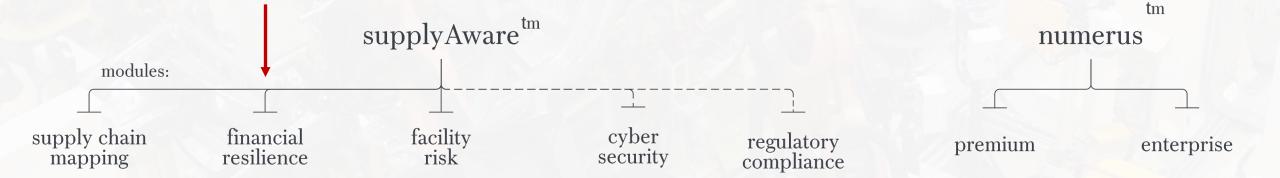


ELM ANALYTICS IDENTIFIES RISK AND OPPORTUNITY IN GLOBAL MANUFACTURING SUPPLY CHAINS BY ENABLING THE EXCHANGE OF CRUCIAL DATA BETWEEN MANUFACTURERS AND THEIR SUPPLIERS.

WE ENHANCE THE STRENGTH AND RESILIENCE OF GLOBAL SUPPLY CHAINS BY BRINGING MANUFACTURERS AND THEIR SUPPLIERS TOGETHER ON A SECURE PLATFORM DELIVERING SYMMETRIC VALUE TO ALL.

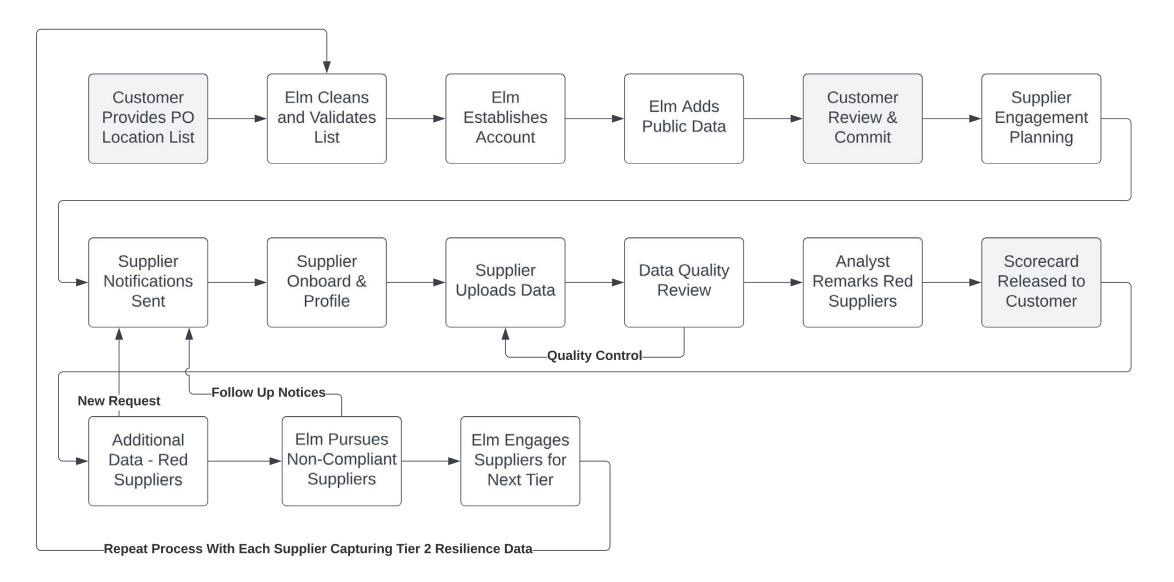


SUPPLYAWARE™ BUILDS ON A POWERFUL CORE OF SUPPLY CHAIN MAPPING AND FINANCIAL HEALTH MONITORING.

IT IS COST-EFFECTIVE, SIMPLE TO USE, AND EFFICIENT.

OUR ANALYSIS, SUCH AS OUR ELM FINANCIAL RISK (EFR) SCORE AND ITS THREE UNDERLYING DRIVERS, MAKE INFORMATION ACCESSIBLE TO THE PURCHASING AND RISK MITIGATION TEAMS THAT NEED TO UNDERSTAND THIS INFORMATION QUICKLY.

SUPPLYAWARE™ FINANCIAL RESILIENCE PROCESS



HOW PRIVATE SUPPLIERS ENTER DATA

Construction of

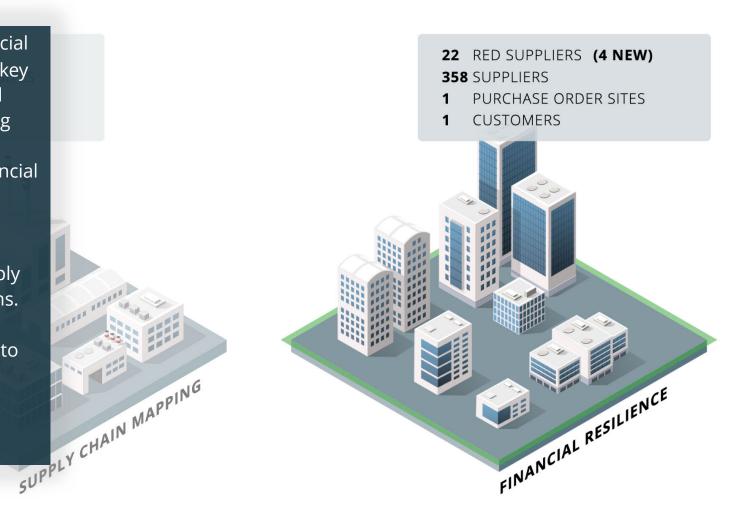
Carry A

supplyAware[™] - Supplier Co

Visit your selected supplyAware[™] module by clicking anywhere on its island.

