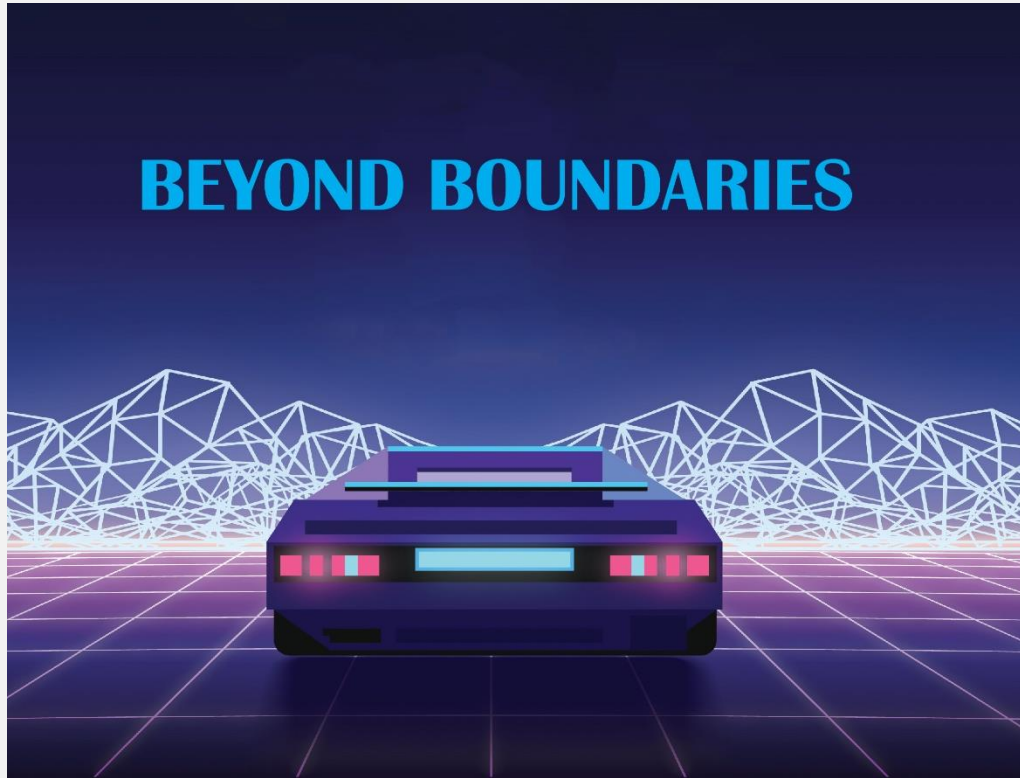




Technologies Limited



Q2 F2024 Earnings Call

May 2, 2024

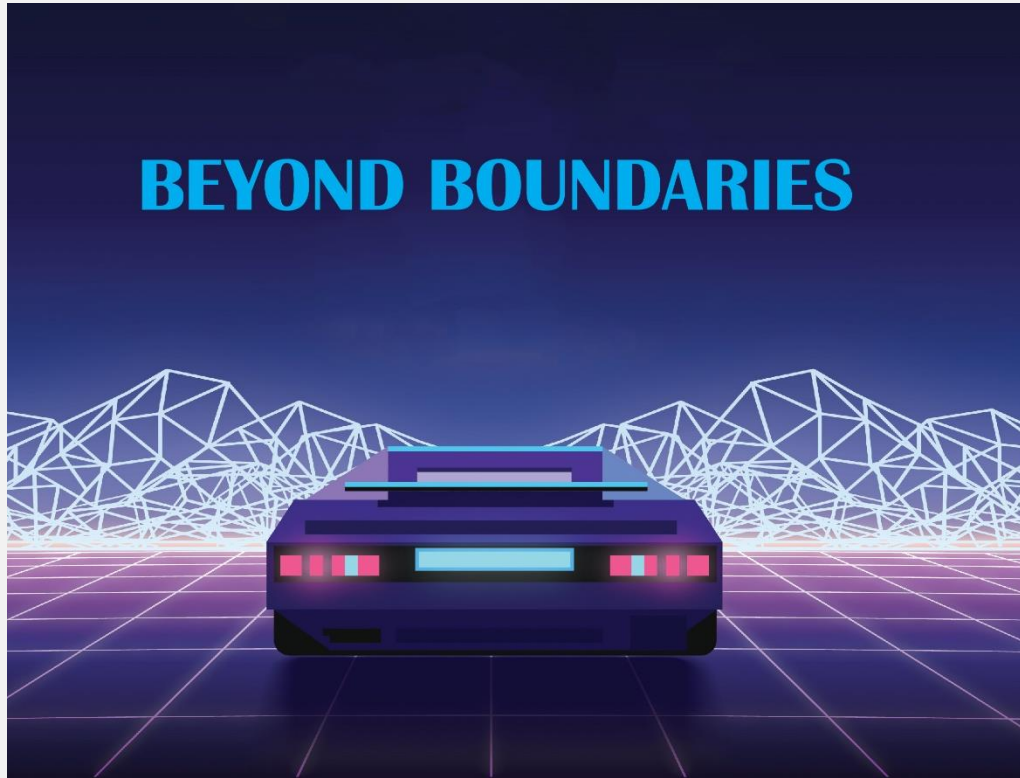
Cautionary Statement



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 or www.excocorp.com



Technologies Limited



Darren Kirk
Chief Executive Officer

Operations Review

Q2 F2024 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

- Overall industry vehicle production relatively flat in N.A (+1%) and Europe (-2%) vs prior year quarter
 - US SAAR holding relatively firm at 15.4MM units
 - US dealer inventory has been increasing but remain well below 10 year average
 - US retail incentives are picking up
 - IHS expects NA and Europe industry vehicle production will be relatively flat through the remainder of the year
- Segment revenue up \$3M/ 3% year over year
 - Modestly outperformed overall market conditions due to favorable vehicle mix and new programs
 - Expect to achieve ongoing growth in content per vehicle in years ahead
- Segment EBITDA down slightly and margin fell to 12% from 12.7% last year
 - MEX pesos strength, severance costs, and higher wages were primary contributors

