MAY 2018

GP Strategies INVESTOR Presentation

GP STRATEGIES®

Knowledge. Performance. Impact.

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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	**16.7 million**
Market Capitalization @ $21 per share	**$350 million**

Large Recurring Revenue Stream

Acquisition Strategy Reinstated

Reorganization with new President and Chief Sales Officer

Cost Cutting Initiative Announced

Corporate Contacts:

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Adam Stedham, President	443-367-9916
Michael Dugan, CFO	443-367-9627

Investor Relations:

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

GP Strategies is a leading custom

LEARNING and PERFORMANCE

improvement company.

Our **VISION** is a world where business excellence makes possibilities achievable.

Our **MISSION** is to enable people and businesses to perform at their highest potential.

GP Strategies AWARDS & RECOGNITION

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

2017 Brandon Hall Group

- Gold | Best Learning Team | General Motors
- Gold | Best Advance in High Potential Development | HAVAS
- Gold | Best Advance in Employee Engagement | ULTA Beauty
- Silver | Best Advance in Establishing Governance to Guide Learning Decision | General Motors
- Silver | Best Advance in Learning Measurement | General Motors
- Silver | Best Use of Games and Simulations for Learning | General Motors
- Bronze | Best Use of Video for Learning | Facebook
- Bronze | Best Sales Onboarding Program | Lowe's
- Bronze | Best Unique or Innovative Learning & Development Program | MasterCard
- Bronze | Best Learning Program Supporting a Change Transformation Business Strategy | Mondelez International
- Bronze | Best Unique or Innovative Learning & Development Program | Propane Education & Research Council (PERC)

2017 Deere & Company

"Partner-Level Supplier" Recognition | 7th Consecutive Year

2017 Innovation Award

Future Learning 2020 Summit

2017 CIO Review Award

20 Most Promising Gamification Technology Solution Providers

2017 Chief Learning Officer Magazine

- Silver | Excellence in Learning | HAVAS
- Bronze | Excellence in Learning | MasterCard

2016 Chief Learning Officer Magazine

- Gold | Excellence in Learning
- Gold | Excellence in Partnership
- Silver | Excellence in Learning

2017 Engineering New Record

ENR Top 500 Design Firms

2018 Training Industry, Inc.

Top 20 Training Outsourcing Company | 15th Consecutive Year
Top 20 Sales Training Company | 11th Consecutive Year
Top 20 Leadership Training Company | 6th Consecutive Year