Elm Analytics' supplyAware™ Financial Resilience Module provides a turn-key service for monitoring the financial health of your supply base, allowing you and your suppliers to quickly identify suppliers impacted by financial issues, respond faster and more effectively to supply chain financial crises, and document and correct structural weaknesses in your supply chain before they impact operations.

Purchasing teams are empowered to make decisions efficiently without requiring an extensive financial background.



My Purchase Order Sites -- Supplier Co

Supplier Co		İ	5 🕂	358	0	1	<u></u>
SITE NAME	SITE PROFILE ?	FISCAL CALENDAR ?	DATA REQUESTS PENDING / DATA HISTORY ?	our custo	data requests pe mers. Let's click o nvestigate. PENDING CUSTOMERS ?	J	REPORTS DASHBOARD ?
Hide Instructions Site List					ashboard for stay opliers' and custo analysis.	omers'	

Fiscal Reporting Periods -- Supplier Co

123 Any Street, City, ST 12345

Dashboard » My Purchase Order Sites » Fiscal Reporting Periods

? Hide Instructions

Use the key on the right to determine the status of each fiscal period. Click o to complete any associated task or view the previously provided data.

	Q1	Q2	Q3	Q4
2023	\bigcirc	\bigcirc	\bigcirc	\bigcirc
	1		Î	Î

📅 Fiscal Period Setup

Key

Each of the white icons represents a request for data from that fiscal period.

Even if more than one of my customers requests data for the same period, I'll only need to upload it once.

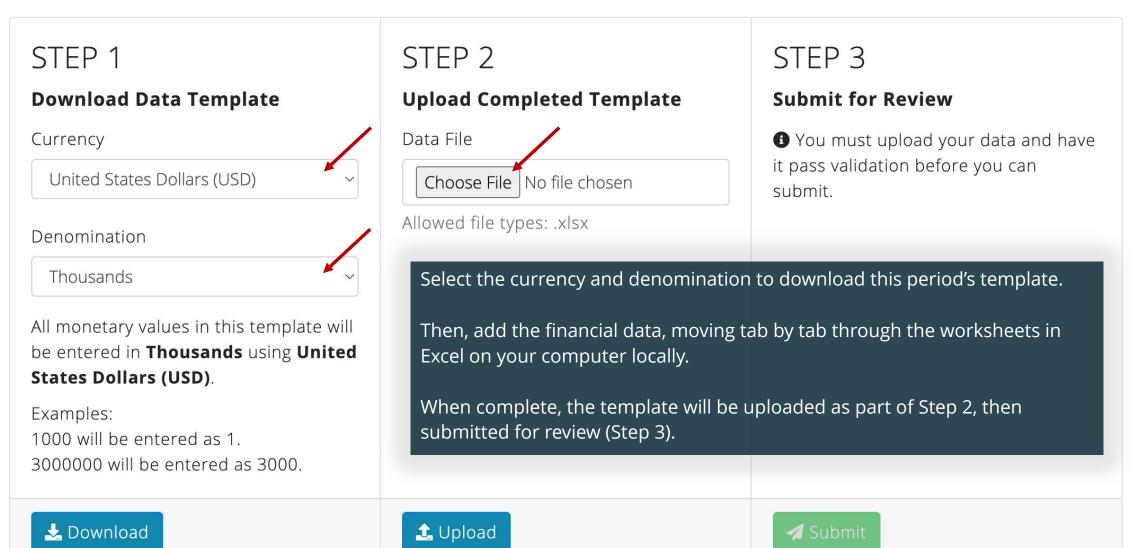
Clicking on the period icon will tallow me to download the template for that timeframe.



