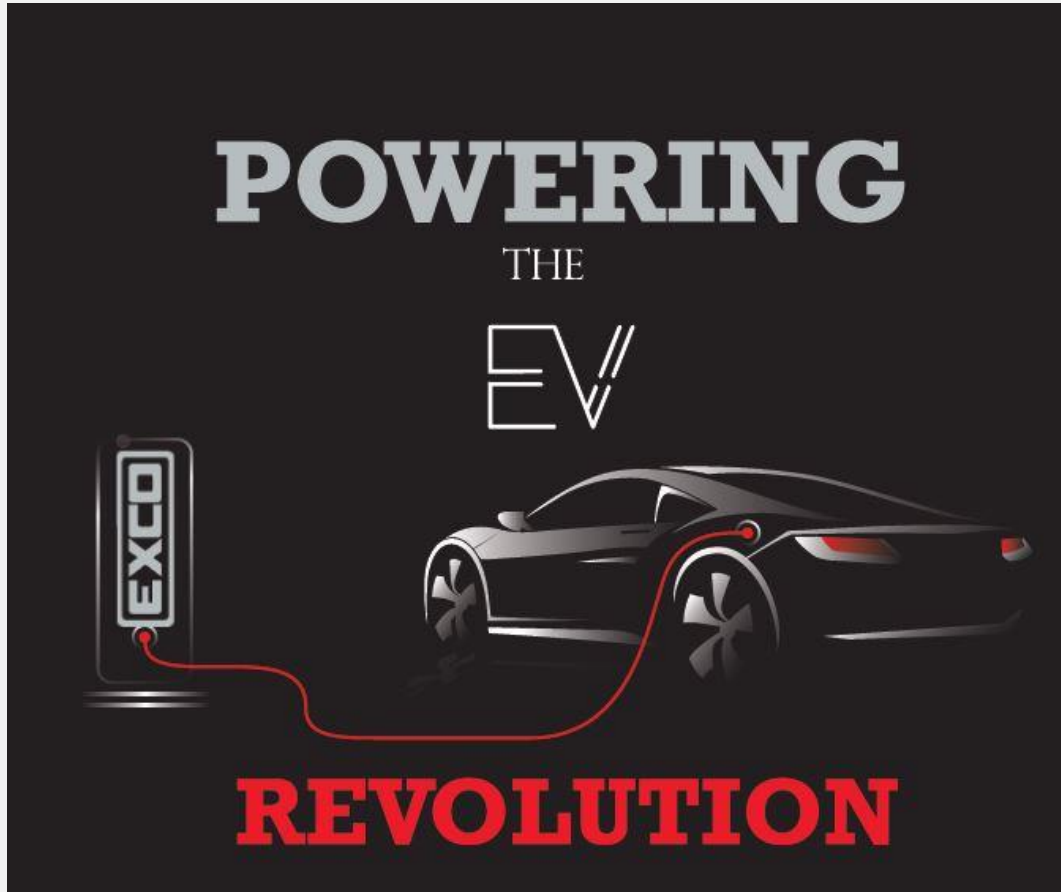




Technologies Limited



Q1 F2022 Earnings Call

February 2, 2022

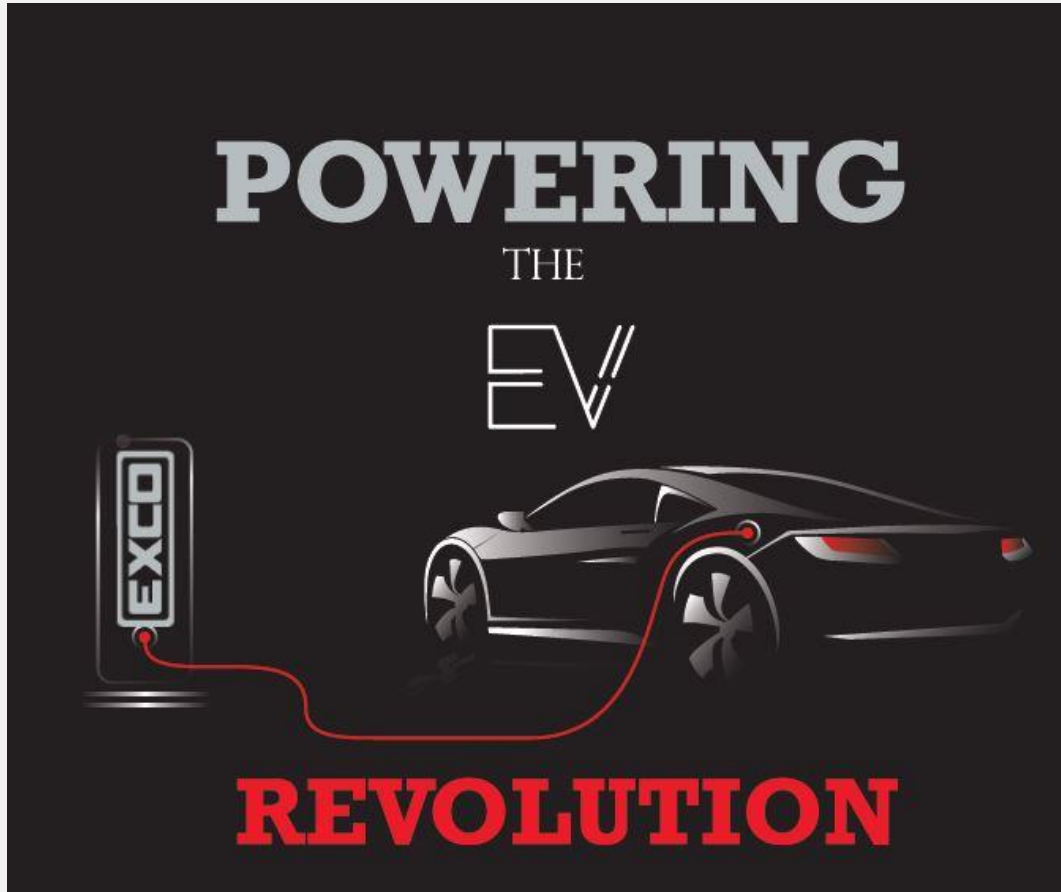
Cautionary Statement



This presentation contains forward-looking information and forward-looking statements within the meaning of applicable securities laws. We use words such as "anticipate", "may", "will", "should", "expect", "believe", "estimate", "5-year target" and similar expressions to identify forward-looking information and statements especially with respect to growth, outlook and financial performance of the Company's business units, contribution of our start-up business units, contribution of awarded programs yet to be launched, margin performance, financial performance of acquisitions, liquidity, operating efficiencies, improvements in, expansion of and/or guidance or outlook as to future revenue, sales, production sales, margin, earnings, earnings per share, including the outlook for 2026, are forward-looking statements. These forward-looking statements include known and unknown risks, uncertainties, assumptions and other factors which may cause actual results or achievements to be materially different from those expressed or implied. These forward-looking statements are based on our plans, intentions or expectations which are based on, among other things, the current improving global economic recovery from the COVID-19 pandemic and containment of any future or similar outbreak of epidemic, pandemic, or contagious diseases that may emerge in the human population, which may have a material effect on how we and our customers operate our businesses and the duration and extent to which this will impact our future operating results, assumptions about the number of automobiles produced in North America and Europe, production mix between passenger cars and trucks, the number of extrusion dies required in North America and South America, the rate of economic growth in North America, Europe and emerging market countries, investment by OEMs in drivetrain architecture and other initiatives intended to reduce fuel consumption and/or the weight of automobiles in response to rising climate risks, raw material prices, supply disruptions, economic conditions, inflation, currency fluctuations, trade restrictions, our ability to integrate acquisitions, our ability to continue increasing market share, or launch of new programs and the rate at which our current and future greenfield operations in Mexico and Morocco achieve sustained profitability. Readers are cautioned not to place undue reliance on forward-looking statements throughout this document and are also cautioned that the foregoing list of important factors is not exhaustive. The Company will update its disclosure upon publication of each fiscal quarter's financial results and otherwise disclaims any obligations to update publicly or otherwise revise any such factors or any of the forward-looking information or statements contained herein to reflect subsequent information, events or developments, changes in risk factors or otherwise. For a more extensive discussion of Exco's risks and uncertainties see the 'Risks and Uncertainties' section in our latest Annual Report, Annual Information Form ("AIF") and other reports and securities filings made by the Company. This information is available at www.sedar.com or www.excocorp.com



