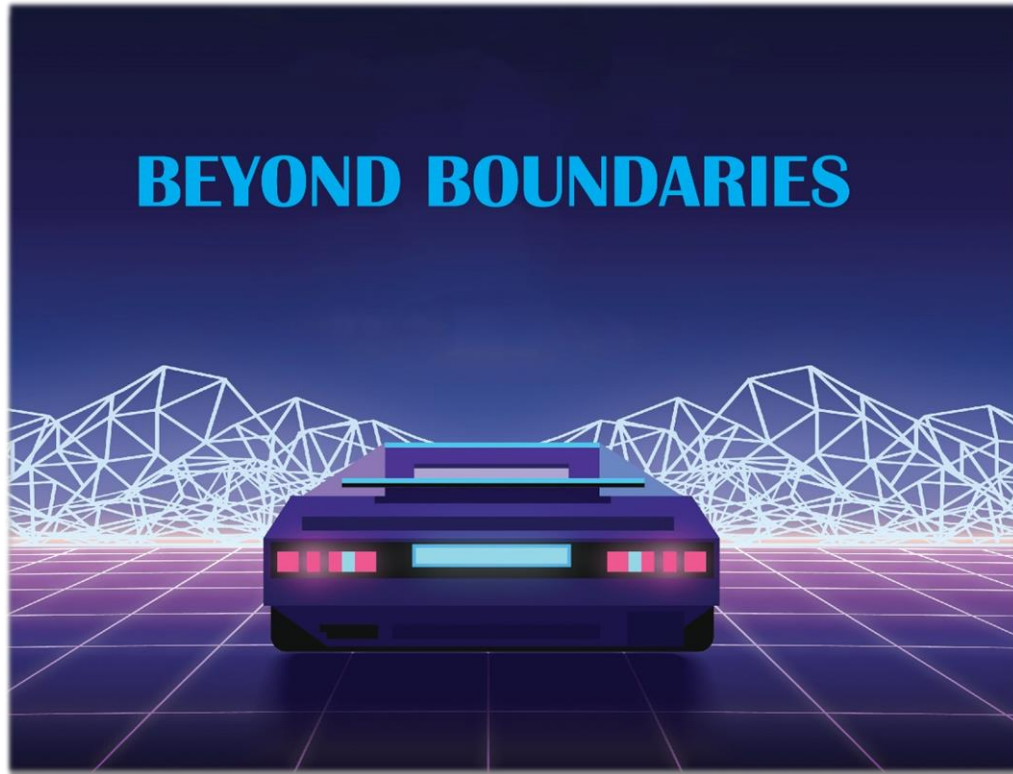




*Technologies Limited*



# Investor Presentation

May, 2024

# Cautionary Statement



This presentation contains forward-looking information and forward-looking statements within the meaning of applicable securities laws. We may 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 revised 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, the impact of the Russian invasion of Ukraine on the global financial, energy and automotive markets, including increased supply chain risks, assumptions about the demand for and 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, energy rationing in Europe, 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](http://www.sedar.com) or [www.excocorp.com](http://www.excocorp.com)

# Company Overview



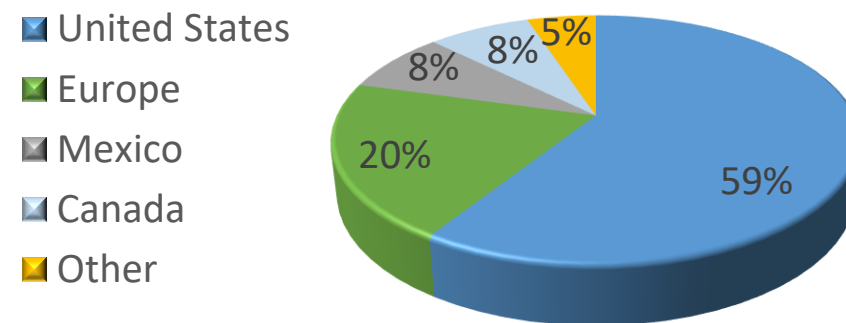
## Business Highlights

- Manufacturer of tooling for the light metal industries + interior trim components & accessories for the OEM automotive market
- Strong growth profile driven by environmental sustainability trends and OEM focus on accessory sales to bolster their own profitability
- Agnostic to powertrain architecture (Internal Combustion Engines, Electric Vehicles, Hybrids)
- Leading market positions in niche industries
- Global footprint with 21 plants in 9 countries; 5,000+ employees; Seventy-year+ operating history
- Meaningful diversity of customers and end markets
- TSX-XTC; single share class; 54% insiders

## Financial Highlights

- LTM Q2 F24 revenue of C\$645 million and EBITDA of C\$81 million (13% margin)
- Targeting to achieve C\$750 million of revenue, C\$120 million of EBITDA and C\$1.50 of EPS by F2026
- Strong free cash flow profile
- Dividend has been increased 14 times in 13 years
- Conservative balance sheet & very strong liquidity

