GP Strategies INVESTOR Presentation

June 2017

GP STRATEGIES™

Knowledge. Performance. Impact.

Safe Harbor

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INVESTMENT DATA

Exchange: NYSE (GPX)
Business: Custom Training & Performance Improvement
Web Address: www.gpstrategies.com
Headquarters: Columbia, Maryland USA

Common Shares Outstanding – Fully Diluted	16.8 million
Market Capitalization @ $24.00 per share	$404 million
Revenue – Year Ended 2016	$491 million
EBITDA – Year Ended 2016	$38.1 million
Large Recurring Revenue Stream	
Major Award Announced in Pharmaceutical Industry	
Acquisition Strategy Reinitiated	

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Investor Relations:

Ann Blank, Director, Investor Relations 443-367-9925

GP Strategies AWARDS & RECOGNITION

We have received accolades on the journey to excellence for both the company and our clients.

Brandon Hall Group

2016	Gold	Best Advance in Creating a Learning Strategy
	Gold	Best Advance in Employee Engagement
	Gold	Best Learning Team
	Gold	Best Results of a Learning Program
	Gold	Best Unique or Innovative Leadership Development Program
	Silver	Best Advance in Custom Content
	Silver	Best New Hire Onboarding Program
	Bronze	Best Advance in Creating a Learning Strategy
	Bronze	Best Advance in Custom Content
	Bronze	Best Certification Program
	Bronze	Best Unique or Innovative Sales Training Program
	Bronze	Best advance in Learning Technology

Chief Learning Officer Magazine

2016	Gold	Excellence in Learning
	Gold	Excellence in Partnership
	Silver	Excellence in Learning

Deere & Company

2015 "Partner-Level Supplier" Recognition (6th *Consecutive Year)*

Engineering New Record

2015 ENR Top 500 Design Firms

Elearning! Magazine

2015 Winner for Best Outsource Learning Services provide
2014 Excellence for Best Managed Learning Services provider

Leadership Excellence

2014 Leadership Partners and Providers Large Consulting Groups (50+employees); Ranked #3 *(7th Consecutive Year)*

Leadership Excellence

2007-2015 Leadership 500

Training Industry, Inc.

2017 Top 20 Sales Training Company *(10th Consecutive Year)*
Top 20 Leadership Training Company *(5th Consecutive Year)*
2016 Top 20 IT Training Company *(9th Consecutive Year)*
Top 20 Gamification Company *(3rd Consecutive Year)*
Top 20 Learning Portal Company *(7th Consecutive Year)*
Top 20 Workforce Development Company *(5th Consecutive Year)*
Top 20 Content Development Company *(6th Consecutive Year)*
Top 20 Training Outsourcing Company *(13th Consecutive Year)*

Our LOCATIONS

AMERICAS

Argentina
Brazil
Canada
Colombia
Mexico
United States

EMEA

Denmark
Egypt *
Finland *
France
Germany
Hungary *
Netherlands
Poland
South Africa
Turkey
United Arab Emirates
United Kingdom

APAC

Australia*
Hong Kong
India
Japan
Mainland China
Malaysia
Philippines
Singapore
South Korea
Taiwan

* Registered Entity – Office Location Pending

Organization Growth — CUSTOMERS

146 Fortune 500 Customers

120 Global 500 List Customers

Cigna
Bank of America
Microsoft
CISCO
PNC
Texas Instruments
comcast
Rockwell Automation
United Technologies
GM
HSBC
John Deere
Lowe's Home Improvement Warehouse
Lockheed Martin
Hyundai

