

INVESTOR PRESENTATION

SECOND QUARTER 2016



ASTON MARTIN



Second Quarter 2016 highlights



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- New DB11 global launch strategy on track and on budget for Q4 2016
- DB11 – First new model delivered under the Second Century Plan named prestigious 2016 Production Car of the Year
- Next generation of model launches will drive volume growth from the end of 2016 forward
- Highly acclaimed limited editions driving additional sales and increased brand visibility in the luxury space
- Q2 revenue rises y-o-y to £119.2m as higher average selling prices help offset lower wholesale volumes related to destocking ahead of DB11 sales
- Q2 EBITDA rises y-o-y to £13.4m
- Reiterating full year 2016 revenue, EBITDA and core investment guidance ranges



DB11 Launch in Beijing



Debut of Vanquish Zagato Coupe

Second Century Plan



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Aston Martin Strategy



- Strategic vision ensuring Aston Martin is secure and successful in its second century.
- Largest investment programme in the company's 103-year history is well underway
- Cost reduction and revenue generation initiatives will continue to underpin continued success
- Over the course of the next five years, the company will both replace and expand its entire portfolio.
- The first product launched under the company's Second Century Plan, the DB11, is the bold new figurehead of the illustrious DB bloodline and an authentic, dynamic sporting GT in the finest Aston Martin tradition.
- Sports car production optimised at 7,000 a year.
- Model roll-outs and sales growth supported by an expansion and enhancement of the dealership network and global reach.
- Funding in place to deliver Second Century Plan



DB11

ASTON MARTIN DB11

- Unveiled March 2016
- Production on plan, deliveries in Q4 2016
- Brand new platform, electronic architecture and infotainment system

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 model ever
- New 5.2L twin-turbo V12 600 bhp engine
- Top speed of 200 mph
- 0-62 mph in 3.9 seconds

DB11 Global launch



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- Announced Geneva motorshow March 1st 2016
- All 2016 production sold out
- The first 1,000 DB11s are being personally inspected and approved by Andy Palmer, CEO and will carry special plaques bearing his signature
- Dynamic media launch successfully held in Tuscany with over 140 journalists in attendance

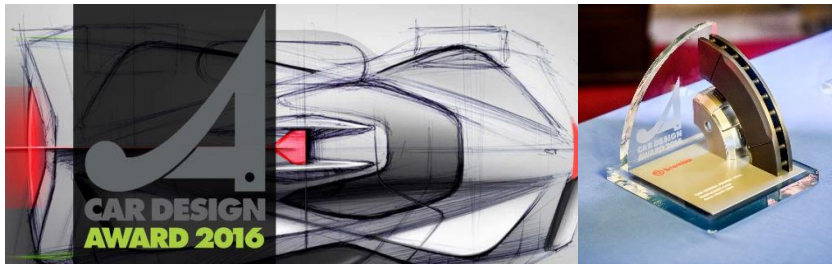


DB11 Winner of Car Design Award 2016



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- Winner of the prestigious Car Design Award 2016
- New DB11 was named “Production Car of the Year” by the jury of experts from ten international automotive magazines.
- First Aston Martin product launched under the company’s Second Century Plan



Aston Martin celebrated a victory in the prestigious Car Design Award, presented at the Salone dell' Auto Torino, Italy.

*“The design team has further evolved Aston Martin’s historical design cues and proportions – an elongated bonnet, aluminum roof and muscular rear fenders – a more daring interpretation. Flowing in an unbroken arc from A-pillar to C-pillar, the dramatic new roof strake adds a new flavour of modernity to the DB11. **Once again Aston Martin has demonstrated of being capable to blend elegance and power.**”*

- Salone dell' Auto Torino 2016 Awards Committee



Outstanding media reception



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AUTOCAR



“The Aston Martin DB11 spearheads a completely new model range explosion by Aston. And it's brilliant”

Robb Report

“This is a car that represents a quantum leap for Aston Martin, one that all but ensures a bright future for the brand.”

THE GLOBE AND MAIL

“In the DB11, there’s nothing to forgive. It sets the right tone for Aston Martin, a template from which all other models can stray, but never too far. It’s not the fastest red Ferrari or the snazziest yellow Lamborghini or the biggest Bentley; it’s something else. It’s the most beautiful, the one with the best mix of handling and comfort; it’s cricket. It’s an Aston Martin, finally. No sweat, Andy. You’ve got this.”