## F2023 Sales by Customer Location

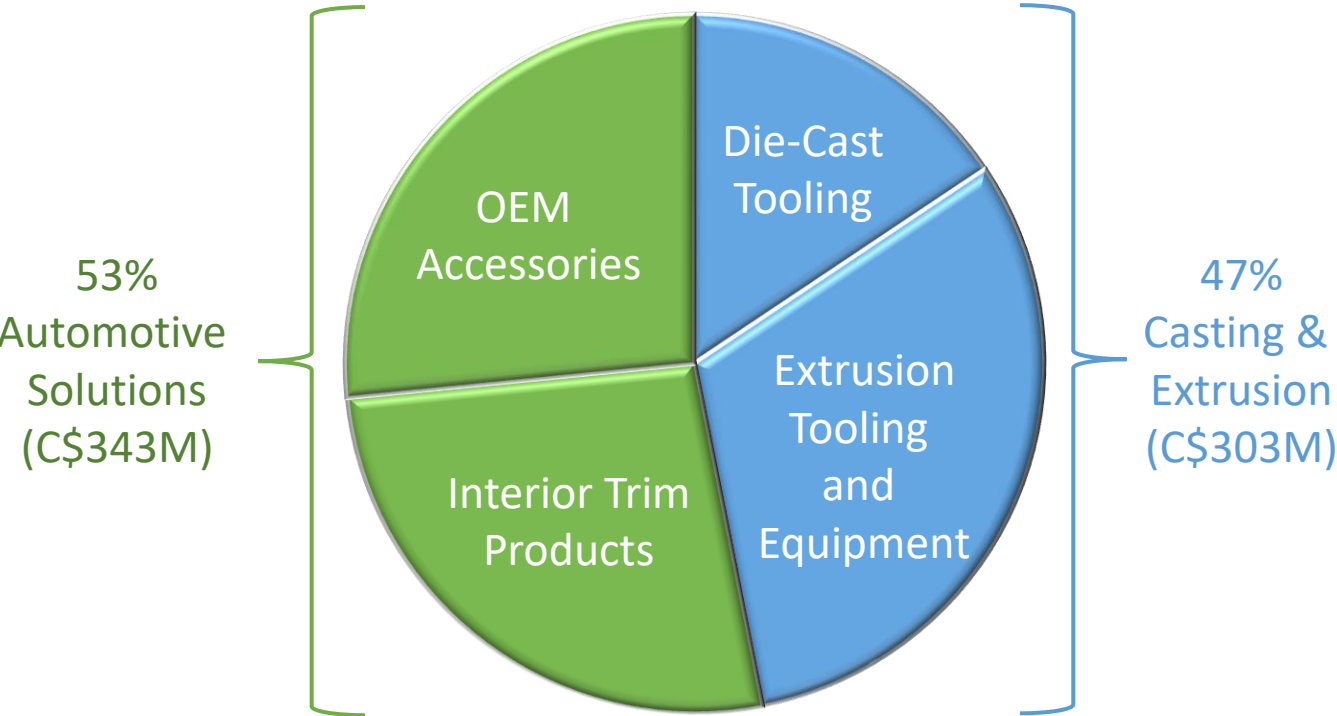


# Principal Business Segments

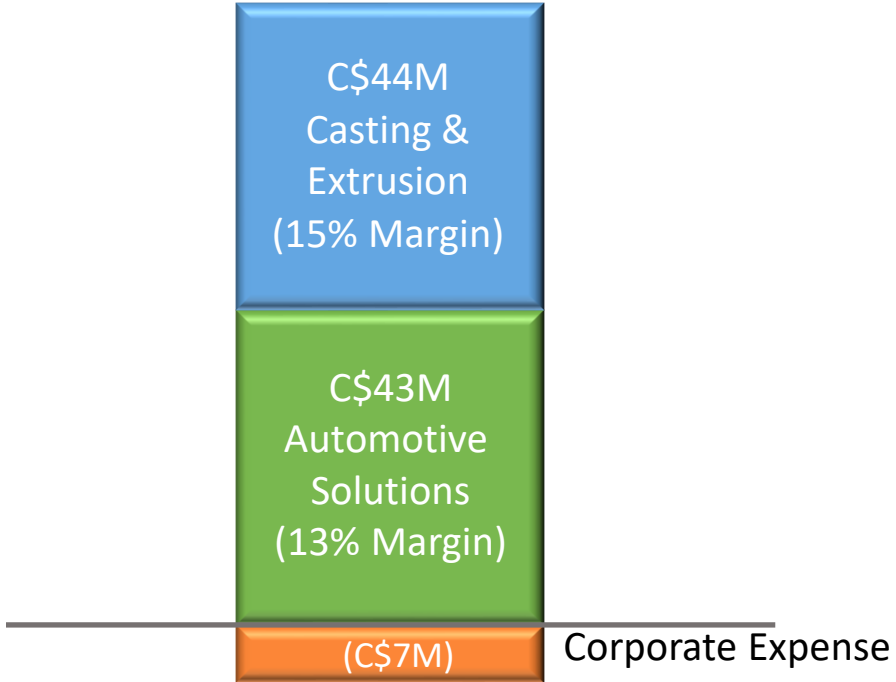


LTM Q2 F2024 Revenue and EBITDA

C\$645 million Revenue



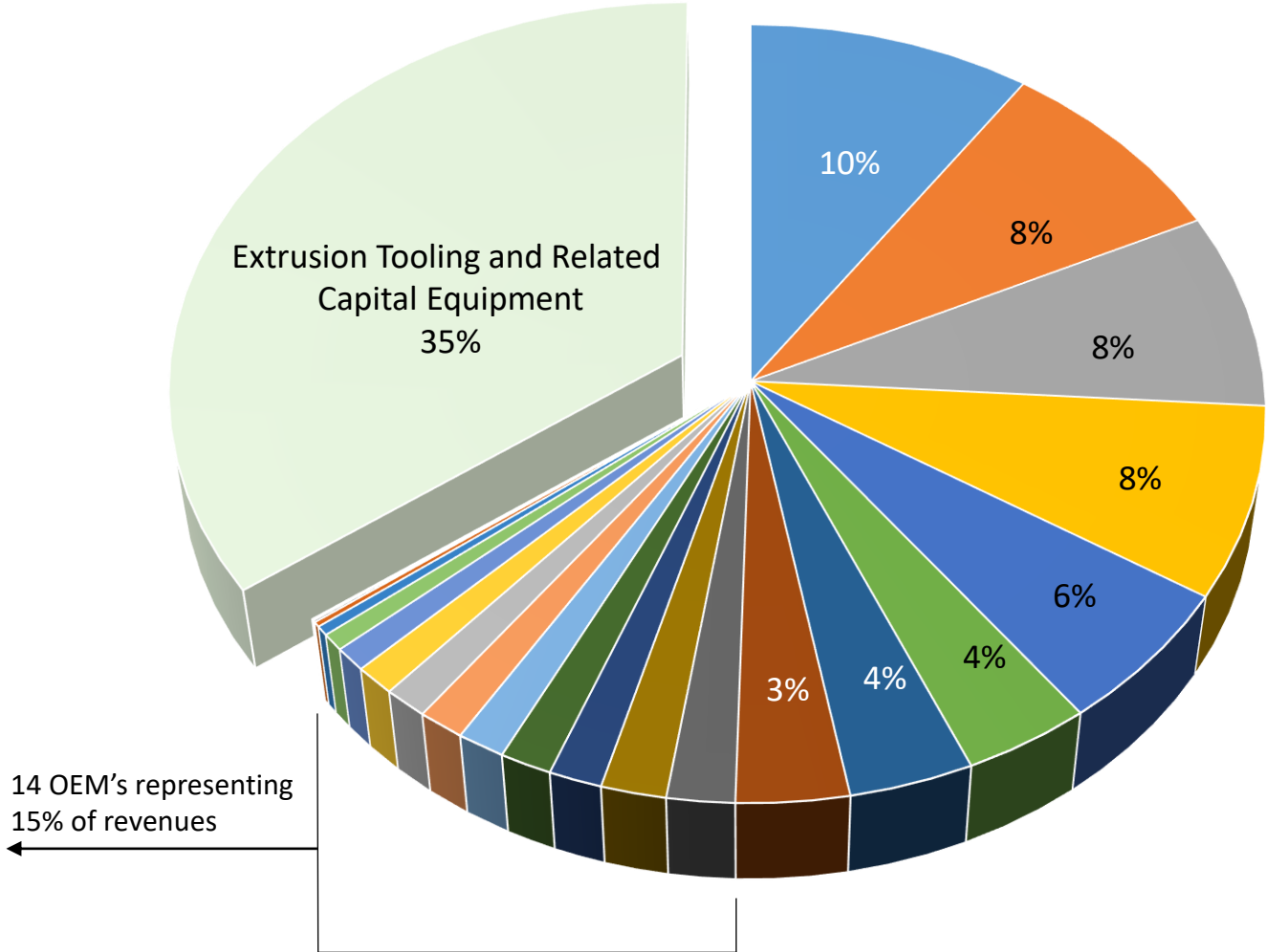
C\$81 million EBITDA (13% Margin)