Q2 F2024 Operations Overview

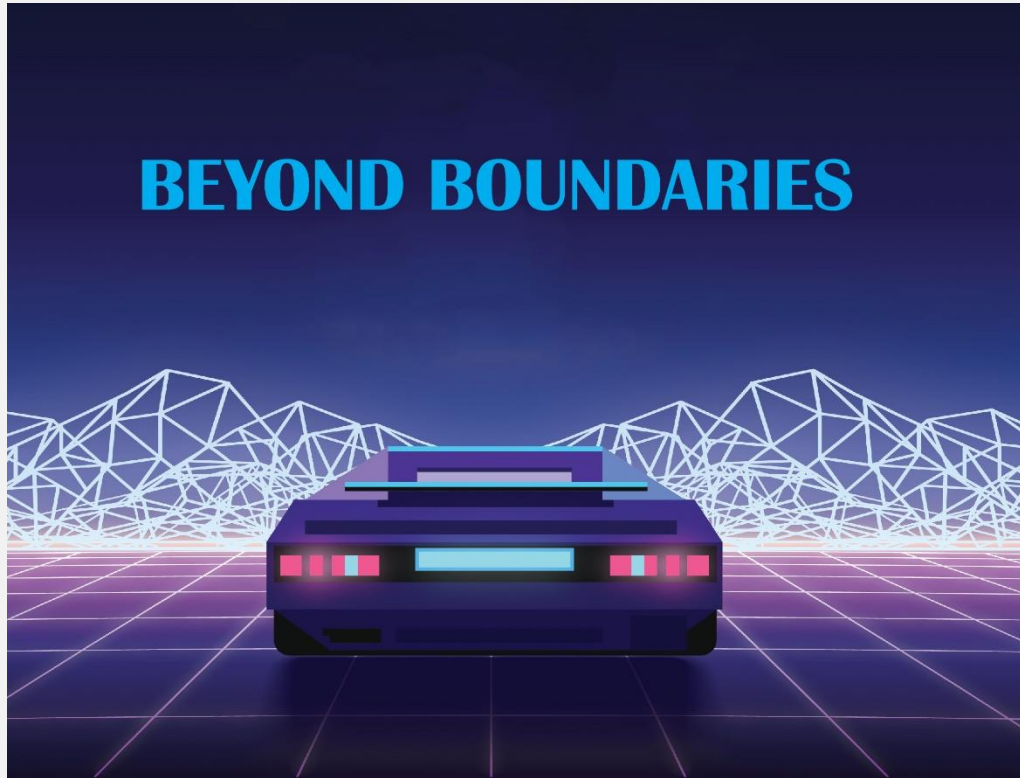


Key Highlights in the Quarter – Casting and Extrusion

- Segment revenue was up C\$5.6M/ 8% year over year
 - Higher sales at Large Mould division a key driver
 - Extrusion demand rebounded from weaker conditions in previous sequential quarter
- Segment EBITDA was C\$12.1M compared to C\$9.8M last year, producing an EBITDA margin of 15.5%
- EBITDA positively impacted by:
 - Higher contributions from Extrusion Americas on better cost controls
 - Significant improvement in results from Large Mould due to stronger backlog/ execution and cyber incident last year (\$0.6M)
 - Select price increases and efficiency measures
- EBITDA negatively impacted by:
 - Modestly weaker volumes in Halex due to slower economic conditions
 - Start-up losses at newer greenfield facilities



Technologies Limited



Matthew Posno
Chief Financial Officer

Financial Review

Q2 F2024 Financial Overview



Consolidated Results Versus Prior Year Period

- Revenue of \$163.8M; up 5% compared to \$155.5M last year
 - FX movements had limited impact on sales
- EBITDA of \$21.2M; up 19% from \$17.8M last year
 - EBITDA up 9% from \$19.4M last year excluding \$1.6M cyber incident costs in F2023
 - Very strong Improvement in Large Mould group as sales increased and margins improved
 - Rebound in demand for extrusions in North America, with better cost controls driving margin expansion
 - Start up losses at greenfield plants
 - Relatively stable results from Auto Solutions group

Q2 F2024 Financial Overview



Consolidated Results Versus Prior Year Period

- Casting and Extrusion segment revenues up 8% and EBITDA up 23% (Margin improved to 16% from 14%)
- Automotive Solutions segment revenues up 3% and EBITDA down 2% (Margin fell to 12% from 13%)
- EPS of \$0.21 versus \$0.16, reconciled to prior year:

Q2	F24 (\$000's)	EPS	F23 (\$000's)	EPS
EBITDA ex Cyber	21,223	0.55	19,441	0.50
Cyber Incident	--	--	(1,600)	(0.04)
EBITDA	21,223	0.55	17,841	0.46
Depreciation/ Amort	(8,526)	(0.22)	(7,807)	(0.20)
Interest	(2,248)	(0.06)	(2,038)	(0.05)
Taxes	(2,383)	(0.06)	(1,708)	(0.04)
Net Income	8,066	0.21	4,523	0.16