**Auto
EXPRESS**



“Even on this initial showing the new DB11 is clearly the best Aston Martin in decades”

MOTORTREND

“There are no cracks to paper over with the DB11, no eccentricities to excuse. It’s the best, most completely resolved new Aston Martin in the company’s history.”

DB11

Outstanding media reception



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The collage displays the Aston Martin DB11's presence across multiple automotive media platforms:

- CarAdvice:** Features a prominent review article titled "Aston Martin DB11 Review" with a large video player and a "9/10" rating.
- Auto Express:** Shows a "New Aston Martin 2016 review" article with a video player and social sharing options.
- PistonHeads:** Displays a "Aston Martin DB11: Review" article with a video player and a list of related content.
- Wallpaper*:** Features an article titled "Technological tradition: into Martin's new DB11" with a high-quality image of the car.
- Quattroruote:** Shows a "La granitumismo della svolta - VIDEO" article with a video player and social media links.
- Autocar:** Displays a "2016 Aston Martin DB11 review" article with a video player and a price tag of "From £154,900".



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Proven demand for limited editions

AM-RB 001 – 175 units



Vantage GT8 – 150 units



Vantage GT12 – 100 units



Vanquish Zagato Coupe – 99 units



Vulcan – 24 units



V12 Vantage S Manual – 100 unit



All cars sold-out with extensive oversubscription

"The Most Beautiful Car of 2016 Is Already Here" - Bloomberg



ASTON MARTIN VANQUISH ZAGATO COUPE

- Revealed at Villa d'Este April 2016
- Limited edition of 99 vehicles
- Sold out at launch
- Deliveries commence Q4 2016

50 YEAR COLLABORATION

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

PERFORMANCE

- Aston Martin 6.0L V12 powertrain updated to increase its output to 600PS
- 0-60 mph time in 3.5 seconds

Ground-breaking hypercar



ASTON MARTIN AM-RB 001 HYPERCAR

- Revolutionary AM-RB 001 hypercar
- Cutting edge F1 technology
- Aston Martin's signature design language
- 150 road and 25 track-only versions

PARTNERSHIP

- Aston Martin and Red Bull Advanced Technologies create formidable alliance

SPECIFICATION

- Two-seat hypercar
- F1-derived aerodynamics
- Naturally aspirated V12 engine
- 1:1 power-to-weight ratio
- Carbon-fibre structure

Dramatic media impact



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Expanding global dealer network

- Aston Martin present in 50 countries worldwide, served by 164 dealer partners
- Future development plans include improved penetration in existing markets alongside expansion into new markets



NEWCASTLE, UK
March 2016

State-of-the-art facility features a 14-car luxurious showroom, a *separate Q by Aston Martin* lounge and a workshop staffed by world-class Gaydon-trained technicians.



HIROSHIMA, JAPAN
April 2016

First Aston Martin dealership for partner M-auto Co Limited. Purpose built state-of-the-art facility featuring a 4-car showroom for new and pre-owned Aston Martin sports cars.



MOSCOW, RUSSIA
April 2016

Aston Martin opened a new dealership in central Moscow. The exclusive facility includes a *separate Q by Aston Martin* lounge.



BRISTOL, UK
September 2016

Aston Martin Bristol will offer a new 27,000 sq ft showroom serving the entire south-west of the UK, along with a full service centre, creating more than 20 new jobs in the process.



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Powertrain update

- June 20, 2016 - Aston Martin Engine Plant (AMEP) in Cologne, Germany enters full production with the DB11's new 5.2L twin-turbo V12 engine
- AMG engines will be deployed on future V8 models
- Aston Martin are working with leading global technology company LeEco on a production version of the RapidE electric vehicle concept
- Aston Martin are dedicated to developing a range of cars with low emission technologies



ASTON MARTIN V-12 5.2 L TWIN TURBO ENGINE

- 608 PS and 700Nm of torque
- Makes the new DB11 the fastest and most powerful production DB model ever made
- Intelligent cylinder bank activation and stop-start technology ensures that potency is matched by greatly improved efficiency

St Athan manufacturing facility



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St Athan, Wales - Location of Aston Martin's second manufacturing facility.