Technologies Limited



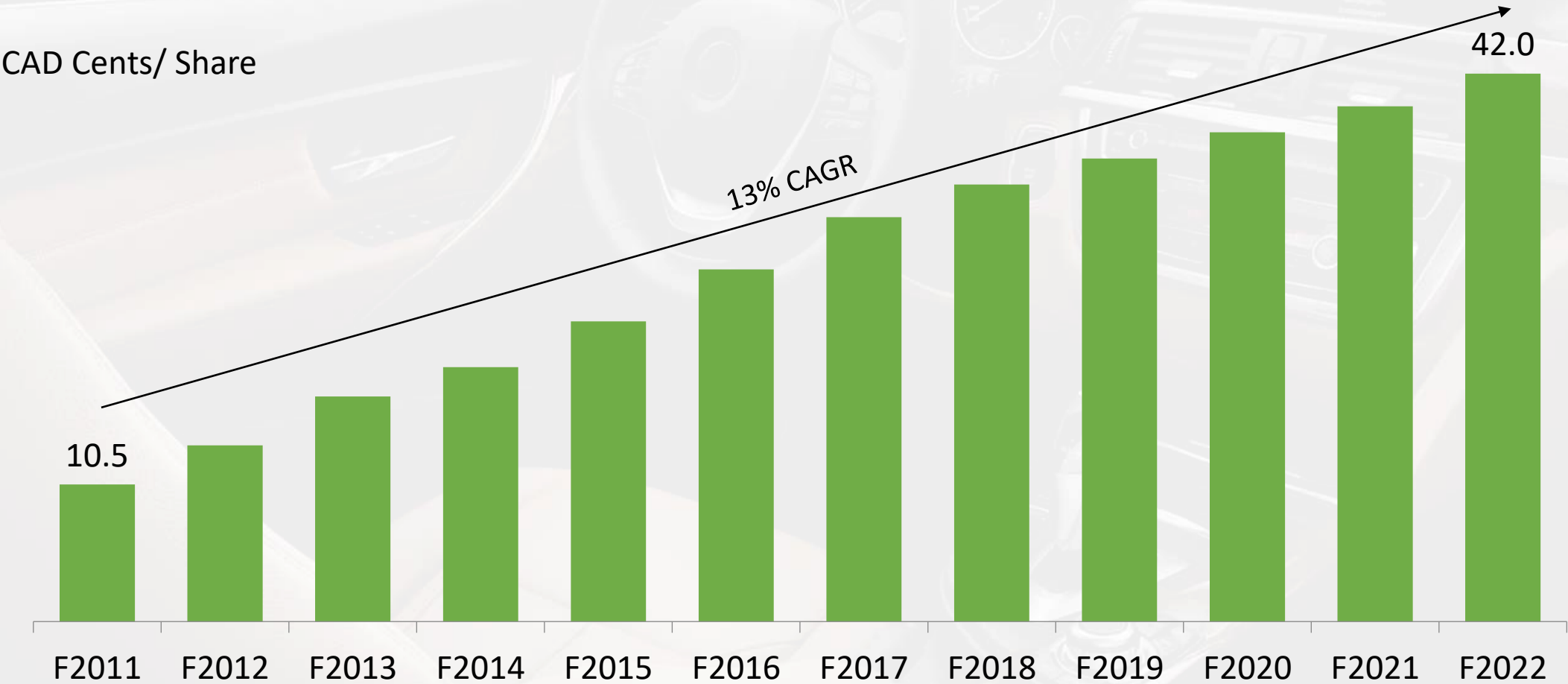
Darren Kirk
Chief Executive Officer

Operations Review

Dividend



In February 2022 Dividend was increased 5% to an annualized rate of 42 cents per share



Q1 F2022 Operations Overview



Key Highlights in the Quarter – Market Conditions/ Overview

- Overall industry vehicle production down 15% in N.A and 26% in Europe vs prior year quarter (~20% overall)
 - Production constrained by chip shortage and general supply chain issues
 - Shortage has begun to ease and is expected to steadily improve through Calendar 2022
 - Consumer vehicle sales negatively impacted by low dealer inventory levels and rising prices
- Very low dealer inventory levels, increasing average transaction prices, elevated pricing in the used car market point to higher levels of vehicle production once supplychains normalize
- Accelerating adoption of electric vehicles a key area of focus for Exco
 - Our products contribute to global sustainability goals
 - Increasing size and complexity of tooling favorable to Exco
 - Number of new awards and program launches on electric vehicles in both segments
- Aggressive capital agenda to capitalize on significant growth opportunities
 - Record capital budget of \$55M in Fiscal 2022
- Halex acquisition remains on track to close in Spring 2022

