

ASTON MARTIN LAGONDA

Continuing to execute the Second Century Plan

Continuing growth in wholesales led by strength in APAC and the Americas

Deliveries of DBS Superleggera Volante in Q3 2019 and Vantage AMR in Q4

Specials continue to be in high demand; Work underway on DBZ Centenary Collection

DBX development on schedule; First production trial commenced on 15 April

St Athan development on track in line with start of DBX production in Q2 2020

Ongoing investment to support product expansion and brand awareness globally

Phase 2 substantially complete; Phase 3 "Portfolio Expansion" progressing well



3 Pillar Brand Strategy

Sports & Super Cars (4 cars)



SUVs (2 cars)



Sedan (1 car)

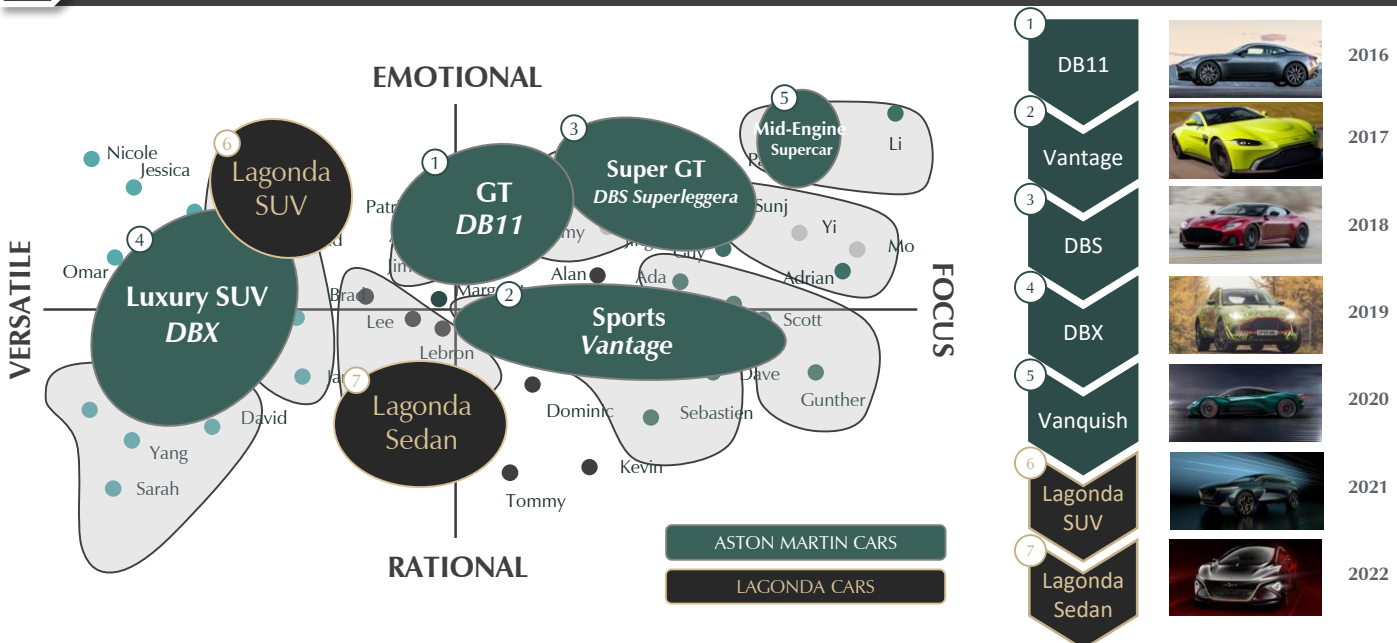


Exclusive and rare Special products

THE LOVE OF BEAUTIFUL

THE WONDER OF TRAVEL

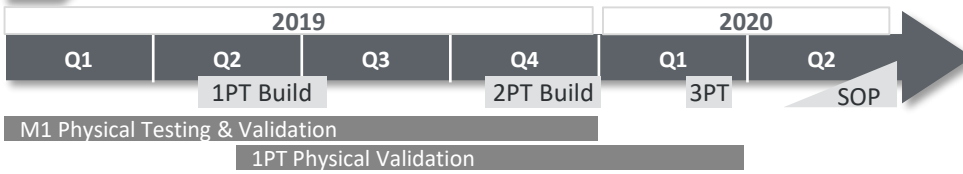
Capturing all luxury clusters through targeted product portfolio strategy