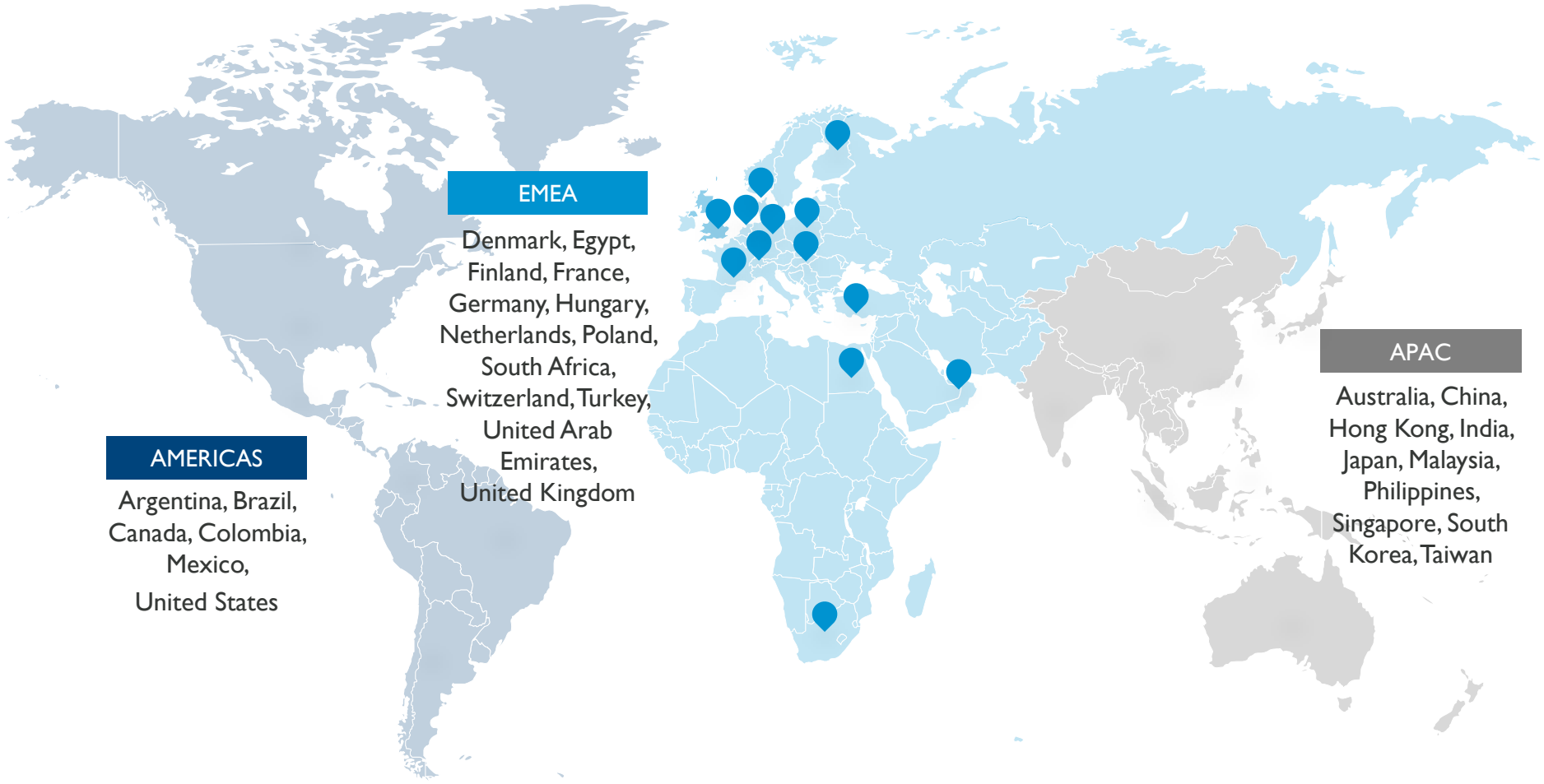
2017 Training Industry, Inc.

Top 20 Learning Portal Company | 8th Consecutive Year
Top 20 Assessment & Evaluation Company | Inaugural Year
Top 20 Content Development Company | 7th Consecutive Year
Top 20 IT Training Company | 9th Consecutive Year
Top 20 Gamification Company | 3rd Consecutive Year
Top 20 Workforce Development Company | 5th Consecutive Year