Q1 F2022 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

- Segment revenue down 24% year over year (FX adjusted)
 - Modestly underperformed market conditions
 - Production volumes fell ~20% but our revenues were down slightly more
 - Negative vehicle and product mix
 - Inventory destocking
 - Operational and logistical constraints
- EBITDA down 62% year over year impacted by:
 - Lower sales volumes
 - Reduced overhead absorption, rising input & higher freight costs, increased employee severances, slack labour
 - Erratic order flow contributed to operating inefficiencies
 - Pricing action taken where possible, which will begin to benefit results in Q2 Fiscal 2022
- Key new product launches will increasingly contribute to results through Fiscal 2022

Q1 F2022 Operations Overview

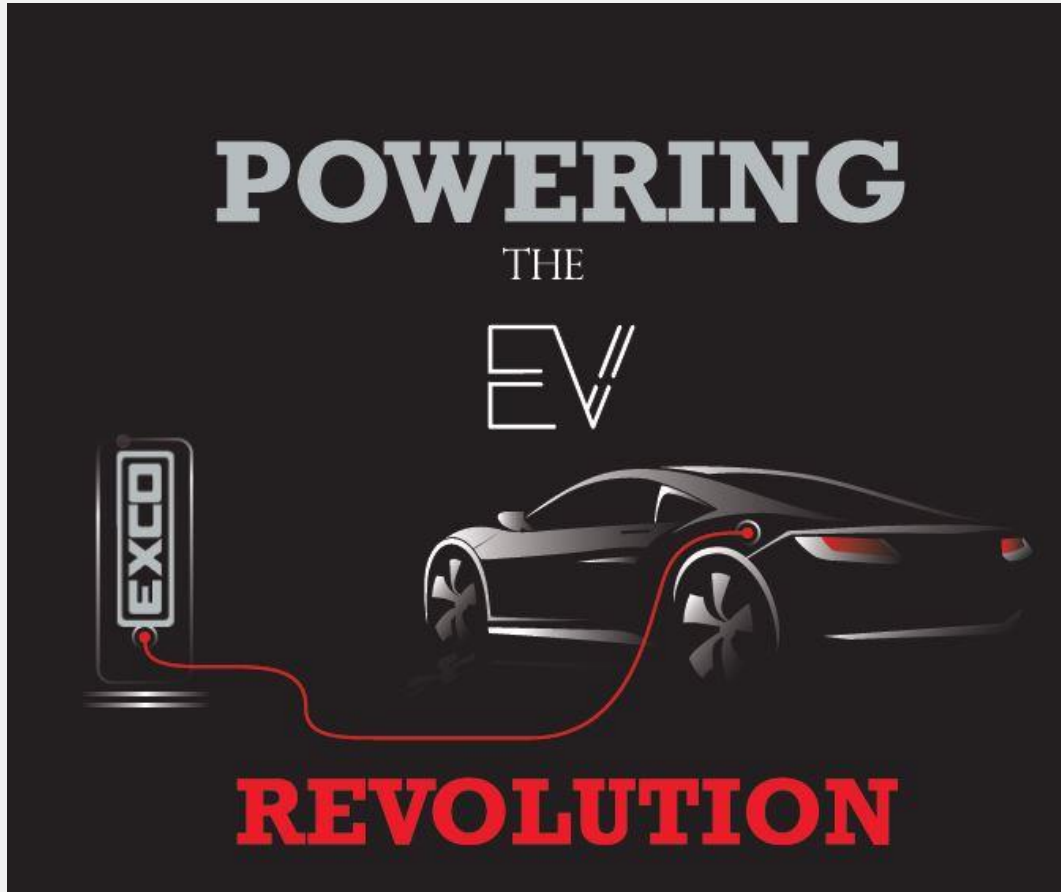


Key Highlights in the Quarter – Casting and Extrusion

- Segment revenue up 4% year over year (FX adjusted)
 - High pressure die cast market weakened due to lower vehicle production
 - Reduced demand for large mould rebuild work and Castool consumable die-cast tooling
 - Exacerbated by inventory destocking
 - Continuing strong demand for extrusion dies, associated tooling and capital equipment globally
 - Results bolstered by ongoing market share gains
- Segment EBITDA down 27% with below normal margins
 - Negative product mix, rising input costs, higher freight charges, labour disruptions due to COVID
 - Start-up losses at Castool 90 in Morocco (officially opened in November 2021)
- Backlogs and bidding activity very strong
 - Large Mould group had a record quarter for orders; backlog at record levels
- Taking pricing action where possible to protect margins



