



Technologies Limited



MOULDING

OUR FUTURE

F2017 Annual General Meeting

January 31, 2018



Technologies Limited



MOULDING

OUR FUTURE

Laurie Bennett
Chairman of the Board

Cautionary Statement



Information in this presentation relating to projected growth and financial performance of the Company's business units, contribution of our greenfield business units, margin performance and operating efficiencies are forward-looking statements.

Readers are cautioned not to place undue reliance on forward-looking statements made during this presentation referring to growth and financial performance of the Company's business units, margin, operating improvement, capital expenditures and acquisitions because these plans, intentions or expectations are based on, among other things, assumptions about the number of automobiles produced in North America and Europe, the number of extrusion dies required in North America and South America, the rate of economic growth in North America and Europe and emerging markets, investment by OEMs in drivetrain and structural part architecture and other initiatives intended to reduce fuel consumption and/or the weight of automobiles, weakening raw material prices, continuing economic recovery, capital expenditures and currency fluctuations which may in fact not occur. 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. For a more extensive discussion of Exco's risks and uncertainties see the 'Risks and Uncertainties' section in the 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 and www.excocorp.com.

While Exco believes that the expectations expressed by such forward-looking statements are reasonable, we cannot assure that they will be correct. In evaluating forward-looking information and statements, readers should carefully consider the various factors which could cause actual results or events to differ materially from those indicated in the forward-looking information and statements. Readers are cautioned that the foregoing list of important factors is not exhaustive. Furthermore, 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.



