



Technologies Limited



F2018 Annual General Meeting

January 30, 2019



Technologies Limited



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, raw material prices, general economic conditions, capital expenditures and currency fluctuations. 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



Laurie Bennett
Chairman of the Board



Technologies Limited



Darren Kirk
Chief Executive Officer

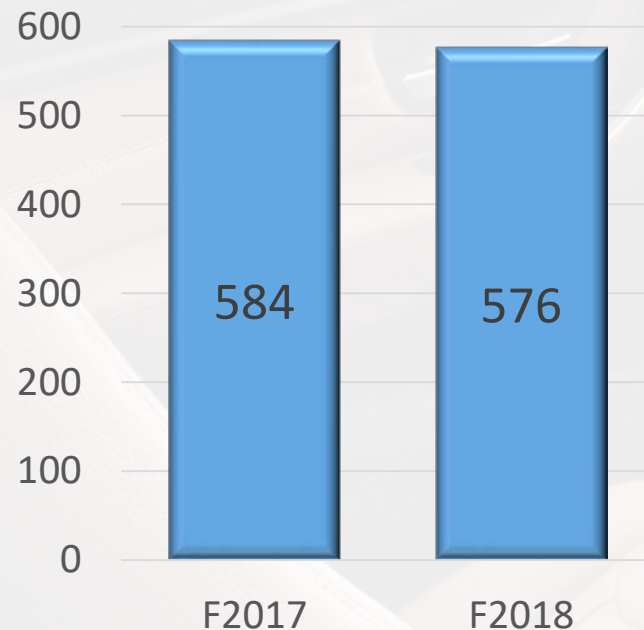
Consolidated Results



F2018 Revenue, EBITDA & Adjusted EPS modestly below prior year results

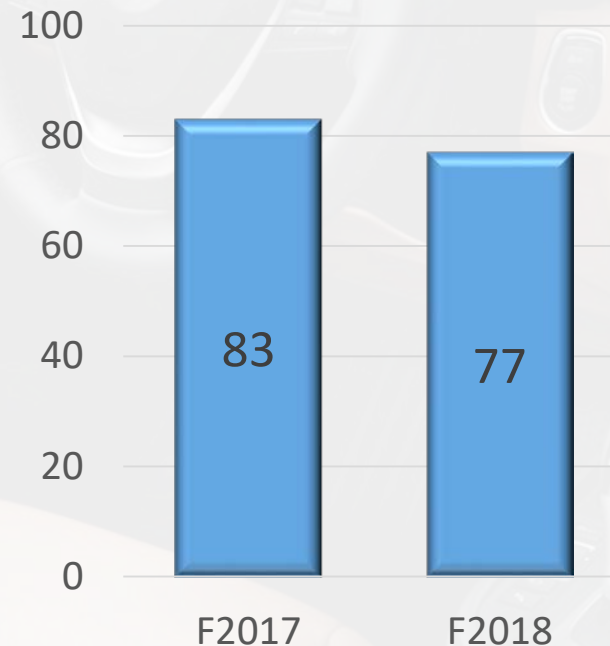
C\$ Millions