Technologies Limited



Matthew Posno

Chief Financial Officer

Financial Review

Q1 F2022 Financial Overview



Consolidated Results Versus Prior Year Period

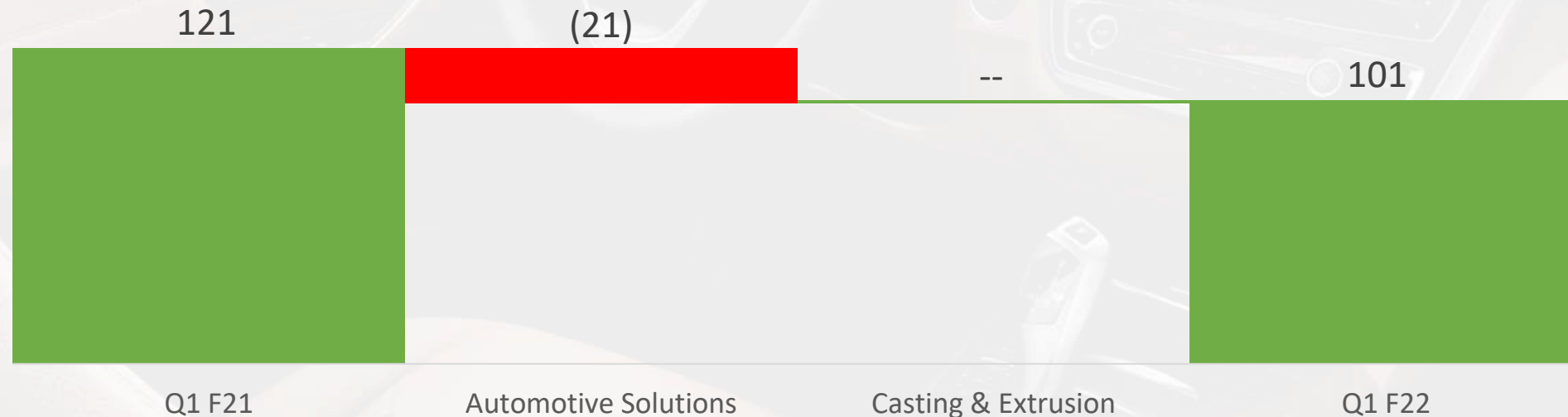
- Revenue of \$101.0M; down \$20.1M or 17% compared to \$121.4M last year
 - FX movements reduced revenue by \$3.5M, therefore FX adjusted revenue was down by 14% year over year
- EBITDA of \$9.3M; down 52% from \$19.3M last year
- Casting and Extrusion segment revenues up 1% (+3% FX Adjusted) and EBITDA Margin declined to 13% (from 18%)
- Automotive Solutions segment revenues down 27% (-24% FX Adjusted) and EBITDA Margin declined to 9% (from 18%)
- EPS of \$0.07 versus \$0.28
- Free cash flow of \$5.1M in the quarter (after \$0.4M of working capital investment and \$2.8M of maintenance capex)
 - Used to fund dividend (\$3.9M) and growth capex (\$7.7M)
 - No activity under NCIB during the quarter
- Balance sheet in a \$11M net cash position as at December 31, 2021; down from \$18M at Q4 Fiscal 2021 due primarily to growth capital expenditures.