Technologies Limited



MOULDING

OUR FUTURE

Darren Kirk

Executive Vice President
& Chief Operating Officer

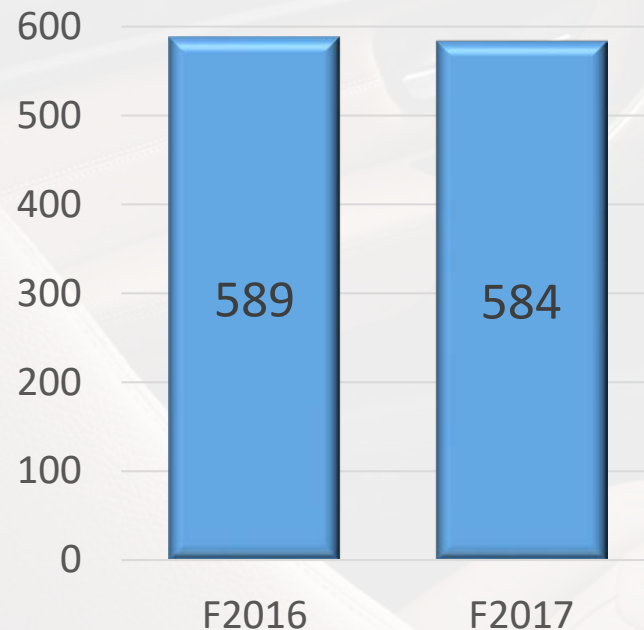
Consolidated Results in F2017



F2017 Revenue, EBITDA & Adjusted EPS mirrored record performance of F2016

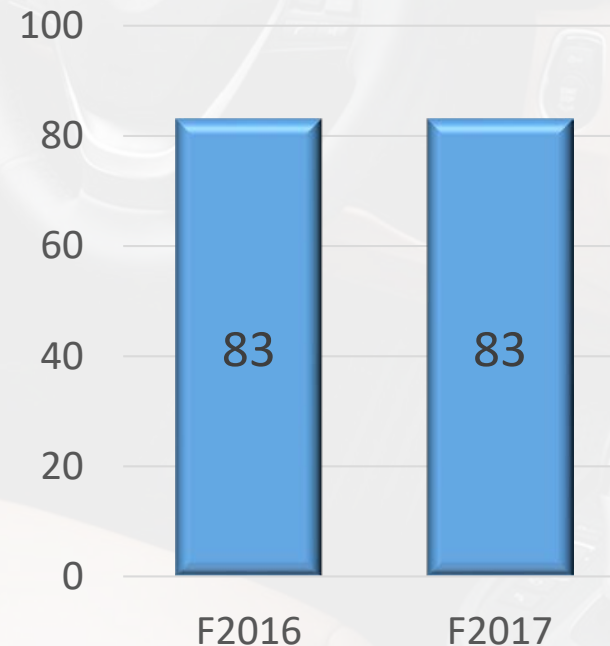
C\$ Millions

Revenue



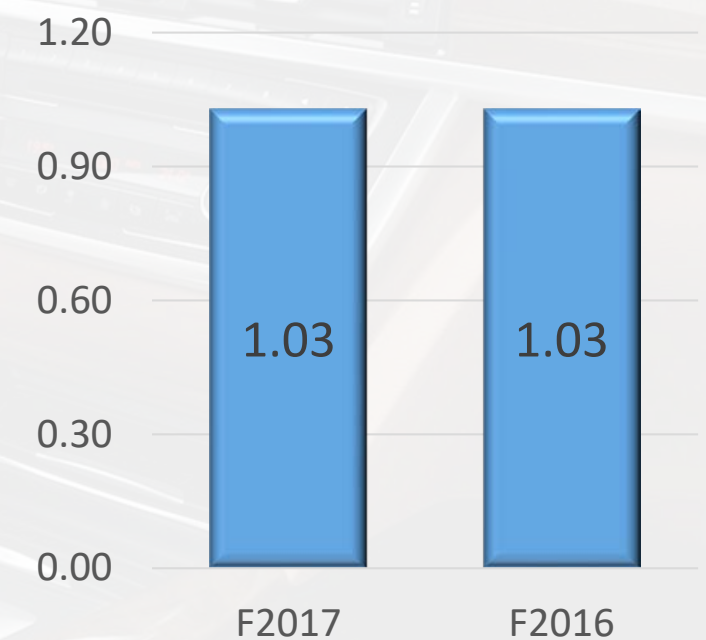
C\$ Millions

EBITDA



C\$

Adjusted EPS*

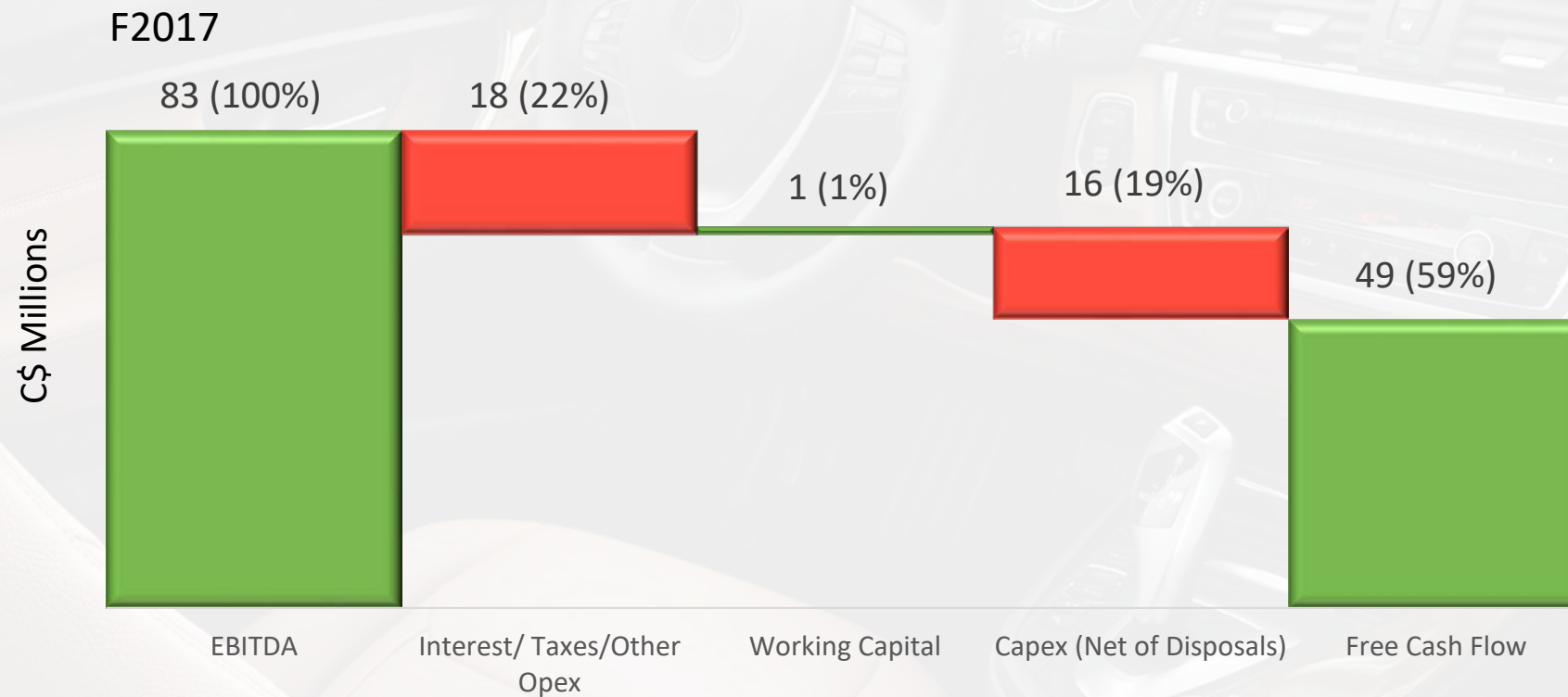