# End Customer Revenue Diversity



## Significant Diversity by Ultimate OEM customer and End Market

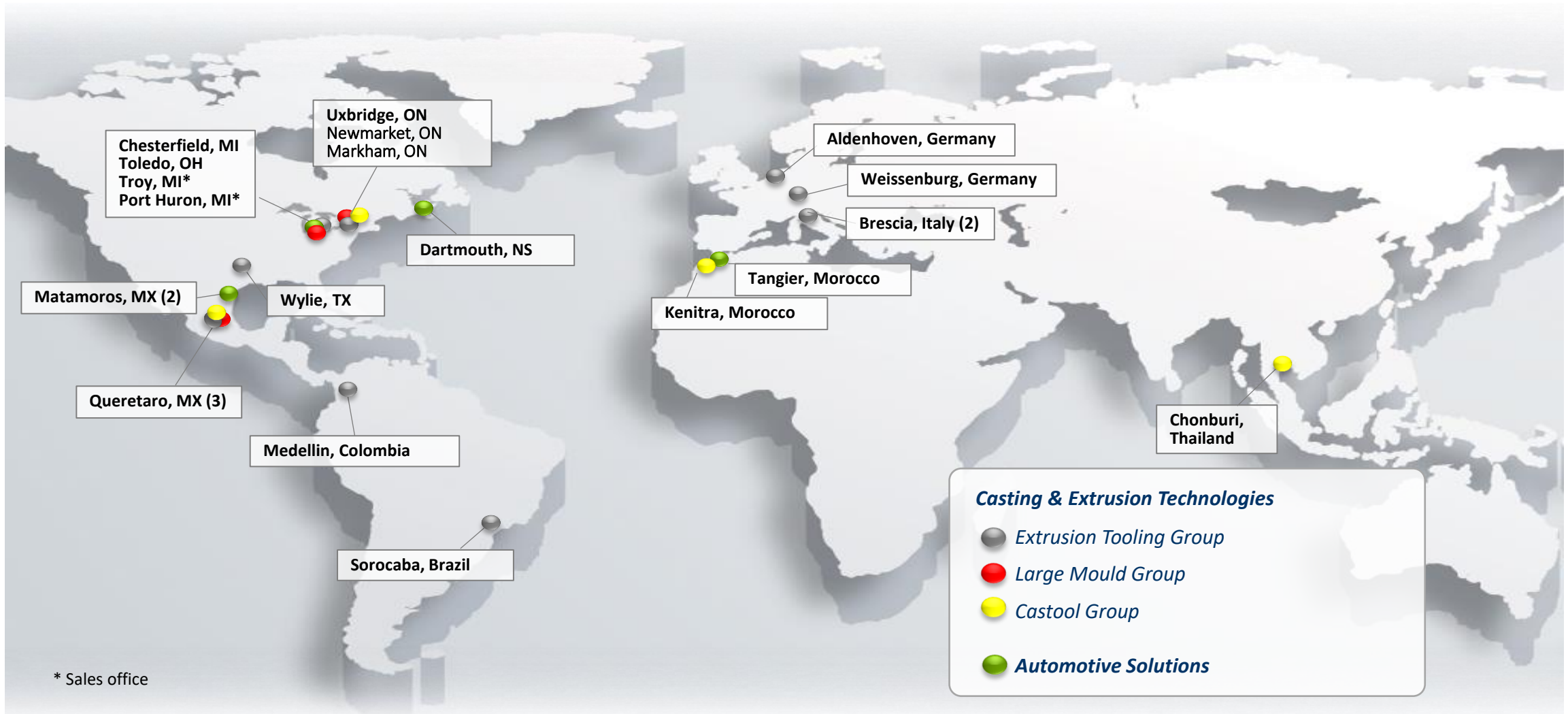


- Extrusion tooling and related capital equipment sold to extruders who ultimately serve very diverse end markets (vast majority non-automotive)
- Automotive revenues derived from 22 OEM's globally
- Top OEM automotive customer represents 10% of consolidated revenues; Top five OEMs are 40%
- Significant diversity by OEM through program platforms and Exco division

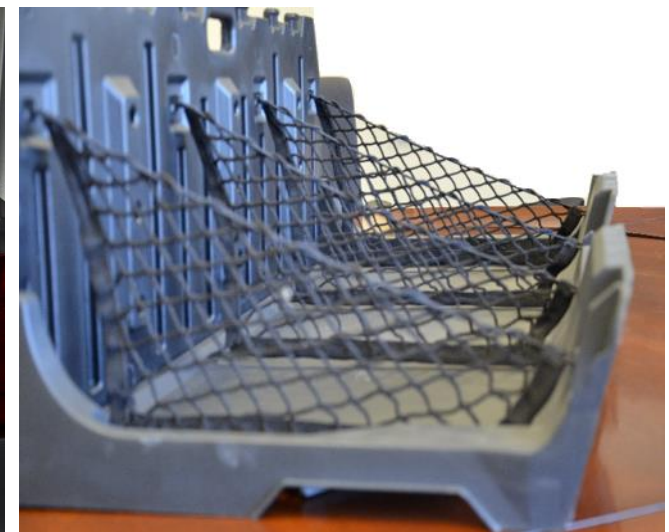
# Global Presence



21 Manufacturing Locations in 9 Countries and 5,000 Employees



# Automotive Solutions Segment



# Automotive Solutions Segment



An innovative provider of interior trim & accessory products to global automotive OEM's

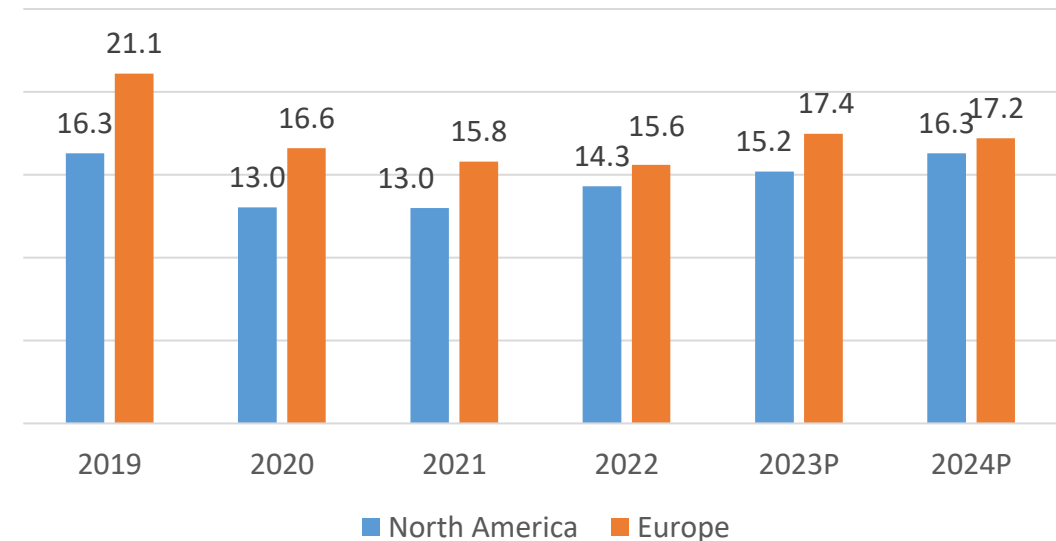
## Competitive Strengths

- Equal mix of highly innovative accessory and core interior trim parts
- Leading supplier of Automotive nets, vehicle protection (cargo trays/ mats) and storage systems
- Specialists in manufacturing/ cutting/ wrapping and assembly of various interior trim components
- Approximately 60% of sales are OEM direct (tier 1) and remainder primarily tier 2; no aftermarket
- Above-market growth potential given trend towards SUV/CUV's and EV's (greater cabin/ cargo space)
- Serve North American and European markets from four strategically located plants in low-cost Free Trade Zones