Quarterly Financials - Requested Data

Supplier Co 🗰 2023-12-31

Dashboard » My Purchase Order Sites » Fiscal Reporting Periods » Download Data



Paste	▲ B I U ~ ■ ~	<u>◇</u> • <u>A</u> • ≡		≣	
F16	$\stackrel{\bullet}{\checkmark}$ × \checkmark fx				
	 IMPORTANT: Do NOT submit year-to-date financi 	ials. Please only submit dat	a for the 3-	month quarter ending on the specified date.	
1.	Balance Sheet				
	► For Quarter Ending: 12/3				This is the balance sheet tab from
	Currency Name: Uni Value Denomination: The	ited States Dollars (USD) ousands			the quarterly data template that
	All balance sheet numbers must be positive exc	cept for Shareholders' Eq	uity. Pleas	e add relevant notes to the financial statements ain the space provided.	we downloaded.
		 For Quarter Ending: 	0: an		We'll complete this and return to
	ASSETS	31-Dec-2023	Sign	Instructions	the supplyAware™ website's page
	Current Assets				from the previous step.
1	Cash & Cash Equivalents *	 ,	+	Cash on hand and in bank accounts plus short term investments (such as money market accounts or marketable securities that can be conve cash at or near the stated value when needed)	
2	Accounts Receivable *		+	Cash owed to your organization from customers purchasing your goods & services on credit terms	Text and instructions are available
3	Inventory *		+	The cash value of all products a company has on hand for sale, including the costs of unfinished items in manufacturing and materials that car converted to products within a typical production cycle	in numerous languages, and we support many currencies.
4	Other Current Assets *		*/-	The remaining other current assets not included above, such as pre-paid expenses, short term investments, for examples	
	Total Current Assets	·		This number is automatically calculated by this spreadsheet from the data provided. Please verify that it matches the same line item amount Balance Sheet report	n your
1	Long-term Assets				
5	Property Plant and Equipment (Net) *		+	Physical property, plant and equipment that is owned by your organization with multiple years of useful life, less (or net of) accumulated depreciation	
6	Other Non-current Assets *		+/-	Other includes such line items as long term investments, goodwill, intangibles, for examples	
	Total Assets	<u> </u>		This number is automatically calculated by this spreadsheet from the data provided. Please verify that it matches the same line item amount Balance Sheet report	n your
	LIABILITIES & SHAREHOLDER'S EQUITY				
ų	Current Liabilities				
7	Trade / Accounts Payable *		+	Cash owed by your organization to your vendors for goods and services purchased on credit terms	
8	Short-Term Debt *		+	Debt incurred by your organization that is to be paid back to its lender in less than a year. This should include the current portion of long-term	debt.

HOW TO USE SUPPLYAWARE™ TO QUICKLY ANALYZE SUPPLIER HEALTH

Sin's

My Purchase Order Sites -- Supplier Co

Dashboard » My Purchase Order Sites

? Hide Instructions

e List									
SITE NAME	SITE PROFILE ?	FISCAL CALENDAR ?	DATA REQUESTS PENDING / DATA HISTORY ?	SCORED SUPPLIERS COUNT ?	PENDING CUSTOMERS ?	APPROVED CUSTOMERS ?	REPORTS DASHBOARD ?		
Supplier Co	E	i	0 🛱	358	0	1	<u></u>		

Now, we will investigate our Scored Suppliers by clicking on the count.

My Supplier PO Sites -- Supplier Co

123 Any Street, City, ST, 12345

Dashboard » My Purchase Order Sites » My Supplier PO Sites **?** View Instructions I≡ My Supplier PO Sites Export Export (DUNS) 🕂 Add 🚯 Upload Update APV Reporting Interval Most Recent 🗸 Filters DATE ELM OF LAST FINANCIAL DEPENDENCE LIQUIDITY STATUS REVIEW RATING TREND LEVERAGE PROFITABILITY (APV/GROSS FINANCIAL REPORTING APV VISIBILITY SUPPLIER (EFR) ? REVENUE) HIGHLIGHTS PERIOD ? (\$MM) ? ? ? ? ? ? $\mathbf{\Lambda}$ 0% 5.10 39 96 CIE AUTOMOTIVE a 31-Dec-2022 .00 8 0 ---The Roster provides a list of your suppliers $\mathbf{\Lambda}$ \checkmark 1.75 🗰 24 33 0% 0 2 that allows you to quickly determine highlevel risk exposure. J Columns can be sorted, and suppliers can 9.60 100 100 89 0% 1 0 be looked up individually by name or DUNS number. 个 1 8.55 🗰 93 76 84 0% 0 The data is exportable in .xls format. L 6.95 71 76 63 0% 0 Public Systoms

My Supplier PO Sites -- Supplier Co

123 Any Street, City, ST, 12345

Dashboard » My Purchase Order Sites » My Supplier PO Sites

Automotive

Systems

Public

? View Instructions I≡ My Supplier PO Sites 🕂 Add 🚹 Upload Reporting Interval Most Recent Filters DATE ELM FINANCIAL OF LAST STATUS TREND LEVERAGE LIQUIDITY REPORTING REVIEW APV RATING PROFITABILITY (EFR) ? ? SUPPLIER PERIOD (\$MM) ? ? ? 8 ? \mathbf{T} 39 CIE AUTOMOTIVE a 31-Dec-2022 .00 5.10 🗰 8 96 ---Public S.A. $\mathbf{\Lambda}$ q 30-Jun-1.75 m CooperStandard a 31-Dec-2023 .00 0 24 33 Automotive and 2023 Industrial Inc. Public J .00 9.60 100 100 CTS a 31-Dec-2023 89 CORPORATION Public $\mathbf{\Lambda}$ DENSO q 31-Dec-2023 .00 8.55 🗰 93 76 84 CORPORATION Public DuPont a 31-Dec-2023 .00 6.95 71 76 63

The Elm Financial Rating (EFR) is on a scale from 0-10: 0-2 is red, 2-6 is yellow, and 6-10 is green.

The EFR is calculated using 3 Drivers: leverage, liquidity, and profitability. Each Driver consists of multiple metrics which are combined in a weighted manner to create the Driver score. Driver scores are weighed to create the EFR. Driver scores are on a scale of 0-100, with 0 being the lowest possible.

Now, let's look at the historic scores by clicking on the calendar icon.

1

0

0

0

0%

0%

0%

Dashboard » My Purchase Order Sites » My Supplier PO Sites

The calendar icon in the EFR column pops up the reporting period scores.

We're able to view the scored trends as well as click on the icon to view the underlying financial data used to calculate the score.