* Adjusted to exclude other income/ expenses (reported EPS for F2016 and F2017 totaled \$1.11 and \$1.00 respectively)

Consolidated Results in F2017



Free cash flow was a record with a conversion rate of almost 60% of EBITDA



Fiscal year ended September 30

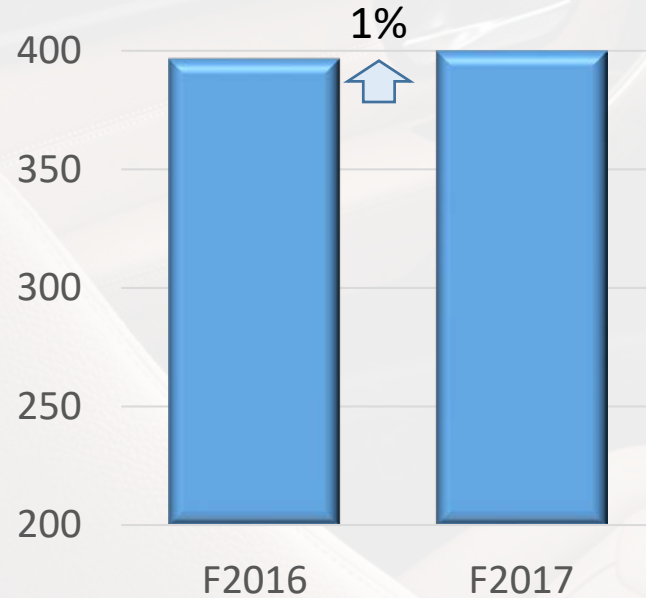
Automotive Solutions Segment



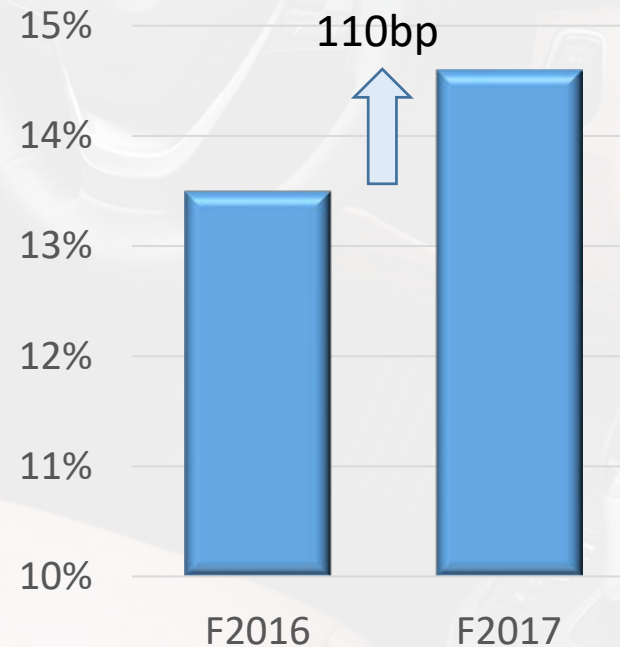
Segment EBITDA growth driven primarily by margin expansion