- Significant investment that demonstrating Aston Martin's long-term commitment to the UK
- St Athan will be the sole production facility for the new Aston Martin DBX crossover for a fast-growing segment of the luxury market.
 - Majority of production to be exported outside of the UK
 - 750 new highly skilled jobs to be created
- Construction work will commence in 2017 with DBX production planned for 2019
- Gaydon remains Aston Martin's HQ and dedicated sports car manufacturing facility

H2 events



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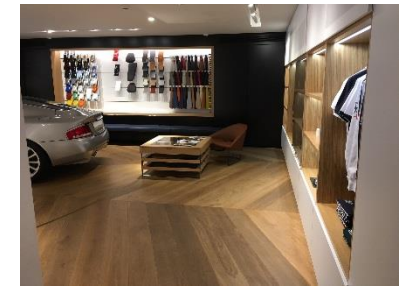
Vanquish Zagato Volante
August 2016

Vanquish Zagato Volante will be built to strictly limited production run of 99 cars. Latest collaboration with Italian design house Zagato.



Last of Nine DB9
August 2016

Last of Nine DB9s, finished by *Q by Aston Martin* bespoke service.



Dover Street Launch
September 2016

Aston Martin Luxury boutique opening in London's Dover Street



DB11 Customer Deliveries
Commence October 2016

Financial Overview



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Second Quarter 2016 financial summary



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Income Statement

- YTD revenues at £212m remain consistent with prior year despite lower unit sales
- Q2 Average Selling Price at £127k, benefits from exchange upside and higher options uptake
- Increased gross margins supported by cost saving initiatives
- YTD EBITDA at £19m, £2m lower than prior year; Q2 EBITDA at £13m up £3m YoY
- Financing expense impacted by preference share interest, exchange loss on USD denominated PIK notes and fair value adjustments of foreign exchange contracts

Cash & Investment

- £100m drawdown of the second tranche of preference shares in April
- Peak investment in core products as DB11 is launched

Guidance

- Full year financial guidance maintained

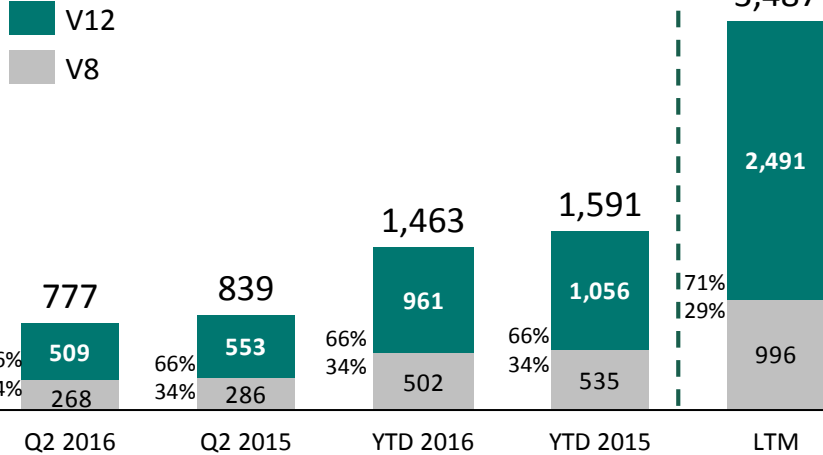
Second Quarter Revenues



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Wholesale Volume

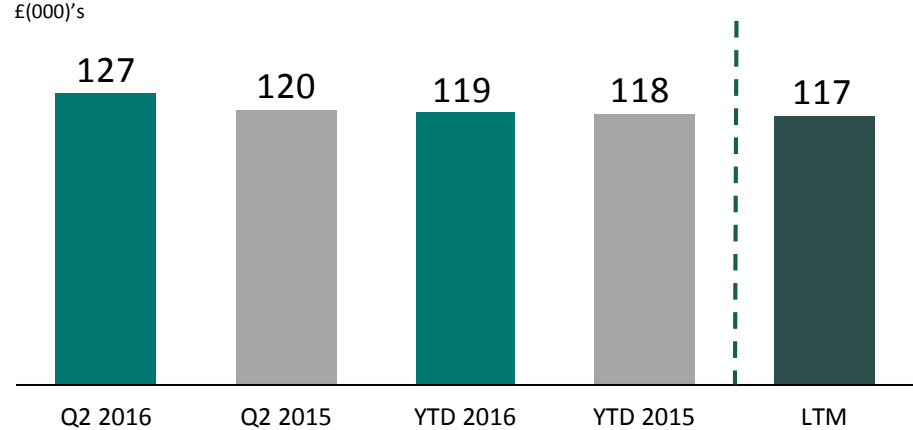
Excludes Vulcan, GT12 & Lagonda



Average Selling Price (ASP)