Note: All dates are reveal date

ASTON MARTIN LAGONDA

On track for DBX global launch in December, and start of production in H1 2020



DBX Progress

- Ongoing physical testing of M1 prototype in multiple locations
- First production trial (1PT) vehicles commenced on 15 April, as planned
- Extremely encouraging responses from initial customer clinics

St Athan Update

- Test track installation complete; Car tubs running through the paint shop
- New access road, funded by the Welsh Government, in progress
- >200 employees on-site, 90 re-located after 2 years training at Gaydon

Further building blocks for product expansion: core and Specials



DBS Superleggera Volante (Q3 2019)



Vantage AMR (Q4 2019)



AM-RB 003 Design Concept



Vanquish Vision Concept



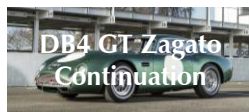
Lagonda All-Terrain Concept

Carefully crafted Special-editions continue to resonate strongly with customers

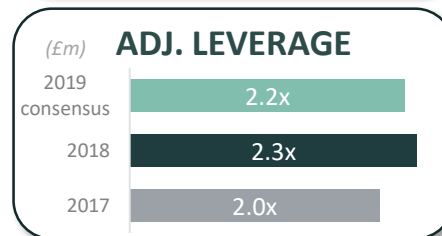
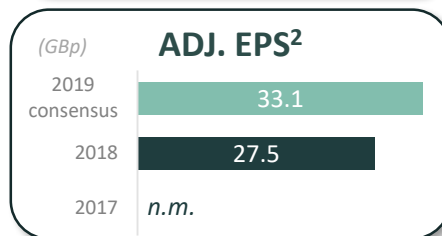
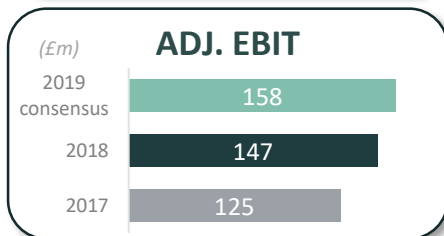
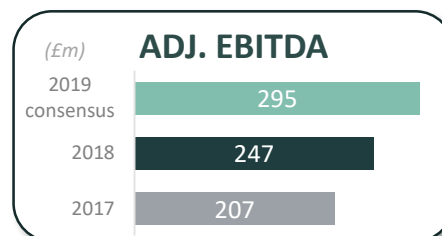
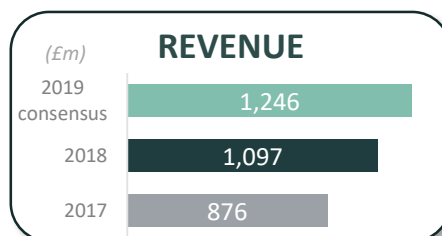
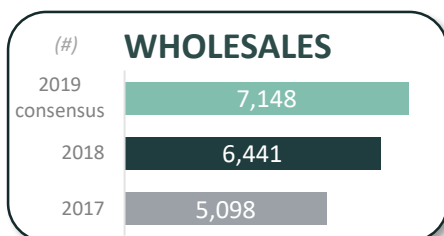
The Aston Martin Valkyrie



Other Special-editions



On track with overall plans, FY 19 results expected in line with current consensus¹



2019 H2 major driver of profitability; seasonality of wholesales, planned lower fixed costs and weighting of Specials in Q4

(1) Consensus reflects analyst expectations received between 28 Feb and 30 Apr 2019; (2) Normalised adjusted diluted EPS, based on the number of shares in issue since IPO

Alternative Performance Measures

All metrics and commentary in this document exclude adjusting items unless stated otherwise. Certain financial data within this document have been rounded. In the reporting of financial information, the Directors have adopted various Alternative Performance Measures ("APMs"), previously called 'Non GAAP measures'. The key APMs that the Group focuses on are as follows:

- Adjusted operating profit (EBIT) is results from operating activities before adjusting operating items;
- Adjusted EBITDA further removes depreciation, loss/ (profit) on disposal of fixed assets and amortisation from adjusted operating profit;
- Adjusted EBT is the (loss) / profit before income tax and adjusting items;
- Adjusted EPS is (loss) / profit after income tax before adjusting items, divided by the weighted average number of ordinary shares in issue during the reporting period;
- Net Debt is current and non-current borrowings less cash and cash equivalents;
- Adjusted leverage is the ratio of Net Debt, adjusted for Preference Shares, to last 12 months (LTM) adjusted EBITDA

Disclaimer

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Contacts details and financial calendar

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Financial Calendar

2019 Annual General Meeting

Tuesday, 25 June 2019

H1 2019 Results

Wednesday, 31 July 2019