## Market Conditions

- Vehicle production significantly disrupted by COVID-19 in 2020 and micro-chip shortage in 2021 and 2022
- Industry production expected to grow through 2024

Vehicle Production/ IHS Projections  
Number of Units (millions)



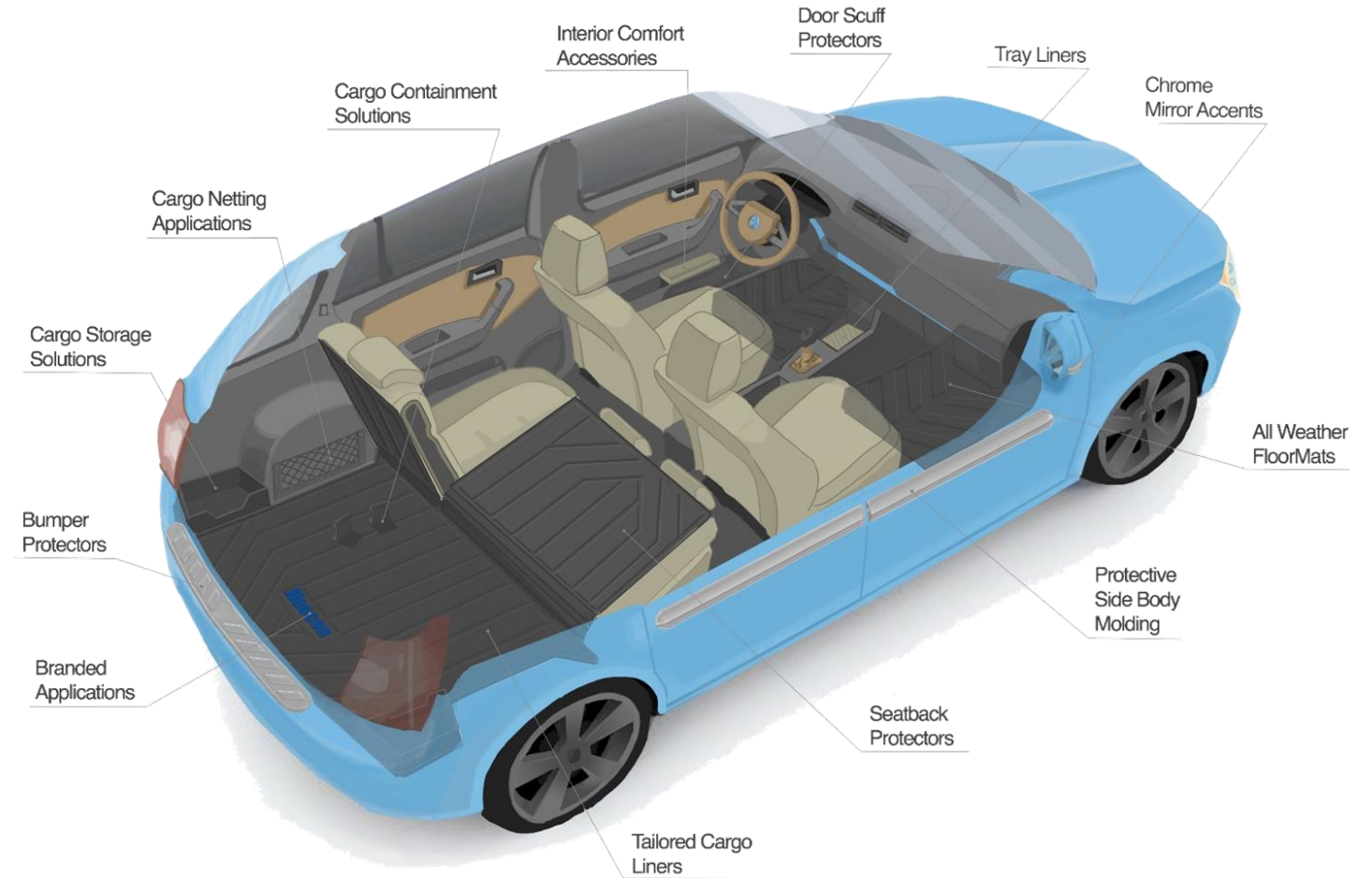


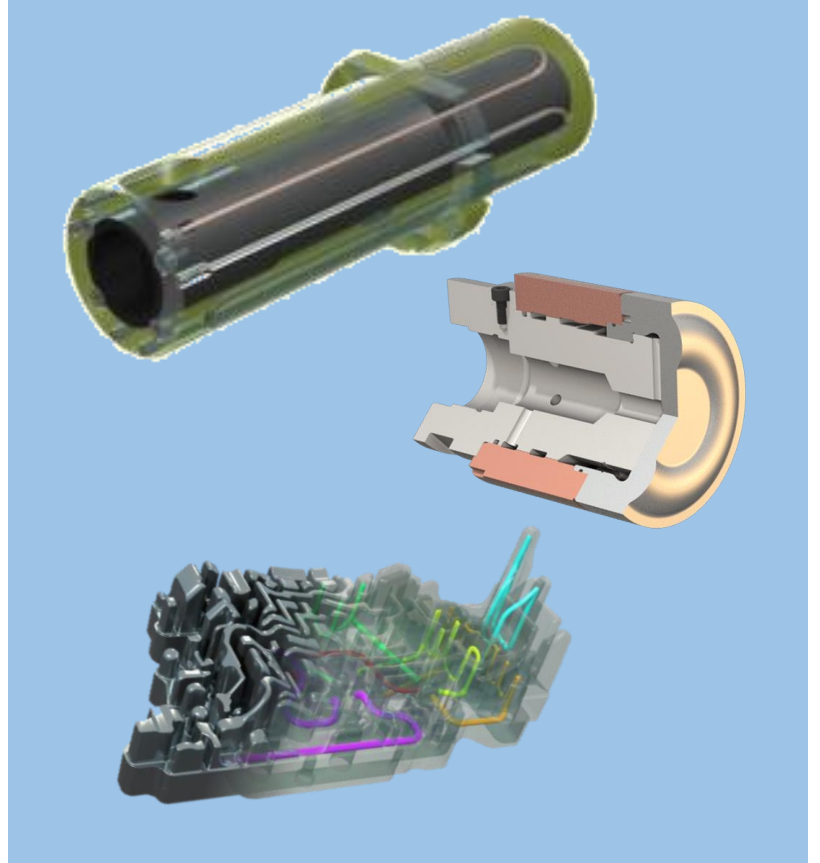
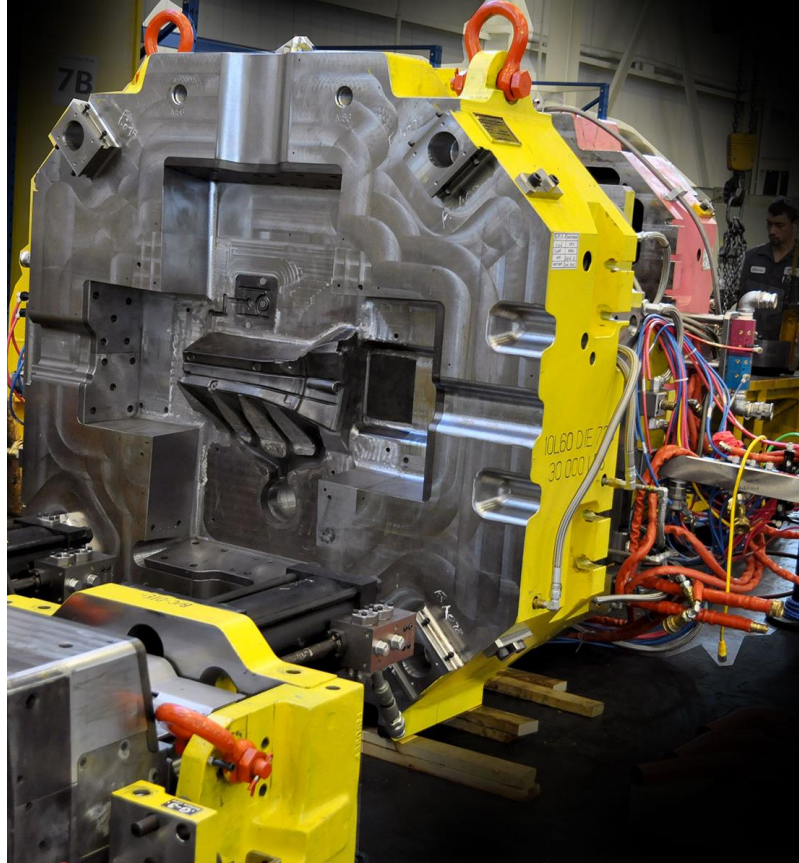
# Automotive Solutions Segment