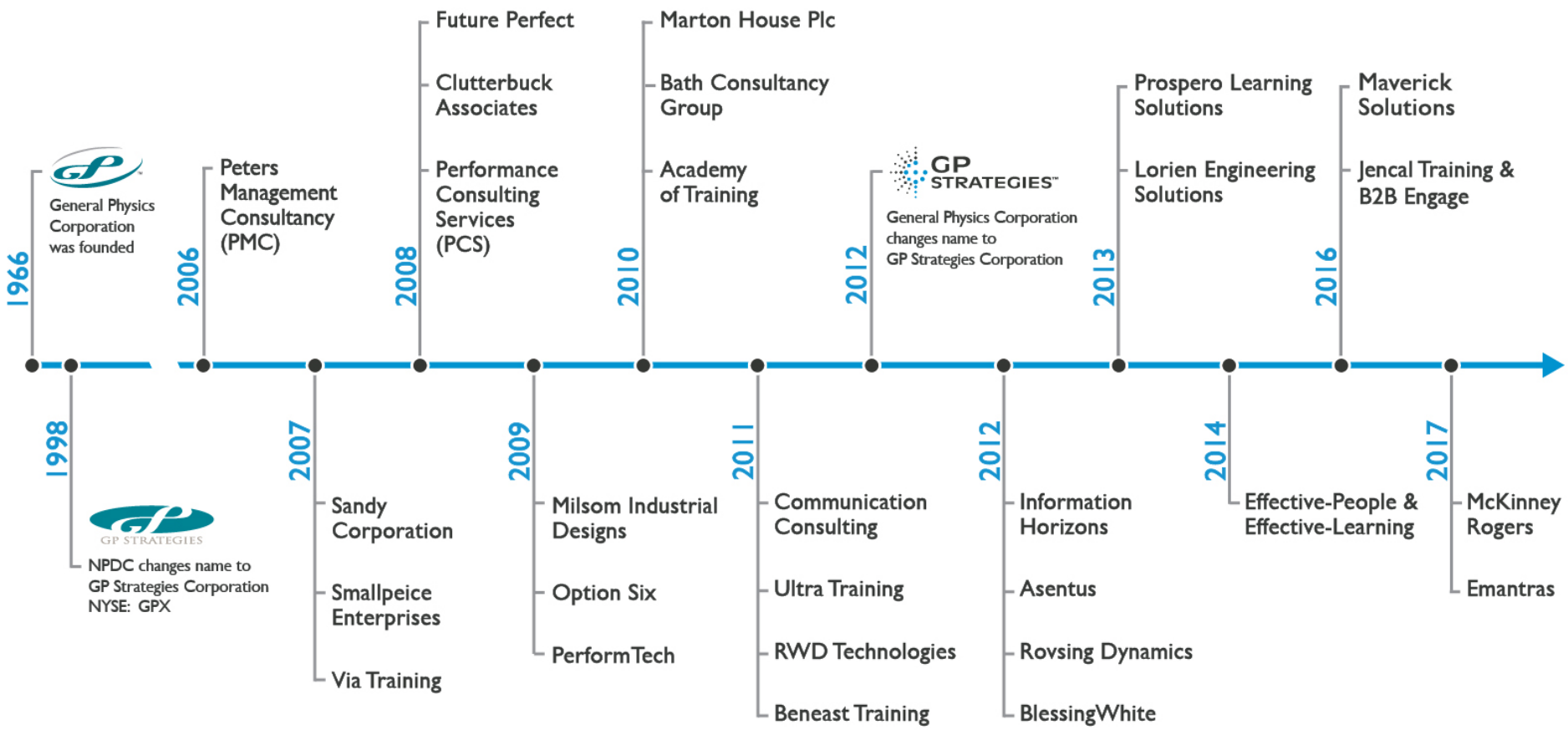
GP Strategies COMPETITIVE STRENGTHS

- Competitive Strengths:
  - Global Delivery and Single-Source Custom Training Solutions Provider
  - Outstanding Reputation in the Industry
  - Diverse and Stable Client Base
  - Scalable Technology Platform
  - Legacy Technical Expertise
  - Business Model Supports Visibility of Revenue
  - Highly Qualified and Dedicated Employees and Tenured Management
- Industry Drivers:
  - Outsourcing - companies focusing on core competencies and reducing costs
  - Cost effectiveness of E-Learning solutions
  - New products, changing technology and regulations
  - Global expansion and alignment

Training is a LARGE and FRAGMENTED MARKET

- Total training industry is over $100 billion
- Currently, in excess of 60% of training is performed by in-house departments, but the trend to outsource has increased