Revenue



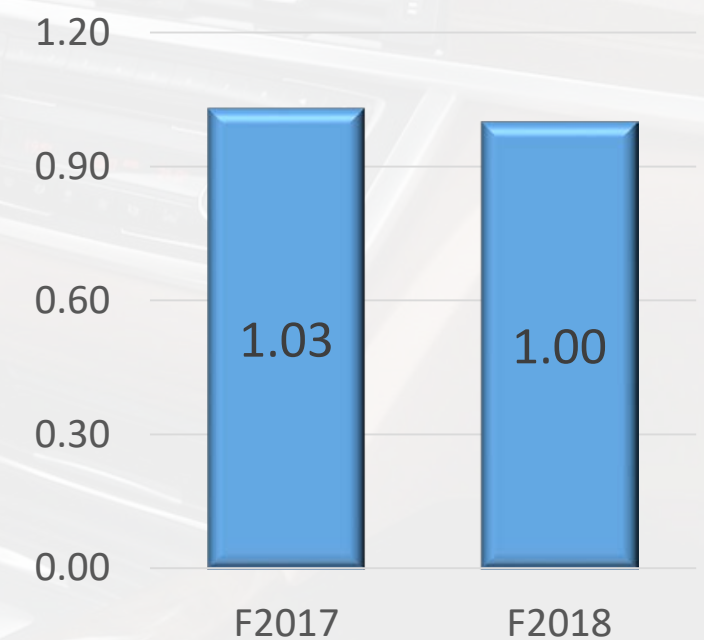
C\$ Millions

EBITDA



C\$

Adjusted EPS*

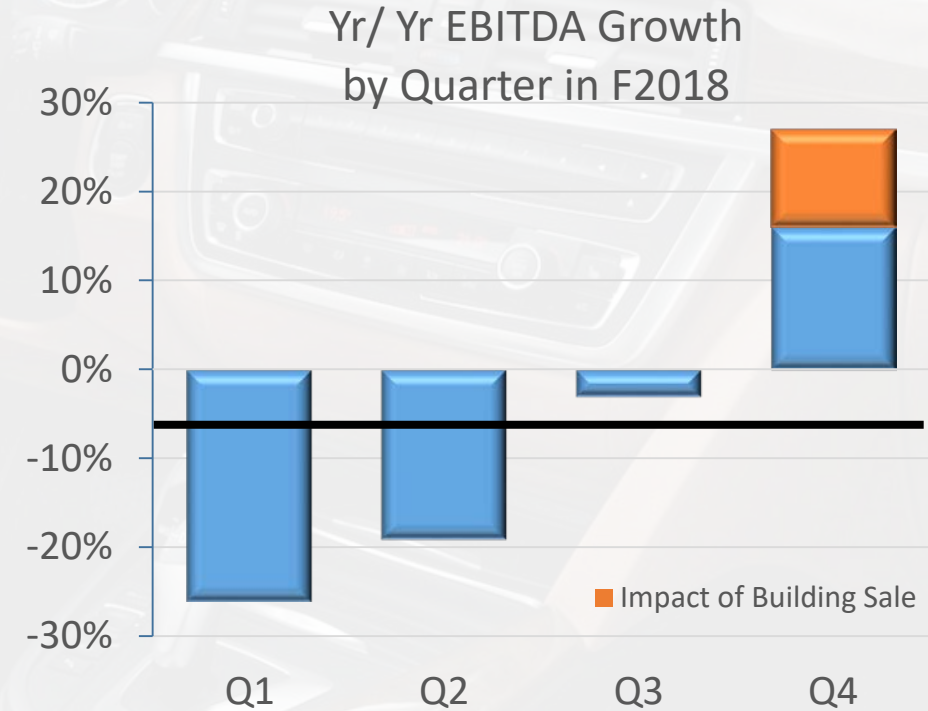
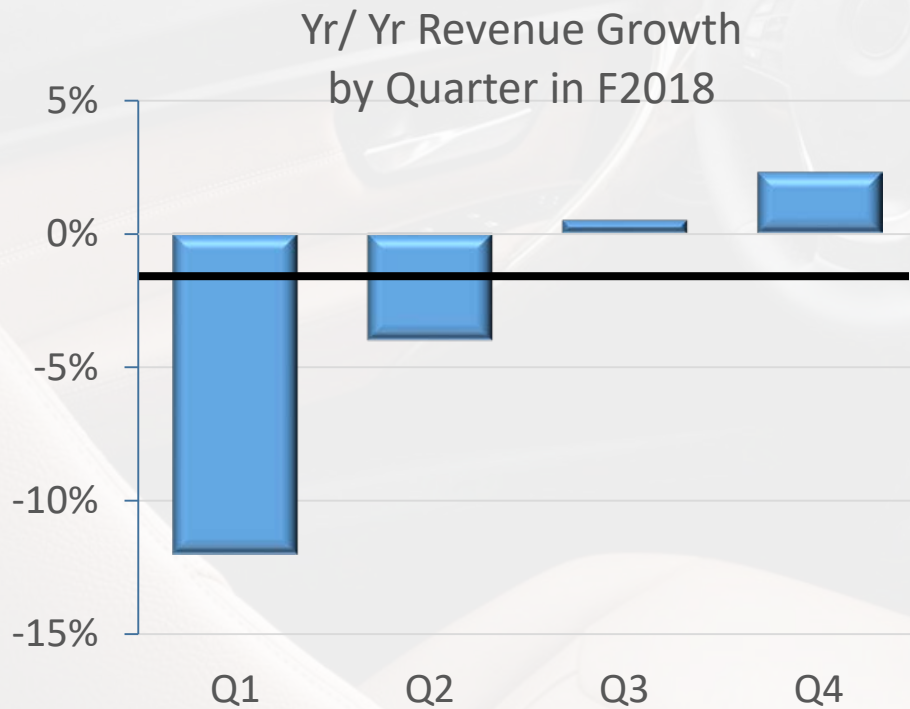


*Adjusted to exclude other income/ expenses net of taxes (reported EPS was \$1.00 in F2017 and \$1.00 in F2018)

Consolidated Results



Sequential improvement in year over year trends in both revenue and EBITDA



— Average growth for the year

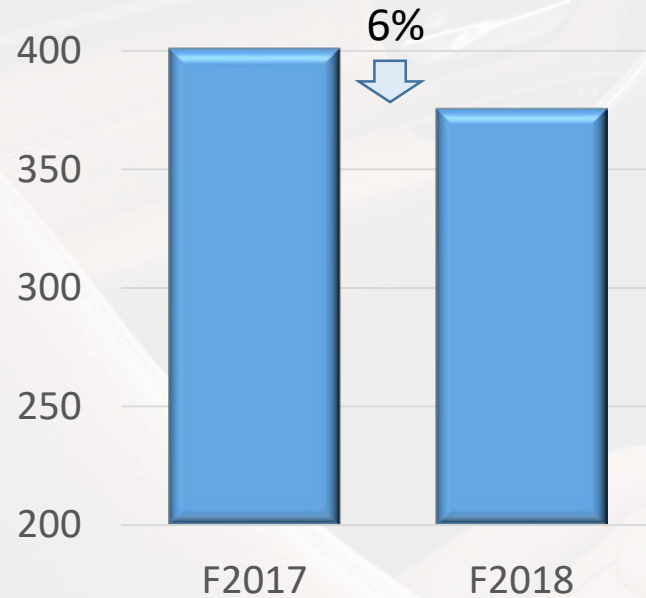
Automotive Solutions Segment



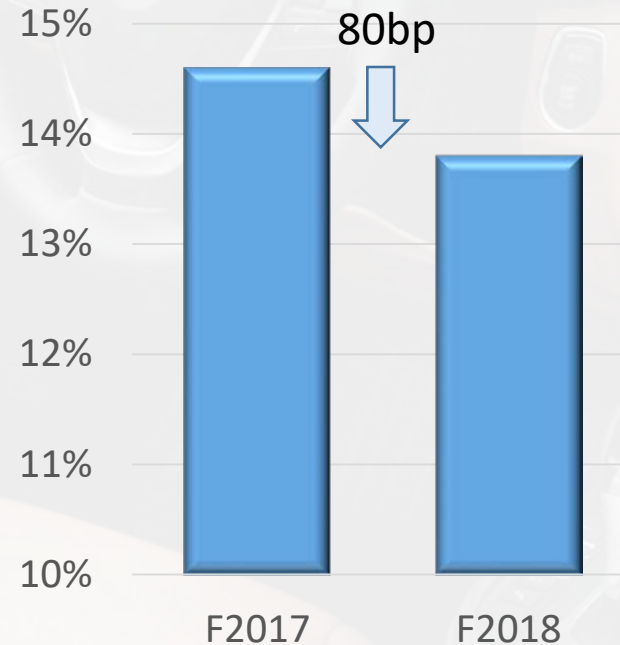
Segment EBITDA pressured by lower revenues and modest margin compression