C\$ Millions

Revenue

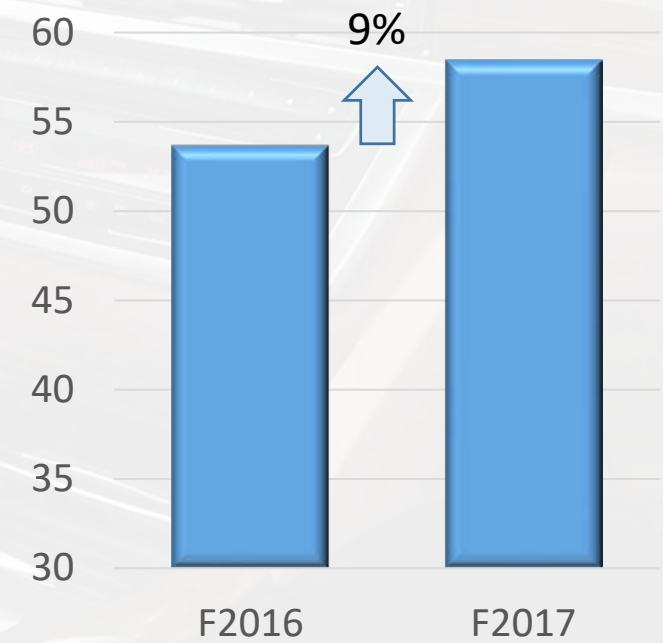


EBITDA Margin



C\$ Millions

EBITDA



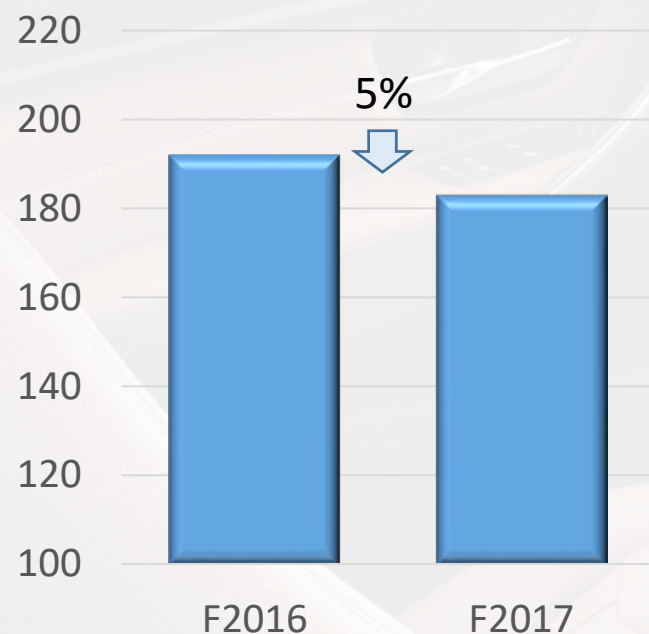
Casting & Extrusion Segment



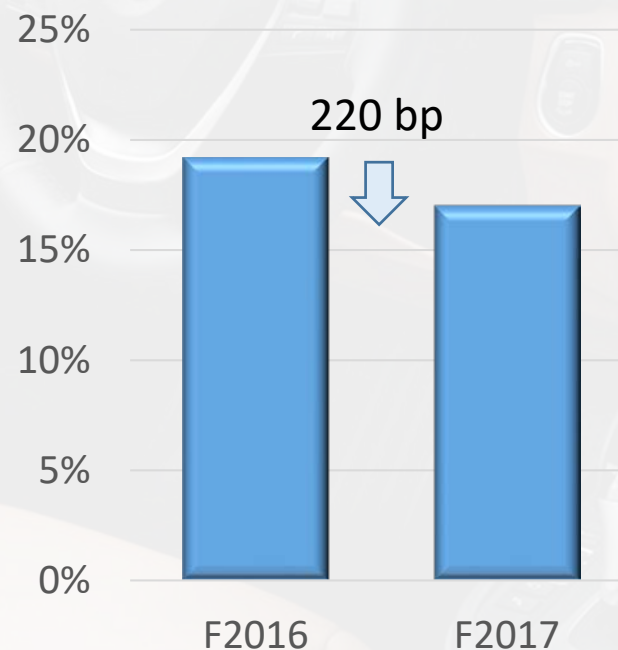
Large Mould group led the segment EBITDA margin lower

C\$ Millions

Revenue

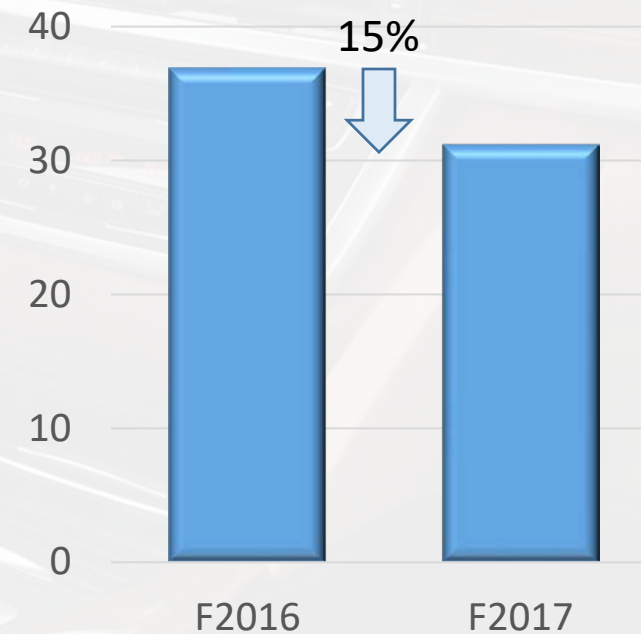


EBITDA Margin



C\$ Millions

EBITDA



Strategic Initiatives



Key Highlights – Automotive Solutions Segment

AFX integration

- Exploring opportunities to leverage leather supplier relationship and leather cutting capabilities for European operations

Leveraging the benefits of our European footprint

- Closer integration of ALC's presence in Eastern Europe and Polydesign's well established presence in Morocco
- Increasing customer and product diversity at ALC to restore profitability

Continued focus on product innovation to drive higher Content Per Vehicle

- Aim is to sustain remarkable CPV CAAG of 26% in N.A. and 40% in Europe since 2012
- Through both organic growth and acquisitions

Strategic Initiatives



Key Highlights - Casting & Extrusion Segment

Advanced Large Mould group capex program towards completion

- Now regularly producing moulds in less than half the time previously; expect further gains
- Incorporating 3D printed components into mould design to achieve superior performance
- Very well positioned to capitalize on both immediate and longer term growth trends

Continued progress on realignment of Extrusion die facilities through Harmonization Project

- Each of the five extrusion plants recorded revenue growth and margin expansion in F2017

Greenfield plants continue to season

- Combined EBITDA of Colombia, Texas, Brazil and Thailand up 100% in F2017 over F2016
- Broken ground on facility to service the local market in Mexico – completion late 2017



Technologies Limited



MOULDING

OUR FUTURE

**Q1 F2018
Results**

Q1 F2018 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

Segment Results Impacted by a Number of Factors:

- Closure of ALC's operations in South Africa and Lesotho together with run-off of BMW 5-Series program
 - Together these factors reduced revenues by \$11 million; year/ year impact now essentially absorbed
- Lower North American vehicle production volumes (particularly as it relates to passenger cars) as OEM's re-implement seasonal production patterns in response to modestly lower US SAAR
- Continued impact of inventory destocking, which can occur at the front end of production declines
- Isolated pricing and raw material cost pressures
- Timing of program completion/ launches
- Expenses related to the re-positioning of ALC
- Unfavorable foreign exchange rate movements; stronger Euro and weaker USD