Q1 F2022 Financial Overview



Consolidated Revenue Reconciliation

C\$ Millions

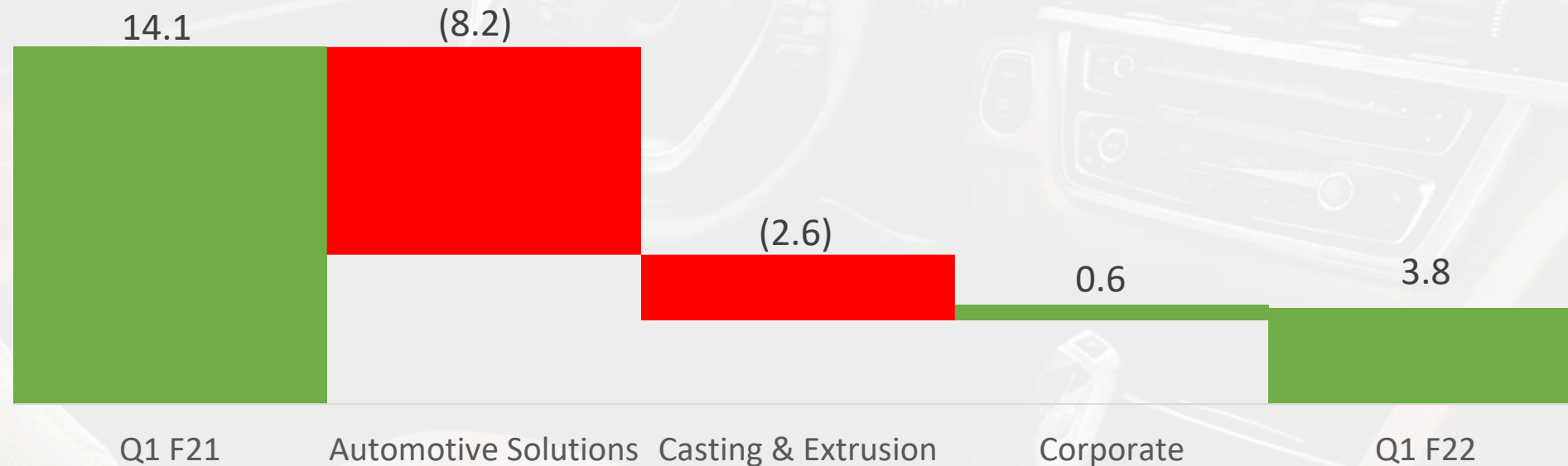


Q1 F2022 Financial Overview



Consolidated PTP Reconciliation (Before Interest and Other Expense)

C\$ Millions



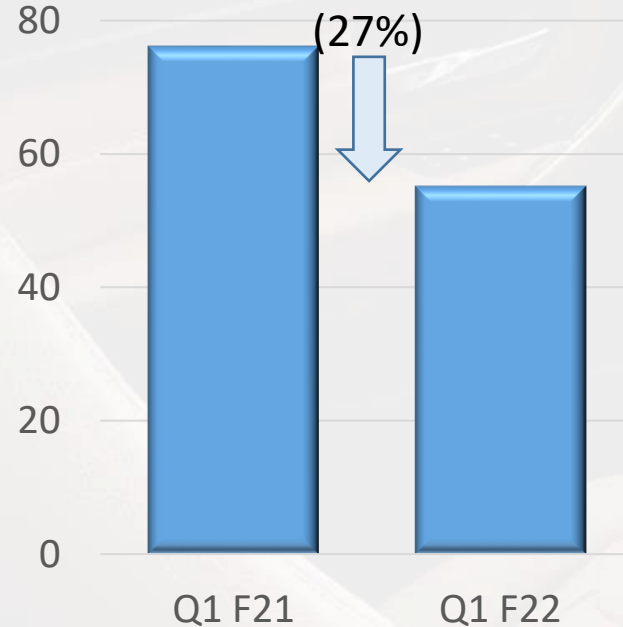
Automotive Solutions Segment



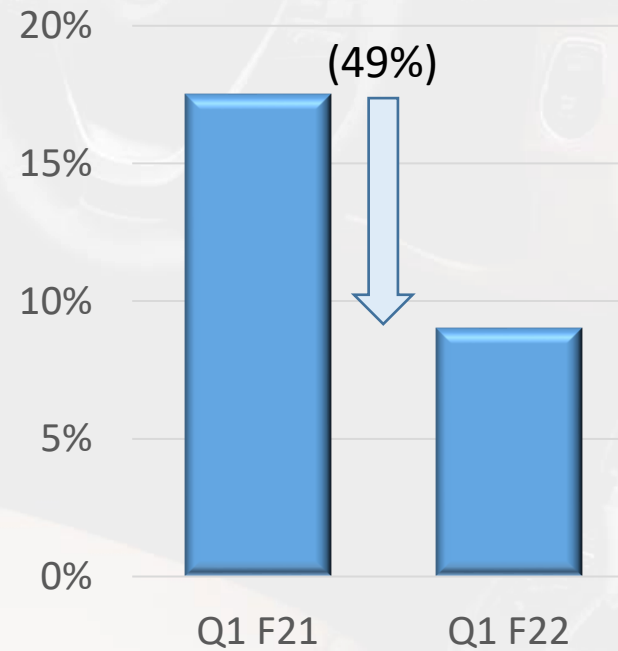
Segment Results declined due to lower production volumes

