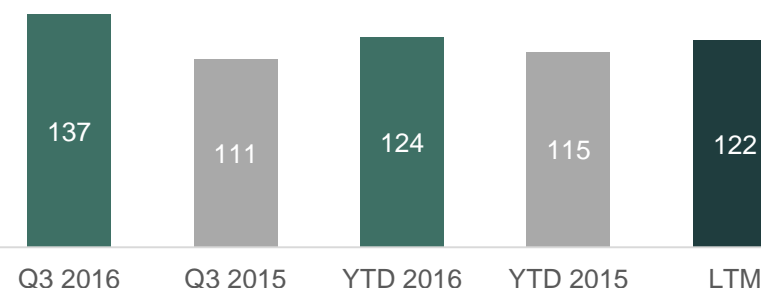
Wholesale Volume (Units)

Excludes Vulcan, GT12 & Lagonda



Average Selling Price (£k)

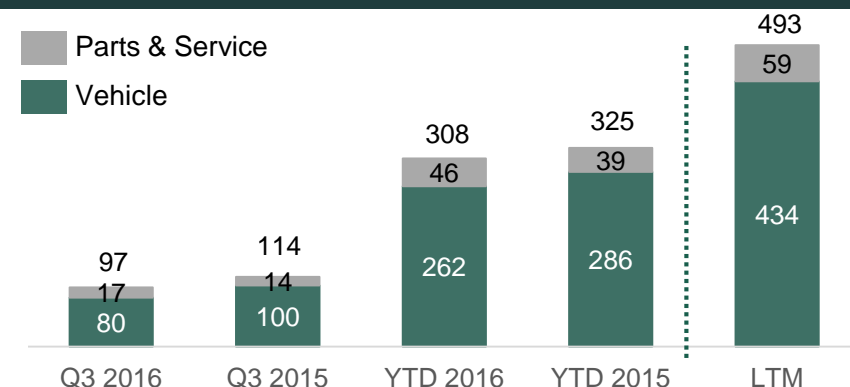
Excludes Vulcan, GT12 & Lagonda



Revenue (£m)

Parts & Service

Vehicle



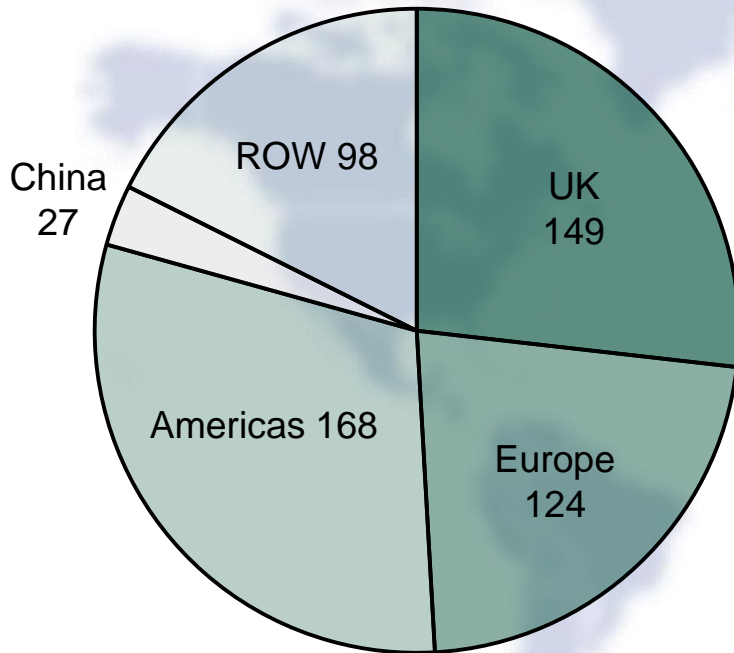
- Q3 revenue at £97 million supported by higher average selling price (ASP)
- Q3 & YTD ASP improvement due to improved mix, higher options take and exchange
- US & China destocking continues