Next, we'll click the latest annual period, which has a red EFR score.

	CIE AUTOMOTIVE S.A. Public	a 31-Dec-2022	
•	CooperStandard Automotive and Industrial Inc. Public	a 31-Dec-2023	q 30-Jun- 2023
•	CTS CORPORATION Public	a 31-Dec-2023	
•	DENSO CORPORATION Public	q 31-Dec-2023	
•	DuPont Automotive Systems ^{Public}	a 31-Dec-2023	
	HENKEL AG & CO. KGaA Public	a 31-Dec-2022	
248	JOHNSON ⁶ ELECTRIC HOLDINGS LTD.	a 31-Mar-2023	

Reporting Inter	val Most Rec	ent - Add	Upload	🚯 Update APV	🖹 Export	Export (DUNS)
Select Period		Ç x				
PERIOD END DATE	ANNUAL	QUARTERLY				
31-Dec-2023	•	•		DEPENDENCE		
30-Sep-2023		•		(APV/GROSS REVENUE)	VISIBILITY	FINANCIAL HIGHLIGHTS
30-Jun-2023		•	96	0 %		0
31-Mar-2023		•	90	0.90	~	U
31-Dec-2022	•	•	33	0 %	~	2
30-Sep-2022		•				
30-Jun-2022		•	89	0 %	~	0
31-Mar-2022		•				
31-Dec-2021	•	•	84	0 %	~	0
30-Sep-2021		•				
30-Jun-2021		•	63	0 %	~	0
31-Mar-2021		•				
31-Dec-2020	•		80	0 %	~	0
31-Dec-2019 © 2024 Elr	n Analytics, LL	C	73	0 %	~	0 1

Supplier Financial Profile -- CooperStandard Automotive and Industrial Inc.

40300 Traditions Dr, Northville, MI, 48168-9499, US

Return on Sales

Dashboard » My Purchase Order Sites » My Supplier PO Sites » PO Site Financials

苗	2023-12-31 - AN	INUAL						first pass incluc
Ar	nual Puro	chase Volume: \$.00	Ļ			overall tre	nds. ation
		RISK RATING	LEVERAGE	LIQUIE	DITY	PROFITABILITY	While we a	are examining th
	2023	1.75	0.0	24.0)	32.9		g drivers over th t 2023 looks bet
	2022	1.10	0.0	30.0)	10.0	profitabilit	
	2021	1.10	0.0	36.0)	5.7	However, l	leverage is still (
	2020	1.20	3.8	42.0)	0.0		steadily declinin
4	Commentary	Revenue Composition	Key Financial Metrics	Composite Financials	Balance Sheet	Income Statement	Statement of Cash Flows	Financial Highlights
			FOR FISCAL YEAI 31-E		SSMENT	FOR FISCAL YEAR ENDING 31-DEC-2022		CHANGE IN VALUE
	Net Debt to EBI	TDA		9.050280		34.233372		-25.183092
	Total Debt to Ec	quity		0.000000		16.713663		-16.713663
	Interest Expens	e to EBITDA		-73.01 %		-179.21 %		106.20 %
	Operating Cash	Flow to Net Debt		0.025880		-0.026924		0.052804
	Quick Ratio			1.077304		1.044711		0.032593
	EBITDA to Net S	Sales		6.33 %		1.73 %		4.59 %
	D			1				

796 0/

pass includes looking at the

xamining the EFR scores and the ers over the past years, we 3 looks better in terms of

age is still 0/100, and liquidity is lily declining over time.

1 26 0/

0 6 2 0/

% CHANGE IN VALUE

-74 %

-100 %

59 %

196 %

3 %

265 %

16 0/

The Key Financial Metrics tab is where you can
quickly understand the details. We provide the
metrics and an easy-to-understand slider bar
to put the metrics in context.

Sales

PROFITABILITY

32.9

10.0

5.7

0.0

Income Statement

FOR FISCAL YEAR ENDING

31-DEC-2022

34.233372

16.713663

-179.21 %

-0.026924

1.044711

We can see that the Net Debt to EBITDA, Total Debt to Equity, and Interest Expense to EBITDA are all off the charts on the low side and these state are an indication of why the leverage driver score is 0/100.

On the plus side, revenue is up nicely as is EBITDA.

If you do not know what the terms and metrics mean, we have an online Resource Library which explains it all.

6.33 %	1.73 %		
-7.26 %	-8.62 %	1.36 %	16 %
11.50 %	8.38 %	3.13 %	37 %
1.378639	1.497185	-0.118546	-8 %
1.503969	1.286149	0.217820	17 %
\$1,872.30	\$1,963.53	(\$91.23)	-5 %
\$653.24	\$631.62	\$21.63	3 %
(\$204.49)	(\$217.79)	\$13.30	6 %
\$1,612.42	\$1,499.76	\$112.65	8 %
\$178.16	\$43.81	\$134.35	307 %
\$2,815.88	\$2,525.39	\$290.49	12 %

Sales Delta (Current Period to Prior Period)