C\$ Millions

Revenue

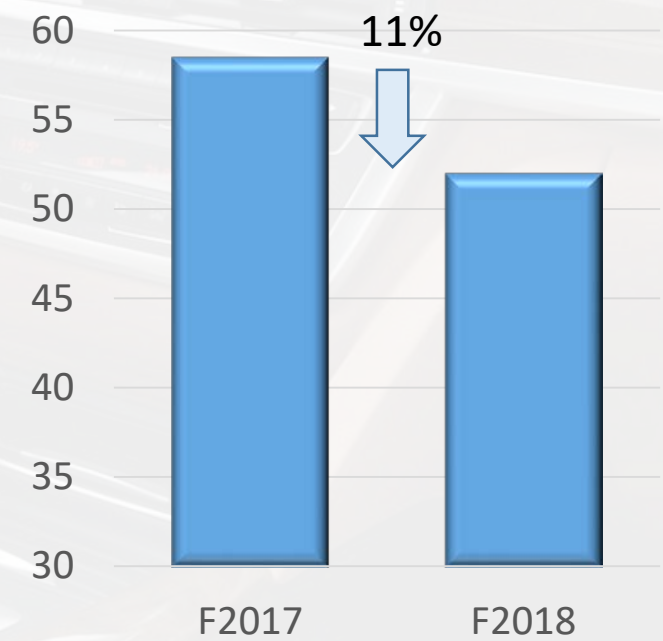


EBITDA Margin



C\$ Millions

EBITDA



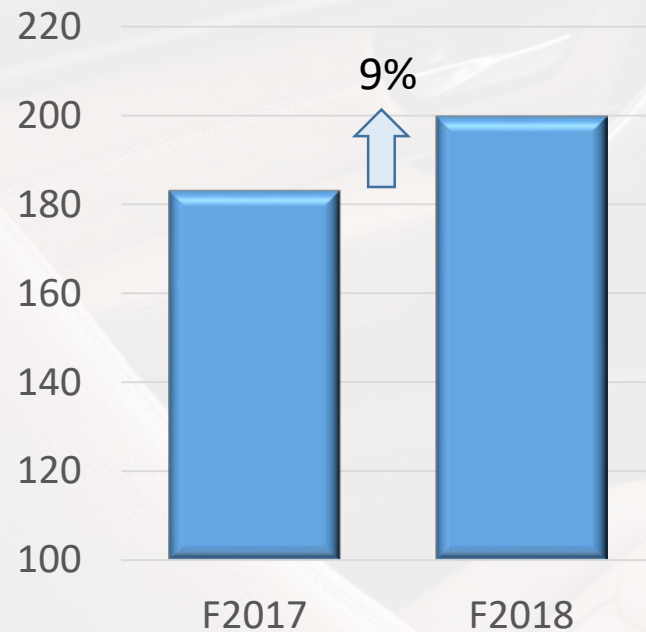
Casting & Extrusion Segment



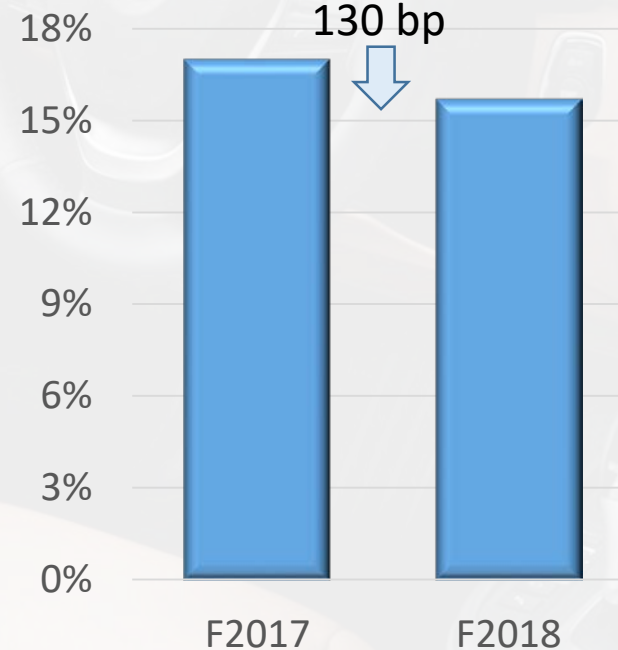
Revenue growth offset margin pressure, resulting in relatively stable EBITDA