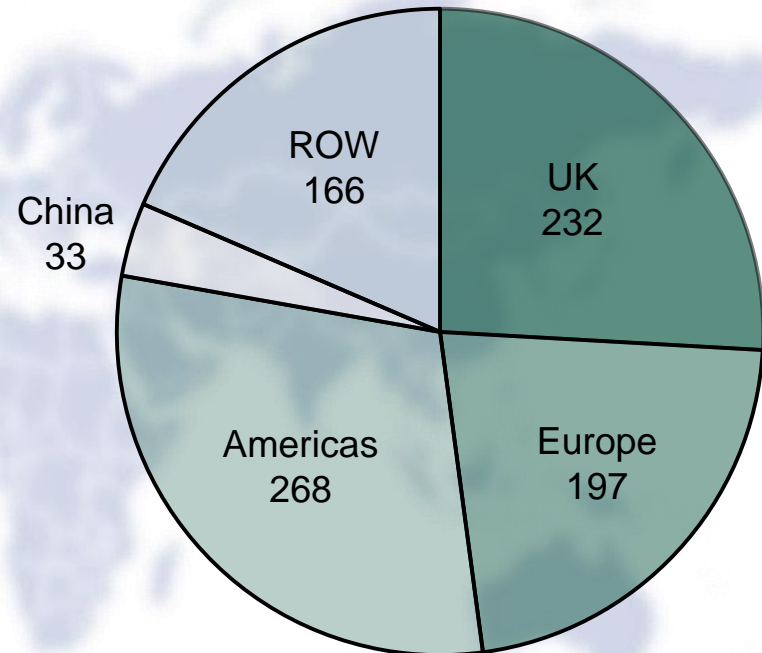
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Third Quarter Wholesales by Region

Third Quarter 2016 566 Units



Third Quarter 2015 896 Units



Note: Includes Vulcan, GT12 & Lagonda

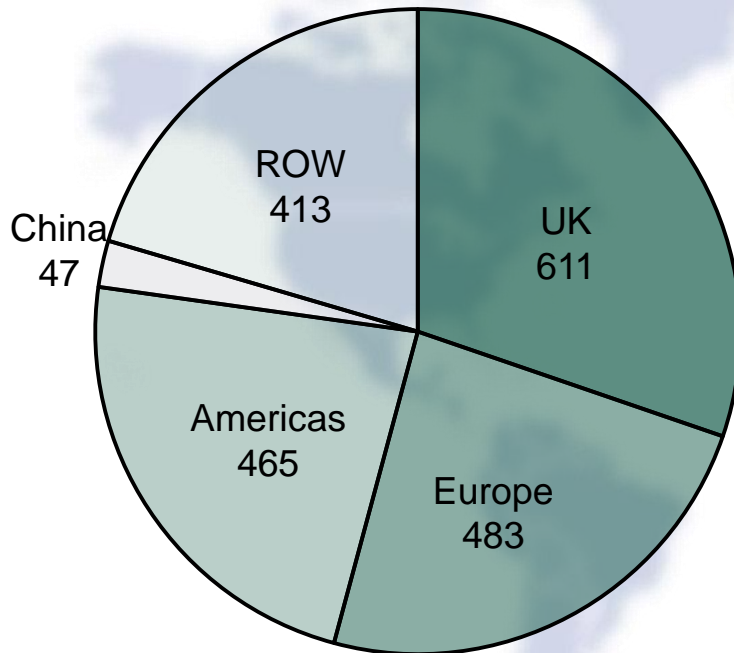
- Wholesales across all regions in line with plan, as dealers prepare for DB11 deliveries