LEVERAGE

0.0

0.0

0.0

3.8

FOR FISCAL YEAR ENDING

31-DEC-2023

9.050280

0.000000

-73.01 %

0.025880

1.077304

Key Financial Metrics

LIQUIDITY

24.0

30.0

36.0

42.0

ASSESSMENT

Balance Sheet

Composite Financials

ourrenous values in millions of LICD

Total Revenue to Total Assets

Total Current Liabilities

RISK RATING

1.75

1.10

1.10

1.20

Revenue Composition

2023

2022

2021

2020

•

Commentary

Net Debt to EBITDA

Total Debt to Equity

EBITDA to Net Sales

Return on Sales

Current Ratio

Total Assets

Net Income Net Debt EBITDA Revenue

Quick Ratio

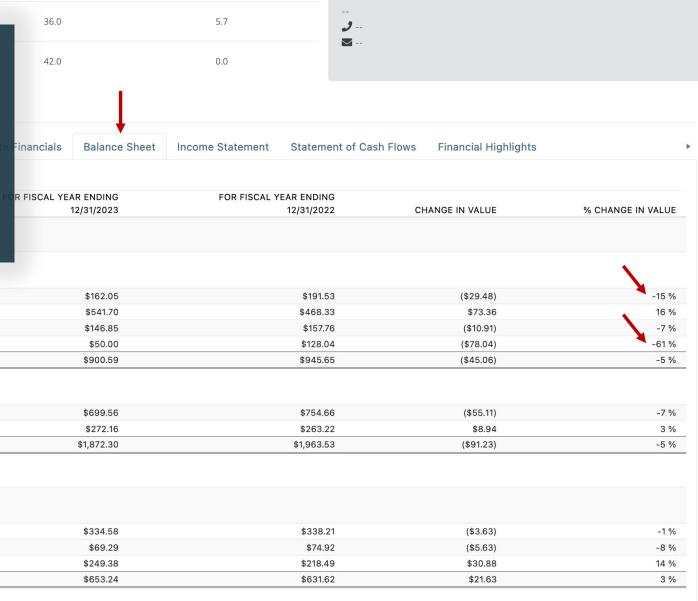
Interest Expense to EBITDA

Operating Cash Flow to Net Debt

Looking deeper at the Balance Sheet, we take note that the financials do actually balance (Total Assets = Total Liabilities & Shareholder Equity).

1 10

We then look for any large % Change in Value as a means of better understanding the story. In this case, Cash, Other Current Assets, and Net Shareholder Equity all had changes to take note of.



NON-CURRENT LIABILITIES

Other Short-Term Liabilities

Total Current Liabilities

CURRENT ASSETS

Inventory

Cash & Cash Equivalents

Accounts Receivable

Other Current Assets

Total Current Assets

Other Non-current Assets

Property Plant and Equipment (Net)

LIABILITIES & SHAREHOLDER'S EQUITY

LONG-TERM ASSETS

Total Assets

CURRENT LIABILITIES Trade / Accounts Payable

Short-Term Debt

Long-Term Debt	\$1,121.22	\$1,059.67	\$61.55	6 %
Capital Lease Obligations				
Other Liabilities	\$187.57	\$171.05	\$16.52	10 %
Net Shareholders' Equity	(\$89.73)	\$101.19	(\$190.93)	-189 %
Total Liabilities & Shareholders' Equity	\$1,872.30	\$1,963.53	(\$91.23)	-5 %

In the Income Statement, we note that Operating Profit is significantly better than last year and has turned positive.

1 10

00

2022

We can also see that even though Revenue was up 12%, the Cost of Goods Sold only increased by 6%.

However, Other lower, and that improvement.

30.0		10.0	Financial		
36.0		5.7	 3		
42.0		0.0			
		Ļ			
Financials	Balance Sheet	Income Statement	Statement of Cash Flows	Financial Highlights	Þ

ever, Other Non-Operating Income is much				
	FOR FISCAL YEAR ENDING	FOR FISCAL YEAR ENDING		
, and that is dampening the overall Net Income	12/31/2023	12/31/2022	CHANGE IN VALUE	% CHANGE IN VALUE
ovement.				
	\$2,815.88	\$2,525.39	\$290.49	12 %
	84			
Cost of Goods Sold	\$2,421.98	\$2,282.13	\$139.85	6 %
Depreciation & Amortization	\$109.93	\$122.48	(\$12.55)	-10 %
Impairment / Restructuring Charges			 Co-spinse 	
Selling and General Administration	\$215.74	\$199.46	\$16.29	8 %
Other Operation Expense (Income) Net	\$0.00	\$0.00	\$0.00	0 %
Operating Costs	\$325.67	\$321.93	\$3.74	1 %
Operating Profit	\$68.23	(\$78.67)	\$146.90	187 %
Interest Income (Expense)	(\$130.08)	(\$78.51)	(\$51.56)	-66 %
Other Non-Operating Income (Expense) Net	(\$133.71)	(\$43.32)	(\$90.39)	-209 %
Pre-Tax Income	(\$195.56)	(\$200.50)	\$4.95	2 %
Income Tax	(\$8.93)	(\$17.29)	\$8.36	48 %
	(\$6.93)	(\$17.29)	\$6.50	40 70
After-Tax Income	(\$204.49)	(\$217.79)	\$13.30	6 %
Equity Income (Loss) From Affiliates	\$0.00	\$0.00	\$0.00	0 %
Other After-Tax Adjustments	\$0.00	\$0.00	\$0.00	0 %
Net Income	(\$204.49)	(\$217.79)	\$13.30	6 %