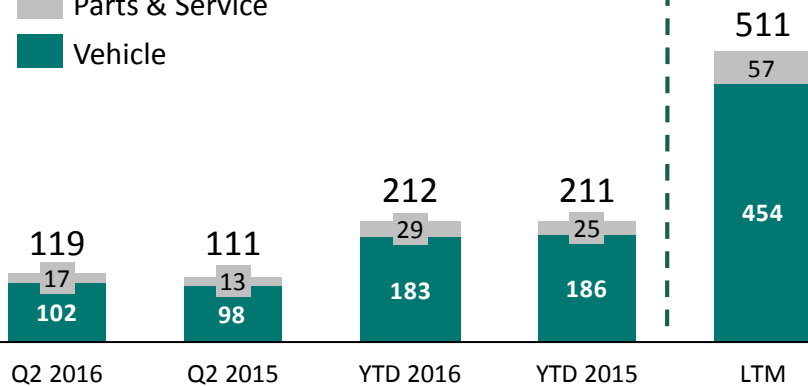
Price in £(000)'s

Excludes Vulcan, GT12 & Lagonda



Revenue

Parts & Service
Vehicle



- Higher ASPs reflect Aston Martin brand strength
- Q2 & YTD ASP increases due to exchange & higher options take
- Total revenues consistent vs prior year despite lower wholesale volumes
- US & China destocking continues to affect volume

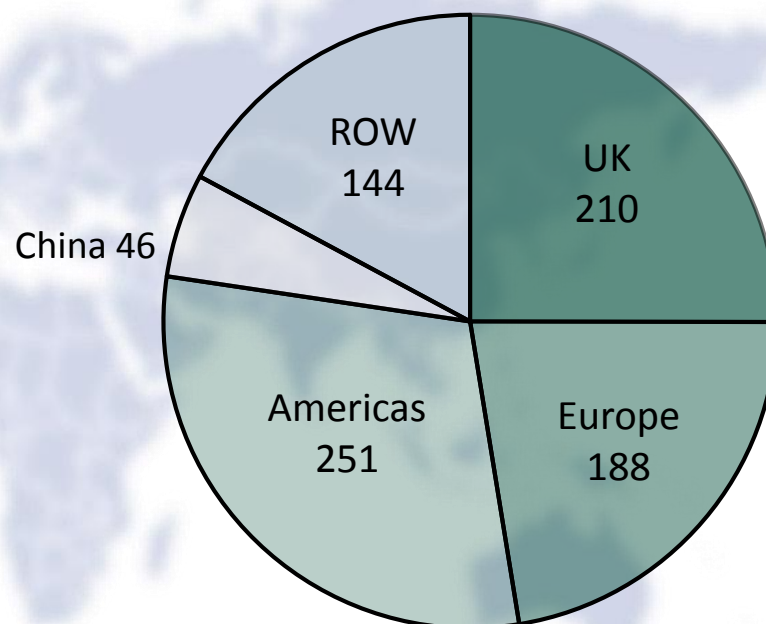
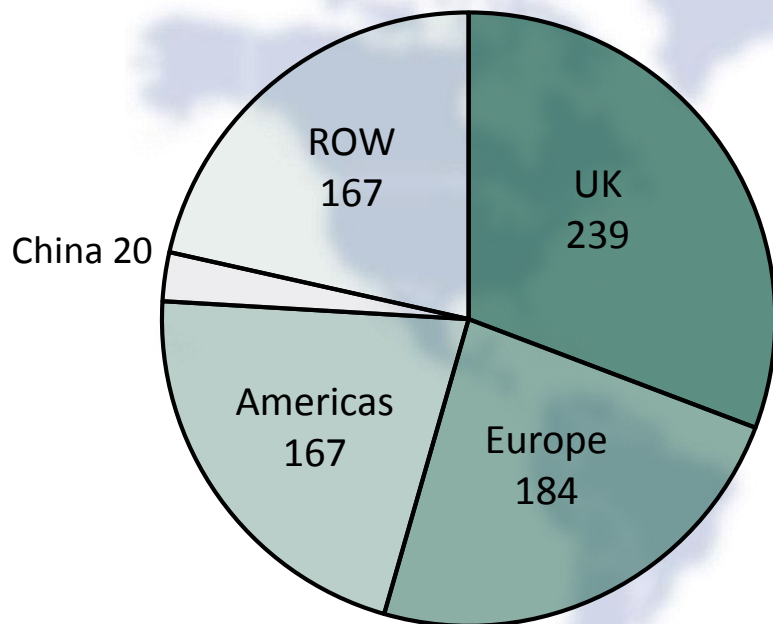
Second Quarter Global Sales Breakdown – Wholesale by Region