C\$ Millions

Revenue

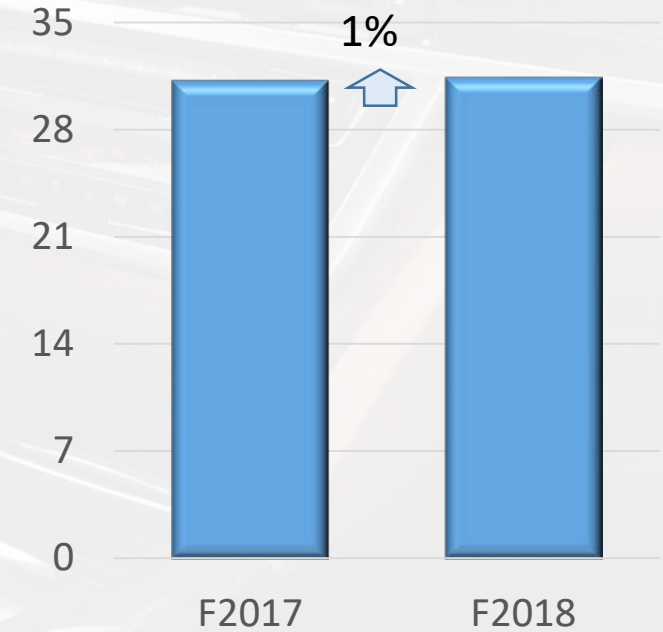


EBITDA Margin



C\$ Millions

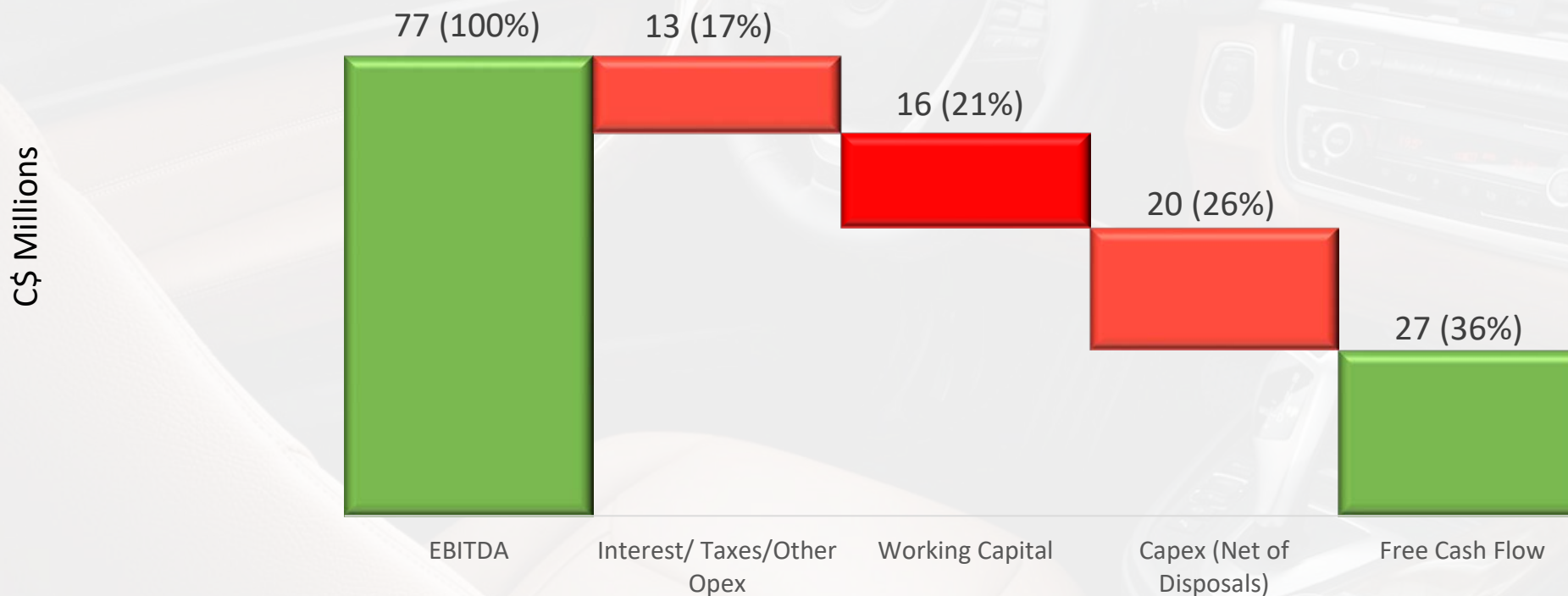
EBITDA



Consolidated Results in F2018



Free cash flow remained robust despite sizeable working capital use



Strategic Initiatives and Fundamentals



Key Highlights – Automotive Solutions Segment

Continued focus on product innovation to drive higher Content Per Vehicle profitably

- Innovative portfolio of products continues to expand across more vehicles/ customers
- Targeting higher margin opportunities and controlling cost inflation
- Growth through both organic means and selective acquisitions
- Expect relatively stable vehicle production volumes in North America & Europe in C2019

Consolidating European opportunities at Polydesign

- ALC operations ceased in January 2019
- Focused on high margin opportunities and expanding Moroccan operations to capture robust growth potential

Strategic Initiatives and Fundamentals



Key Highlights - Casting & Extrusion Segment

Large Mould group has turned a corner

- New manufacturing cell handling majority of insert volumes – significantly more efficient
- Incorporating 3D printed components into mould design to achieve superior performance

Realignment of Extrusion die facilities through Harmonization Project essentially complete

- Extrusion group profits up sharply in F2018; further growth expected in F2019

Greenfield plants continue to season

- Combined EBITDA of Colombia, Texas, Brazil and Thailand up 40% in F2018 over F2017
- New Extrusion facility in Mexico will be operational in March 2019

Castool, Large Mould and Extrusion groups all very well positioned to capitalize on both immediate and longer term growth trends in the aluminum space



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Q1 F2019
Results

Q1 F2019 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

Europe (ALC and Polydesign)

- ALC operations ceased in January 2019 and voluntarily filed a liquidation petition
 - Trustee expected to be appointed near term to liquidate the company
 - Q2 F19 results will continue to consolidate ALC activity until trustee is appointed, but will have no further material impact on Exco consolidated net income, EPS or shareholder's equity
- Polydesign continues to grow strongly
 - Influx of quoting activity for take-over business due to tight labour markets in Eastern Europe
 - Selectively focused on higher margin opportunities
 - Have ended all BMW Mini-seat cover production previously sub-contracted from ALC providing some near-term capacity
 - Continuing to pursue additional building although most of spending will now likely occur in F2020

Q1 F2019 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

North American Operations (AFX, Polytech and Neocon)

- Industry North American vehicle production volumes flat in the quarter versus prior year
- North American platform exposure now roughly in line with the industry (70% SUV/Truck and 30% cars)
- Isolated pricing and raw material cost pressures continue, although much less pronounced than in F2018
- New product initiatives and bidding activity remain very decent; product portfolio well positioned
- Focused on higher margin opportunities
- Jan 2019 Mexico Union wage settlement will modestly dampen segment profitability beginning Q2/F19

Q1 F2019 Operations Overview



Key Highlights in the Quarter – Casting & Extrusion

Large Mould Group

- Large mould group results benefiting from efficiency improvement related to prior capex spend
 - Vast majority of insert volume going through new manufacturing cell
- F19 order mix is significantly skewed to rebuild work; limited amount of “first-off” work
- Prior loss-making jobs nearing completion; about \$1M of remaining revenues at no margin left to be realized
- Industry pricing remains stable
- Backlog and bidding activity remain solid; ongoing dialogue with new potential customers
- Additive manufacturing capability providing a clear benefit

Q1 F2019 Operations Overview



Key Highlights in the Quarter – Casting & Extrusion

Extrusion Group

- Plant harmonization initiative essentially complete; plenty of opportunity to realize further gains
- Profitability growth in the quarter hampered by temporary inefficiencies at one plant
- North American market conditions remain very strong despite higher costs due to tariffs
- Focused on making Brazil profitable and starting up Mexico