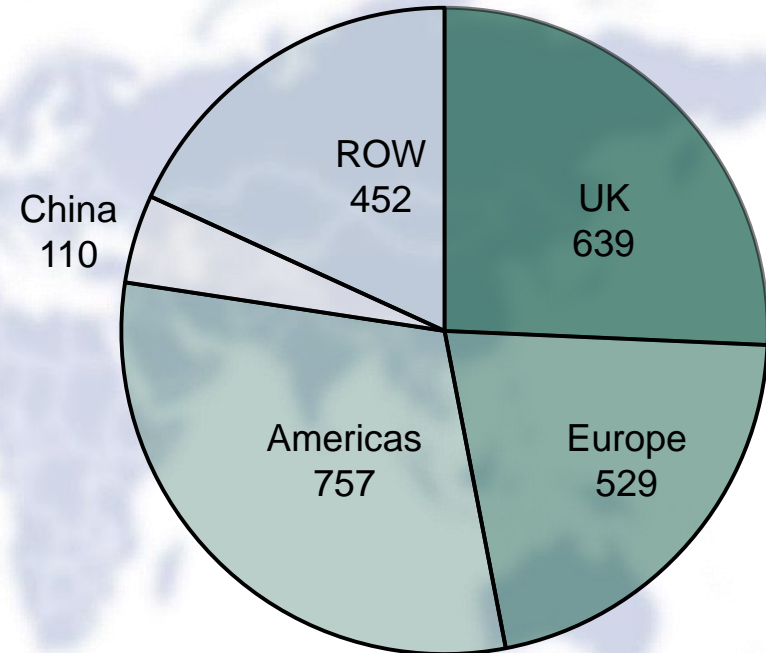
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Year to Date Wholesales by Region

YTD 2016 2,019 Units



YTD 2015 2,487 Units



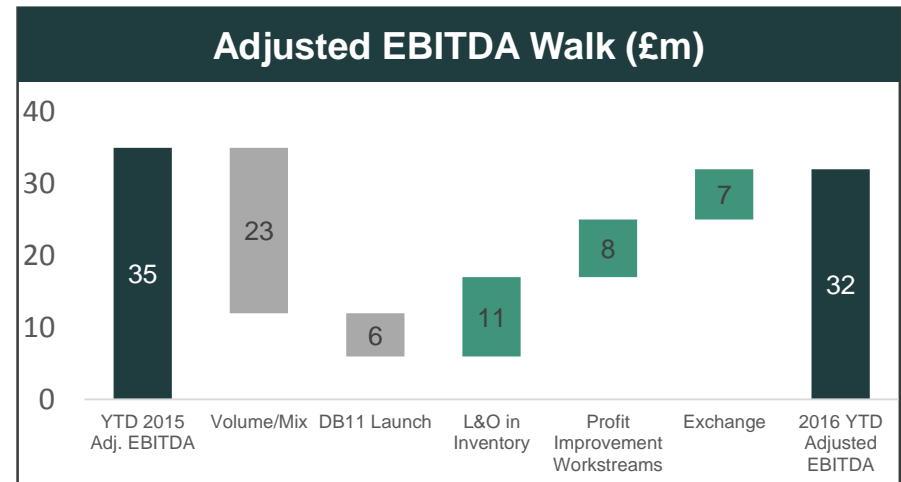
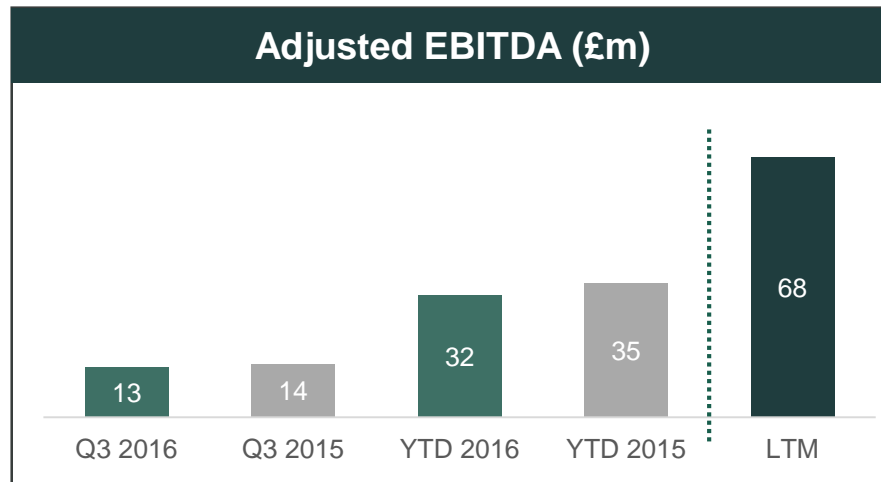
Note: Includes Vulcan, GT12 & Lagonda