Q1 F2018 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

North America (Polytech, Neocon, AFX)

- Lower overall vehicle production – down 7% compared to Q1 F2017
 - Passenger car production down 20%; truck (including SUV/ CUV) flat
 - Mix roughly 2/3rd trucks and 1/3rd passenger cars
- Segment revenue exposure roughly 50%/50% between car and truck overall
 - AFX approximately 85% car exposure; Polytech and Neocon about 80% SUV/ CUV exposure
- Weaker USD reduced segment revenues by \$2.6 million and EBITDA by \$0.8 million
- Polytech, Neocon and AFX recorded lower organic results
- New product initiatives and bidding activity remain decent
- N.A. vehicle production expected to be up 2% in C18 vs C17 per IHS (C17 was down 4% vs C16)

Q1 F2018 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

Europe (ALC and Polydesign)

- Western Europe vehicle production growth remains firm at around +2%
- Polydesign continues to grow strongly with expenses normalizing after a particularly robust F2017
- Focused on diversifying ALC towards higher margin activities
 - Leveraging Polydesigns' customers, capabilities and products; strategic location
 - Tangible progress with recent contract wins; launching E6.5 million in new programs (annualized) through remainder of 2018
 - Audi A5 seat cover volumes remain disappointing; continue to evaluate alternatives
 - Mini production volumes generally stable although sales modestly lower in Q1 due to mix
- Stronger Euro inflated top line by \$1.9 million, but limited impact on profitability given ALC losses

Q1 F2018 Operations Overview



Key Highlights in the Quarter – Casting & Extrusion

Large Mould Group

- Large mould group results continued to experience pressure due to reduced volumes and diminished margin profile given a continuing number “first-off” jobs
- Manufacturing upgrade project essentially complete:
 - All machines and robot tooling wall operational
 - Component production time down significantly
 - Approximately 2/3rds of insert volume now running through new manufacturing cell
 - Expect further improvement over time
 - Headcount mostly stable although outsourcing has reduced
- Additive manufacturing capability providing a clear benefit

Q1 F2018 Operations Overview



Key Highlights in the Quarter – Casting & Extrusion

Large Mould Group (cont'd)

- New orders for the group totalled a very robust \$18.5M in the quarter, boosting backlog to \$31.3M
 - New contracts are generally at more favorable pricing relative to last couple of years
 - Mix is significantly skewed to repeat moulds; limited amount of “first-off” work
 - Ability to meet shortened delivery time requirement a key aspect to recent award wins
 - Good portion of recent awards were existing programs taken from competitors
 - Quoting activity remains very strong; additional \$8.5M in orders signed since Jan 1/18
- Strong and growing book of business with improved margin mix and less “ first-off” dies together with efficiency benefits expected to result in improved sales and profitability through the remainder of 2018
- Group expected to be running near capacity starting early Q2F18 through remainder of year

Q1 F2018 Operations Overview



Key Highlights in the Quarter – Casting & Extrusion

Extrusion Group

- Results continue to improve as plant harmonization initiative takes shape
 - Lower cost structure, improved product flow and enhanced quality leading to market share gains and modest pricing power
 - Plenty of opportunity left to realize further gains
- Four/ five plants recorded year over year top and bottom-line growth for the quarter

Castool Group

- Group sales notably higher yr/ yr as capital equipment sales rebounded from a soft F2017
- Castool 180 (Thailand) sales increased by over 60%; has clearly reached sustained profitability
- Focused on a number of initiatives to counter rising raw material costs

Q1 F2018 Operations Overview



Market Conditions; Outlook

- N.A. vehicle production expected to grow modestly in C2018 following adjustment in C2017
- European economic conditions encouraging; vehicle production growth of +2% expected to continue
- ALC/ Polydesign facilities benefiting from co-marketing efforts and robust auto industry in Morocco
- Steady launch of new product/program offerings supports increasing content per vehicle
- Large mould results expected to improve given backlog strength and realization of efficiency initiatives
- Extrusion group results benefiting from realignment activities; continued progress expected
- Market fundamentals for Castool's products remains strong; focused on raw material cost inflation
- Greenfield operations continue to season with very positive earnings trajectory
- Well positioned to manage any change from trade deals, EPA regulations and FX movements
- Strong cash flow and balance sheet supportive of future M&A and/or share repurchase activity
- Exco expects to return to adjusted earnings per share growth in F2018



Technologies Limited



MOULDING

OUR FUTURE

Drew Knight
Chief Financial Officer

Q1 F2018 Financial Overview



Consolidated Results Versus Prior Year Period

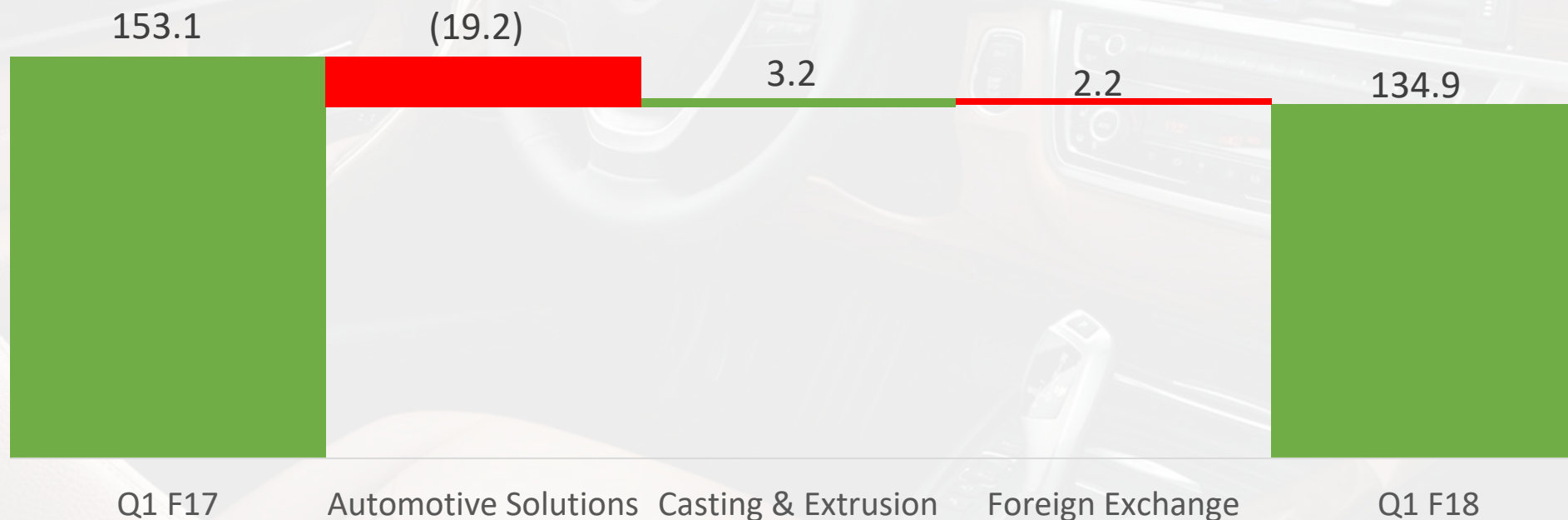
- Revenue of \$134.9 million; down \$18.2 million or 12% mainly due to known factors at ALC and lower N.A. vehicle production volumes
- EBITDA down \$6 million, or 26% to \$17.3 million mainly due to lower sales and margin erosion in Automotive Solutions segment, including \$1 million of increased losses at ALC
- Casting and Extrusion segment results were mostly flat before FX movements
- FX movements reduced consolidated revenue by \$2.2 million and EBITDA by \$1.3 million
- EPS of \$0.21 per share versus \$0.30 per share (adjusted for Lesotho closure costs) prior year quarter
- Generated free cash flow of \$2.5 million in the quarter
 - Lighter than normal FCF due to elevated capex in the quarter; total capex for the year unchanged
- Tax rate 26.0% – favorable impact of lower US tax rate and profit shift towards lower tax rate jurisdictions
- Net debt/ EBITDA of 0.2x; strong liquidity