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Second Quarter 2016 777 Vehicles

Second Quarter 2015 839 Vehicles



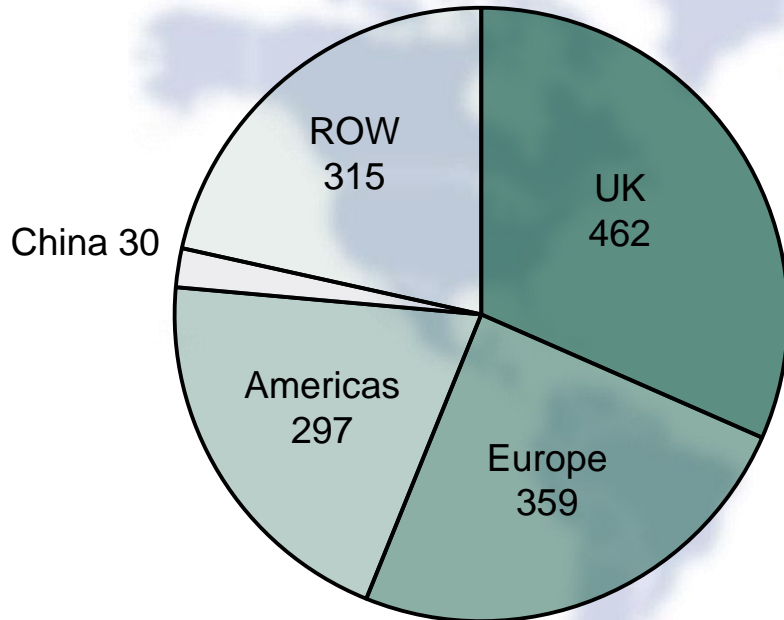
- Strong performance in UK & ROW with increased sales vs prior year
- Planned US & China destocking as per expectations