The Statement of Cash Flows tab shows us that even	24.0		32.9	 J S		
though there was a positive Cash Flow from	30.0		10.0	Financial		
Operations, the investment in CapEx exceeded the amount of money brought in through operations.	36.0		5.7			
Thus, Free Cash is still negative.	42.0		0.0			
	posite Financials	Balance Sheet	Income Statement	Statement of Cash Flows	Financial Highlights	Þ
		FOR FISCAL YEAR ENI 12/31/:		R FISCAL YEAR ENDING 12/31/2022	CHANGE IN VALUE	% CHANGE IN VALUE
CASH FLOW FROM OPERATIONS						
Net Income (Loss)		(\$204	4.49)	(\$217.79)	\$13.30	6 %
Depreciation & Amortization			9.93	\$122.48	(\$12.55)	-10 %
Change in Working Capital		\$4	3.99	\$35.69	\$8.30	23 %
Other Non-cash Items included in Net Income		\$9	2.30	\$19.25	\$73.05	380 %
Net Cash Provided by (used in) Operating Activities		\$.	41.73	(\$40.38)	\$82.11	203 %
CASH FLOW FROM INVESTING						
Capital Expenditures		(\$8	0.74)	(\$71.15)	(\$9.59)	-13 %
Other Cash Flow Items		\$	15.78	\$53.26	(\$37.48)	-70 %
Cash Flows from Investing		(\$6	4.97)	(\$17.89)	(\$47.08)	-263 %
CASH FLOW FROM FINANCING						
Net Cash from Acquisitions & Divestitures		(\$	0.65)	\$0.05	(\$0.70)	-1,460 %
Change in Debt		(\$	6.11)	(\$0.09)	(\$6.02)	-7,086 %
Cash Dividends Paid		9	0.00	\$0.00	\$0.00	0 %
Issuance or Reduction of Capital Stock		9	0.00	\$0.00	\$0.00	0 %
Cash Flows from Financing		(\$	6.76)	(\$0.04)	(\$6.72)	-18,173 %
Foreign Currency Transaction Net Loss (Gain)		(\$	0.92)	(\$0.01)	(\$0.91)	-6,962 %
Net Increase in Cash & Cash Equivalents & Restrticted Cash		(\$3	0.92)	(\$58.32)	\$27.40	47 %

OTHER VALUABLE FEATURES

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Supplier Financial Profile -- CooperStandard Automotive and Industrial Inc. 40300 Traditions Dr. Northville, Mt. 48168-9499, US

Dashboard + My Purchase Order Sites + My Supplier PO Sites + PO Site Financials

2023-06-30 - QUARTER

	RISK RATING	LEVERAGE	LIQUIDITY	PROFITABILITY	Sales
023-06-30	1.65	0.0	24.0	30.0	
023-03-31	0.90	0.0	24.0	8.6	Financial
022-12-31	• 1.25	0.0	30.0	14.3	
022-09-30	• 1.10	0.0	30.0	10.0	•

Analyst Commentary

Additional Comments

The company has initiated the following steps to improve profitability. The points below were presented in the company's Second Quarter 2023 Earnings Presentation dated August 4, 2023.

Enhanced Commercial Agreements

- Established and expanded index-based agreements that limit exposure to material cost fluctuations.
 Closure of several customer negotiations addressing non-material cost inflation and sustainable
- pricing. Negotiations progressing with remaining customers.
- Implemented improved payment terms on trade receivables, customer owned tooling and supplier tooling funding.

Strategic Profitability Initiatives

- · Fixed cost reductions over past two years are providing benefit.
- Operational improvements supporting margin expansion.
- · Ongoing evaluation of opportunities to optimize operating footprint and business portfolio.
- Continued commitment to fix or exit financially poor performing products or regions.

Third-Party Analyst Comments

The company is lightly covered. The analyst opinion is that the company will continue to lose money through at least the 2024 fiscal year. Earnings are predicted to grow 12.3% this year and 4.1% in 2024. The recommendation on the stock is Hold.



Key Takeaways

Leverage is still a concern despite recent refinancing and restructuring activities.
 Cash flow from operations is negative as the company continues to deal with restructuring costs.
 Profitability has significantly improved compared to the prior quarter.

Overall

- The company is in the process of restructuring its business, which includes an important refinancing in January 2023.
- . The EFR score has improved from the prior quarter
- The Leverage metrics have improved from the prior quarter, but this continues to be a challenge as the company still scored 0 for this Key Driver metric.
- Profitability has improved noticeably quarter over quarter but Return on Sales is still negative.
 Net Income is -\$32M but it is a significant improvement over the -\$130M seen in the previous quarter
- EBITDA (which is a proxy for cash flow) is up 250% from the prior quarter on only a 4% increase in revenue.

Cooper Standard is a global company providing sealing and fluid handling systems for various industries and markets. They have developed a new material called FortrexTM which they assert has a low carbon footprint and offers improvements in quality, durability, weight savings, aesthetics, and performance over competitive material solutions.

Leverage continues to be the biggest concern and we will point out some key metrics below to highlight this. It should be noted that Leverage improved over the previous quarter, though it is still extremely high. The company has been undergoing a restructuring and has incurred costs for plant closures and related activities. The one-time restructuring costs were \$8.5M for the quarter. We also note that trade accounts payables are down \$33M compared to the previous quarter, potentially indicating they are catching up on some past due vendor payments. There are positive trends here, however; the company still requires more time to restructure its business.