Q1 F2018 Financial Overview



Consolidated Revenue Reconciliation

C\$ Millions

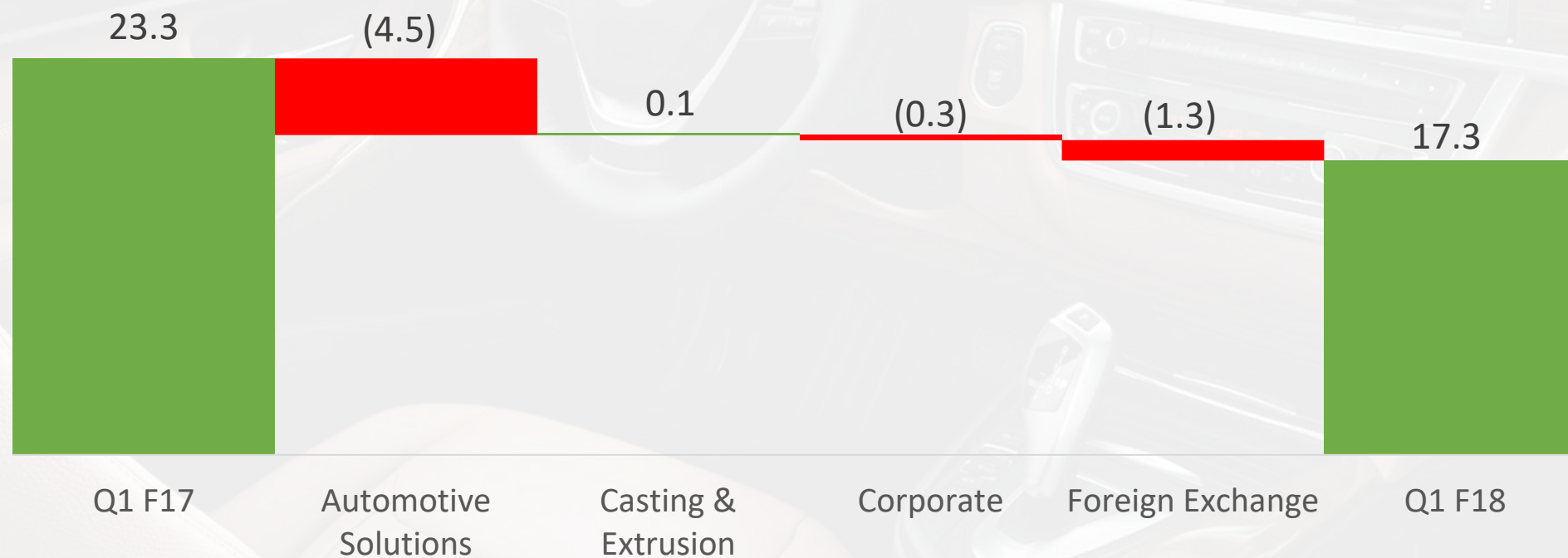


Q1 F2018 Financial Overview



Consolidated EBITDA Reconciliation

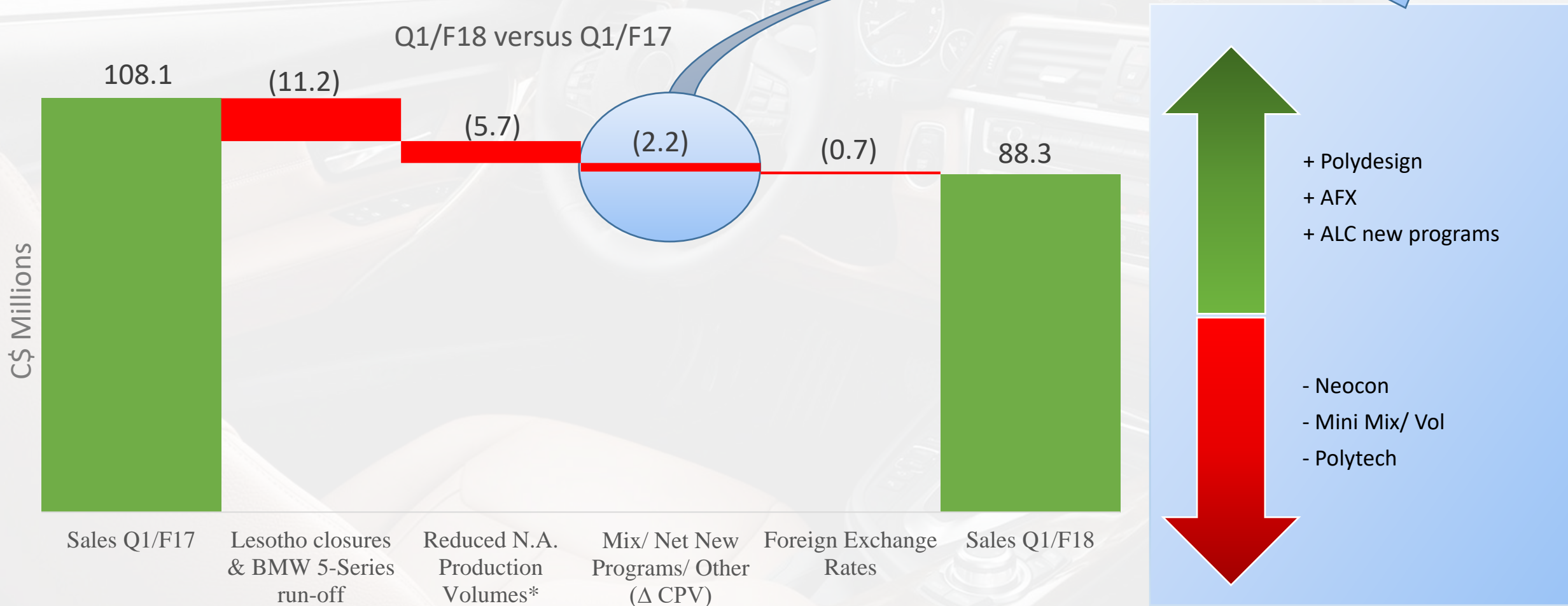
C\$ Millions



Q1 F2018 Operations Overview



Automotive Solutions Segment - Revenues



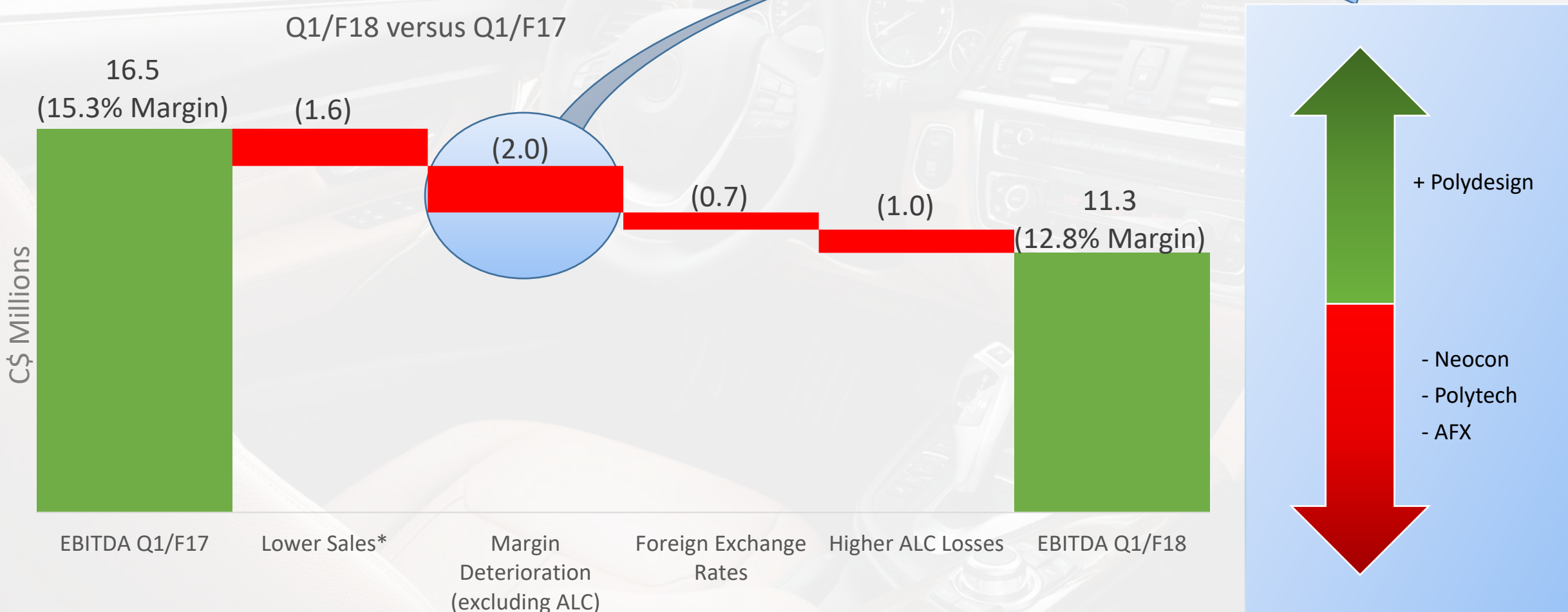
*Revenue for each NA business changed by same percentage as weighted exposure to overall car/ truck production changes