Year to Date Global Sales Breakdown – Wholesale by Region

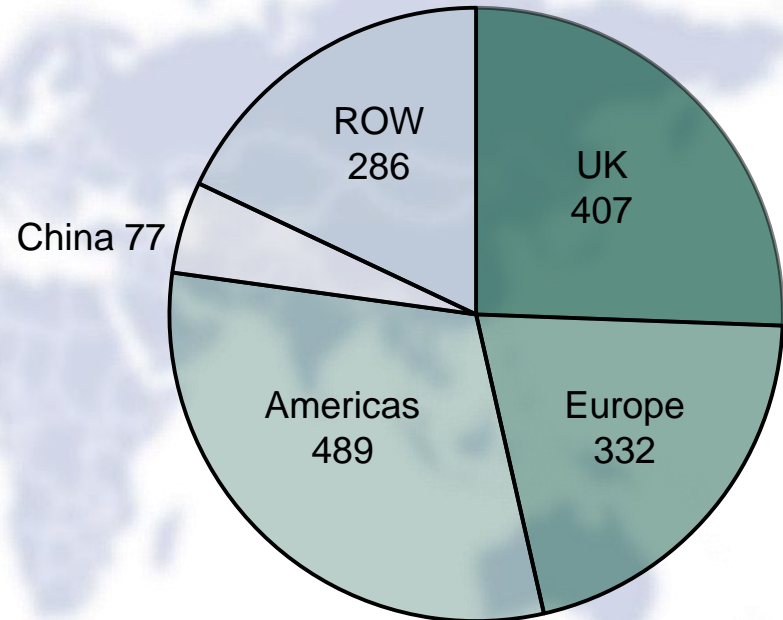


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YTD 2016 1,463 Vehicles



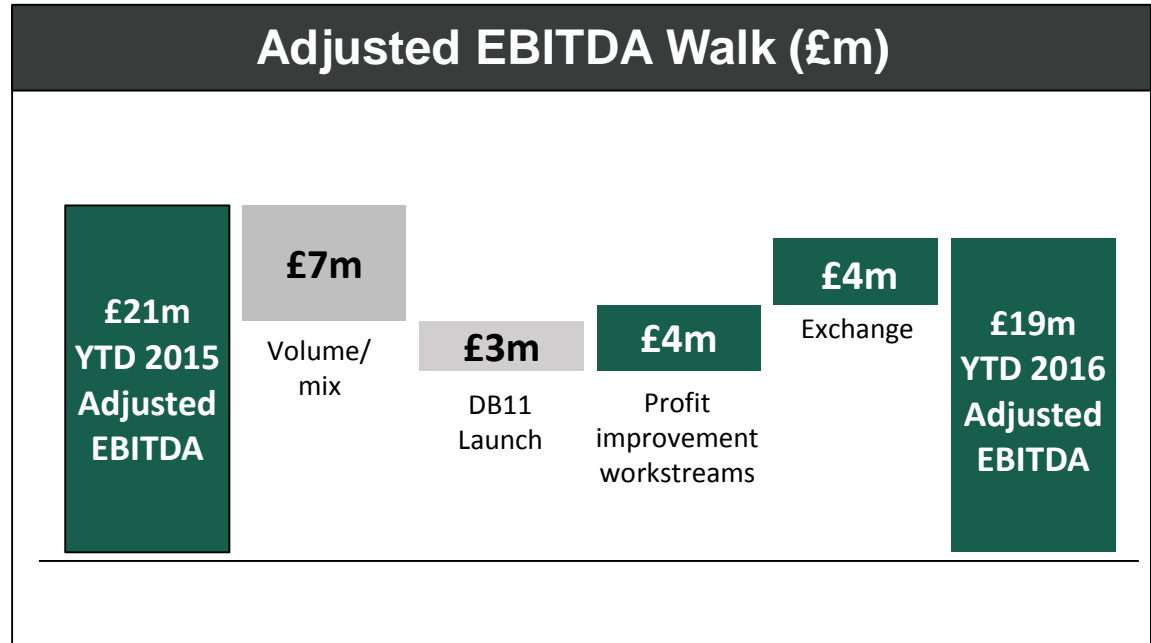
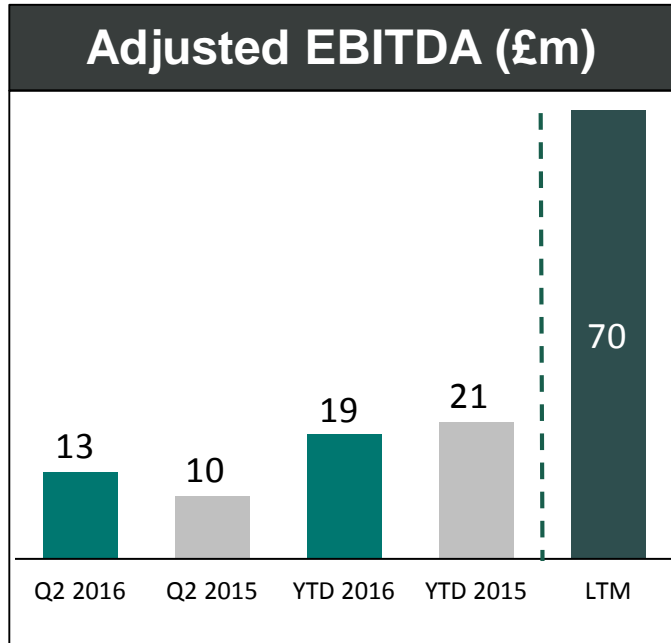
YTD 2015 1,591 Vehicles