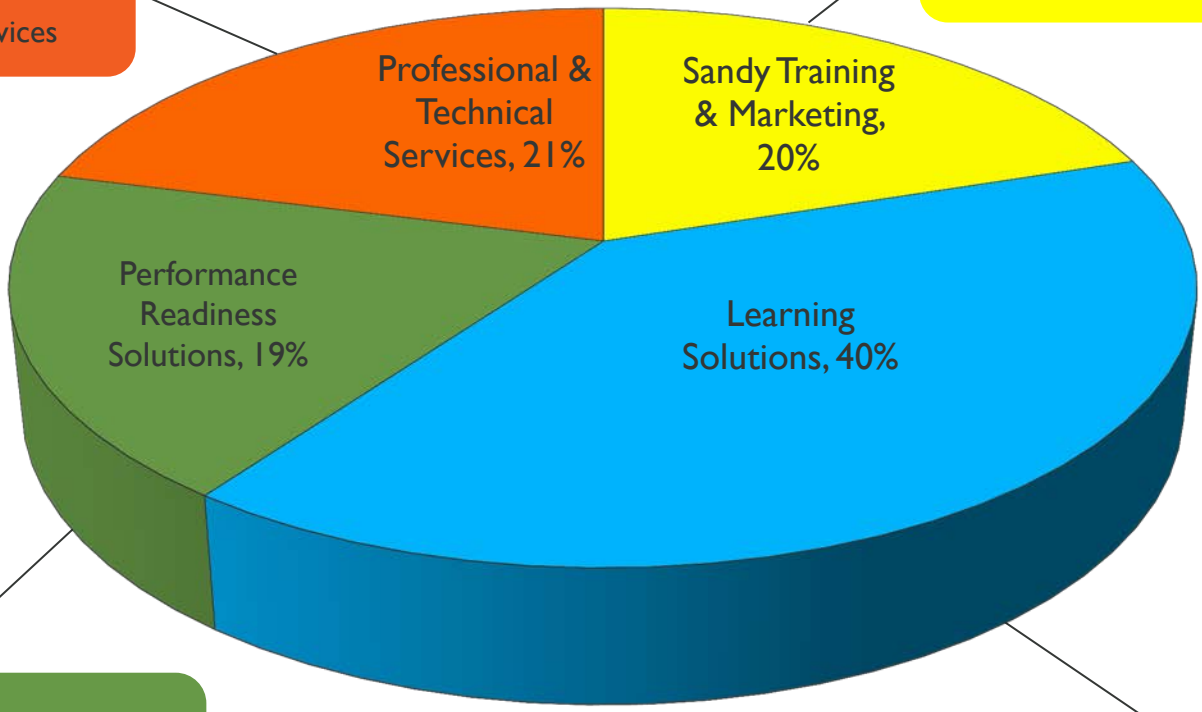
We are focused on expanding our SERVICES and PRODUCT LINES



GP Strategies REVENUE BY SEGMENT

- Technical & Engineering
- Energy Products
- Government Services

- Product Sales Training
- Marketing



- Organization & Leadership Development
- Sales Solutions

- Managed Global Learning Services
- Content Design & Development

Automotive Product Sales Training
SANDY TRAINING & MARKETING

- Record revenue of $102 million in 2016
- Automotive dealership sales training
- 35+ years experience – Sandy branding
- Predominant player at General Motors (largest customer) North America
- Automotive solutions offering includes technical training, publications, and product launch services
- Expansion into new customers in 2017 and using global platform
- 5 customers in top 20

GP Strategies LEARNING SOLUTIONS

Managed Global Learning Services
Content Design & Development
Skills Funding
Human Capital

- **Managed Global Learning Services**
  - Training Administration
  - Instructor Resource Management
  - Vendor Management
  - Tuition Program Management
- **Custom Content Development**
  - Instructor Led
  - Elearning Learning
  - Mobile Training
  - Blended Learning
- **Skills Funding Agency**
- **Human Capital Training**
  - Success Factors

Organization & Leadership Development

SERVICES

- Sales Solutions
- ERP Solutions
- Organization Leadership
- Executive Leadership Development Services
- Coaching (Mentoring)
- Organizational Change and Transition Services
- Platform Adoption Solutions
- Customer Loyalty