Leading manufacturer of OEM automotive accessories from bumper to bumper

- ✓ High volume manufacturing
- ✓ Design Engineering
- ✓ Concept Development
- ✓ Rapid Prototyping
- ✓ Research and Development
- ✓ Quality Assurance





# Casting & Extrusion Segment

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# Casting & Extrusion Segment



World's largest independent provider of tooling for the Extrusion and Die Cast markets

## Competitive Strengths

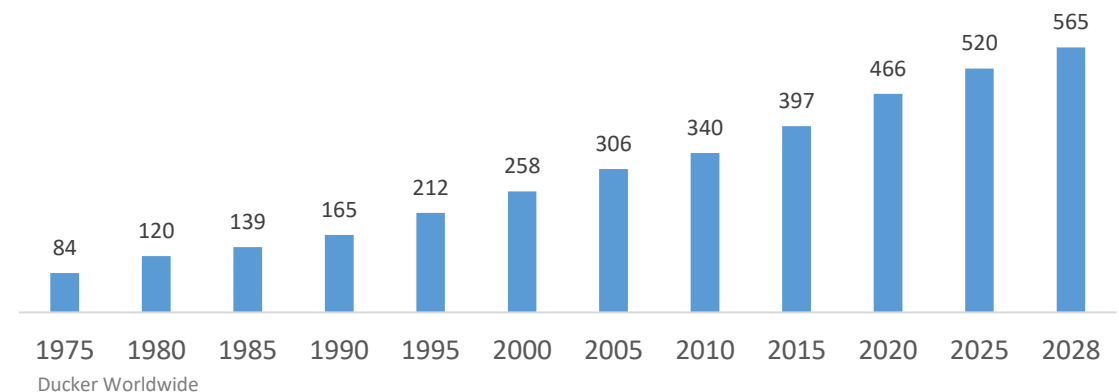
- Large scale, diversified operations with a total of 17 tooling plants in nine countries
- Leading market positions in both die-cast and extrusion tooling; global leader in 3D printed tooling solutions for die-casting
- Agnostic to powertrain architecture (ICE, EVs, hybrids)
- Specialists in Giga-sized Die-Cast tooling
- Upgraded equipment and harmonized manufacturing processes
- Fragmented market; competitors lack the financial strength, market reach and capabilities of Exco
- Approximately 60% of segment revenues derived from diverse non-automotive end markets

## Market Conditions

- Aluminum use is growing across many applications with significant increased demand within the automotive industry driven by environmental sustainability trends, including the adoption of EV's
- Increased aluminum demand favorable for both extrusion and die-cast

### North American Light Vehicle Aluminum Content

Net pounds per vehicle



# Extrusion Tooling and Equipment

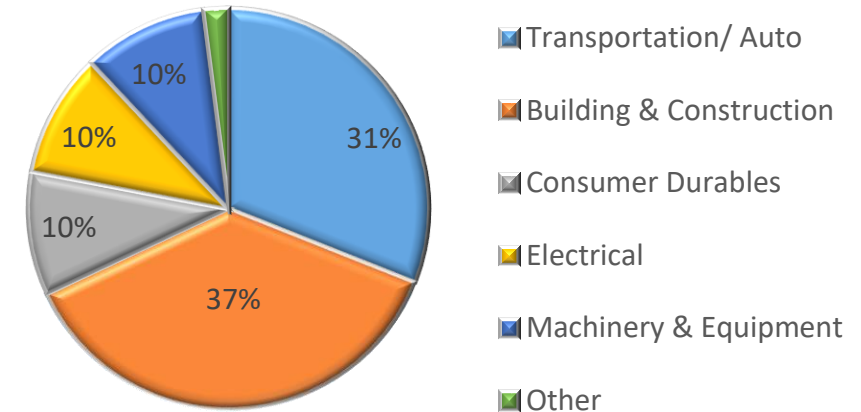


Largest independent manufacturer of tooling and equipment for aluminum extrusions

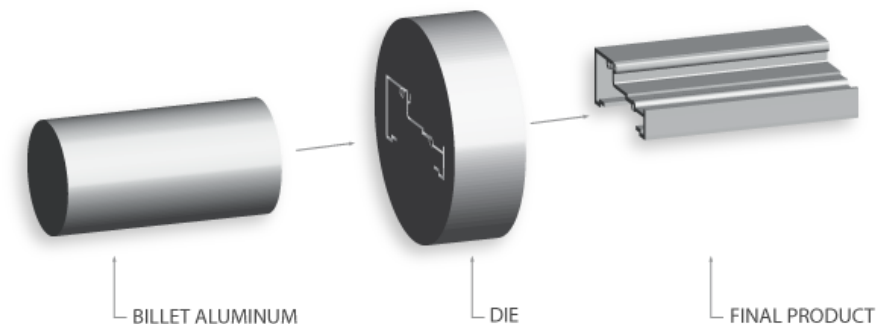
## Business Overview

- Very diverse end-market exposure
- Approximately 60% of segment revenue and 30% of consolidated revenue is non-automotive
- Automotive applications growing double digits through light-weighting & electric vehicle demands
- Large scale and global presence; Americas and Europe primary market focus
- Proprietary consumable tooling components and systems dramatically increase overall efficiency through improved uptime & reduced scrap
- Increasing size and complexity of tooling represents a key advantage for Exco