Castool Group

- Innovative portfolio of products – gaining market share
- Equipment sales continue to improve
- Demand for consumable components in both Extrusion and Die-Cast markets firmer
- Exploring opportunities to add a third plant with proximity to Europe to better penetrate that market

Q1 F2019 Operations Overview



Market Conditions; Outlook

- N.A. and European vehicle production expected to remain relatively stable in C2019
- Polydesign facilities benefiting from influx of quoting activity in Morocco as production moves from Eastern Europe due to cost inflation
- Steady launch of new product/program offerings supports increasing content per vehicle
- Large mould results to improve on favorable product mix and realization of efficiency initiatives
- Extrusion group results benefiting from realignment activities and solid market conditions
- Castool's product portfolio very well positioned – reviewing investment opportunities in/near Europe
- Greenfield operations continue to season with very positive earnings trajectory; Mexico will be operational in March 2019
- 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



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Drew Knight
Chief Financial Officer

Q1 F2019 Financial Overview



Consolidated Results Versus Prior Year Period

- Consolidated revenue of \$142.1M; up \$7.2M or 5%
 - Automotive Solutions segment revenues down \$1.3M, Casting & Extrusion segment C&E up \$4.6M, FX increased revenues by \$4.0M
- Consolidated EBITDA of \$18.6M; up \$1.3M or 8%
 - Automotive Solutions EBITDA down \$0.5M, C&E up \$0.3M, FX increased EBITDA by \$1.3M
- Casting and Extrusion segment revenues up 10% and EBITDA higher by 3% (both before FX moves)
- Automotive Solutions segment revenues down 1% and EBITDA down by 5% (both before FX moves)
- ALC PTP losses of \$2.2M (\$0.05 per share) versus loss of \$1.5M (\$0.03 per share)

Q1 F2019 Financial Overview



Consolidated Results Versus Prior Year Period

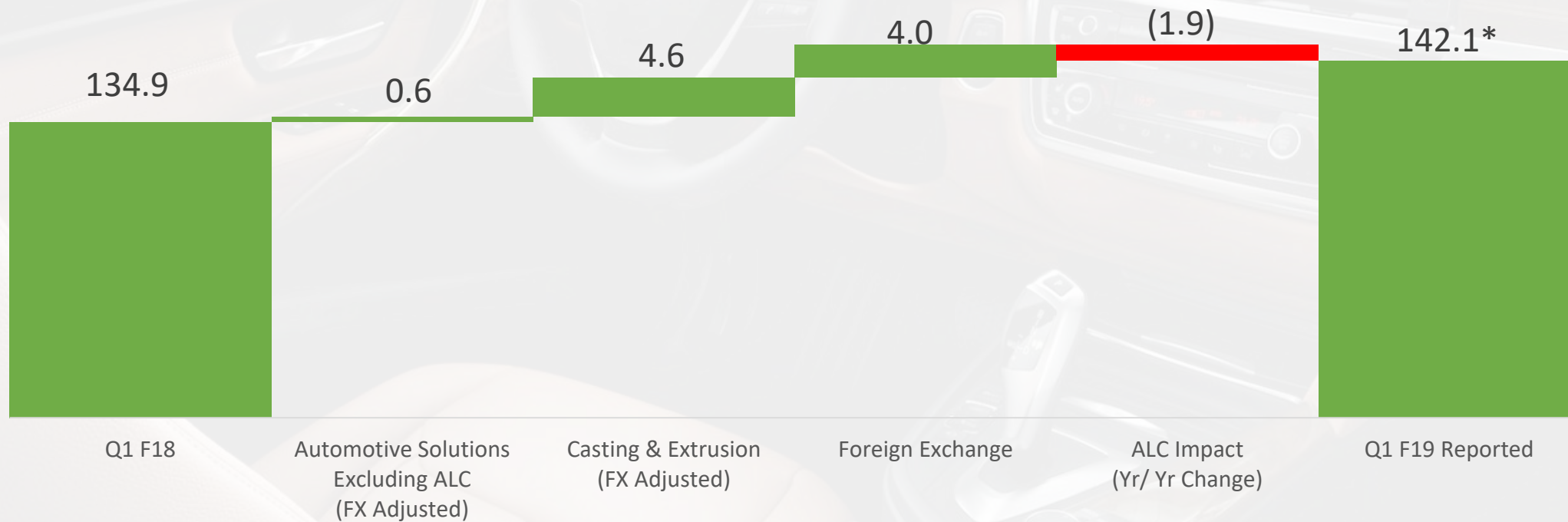
- Write-off of remaining ALC equity cost \$6.1M (\$0.15 per share)
- EPS of \$0.09 versus \$0.21; Adjusted EPS \$0.24 versus \$0.21
- Free cash flow of (\$3.9) million in the quarter; lower than usual due to working capital swings
- Repurchased \$3.9 million of shares during quarter
- Balance sheet in a \$12.3 net debt position including \$4.2M of net debt at ALC