C\$ Millions

Revenue

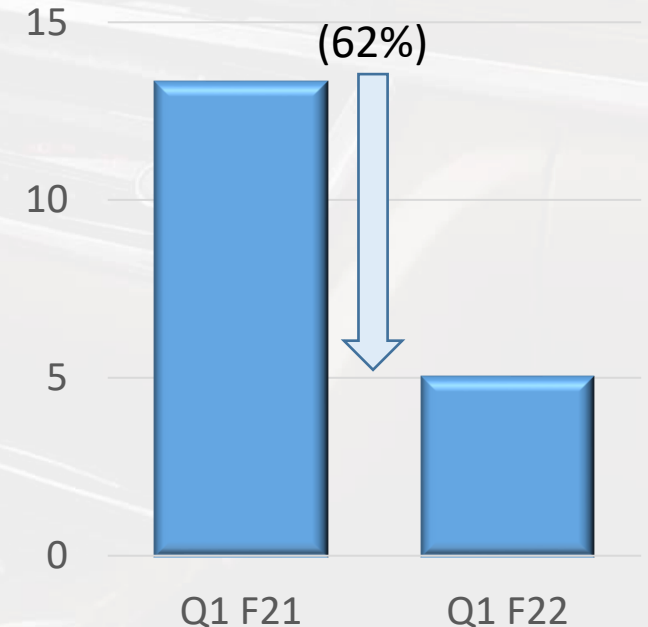


Segment EBITDA Margin



C\$ Millions

Segment EBITDA



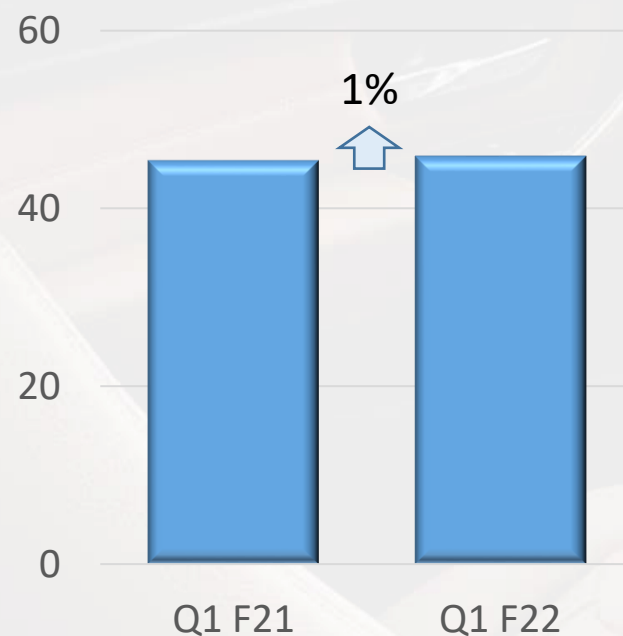
Casting & Extrusion Segment



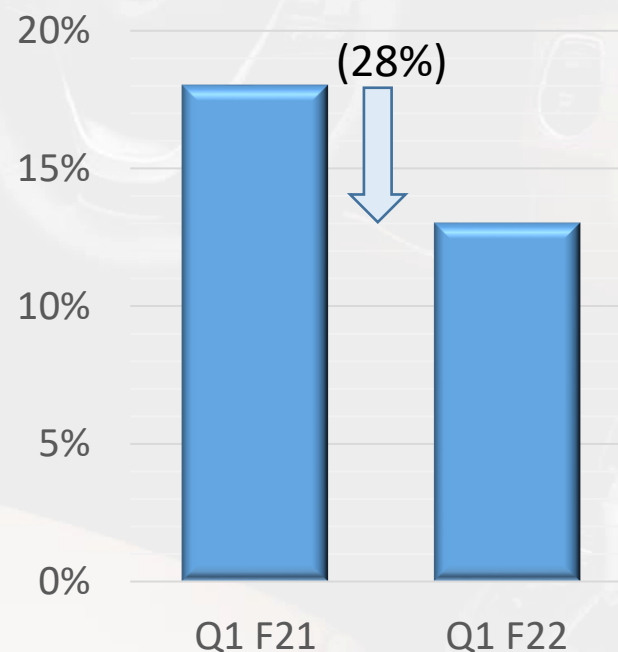
Segment EBITDA up on revenue growth

C\$ Millions

Revenue

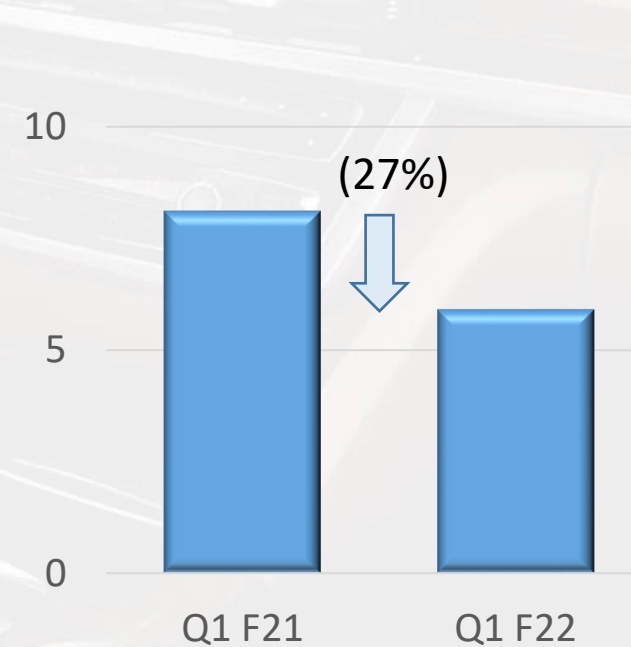


Segment EBITDA Margin



C\$ Millions