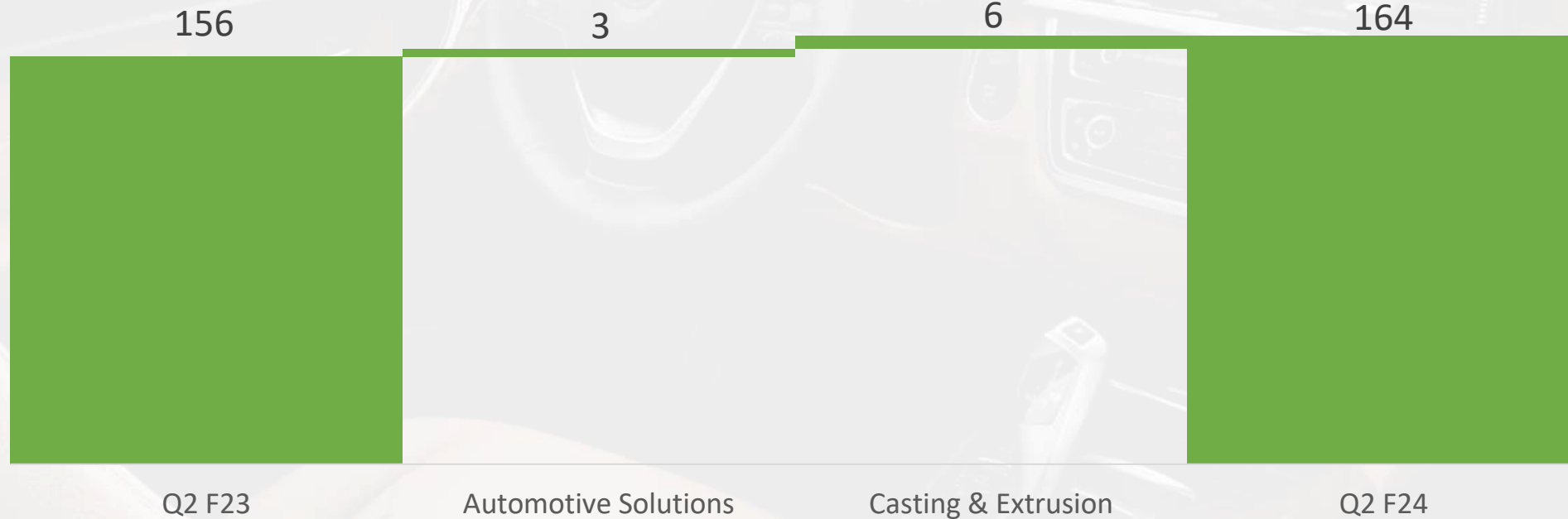
- Free cash flow of \$13.2M in the quarter (after \$1.6M of working capital use and \$1.8M of maintenance capex)
- Repurchased ~100k shares for C\$700k
- Balance sheet net debt reduced by C\$5M to \$95M and net leverage was 1.2x