2018 Recognized as a Supplier of the Year

For General Motors

Our LOCATIONS



AMERICAS

Argentina, Brazil, Canada, Colombia, Mexico,

United States

EMEA

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

APAC

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

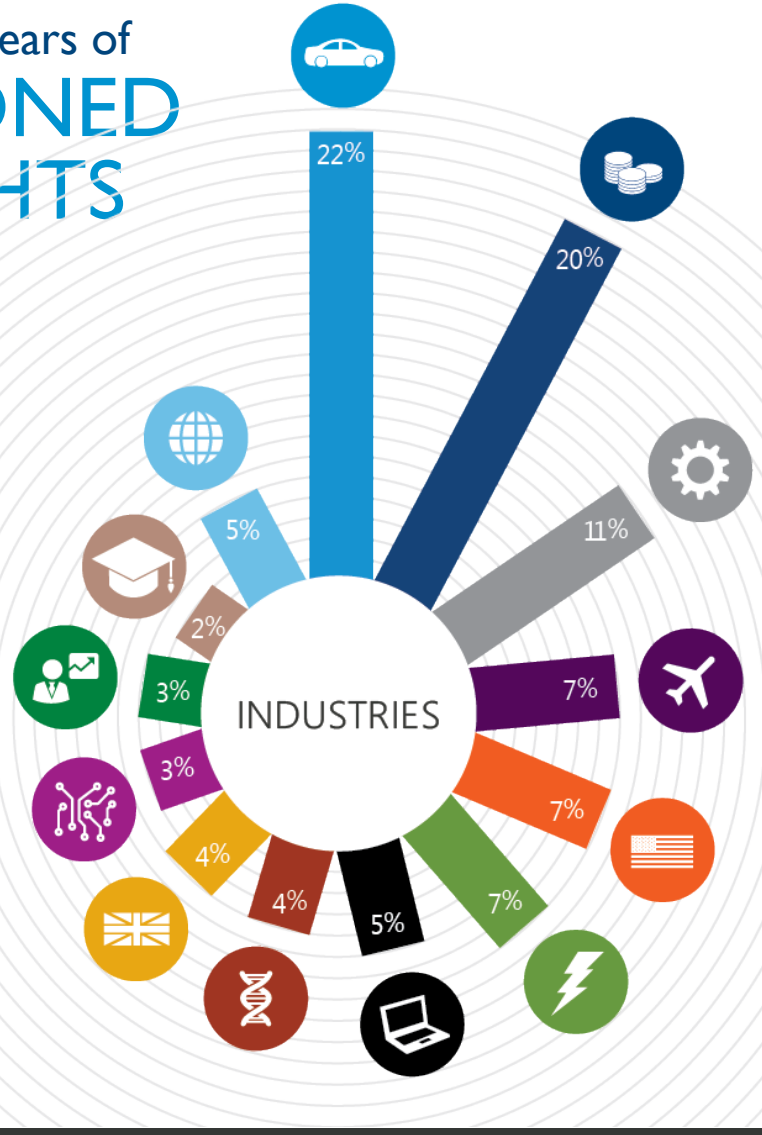
Organizational Growth – CUSTOMERS

148 Fortune 500 Customers

127 Global 500 Customers

Serving a Diverse CLIENT BASE

Over 50 years of
SEASONED
INSIGHTS



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

GP Strategies COMPETITIVE STRENGTHS

GP Strategies INDUSTRY DRIVERS

Outsourcing – Companies focusing on core organization competencies and reducing costs

Disruption in Learning – Addressing the digitalization & modern learning needs required today