## Extruded Products by End Market



The Aluminum Association, Exco



# High Pressure Die Cast Tooling

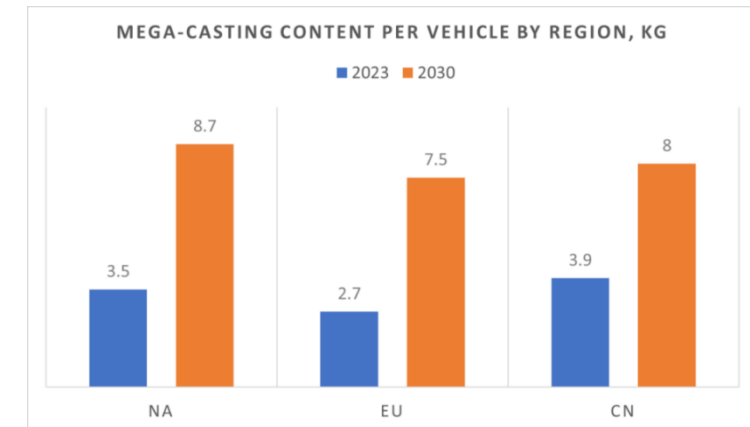


## High Pressure Die Cast moulds and associated tooling for automotive components

### Business Overview

- Largest independent manufacturer of high pressure die-cast moulds in North America; exclusively focused on large moulds
- Mix of revenues from new programs and rebuild work; both powertrain and structural components
- Agnostic to powertrain architecture though benefiting from significant growth in “giga-sized” casting market, for which Exco is a world leader in associated tooling
- Global leader in the additive manufacturing of die-cast inserts
- Systems-based design results in significant recurring revenues from related tooling components
- Tier 1 partner to North American, European and Asian OEM’s
- To the right: example of a rear-end subframe giga-casting

### Growth in Giga Castings



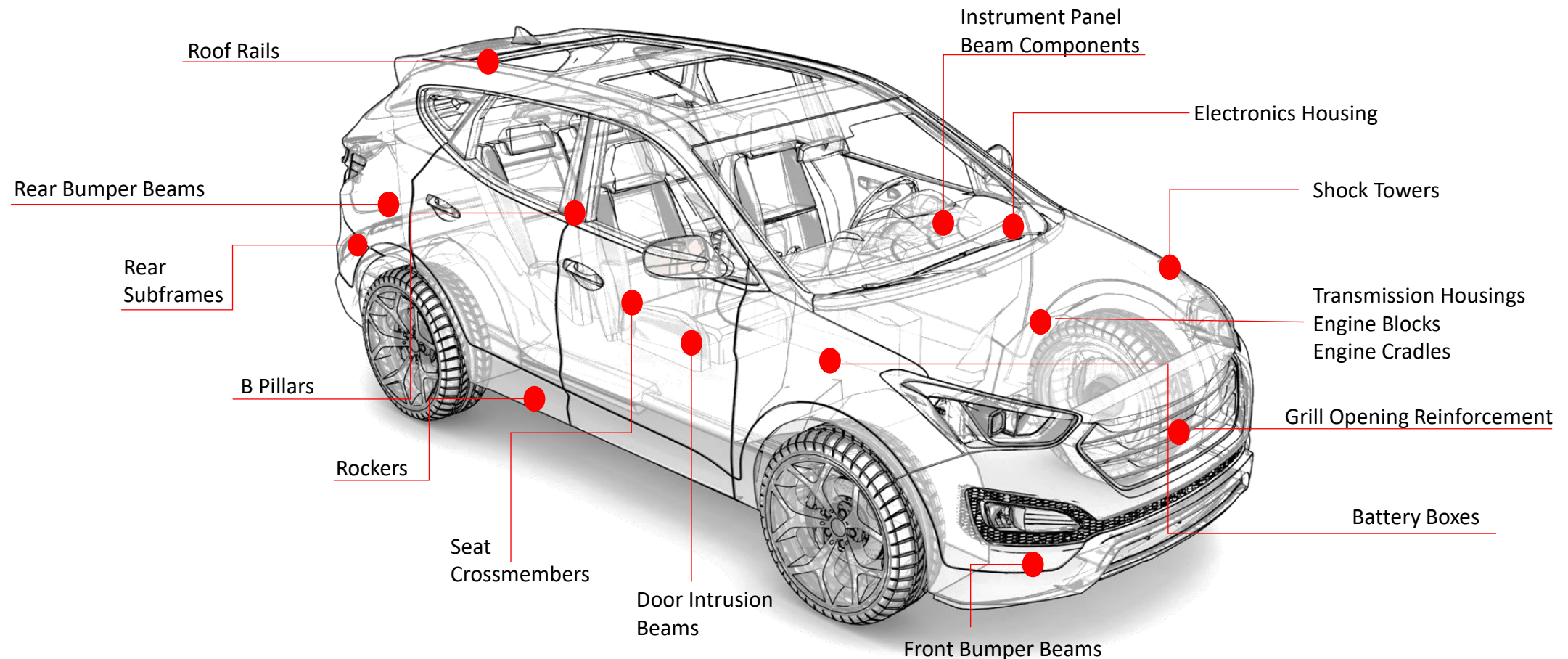
Data Source: Ducker Carlisle



# Casting & Extrusion Segment



Both Internal Combustion Engine and Electric Vehicles are using an increasing number of extruded and die-cast aluminum components to reduce weight