Energy, Oil & Gas
Technical & Engineering

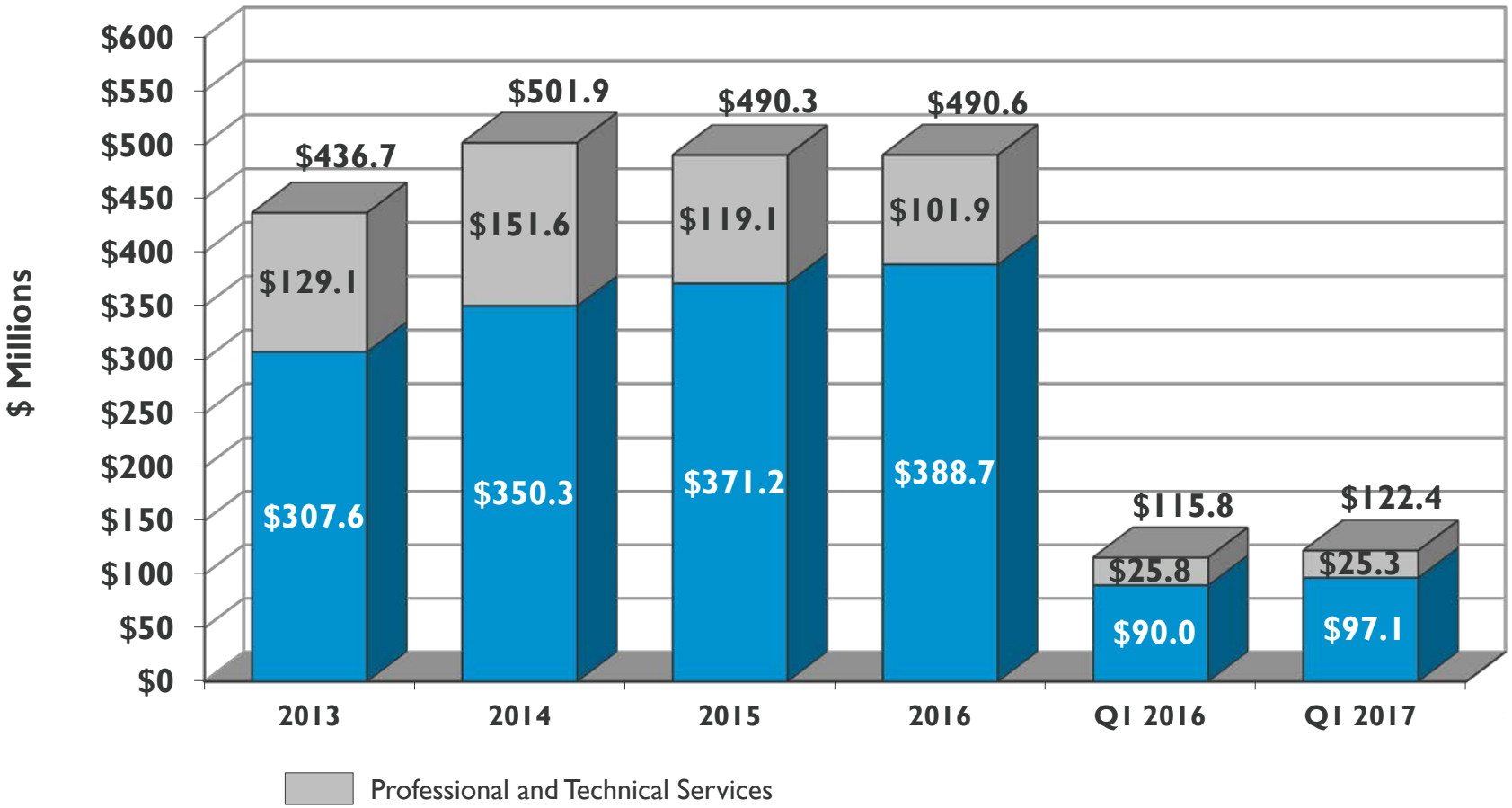
- Stabilized Revenue Loss in Second Half of 2016
- Energy, Oil & Gas
  - Power Plant Performance Consulting and Operator Training
  - Design/Build/Maintenance of LNG, LCNG and Hydrogen Fueling
  - EtaPRO™ and GPiLearn+™
- Technical and Engineering
  - Government
  - Technical Documentation
  - Maintenance and Reliability Training and Tactics
  - Engineering Design/Construction Management
  - Process Safety, Risk Management and Compliance Solutions

Strong FINANCIAL POSITION

GPX
LISTED
NYSE

- Strong incremental operating margins
- Variable cost structure
- Strong cash flow
- $140 million credit facility
- Recurring client base
- Backlog visibility