Bloomberg has listed the company as having the 6th highest exposure (for public companies) to the UAW strike with 58% of its revenue coming from the Detroit 3 OEMs. Therefore, there is some risk that the company's restructuring plans could be derailed in the short to medium term depending on the length and severity of the strike.

Key Metrics to Consider

Net Debt/EBITDA is Very High: 9.5

- This metric indicates the company is overleveraged and may be struggling to service its debt obligations. • We consider a ratio of 3.0 or less to be satisfactory
- EBITDA is seen as a proxy for cash flow, and if it is too small relative to net debt, the risk of default is elevated.
- The company may also lack the capacity to take on further debt to support operations or investments required to sustain the business.
- · Even if EBITDA were adjusted for one-time restructuring costs, the metric would still be very high.

Interest Expense/EBITDA is Extremely High: -77.3

This metric indicates the company is over-leveraged and may be struggling to service its debt obligations.

- . We consider a score of -23% or larger (i.e., closer to 0) to be satisfactory.
- The reduced interest coverage increases the risk that cash flow may be insufficient to pay back debts and cover operational expenses.
- . The company may be unable to take on additional debt if needed.

Return on Sales is Negative: -4.4

- A negative Return on Sales suggests that the company is experiencing operating losses, indicating a lack of profitability.
- This metric indicates that the company's net sales revenue is insufficient to cover its operational expenses.
- A negative Return on Sales raises concerns about the company's ability to generate consistent profits.
- Cash flow from operations was \$-16M for the quarter, down 153% from the prior quarter.
- The return on sales in the prior quarter was -19%, so the current metric shows a significant improvement.

Potential Implications

Elm's Analysts prepare commentary on every red supplier as new data becomes available.

These summaries are succinct and include Key Takeaways, a specific call out of Key Metrics and their significance, Questions for a follow up discussion with the supplier, and Suggested Next Steps based on the criticality of the situation.

For public companies, we also include excerpts from public filings and 3rd party analyst commentary, if available. This gives a balanced presentation of the data and its interpretation.

forecasted impact?

The strike has global implications for the automotive and heavy truck supply chains. Lengthy downtime of D3 OEM assembly operations will have cascading effects throughout the supply chain. Cooper Standard has 58% of its revenue coming from the D3 OEMs.

How will you ensure your company is able to restart full production after the UAW strike ends?

As we saw after the Covid-19 lockdowns, the full volume production restart is very challenging, especially if the stream of accounts receivables has dried up while they are in the process of restarting.

Follow-up Items

Very Closely Monitor the financial health of the company.

Conduct Due Diligence consisting of:

- . Deep dive into the financials to understand current condition.
- Establish a meeting cadence with management to understand their financial condition, loan covenant compliance, and the status of strategic initiatives.
- Review operational metrics frequently.
- · Consider plant visits to assess operational stability and efficiency.

Consult the Resource Library for tips on developing contingency plans to mitigate potential disruptions if the supplier encounters financial or operational challenges.

Avenuent Report -- Supplier Co

123 Any Street, City, ST 12345

Dashboard + My Purchase Order Sites + Reports Dashboard + Movement Report			
	2024-Feb-18	🗖 Refresh	🛓 Downica
SUPPLIERS REMOVED FROM RED LIST (CHANGE IN RESILIENCY RATING, CAUSE)			

			PERIOD ENDING		EFR SCORE			
Name and Address of	Repeated	AT	2023-Sep-30	٠	2.10	14	м	1
\$148.080(.04).JC	Firster.	us	2023-jun-30	٠	2.15	15		4
101000, APRIL 1014, 101	19194	US	2023-Sep-30	٠	2.25	15	60	
Note: Income of the second sec	larger	DE	2022-Dec-31	•	2.30	25	12	2
Education and a local	sub-cost.	TW	2023-Mar-31	٠	2.60	18	. 4	5
naving factories later.	Name of Contract o	DE	2022-Dec-31	٠	2.70	25		4
Room Inc.	longer.	us	2023-Mar-31	٠	2.85	14	30	4
1.210.000190300001.000	name	88	2022-Dec-31	٠	3.00	14	0	7
Deepl for it ferrers to:	Tray.	us	2023-Sep-30	٠	3.00	25	20	4
1794-00-00	Sector-	N	2023-Dec-31	٠	3.15	75	0	
Second Restation	No. the	N	2023-Dec-31	٠	3.45	75	0	1
Clefil Real	where a	ER.	2022-Dec-31	٠	3.70	18	22	71
megnature.	Noant. Napato.	US	2023-Mar-31	٠	4.05	29	-44	5
NUMBER ALC:	Automation .	GB	2022-Dec-31	٠	4,20	55	0	5
TERMINARY AND ADDRESS (1975)	Anima and the	p	2023-Dec-31	•	4.55	38	60	4
PARAMONY NAMES OF A	1(44.N)	P	2023-Dec 31	٠	4.60	100		
Annual of Name and	montain.	DE	2021-Dec-31		5.25	11	88	

OP 5 DECLINERS BY LAST REPORTED ELM RESILIENCY RATING

			PERIOD ENDING	EFR SCORE		DECLINE %
at the Acceleration Science	forms.	BR.	2023-Dec-31	• 1.00	-5.70	-85.0 %
HORE IN HERE	Tolonoris Dr. Rec	мх	2023-Mar-31	• 1.50	-7.00	-82.0 %
PROMIN RECOVERY, IN LETTER, MARINET, RAD IN ARRESTORY, US.	0.4955101	CN .	2023-Sep-30	• 2.85	-5.65	-66.0 %
NA155.4(20)	ien .	он	2022-Dec-31	 3.45 	-4.60	-57.0 %
No other states and	frame's	US	2023-Oec-31	4.50	-4.60	-51.0 %