New products, changing technology and regulations

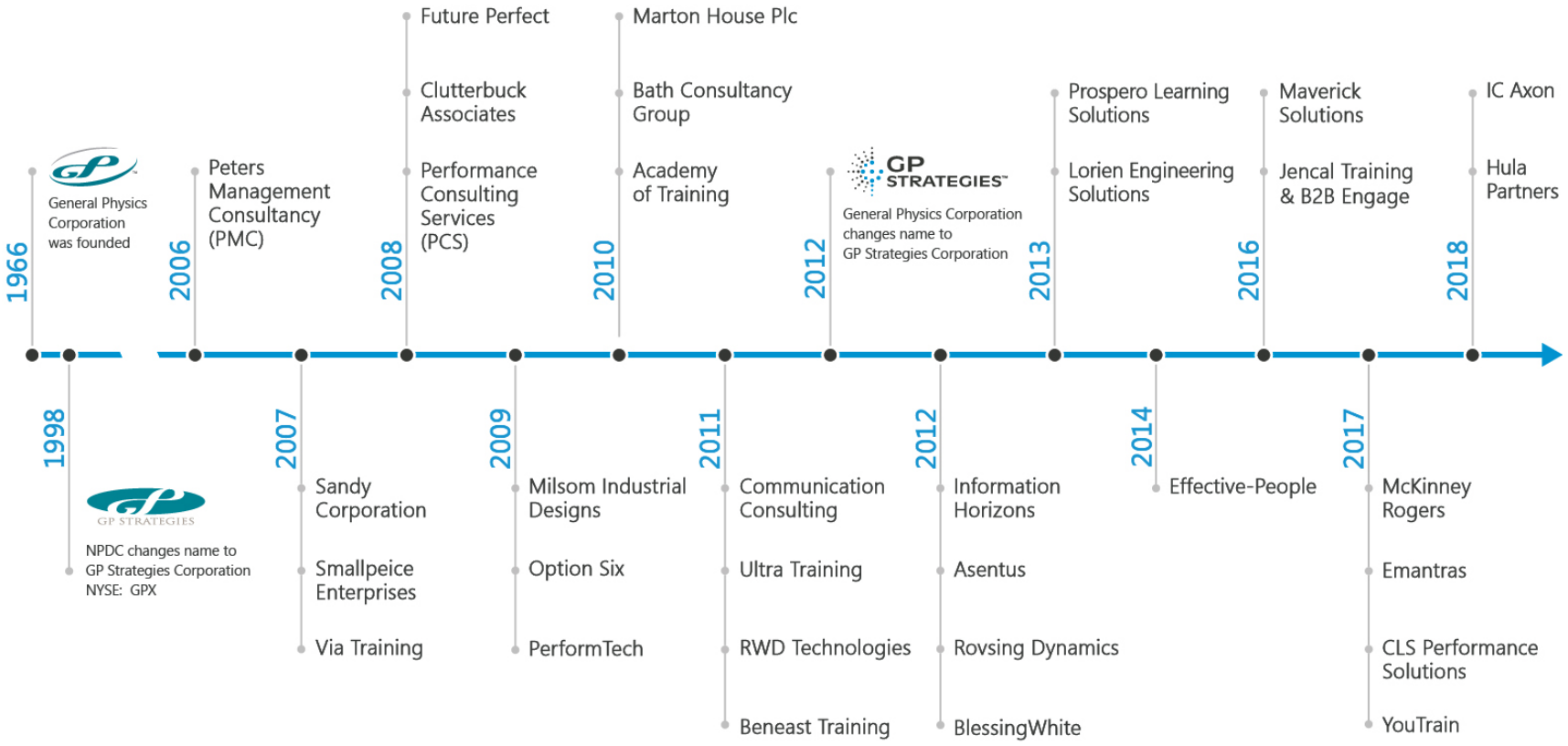
Global expansion and alignment

Digital Transformation – Organizations learning and operating in a connected world

Regulations – Managing complex regulations

Talent Development – Ability to attract, retain and grow employees

We are focused on expanding our SERVICES and PRODUCT LINES



GP Strategies BUSINESS SEGMENTS

- Managed Global Learning Services
- Content Design & Development
- Technical & Engineering
- Energy Products
- Government Services

- Product Sales Training
- Marketing
- Organization & Leadership Development
- Sales Solutions
- Technology Integration & Adoption

Workforce Excellence Segment
MANAGED LEARNING SERVICES

FINANCIAL PERFORMANCE

Revenue of
$196 million,
or 38% in 2017

OTHER HIGHLIGHTS

Extension of Contract with Largest Financial Services Customer

KEY SERVICES

Managed Global Learning Services

- Training Administration
- Instructor Resource Management
- Vendor Management
- Tuition Program Management

Digital Learning Strategies & Solutions

- Content Design and Development
- Learning Transformation Consulting
- Innovation & Emerging Learning Strategies
- Learning Analytics, Measurement & Evaluation

Workforce Excellence Segment
ENGINEERING & TECHNICAL SERVICES

FINANCIAL PERFORMANCE

Revenue of
$105 million,
or 21% in 2017

KEY SERVICES

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
- Process Safety, Risk Management and Compliance Solutions

Business Transformation Services Segment
SALES ENABLEMENT

FINANCIAL PERFORMANCE

Revenue of $101 million, or 20% in 2017

OTHER HIGHLIGHTS

5 customers in **TOP 20**

35+ years experience

Expansion into **new customers** in 2018, using global platform

Recognized as a 2017 **Supplier of the Year** and Predominant dealership sales training provider at **General Motors** in USA

KEY SERVICES

Automotive dealership sales training

SOLUTIONS INCLUDE:

Technical Training

Publications

Product Launch Services

Business Transformation Services Segment
ORGANIZATIONAL DEVELOPMENT

FINANCIAL PERFORMANCE

Revenue of
$107 million,
or 21% in 2017

KEY SERVICES

Culture Change Consulting

Executive Leadership Development Services

Human Capital Technology

SAP SuccessFactors

Coaching

Organizational Change and Transition Services

Platform Adoption Solutions

Strategy Execution Consulting

Employee Engagement

Strong FINANCIAL POSITION

Strong incremental operating margins

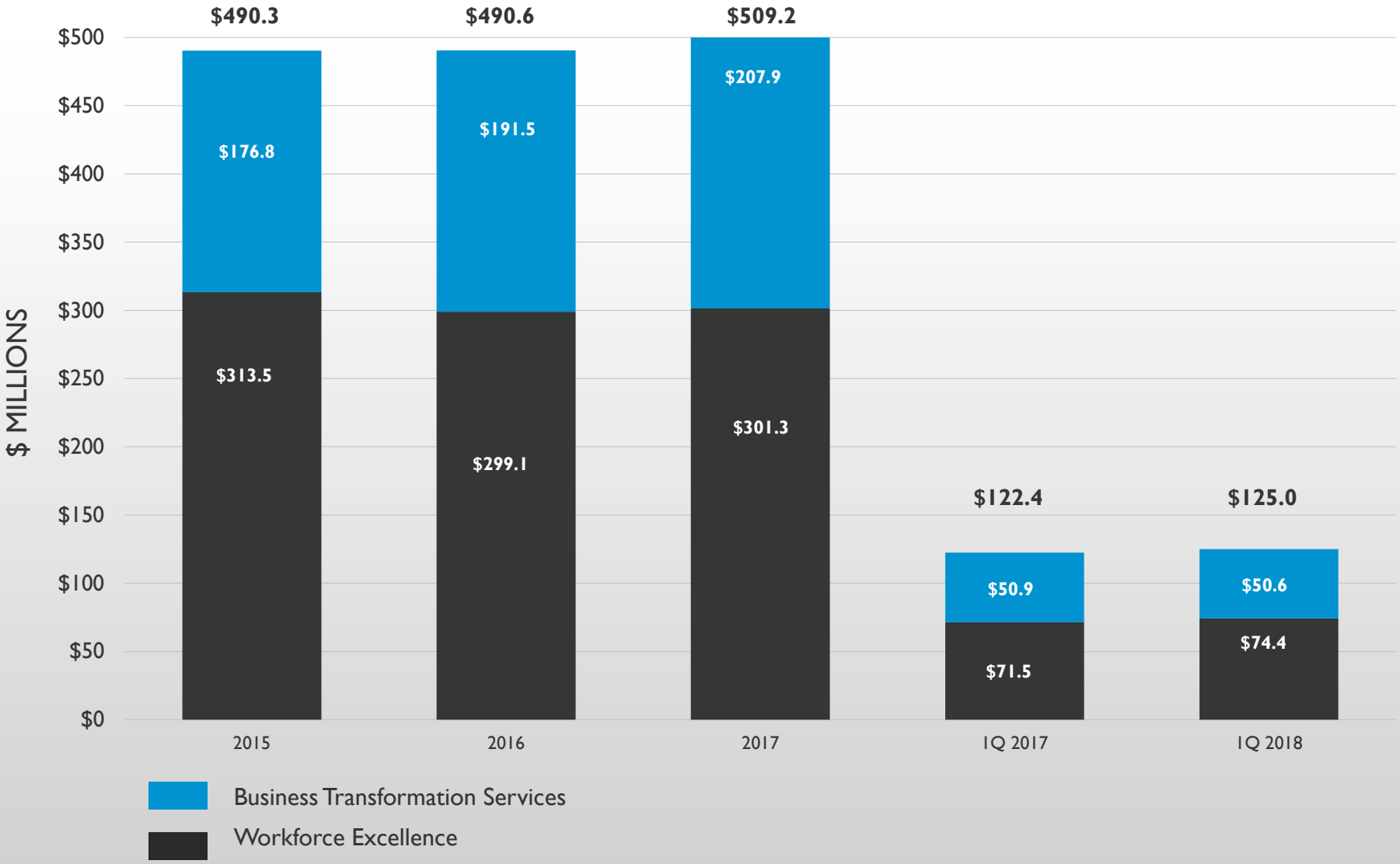
Variable cost structure

Strong cash flow

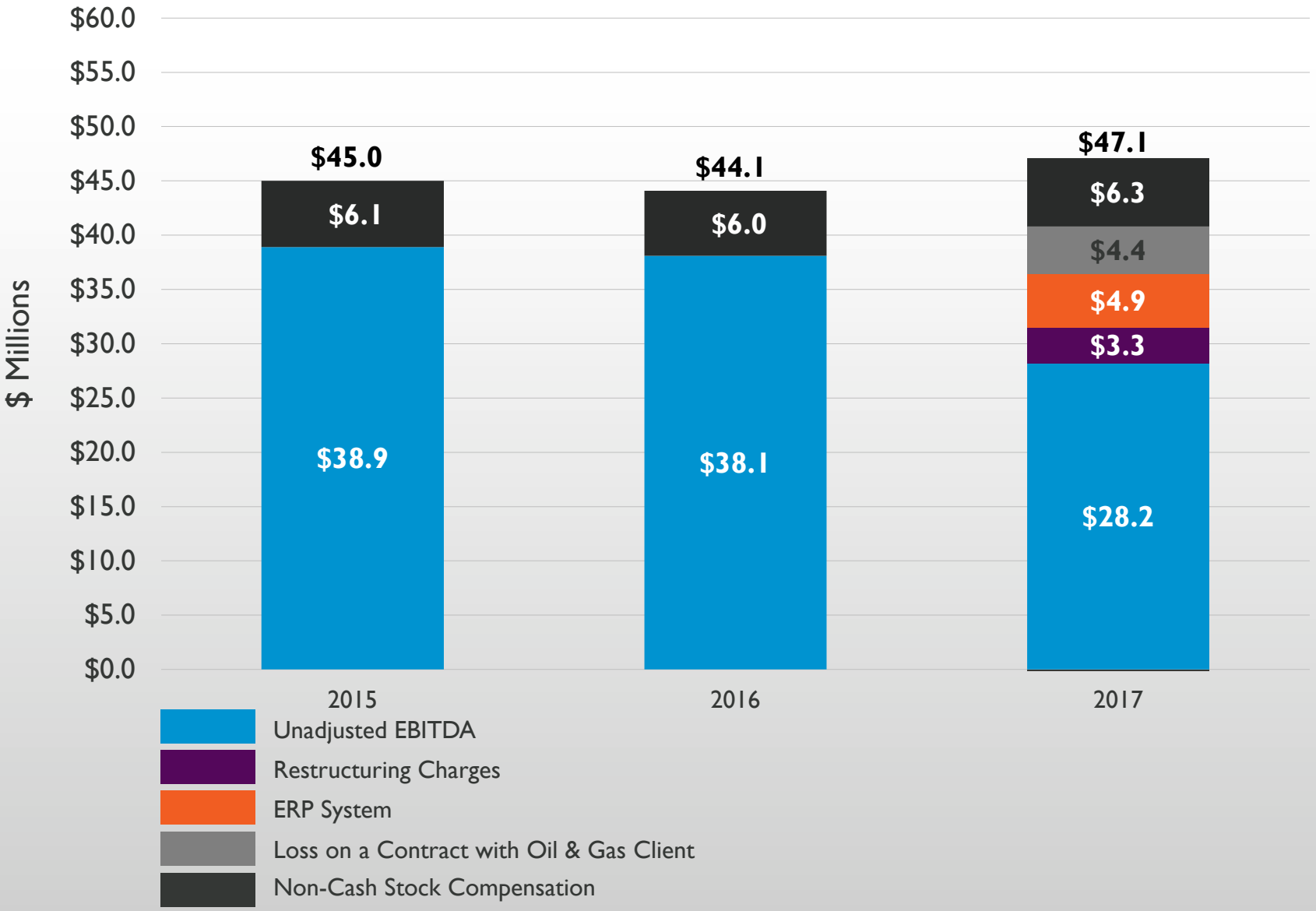
Recurring client base

Backlog visibility

GP Strategies – REVENUE TRENDING



GP Strategies ADJUSTED EBITDA



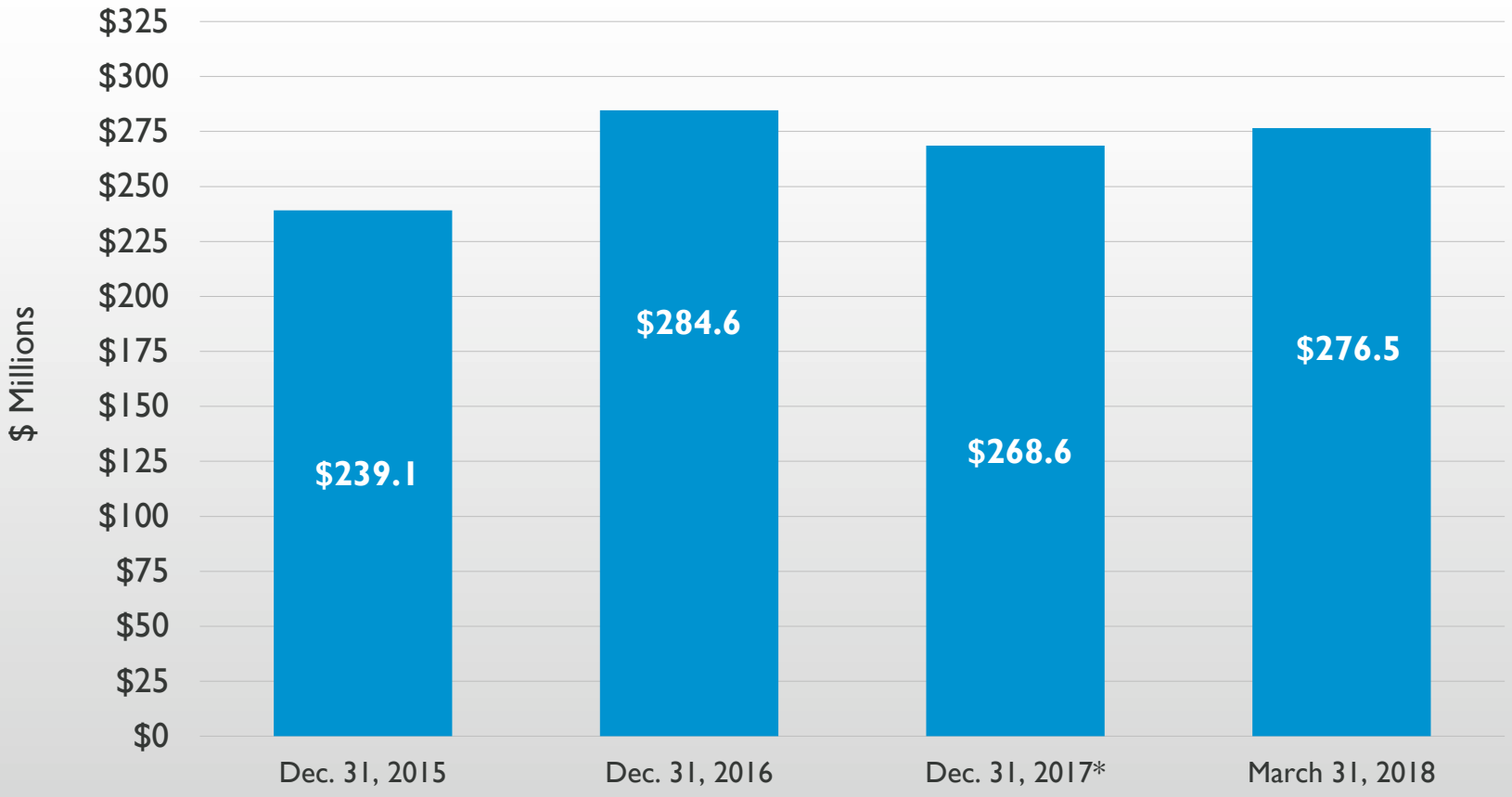
GP Strategies
PRO FORMA EBITDA – Q1 2018 vs. 2017