Q1 F2019 Financial Overview



Consolidated Revenue Reconciliation

C\$ Millions



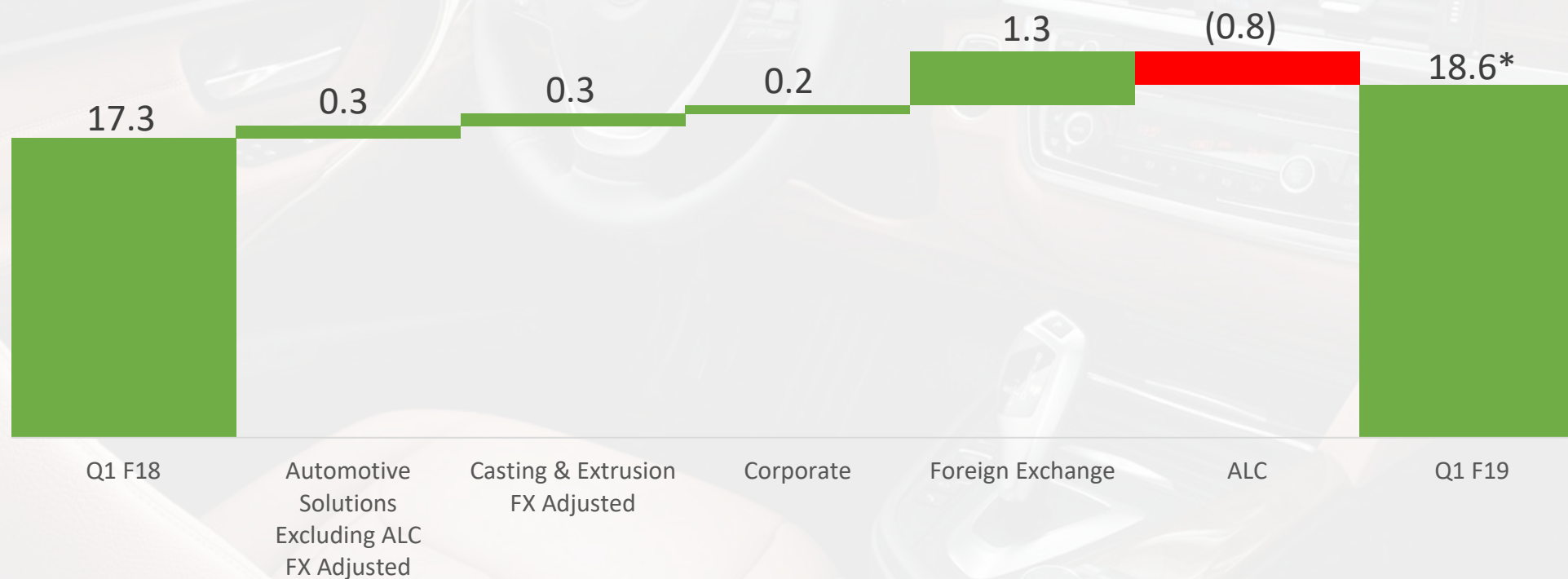
* Q1 F19 Revenue excluding ALC was \$122.3M

Q1 F2019 Financial Overview



Consolidated EBITDA Reconciliation

C\$ Millions



* Q1 F19 EBITDA excluding ALC was \$20.6M

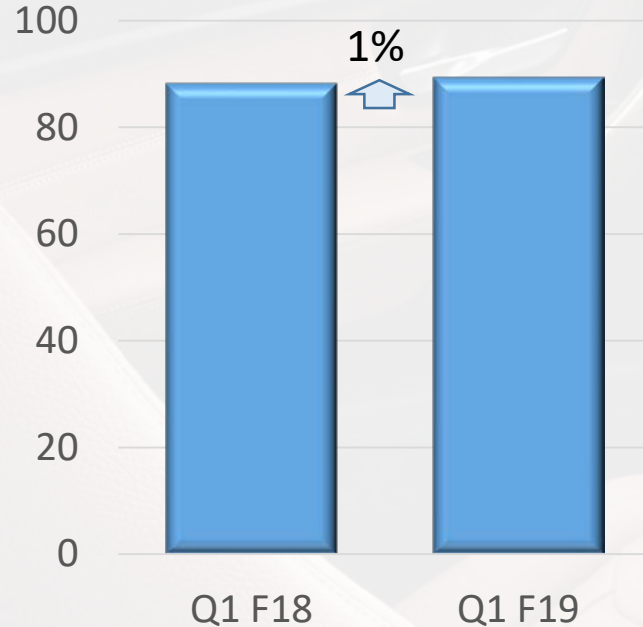
Automotive Solutions Segment



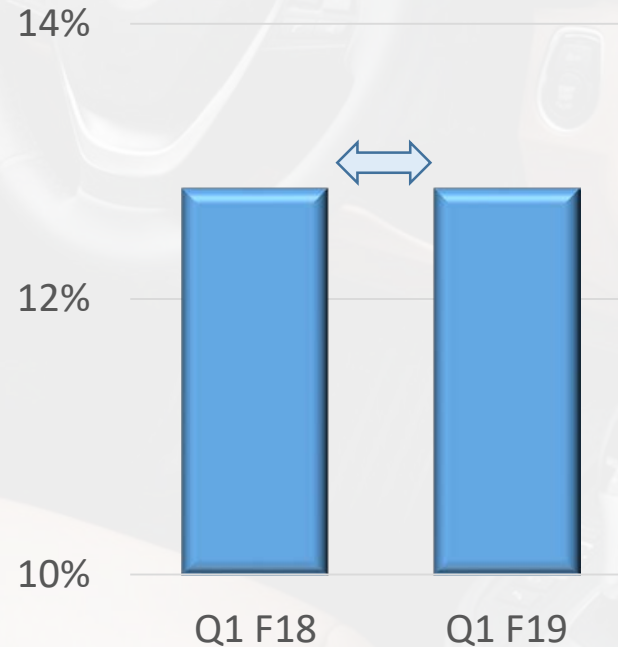
Key financial measures largely consistent year over year