- UK, Europe & ROW have increased sales vs prior year



Second Quarter Adjusted EBITDA



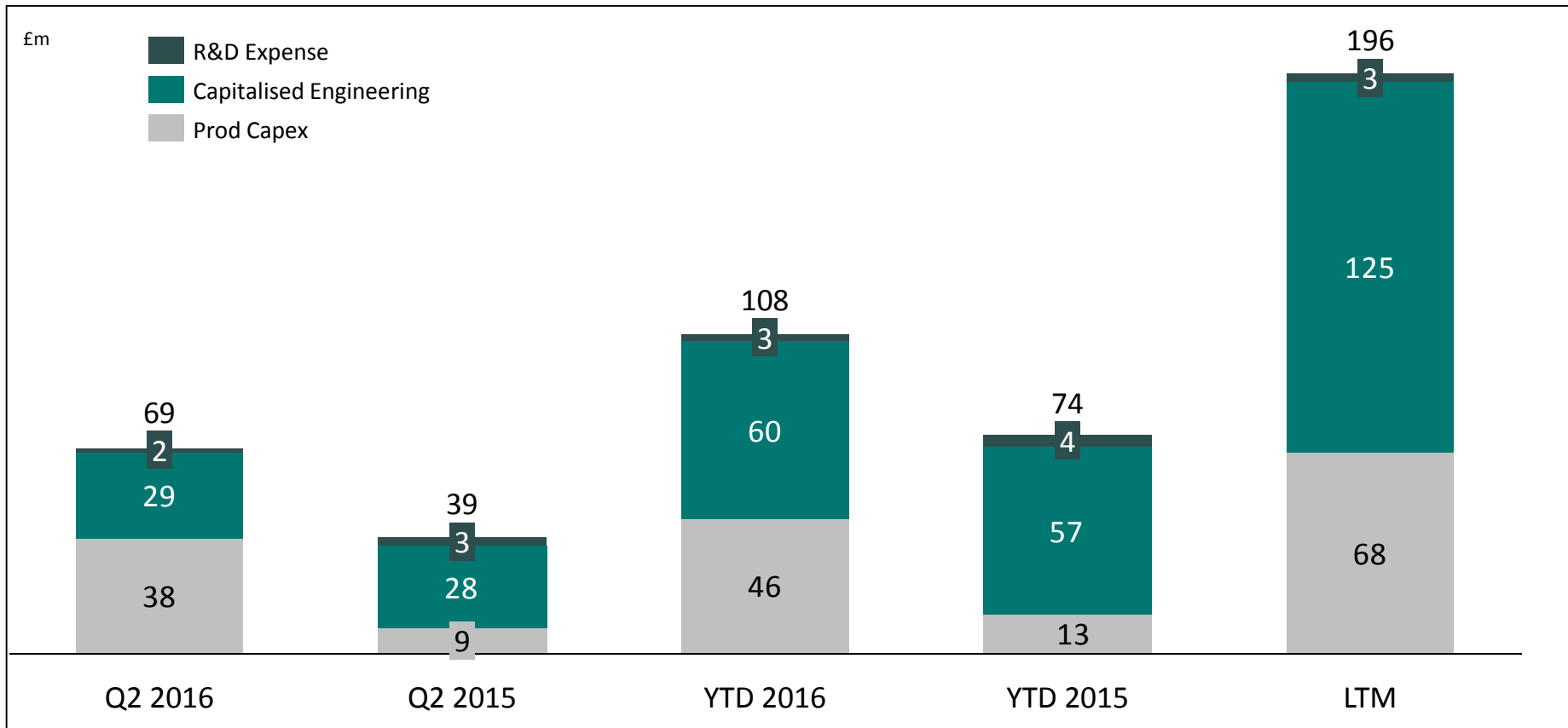
- Adjusted EBITDA impacted by US & China destocking
- Lower volume YTD 2016 partly offset by Special Projects
- £4m net improvement from profit workstreams offset by additional spend for DB11 launch
- Exchange gain in 2016 compared to 2015 – predominantly USD

Business Investment & CapEx



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- Increased product development expenditure due to investment in next generation of sports cars
- Product Capital spending heavily weighted to H1 2016 ahead of DB11 production launch
- FY spend in line with expectations



Financial Outlook



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FULL YEAR 2016

Revenue

£530m to £550m

EBITDA

£85m to £90m

Core Product Development Costs

Up 10% to 20% over 2015

- Revenue and EBITDA considerably weighted to Q4 due to DB11 sales launch
- DB11 order book more than covers 2016 planned sales
- Covenant compliance maintained throughout the year
- AM-RB 001 will have a small amount of investment in 2016 substantially 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 June 2016.