- Planned de-stocking in US and China in line with expectations



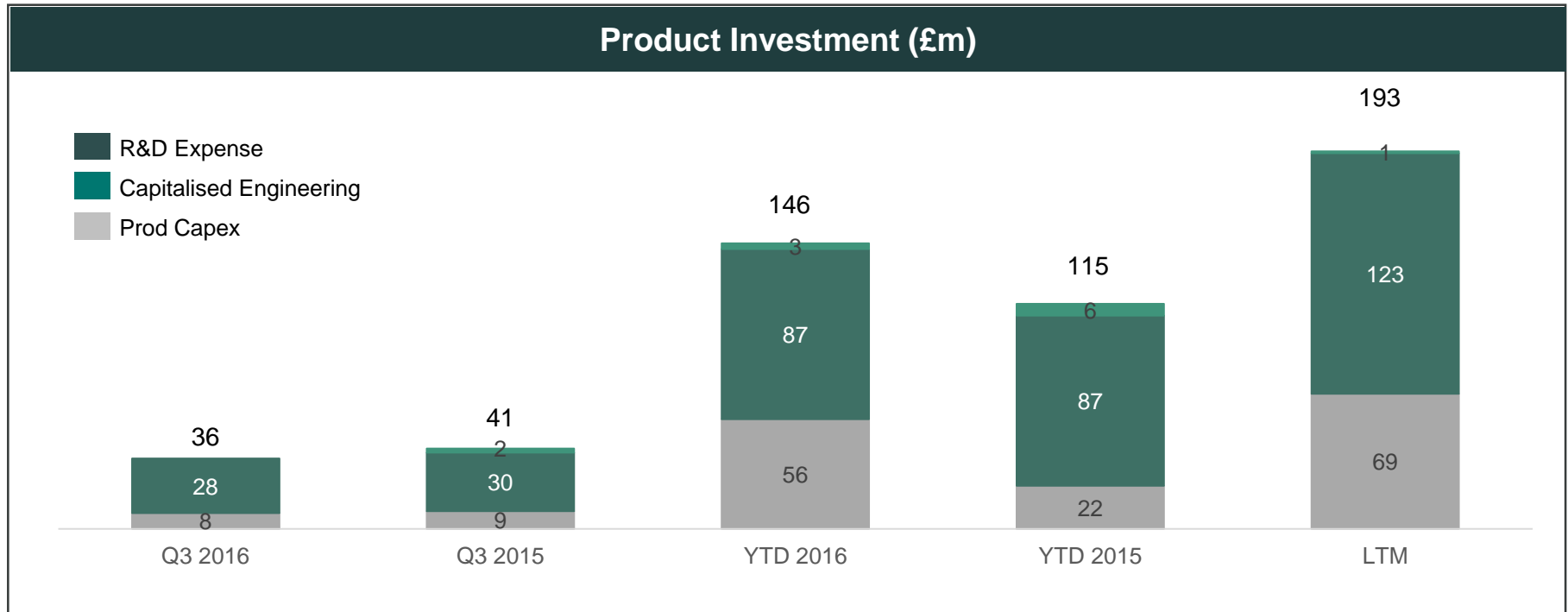
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Third Quarter Adjusted EBITDA



- Stable EBITDA despite no significant product launch
- Sold-out limited editions contribute strongly to revenue and EBITDA performance
- Current foreign exchange environment positive for gross margin
- Profit improvement workstreams continue to yield good results

Business Investment & CapEx



- Continued investment in core and special products drives capital expenditure and engineering investment
- Product-related capital spending weighted to H1 2016 ahead of DB11 production launch
- FY 2016 spend in line with expectations