GP Strategies REVENUE

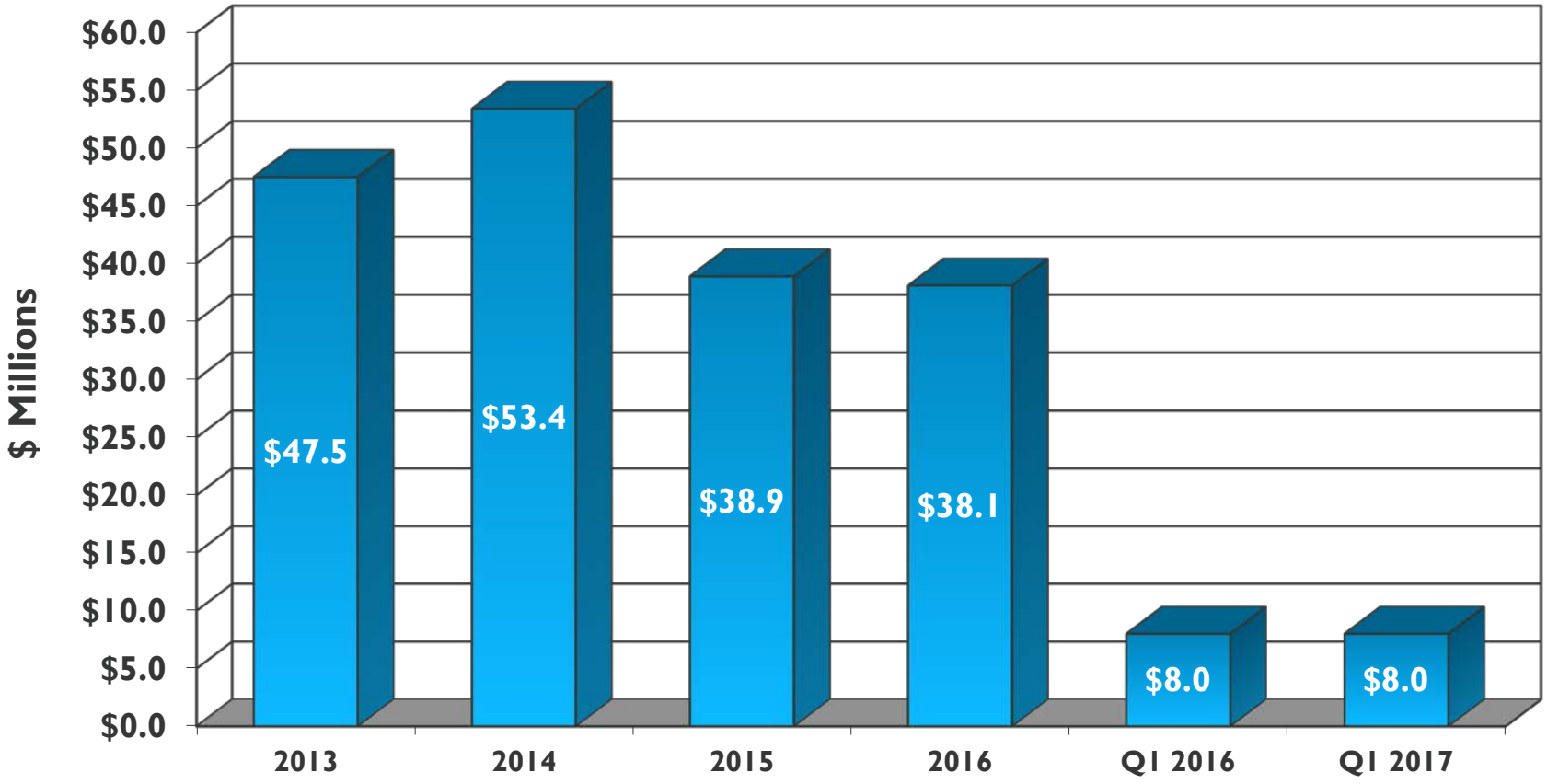


Serving a Diverse CLIENT BASE

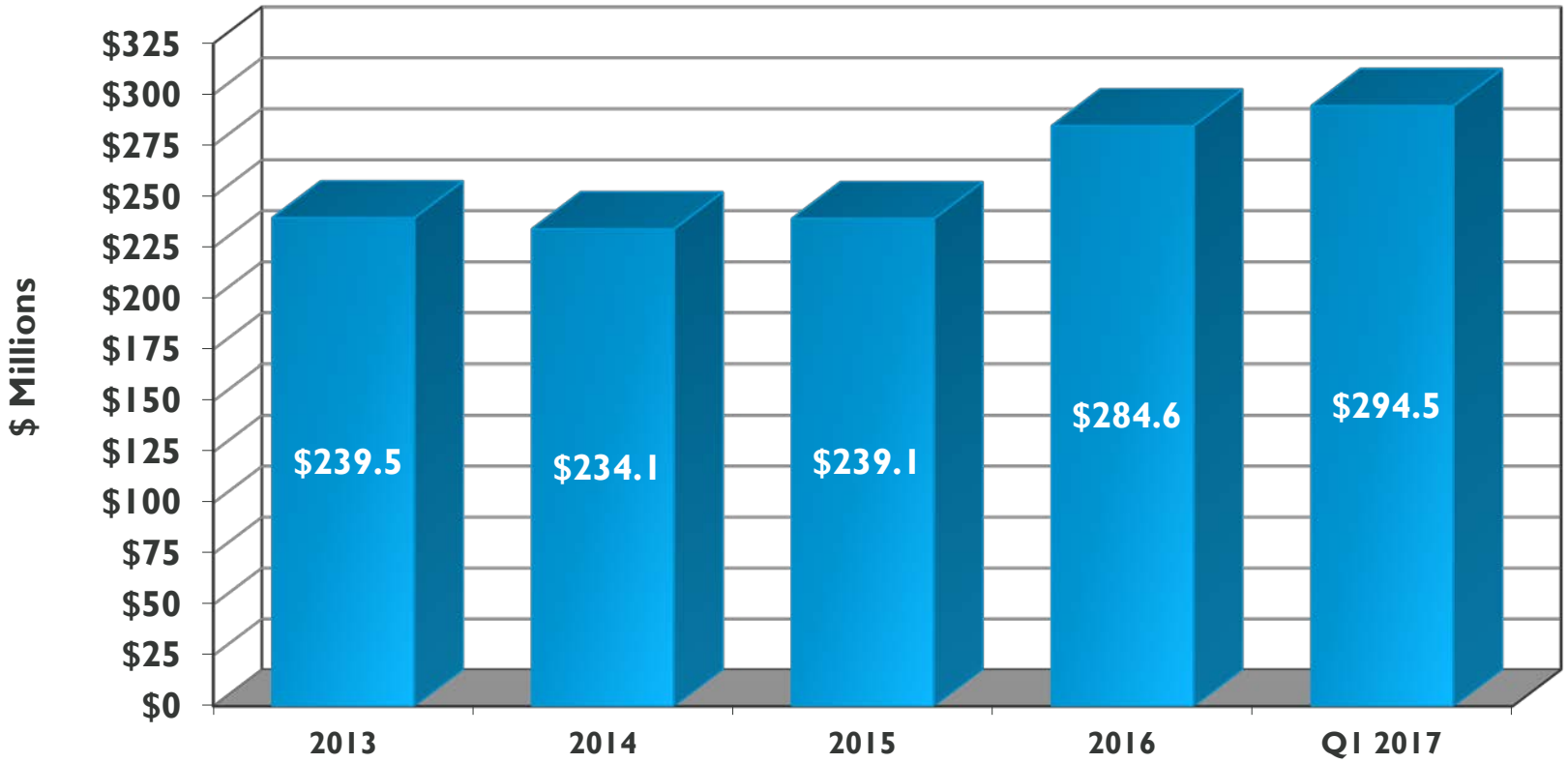
Over 50 years of
SEASONED
INSIGHTS

- Automotive
- Financial & Insurance
- Manufacturing
- Energy
- U.S. Government
- Aerospace
- Information & Communications
- UK Government
- Electronics & Semiconductor
- Life Sciences
- Education
- Oil & Gas
- Professional Services
- Transportation
- Other

GP Strategies EBITDA



GP Strategies BACKLOG



GP Strategies BALANCE SHEET

	December 31, 2016	March 31, 2017
Cash	**$ 16,346**	**$ 15,452**
Accounts Receivable	**105,549**	**100,273**
Costs in Excess of Billings	39,318	47,327
Prepaid Expenses & Other	11,481	11,529
Total Current Assets	172,694	174,581
Property, Plant & Equip.	**4,547**	**4,558**
Goodwill & Intangibles	133,597	139,397
Other Assets	4,763	6,006
Total Assets	$ 315,601	$ 324,542
Short Term Borrowings	**$ 17,694**	**$ 23,529**
Current Portion of LT Debt	**12,000**	**12,000**
Accounts Payable	64,596	61,149
Billings in Excess of Costs	18,545	21,677
Total Current Liabilities	112,835	118,355
Long-Term Debt	28,000	25,000
Other Non-Current Liabilities	7,270	8,903
Stockholders' Equity	167,496	172,284
Total	$ 315,601	$ 324,542

POISED for SUCCESS

- Recognized leader in a large training market
- Blue chip customers in multiple markets
- Clear growth strategy
- Strong financial position
- Successful acquisition strategy in highly fragmented markets

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