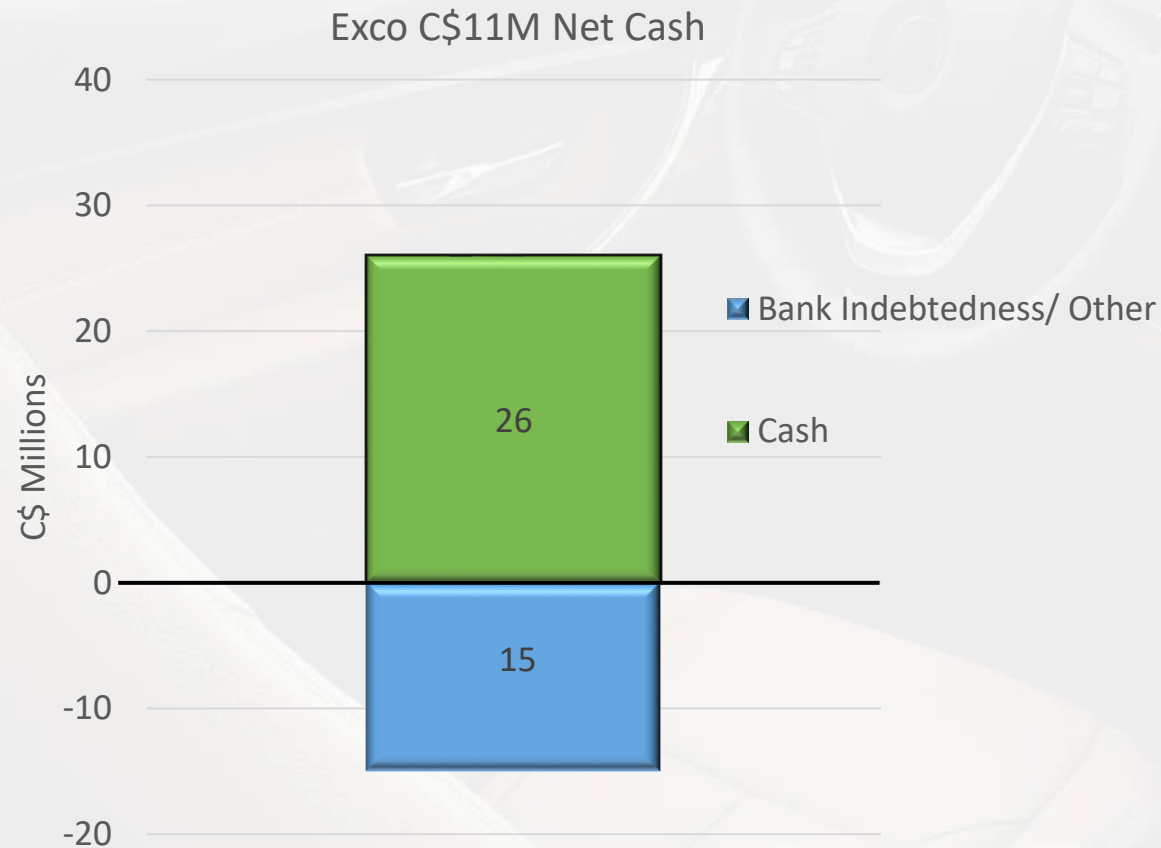
Segment EBITDA



Financial Leverage & Liquidity



Balance Sheet in a \$11M Net Cash Position as at December 31, 2021



- LTM Q1 Fiscal 2022 EBITDA of C\$60M
- C\$50M committed revolver matures February 2023
- Balance sheet cash of \$26M
- Significant cushion to bank facility covenants

Questions





Technologies Limited