Financial Outlook



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FULL YEAR 2016

Revenue

£530m to £550m

Adjusted EBITDA

£85m to £90m

Core Product Development Costs

Up 10% to 20% over 2015

- Reiterating full year guidance ranges
- DB11 order bank more than covers 2016 planned sales and well into 2017
- Covenant compliance maintained throughout the year
- AM-RB 001 will have a small amount of investment in 2016 more than offset by customer deposits



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Reconciliation of GAAP to Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures, including earnings before interest, tax, depreciation and amortisation (EBITDA) and adjusted EBITDA. From time-to-time, the company considers and uses these supplemental measures of operating performance in order to provide the investors and readers with an improved understanding of underlying performance trends.

The company believes it is useful for itself and the reader to review, as applicable, both (1) GAAP measures that include (i) amortisation, (ii) interest expense, (iii) income taxes, (iv) depreciation and amortization, (v) exceptional restructuring costs, (vi) non-recurring payment to a former Director relating to settlement of shares; and (2) the non-GAAP measures that exclude such information.

The company presents these non-GAAP measures because it considers them an important supplemental measure of its performance. The company's definition of these adjusted financial measures may differ from similarly named measures used by others. The company believes these measures facilitate operating performance comparisons from period to period by eliminating potential differences caused by the existence and timing of certain expense items that would not otherwise be apparent on a GAAP basis. These non-GAAP measures have limitations as alternative financial metrics and should not be considered in isolation or as a substitute for the company's GAAP reporting measures. The principal limitations of non-GAAP measures are that they do not reflect the company's actual expenses and may thus have the effect of inflating its financial measures on a GAAP basis.

Disclaimer



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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 2016.

Appendices



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Summary Income Statement

	Q3		Q3		YTD		YTD		LTM	
	2016	% of	2015	% of	2016	% of	2015	% of		% of
	<u>(m)</u>	<u>sales</u>	<u>(m)</u>	<u>sales</u>	<u>(m)</u>	<u>sales</u>	<u>(m)</u>	<u>sales</u>	<u>(m)</u>	<u>sales</u>
Revenue	£96.6		£114.1		£308.5		£325.5		£493.2	
Cost of Sales	(59.5)	62%	(78.6)	69%	(200.2)	65%	(224.0)	69%	(321.5)	65%
Gross Profit	£37.1	38%	£35.5	31%	£108.3	35%	£101.5	31%	£171.7	35%
Selling & Distribution	(10.1)	10%	(7.2)	6%	(30.1)	10%	(24.1)	7%	(38.0)	8%
Administrative & Other	(35.8)	37%	(36.9)	32%	(104.8)	34%	(109.2)	34%	(186.7)	38%
Operating Loss	(8.7)	9%	(8.7)	8%	(26.5)	9%	(31.8)	10%	(53.0)	11%
Net Financing Expense	(33.3)	34%	(19.2)	17%	(97.8)	32%	(49.2)	15%	(118.3)	24%
Loss before Tax	(42.0)	44%	(27.9)	24%	(124.4)	40%	(80.9)	25%	(171.4)	35%
Taxation	4.0	4%	2.9	3%	12.6	4%	8.2	3%	25.5	5%
Loss after tax	(38.0)	39%	(25.0)	22%	(111.8)	36%	(72.7)	22%	(145.9)	30%

- Gross Margin improvement in 2016 due to profit improvement activity and average selling price increase
- DB11 launch drives increased selling and distribution costs versus prior year
- Net Financing Expense includes preference share interest and exchange



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Summary Income Statement - Continued