# Financial Results

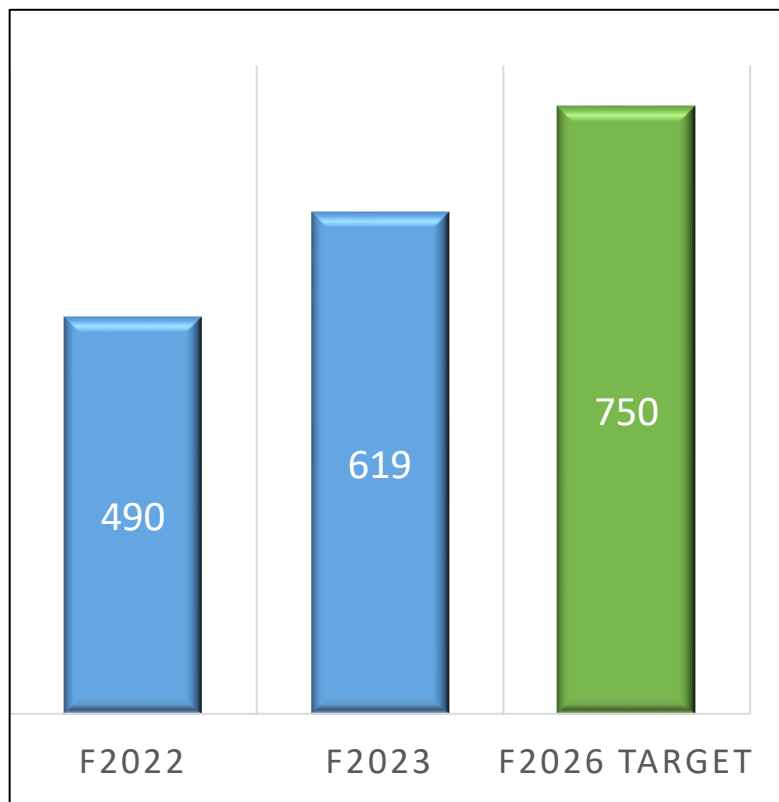


# Financial Highlights

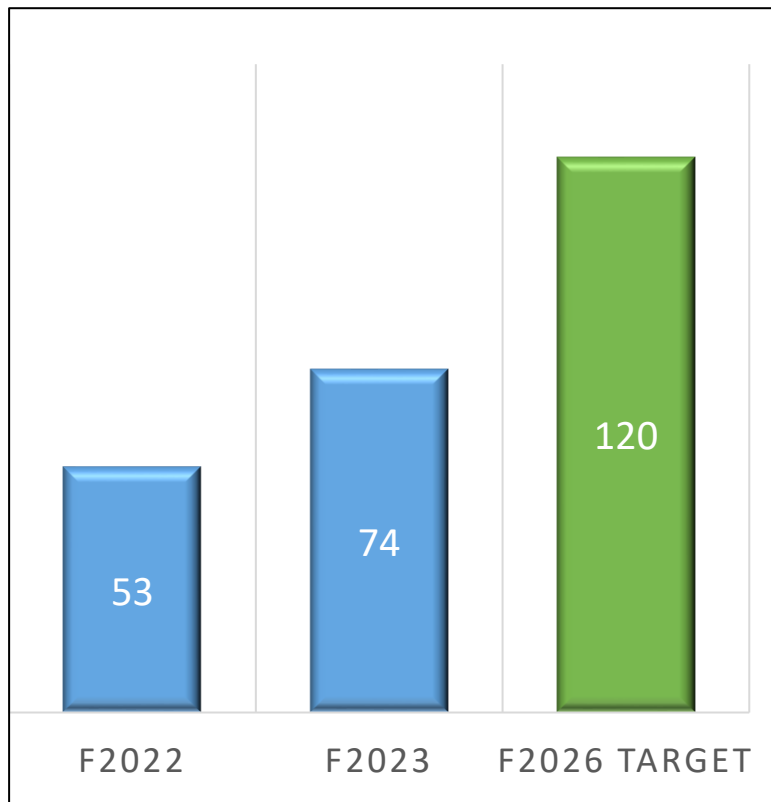


Expect to Achieve Strong Organic Earnings Growth Primarily Through Margin Expansion

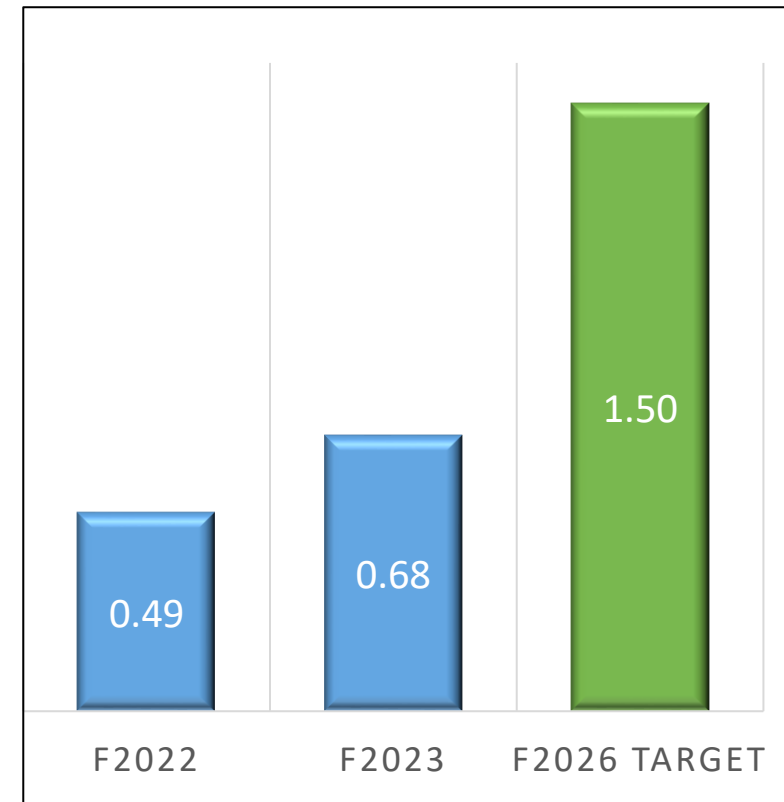
Revenue C\$ Millions



EBITDA C\$ Millions



Earnings Per Share C\$

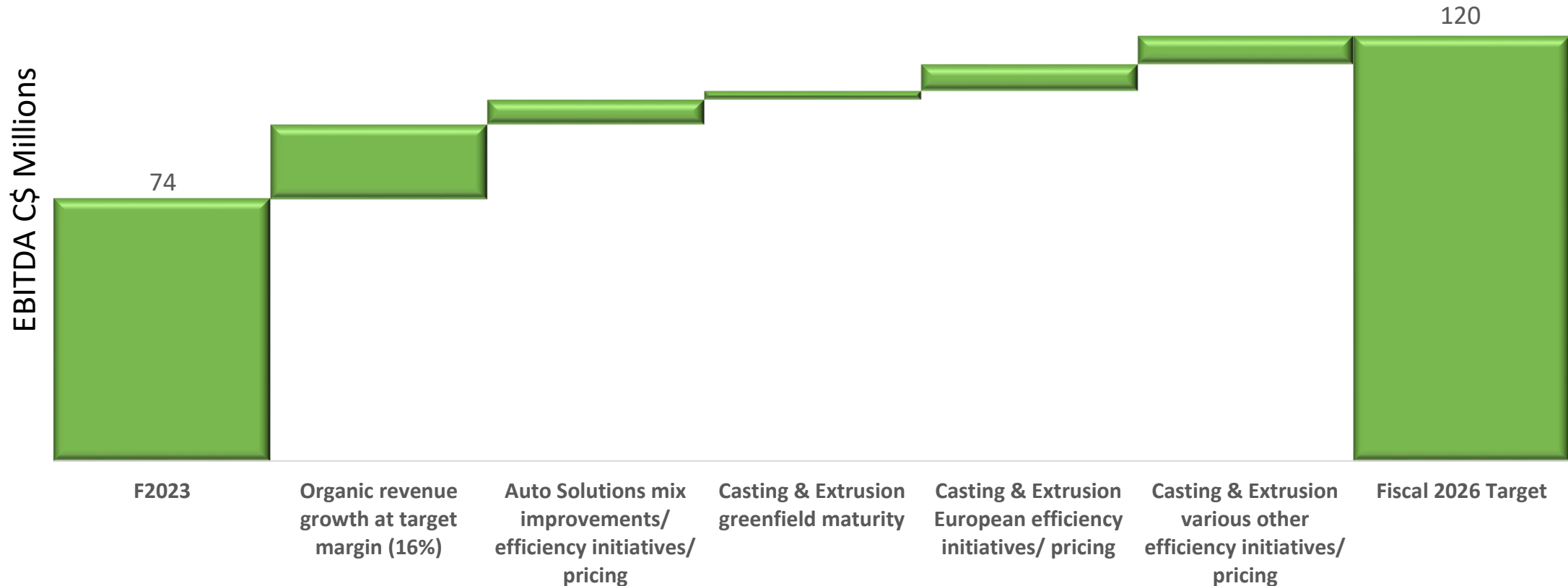




# EBITDA Margin Expansion Pathway



Margin improvement is a key focus as significant capital deployment phase nears completion