C\$ Millions

Revenue

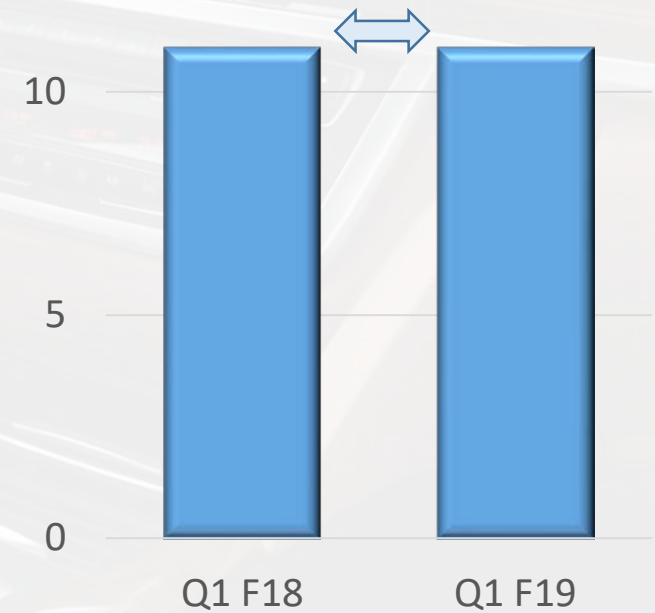


Segment EBITDA Margin



C\$ Millions

Segment EBITDA



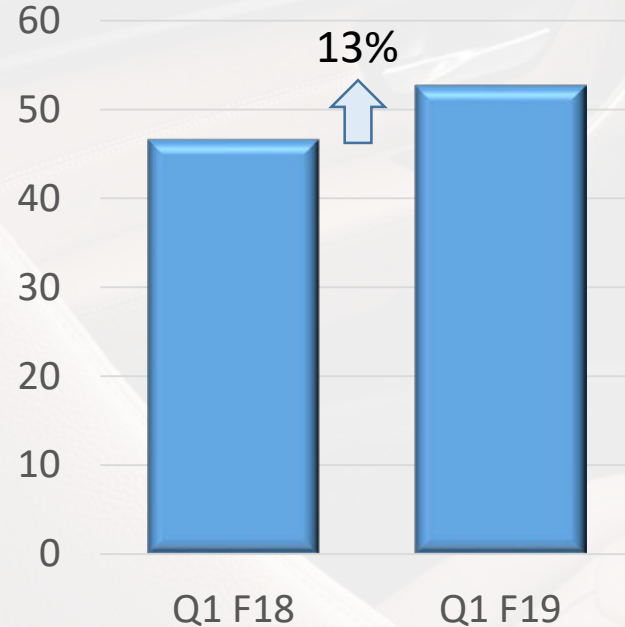
Casting & Extrusion Segment



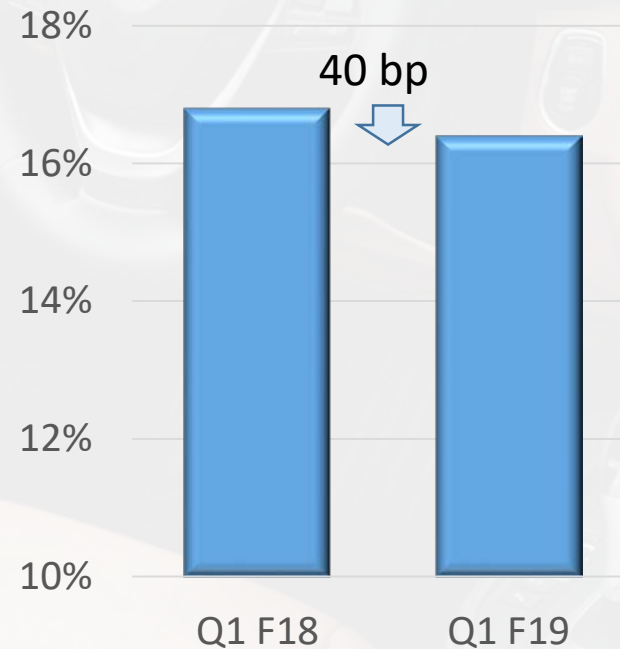
Segment EBITDA growth driven by higher revenues