	Quarters ended	
	March 31, 2018	March 31, 2017
Net Income	$ 2,632	$ 4,086
Interest Expense	686	438
Income Tax Expense	1,730	1,992
Depreciation & Amortization	1,842	1,443
Non-Cash Stock Comp	1,409	1,458
EBITDA	8,299	9,417
Adjustments:		
ERP System Implementation Costs	1,404	268
Restructuring Costs	435	-
Loss (Income) on Oil & Gas Contract	300	(150)
Transition Costs	400	-
Loss on Software for Sale	200	-
Foreign Currency Loss (Gain)	256	(8)
Gain on Contingent Consideration	(2,552)	(197)
Adjusted Proforma EBITDA	**$ 8,742**	**$ 9,330**

GP Strategies
BALANCE SHEET

	March 31, 2018	December 31, 2017
Cash	**$ 16,945**	**$ 23,612**
Accounts Receivable	**107,640**	**119,335**
Unbilled revenue	43,350	42,958
Prepaid Expenses & Other	19,191	14,212
Total Current Assets	187,126	200,117
Property, Plant & Equip.	**4,952**	**5,123**
Goodwill & Intangibles	163,428	153,198
Other Assets	7,569	6,569
Total Assets	$ 363,075	$ 365,007
Short Term Borrowings	**$ 43,706**	**$ 37,696**
Current Portion of LT Debt	**12,000**	**12,000**
Accounts Payable	74,889	78,280
Deferred revenue	22,563	22,356
Total Current Liabilities	153,158	150,332
Long-Term Debt	13,000	16,000
Other Non-Current Liabilities	9,895	10,621
Stockholders' Equity	187,022	188,054
Total	$ 363,075	$ 365,007

GP Strategies BACKLOG



*Includes a $25.7 million reduction in backlog on a contract with a foreign oil and gas client which was terminated in Q4 2017.

Poised for SUCCESS

Recognized leader in a large training market

Blue chip customers in multiple markets

Global footprint

Strong financial position

Successful acquisition strategy in highly fragmented markets

GP STRATEGIES®

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