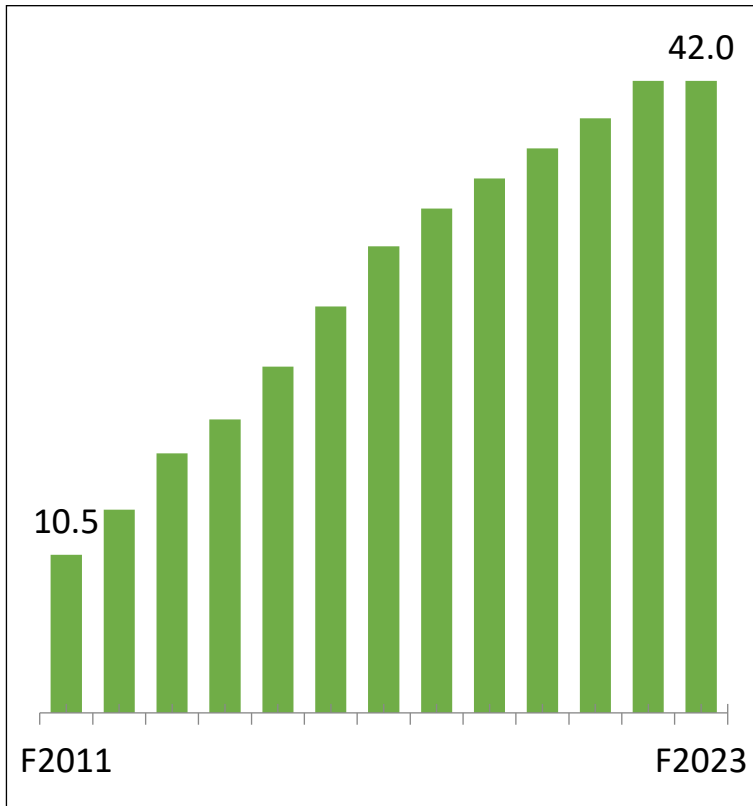


# Dividend and Leverage

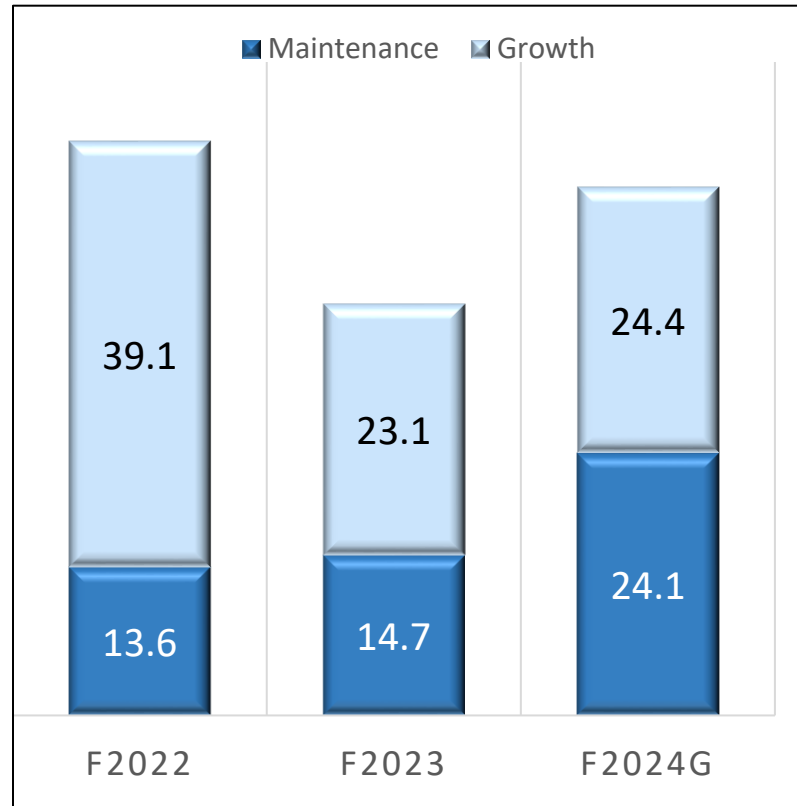


Exceptional Dividend Growth, Healthy Growth Capex and Solid Balance Sheet

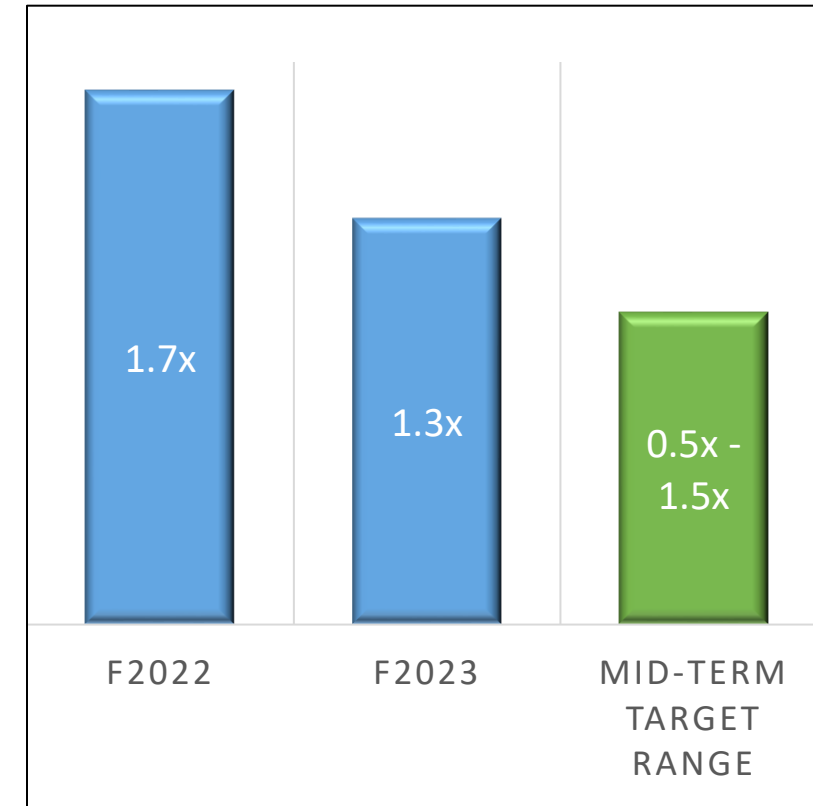
Annual Dividend C\$ Cents/ Share



Capital Spending C\$ Millions



Net Leverage



# Questions