	Q3		Q3		YTD		YTD		LTM	
	2016	% of	2015	% of	2016	% of	2015	% of		% of
	<u>(mils)</u>	<u>sales</u>	<u>(mils)</u>	<u>sales</u>	<u>(mils)</u>	<u>sales</u>	<u>(mils)</u>	<u>sales</u>	<u>(mils)</u>	<u>sales</u>
Operating loss	(8.7)	9%	(8.7)	8%	(26.5)	9%	(31.8)	10%	(53.0)	11%
Depreciation & Amortisation	21.3	22%	22.7	20%	58.5	19%	64.3	20%	113.7	23%
EBITDA	£12.6	13%	£14.0	12%	£32.0	10%	£32.5	10%	£60.7	12%
<u>Adjustments</u>										
Restructuring cost									7.6	
Payment to former director relating to settlement for shares							2.6			
Adjusted EBITDA (£m)	£12.6	13%	£14.0	12%	£32.0	10%	£35.1	11%	£68.3	14%

- No adjustments YTD 2016



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Summary Cash Flow Statement

	Q3 2016 <u>(mils)</u>	Q3 2015 <u>(mils)</u>	YTD 2016 <u>(mils)</u>	YTD 2015 <u>(mils)</u>	LTM <u>(mils)</u>
Cash generated from operating activities	£36.1	£19.1	£89.8	£22.2	£142.8
Cash used in investing activities	(36.0)	(40.2)	(151.3)	(112.4)	(199.9)
Cash (outflow) / inflow from financing activities	(21.3)	(17.2)	59.2	58.7	63.3
Effect of exchange rates on cash and cash equivalents	(1.9)	(2.0)	(7.8)	(0.1)	(8.4)
Net cash outflow	(23.0)	(40.2)	(10.1)	(31.6)	(2.1)
Cash at period end	£55.5	£57.6	£55.5	£57.6	£55.5

- Cash generated from operating activities supported by limited edition deposit intake
- Cash position supported by drawdown of second tranche of £100m preference shares in April 2016

Aston Martin at No. 8 Dover Street



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- Aston Martin opened its first brand experience boutique in the heart of London's Mayfair district
- The ultimate Aston Martin destination where admirers of the brand and people who enjoy elegance and exclusivity can discover new trends in art and design and be inspired
- Located in one of the capital's most sought-after streets 'Aston Martin at No. 8 Dover Street' is an intersection of the company's products, experiences and brand collaborations
- No. 8 Dover Street will also be a destination for design master classes, art exhibitions, dinner series and other exclusive events
- Products from partners including Hackett London, Marma London, Quintessence Yachts, Emilia Burano, Silver Cross and FPM are available at No. 8 Dover Street



Aston Martin Luxury Collections – Hackett London



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- The luxurious 14-piece Aston Martin by Hackett collection includes outerwear, knitwear, shirts, trousers and accessories
- The collection reflects on the quintessentially British brand values of both Hackett London and Aston Martin
- The new collection is innovative, luxurious and the epitome of style



Aston Martin Yachting – AM37



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- A pure translation of the Aston Martin DNA into an entirely new maritime concept with Quintessence Yachts
- World debut at the Monaco Yacht Show
- AM37's carbon fibre dashboard echoes styling elements from Aston Martin's most advanced sports cars
- Aston Martin's master craftsmen who worked on cars such as One-77, Aston Martin Vulcan and the new DB11, provided their automotive experience, which was reinterpreted onto the boat with outstanding results



AM37 / AM37S

- AM37 – 45 knots and a choice of two 370 hp Mercury diesel or two 430 hp Mercury petrol engines
- AM37S – 50 knots derived from twin 520 hp Mercury petrol engines
- Pricing starting at £1.3 million



Aston Martin Real Estate – Aston Martin Residences Miami



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- Exclusive location at 300 Biscayne Boulevard Way
- 66-storey luxury residential tower incorporating 390 exclusive condominiums
- Aston Martin design team to create stunning interior spaces
- Aston Martin's signature understated elegance, authenticity of materials and clean lines will be evident throughout
- An engineering masterpiece designed by Revuelta Architecture and Bodas Miani Anger, renowned for creating landmark properties that are aesthetically pleasing and yet grounded in performance and purpose
- Sales Centre opening end of March 2017
- Ground breaking scheduled for Summer 2017, with completion due 2021





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