APPENDICES



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Summary Income Statement

- Increased Gross Margins in 2016 due to exchange and cost savings in direct costs
- Selling & Distribution costs higher than 2015 due to investment in DB11 launch
- Net Financing Expense impacted by exchange & preference share interest

	Q2 2016 (m)	% of sales	Q2 2015 (m)	% of sales	YTD 2016 (m)	% of sales	YTD 2015 (m)	% of sales	LTM (m)	% of sales
Revenue	£119.2		£111.4		£211.8		£211.4		£510.6	
Cost of Sales	(78.7)	66%	(79.9)	72%	(140.6)	66%	(145.4)	69%	(340.6)	67%
Gross Profit	£40.5	34%	£31.5	28%	£71.2	34%	£66.0	31%	£170.0	33%
Selling & Distribution	(9.7)	8%	(8.6)	8%	(20.0)	9%	(16.9)	8%	(35.2)	7%
Administrative & Other	(35.6)	30%	(37.0)	33%	(69.0)	33%	(72.2)	34%	(187.9)	37%
Operating Loss	(4.7)	4%	(14.1)	13%	(17.8)	8%	(23.1)	11%	(53.1)	10%
Net Financing Expense	(47.9)	40%	(0.2)	0%	(64.5)	30%	(29.9)	14%	(104.2)	20%
Loss before Tax	(52.6)	44%	(14.2)	13%	(82.3)	39%	(53.0)	25%	(157.3)	31%
Taxation	5.6	5%	1.9	2%	8.5	4%	5.3	3%	24.4	5%
Loss after tax	(47.0)	39%	(12.3)	11%	(73.8)	35%	(47.7)	23%	(133.0)	26%



Summary Income Statement - Continued

- Q2 2016 Adjusted EBITDA higher than prior year by £4m
- No adjustments in YTD 2016

	Q2 2016 (mils)	% of sales	Q2 2015 (mils)	% of sales	YTD 2016 (mils)	% of sales	YTD 2015 (mils)	% of sales	LTM (mils)	% of sales
Operating loss	(4.7)	4%	(14.1)	13%	(17.8)	8%	(23.1)	11%	(53.1)	10%
Depreciation & Amortisation	18.1	15%	20.9	19%	37.2	18%	41.6	20%	115.1	23%
EBITDA	£13.4	11%	£6.8	6%	£19.4	9%	£18.5	9%	£62.0	12%
<u>Adjustments</u>										
Restructuring cost									7.6	
Payment to former director relating to settlement for shares			2.6				2.6			
Adjusted EBITDA (£m)	£13.4	11%	£9.5	9%	£19.4	9%	£21.2	10%	£69.6	14%

Summary Cash Flow Statement



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- Cash position supported by drawdown of £100m 2nd Tranche of preference shares in April
- Large capital accrual driving sharp increase in “investing activities” offset within “operating activities”

	Q2 2016 (mils)	Q2 2015 (mils)	YTD 2016 (mils)	YTD 2015 (mils)	LTM (mils)
Cash generated from operating activities	£59.6	£4.1	£53.6	£3.1	£125.7
Cash used in investing activities	£(72.3)	£(37.6)	£(115.3)	£(72.2)	£(204.1)
Cash inflow from financing activities	£61.7	£91.0	£80.5	£75.8	£67.5
Effect of exchange rates on cash and cash equivalents	£(7.4)	£3.8	£(5.9)	£1.9	£(8.4)
Net cash inflow / (outflow)	£41.6	£61.3	£12.9	£8.6	£(19.3)
Cash at period end	£78.5	£97.8	£78.5	£97.8	£78.5

Aston Martin Vehicle Portfolio



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V8 VANTAGE S

Fusing sophisticated engineering and artful design, V8 Vantage S is a unique package of intense driver involvement.



V12 VANTAGE S

Thrilling, potent and crackling with attitude V12 Vantage S is the essence of Vantage concentrated and enhanced to deliver pure driving excitement.



RAPIDE S

Singular vision, shared pleasure. Rapide S follows a unique recipe to create the world's most beautiful four-door sports car.



DB9 GT

The Aston Martin DB9 GT is the most elegant expression of a sports grand tourer, its DNA echoing the iconic DB GT models of its lineage.



DB11

DB11 showcases a fresh and distinctive design language, pioneering aerodynamics and is powered by a potent new in-house designed 5.2-litre twin-turbocharged V12 engine.



VANQUISH

Vanquish - the Ultimate Grand Tourer. The result of 101 years of design and engineering excellence, Vanquish is the flagship of the Aston Martin model range.



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