OP 5 IMPROVERS BY LAST REPORTED ELM RESILIENCY RATING

machine the period be	page dates	DE	2021-Dec-31	۲	5.25	4.25	425.0 %
Propriory SLAVE State Is no.	investored	CN	2023-Sep-30	٠	5.95	3.95	198.0 %
Hild Contract of the state, inc.	trie.	US	2022-Dec-31	٠	9.70	5.45	128.0 9
pego margostolar tool	nam	CN	2023-Mar-31		7.75	3.75	94.0 %
CONTRACT OPERATION AND ADDRESS OF THE RESIDENCE	No.	MX	2023-Mar-31		8.75	3.75	75.0 %

TOP 5 ELM RESILIENCY RATING SUPPLIERS

			PERIOD ENDING		EFR SCORE			
DCRASE Aprenticitures	Rosenaum The	US	2023-Mar-31	٠	10.00	100	100	100
Ramon California	Annual and Annual Annua	KR	2022-Dec-31	٠	9.85	100	94	100
mproduct much	1010	π	2022-Dec-31	•	9.85	100	100	96
SNOWNEED, A	Dega Delar	a.	2023-Mar-31	٠	9.85	100	100	96
ri salipationes. NC	Fpd. House	us:	2023 Dec-31	•	9.80	100	100	94

BOTTOM 5 ELM RESILIENCY RATING SUPPLIERS

			PERIOD ENDING	EFR SCORE			
International Association Conferences	later	CN	2023-5ep-30	• .00	0	0	0
Analys Pegrip Lorent	(heter)	IN	2023-Mar-31	• .35	3	0	7
IN THE REAL PROPERTY.	No.	US	2023-Dec-31	.45	0	18	0
shifting constraints. Connect	Sam. Negs	-05	2023-Mar-31	.50	0	0	14
second and used contemp	Charm Op	us	2023-Mar-31	• .55	0	12	7





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14 Fernancial Highlights Report – Supplier Co 121 Aly Scient, Co. 57 (2016) 2016-Nor18

> The platform also provides an extensive range of reports, including Supplier Engagement, Past Due Status, Critical Suppliers List, Highly Dependent Suppliers List, Movement Report, Sub-Supplier Data, Scored Suppliers, Usage, Financial Highlights, Onboarding, Supplier Engagement, and User Activity Reports. These allow for in-depth analysis of your supply base on an overall basis.

Scored Suppliers Report -- Supplier Co

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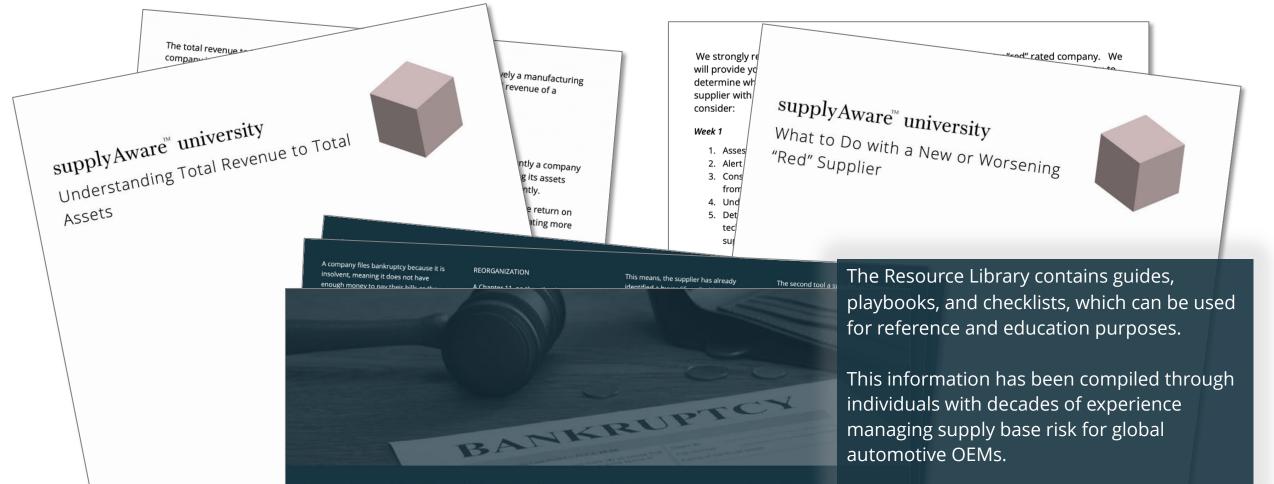
Nation 10-Sep 2022 8 43

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23 Any Street, City, ST 12345

Additional advanced analytics and reports, including supply base benchmarking and comparative data are available for an additional cost.

Reports, analytics, and data are also accessible to your internal IT systems through our free API interface.



Your Supplier Just Filed Bankruptcy, What Happens Next?

So, you just received news that one of your suppliers has filed for bankruptcy...

Here is what that means, what happens next and some next steps you may want to take.

elm

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TOR H. HOUGH, CEO

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