C\$ Millions

Revenue

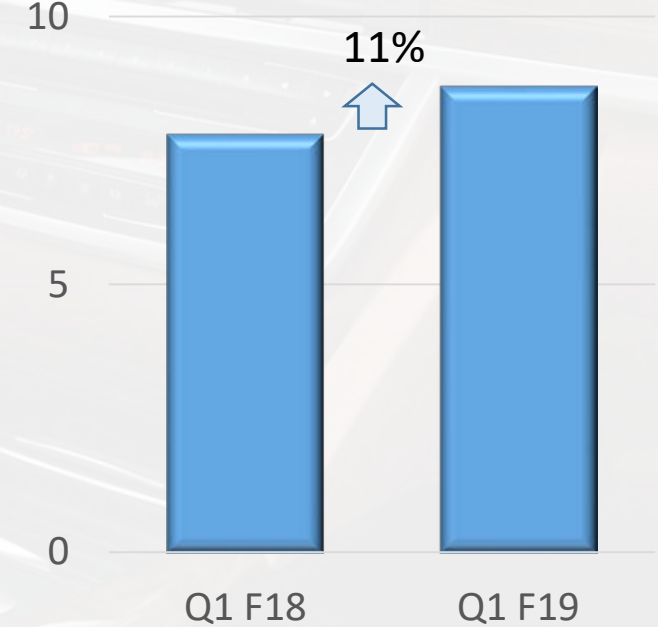


Segment EBITDA Margin



C\$ Millions

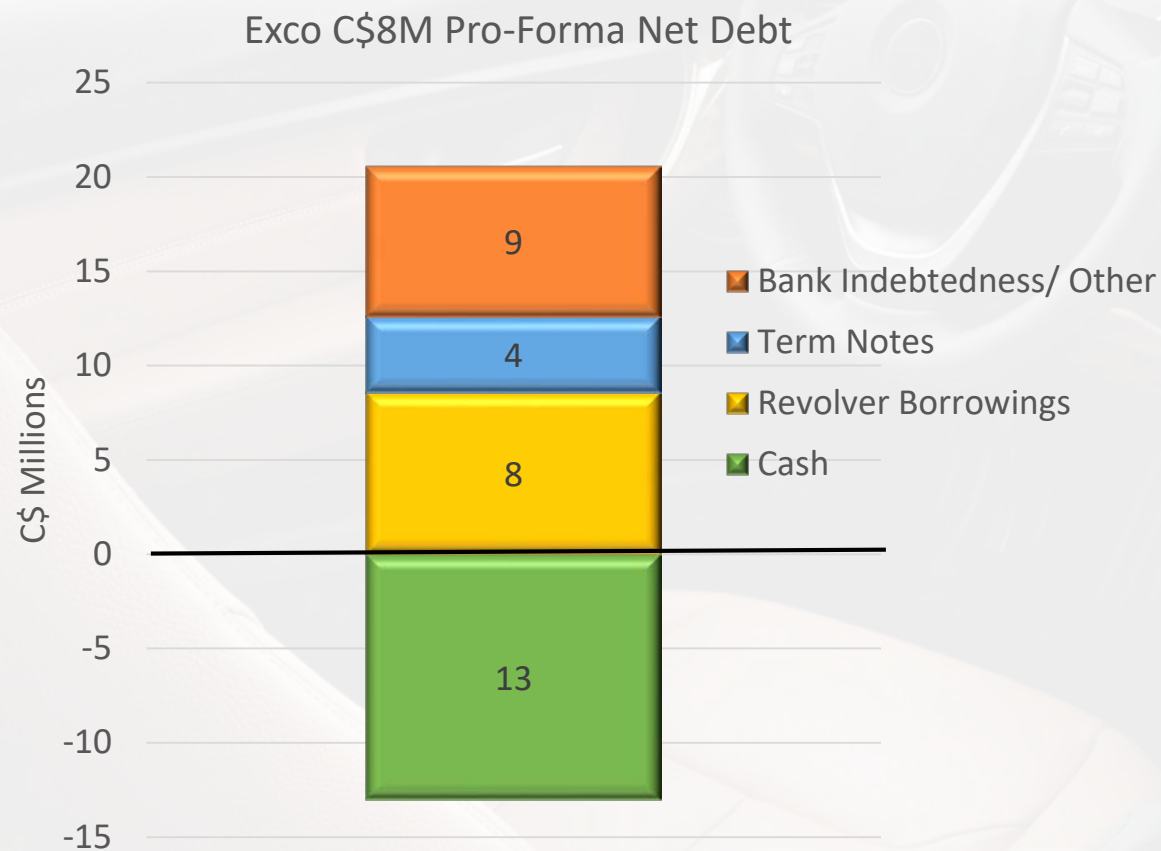
Segment EBITDA



Pro-Forma Financial Leverage & Liquidity



Net Debt/ LTM Q1F19 EBITDA of 0.1x¹



- LTM Q1F19 Pro-Forma EBITDA of C\$80M
- C\$50M committed revolver matures February 2021; \$42M available
- Balance sheet cash of \$13M
- Consistent free cash flow generation
- Near term free cash flow will be directed towards debt repayment, increasing cash reserves and share repurchase activity

¹EBITDA and Net Debt exclude ALC's operating results and balance sheet amounts
ALC LTM Q1F19 EBITDA was (C\$1.9M). As at Dec 31/18, ALC had cash of C\$2.1M and Debt of C\$6.3M

Impact of ALC on Historical Results



C \$000's	Q1 F18	Q2 F18	Q3 F18	Q4 F18	Q1 F19
Revenue	21.6	26.5	31.6	26.2	19.8
EBITDA	(1.2)	(1.8)	0.1	2.6	(2.0)
Net Income	(1.4)	(2.0)	(0.1)	2.4	(8.3)*
EPS - cents	(0.03)	(0.05)	--	0.06	(0.20)

* C\$2.2M operating losses (\$0.05 per share) and C\$6.1M non-cash write-down (\$0.15 per share)



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Brian Robbins
Executive Chair

President's Award



2018 Recipient

Jai Singh

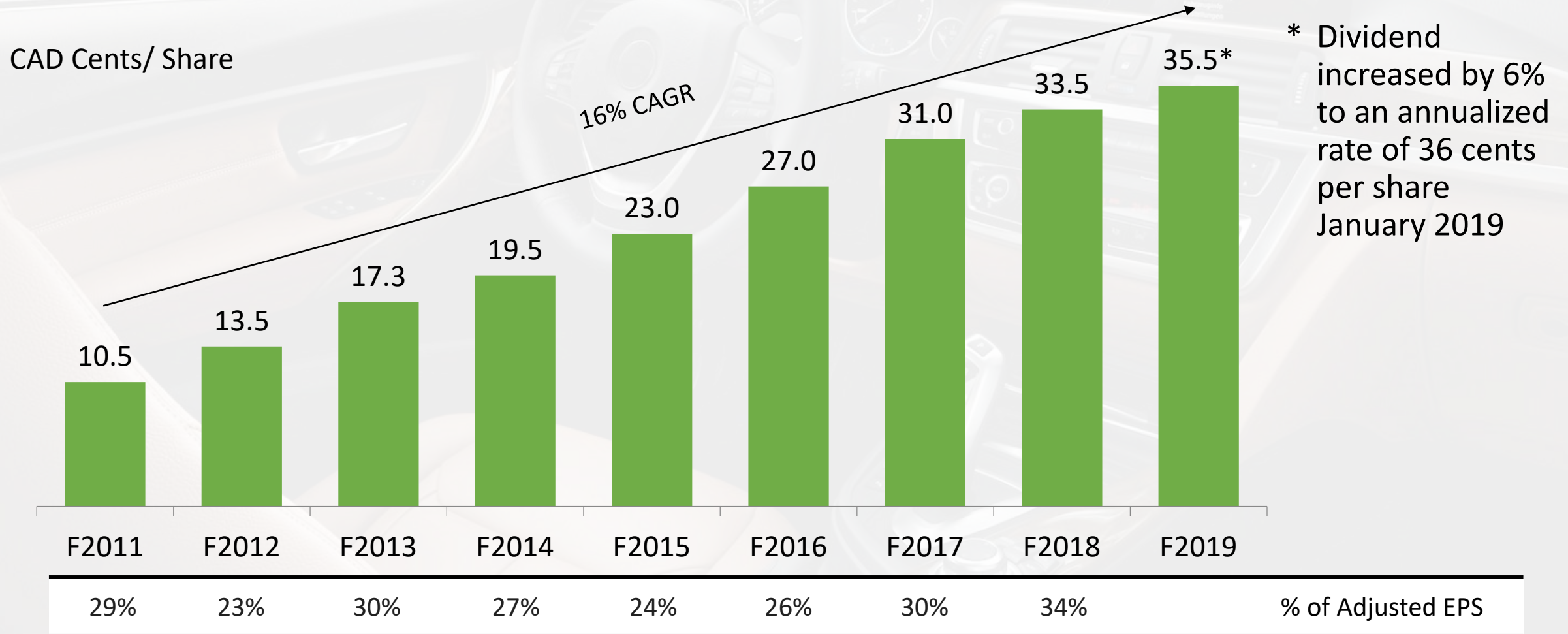
General Manager - Edco

Large Mould Group

Dividend



Sustained dividend growth in-line with earnings improvement over time



Questions





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