Q1 F2018 Operations Overview



Automotive Solutions Segment - EBITDA

Q1/F18 versus Q1/F17

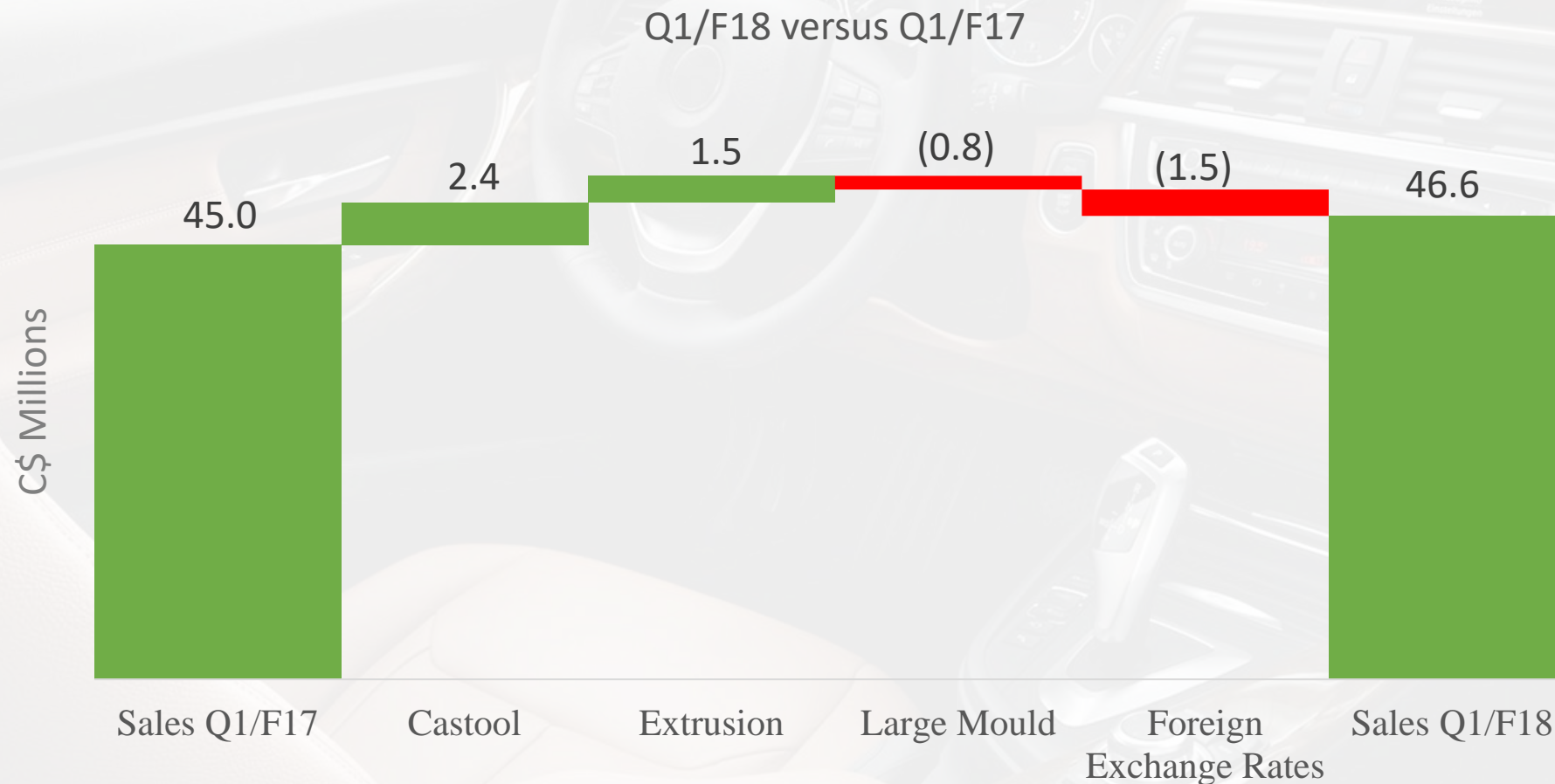


*EBITDA for each business changed by same percentage as FX adjusted sales from prior year quarter

Q1 F2018 Operations Overview



Casting and Extrusion Segment - Revenues



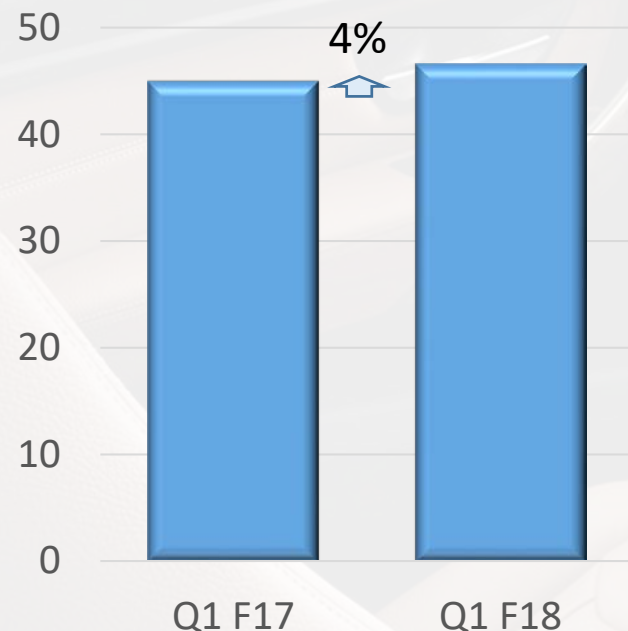
Casting & Extrusion Segment



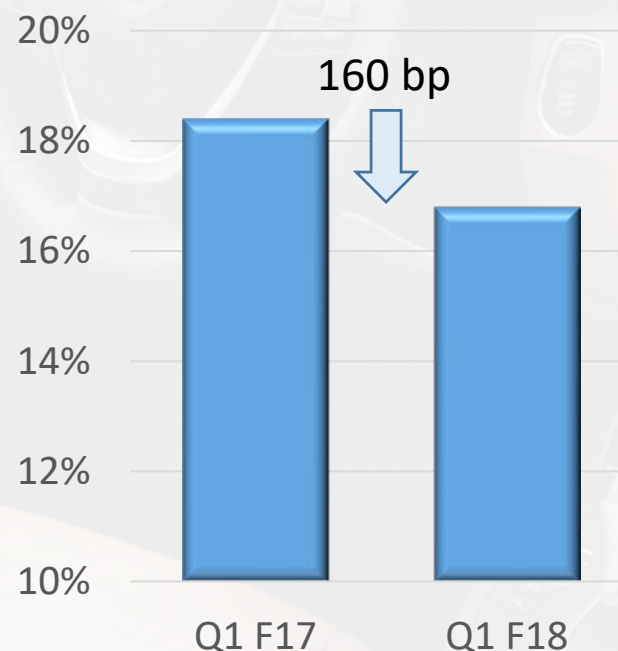
Segment EBITDA was driven lower by margin weakness

C\$ Millions

Revenue

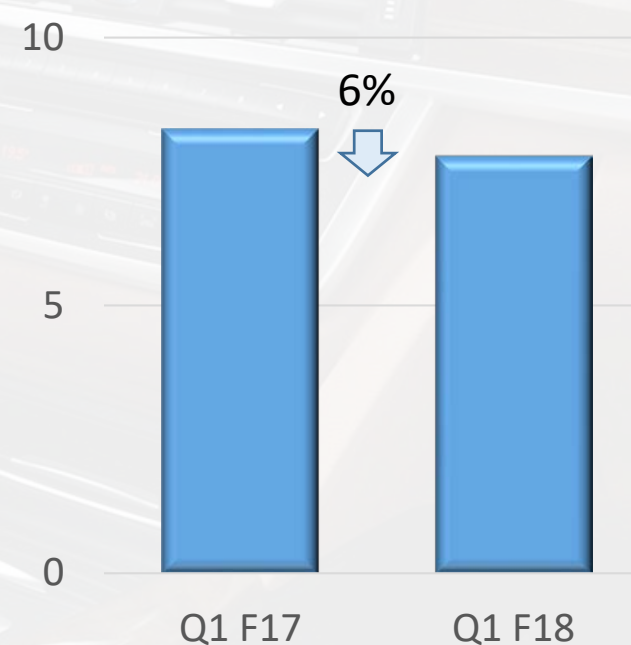


Segment EBITDA Margin



C\$ Millions

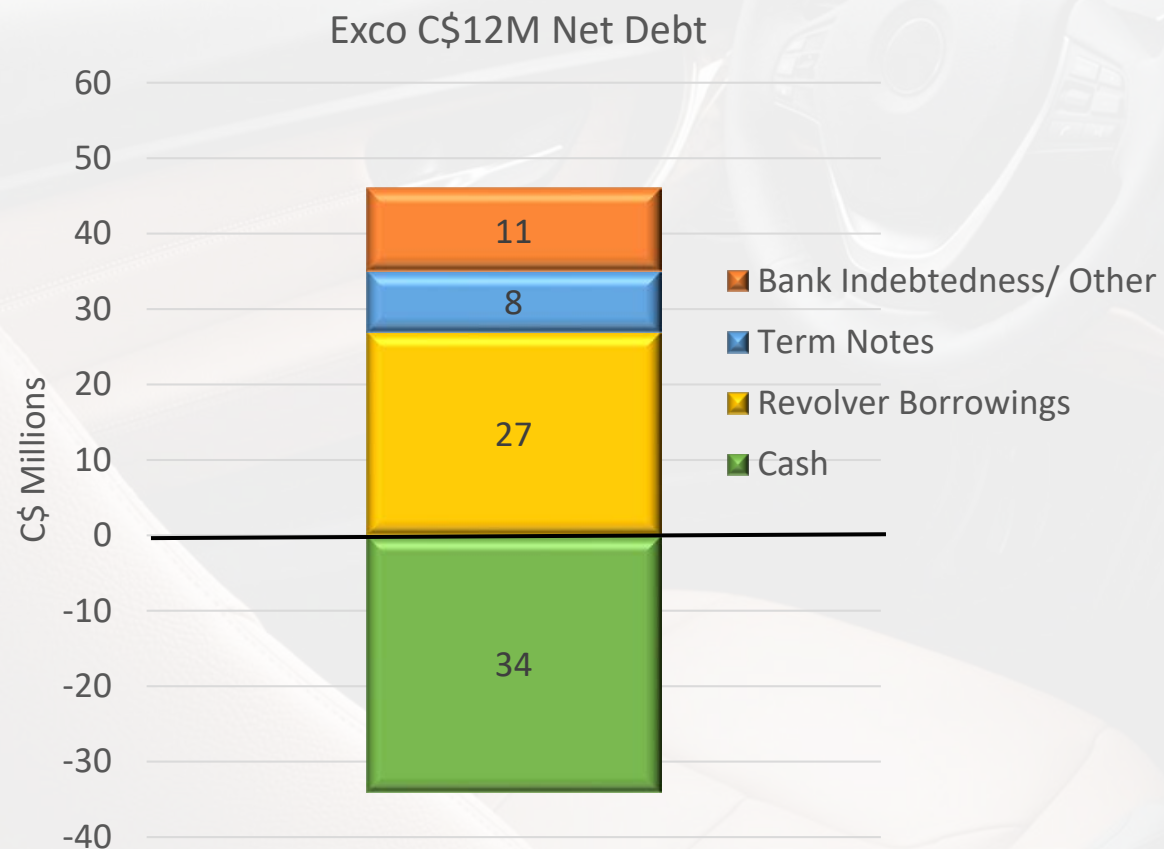
Segment EBITDA



Financial Leverage and Liquidity



Net Debt/ LTM Q1F17¹ Pro-Forma EBITDA of 0.2x



- LTM Q1F17 Pro-Forma EBITDA of C\$77M
- C\$50M committed revolver matures February 2019; \$20M available
- Balance sheet cash of \$34M
- Consistent free cash flow generation
- Near term free cash flow will be directed towards debt repayment, increasing cash reserves and share repurchase activity

¹Last twelve months ended December 31, 2017



Technologies Limited



MOULDING

OUR FUTURE

Brian Robbins
President and CEO

Large Mould Group



Video

2017 Recipient

Richard Dunn

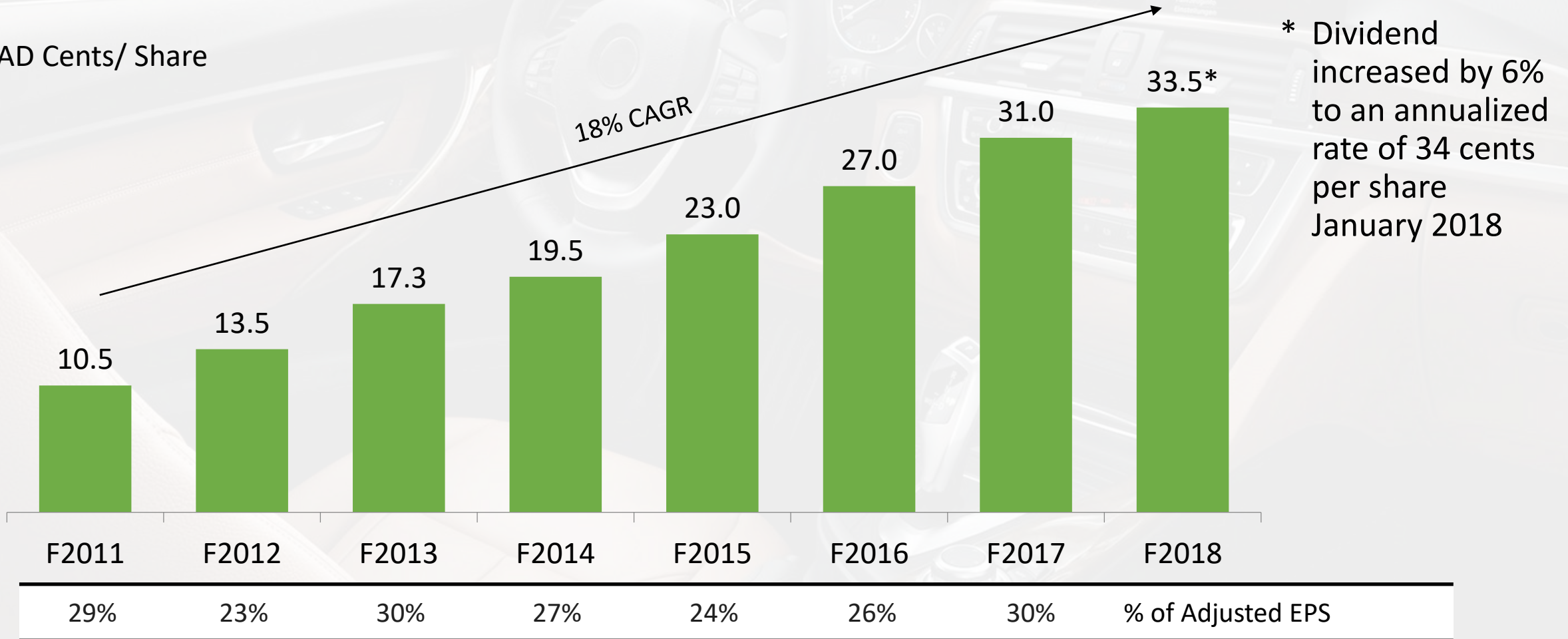
Plant Manager
Large Mould Group

Dividend



Sustained dividend growth in-line with earnings improvement over time

CAD Cents/ Share



Questions





Technologies Limited



MOULDING

OUR FUTURE