Q2 F2024 Financial Overview



Consolidated Revenue Reconciliation

C\$ Millions

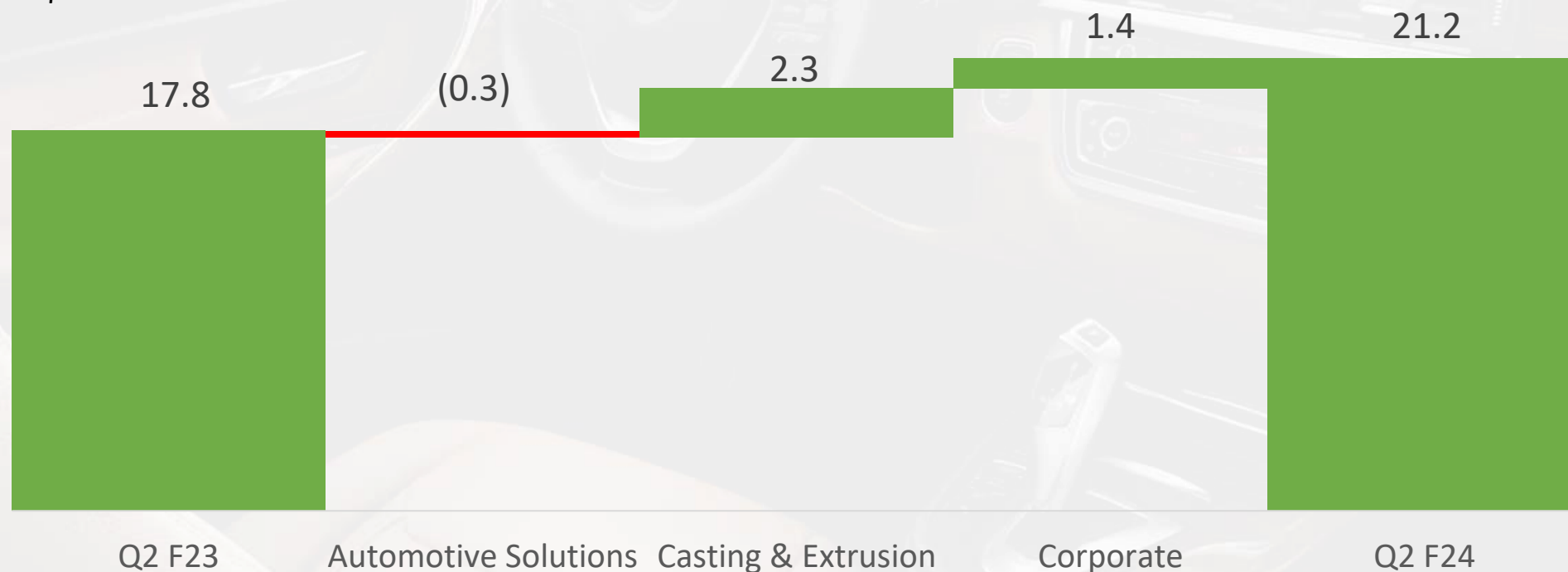


Q2 F2024 Financial Overview



Consolidated EBITDA Reconciliation

C\$ Millions

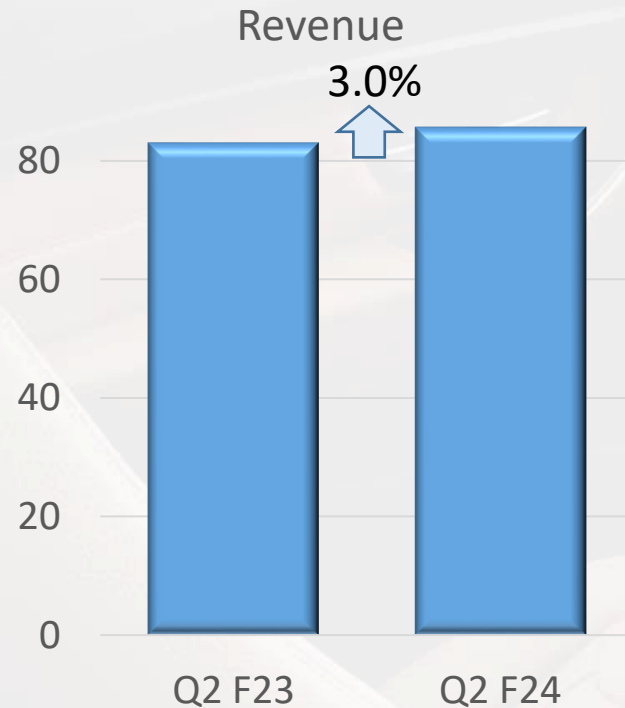


Automotive Solutions Segment

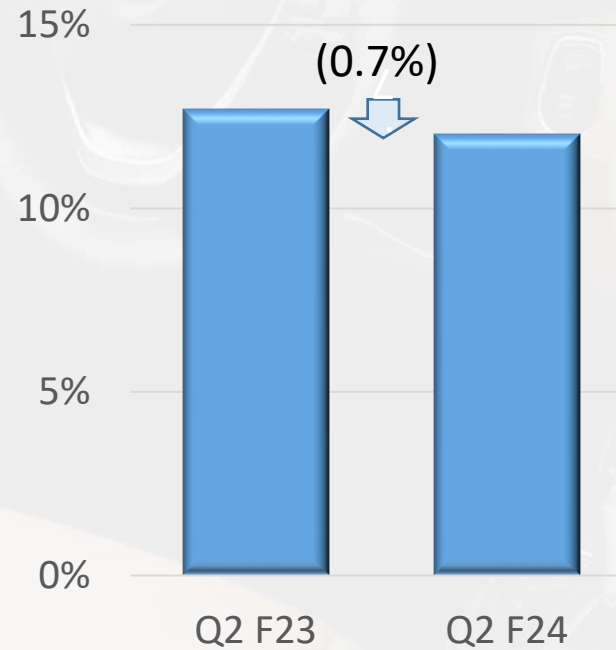


Segment EBITDA decrease due to higher Mexican labour cost and peso strength

C\$ Millions

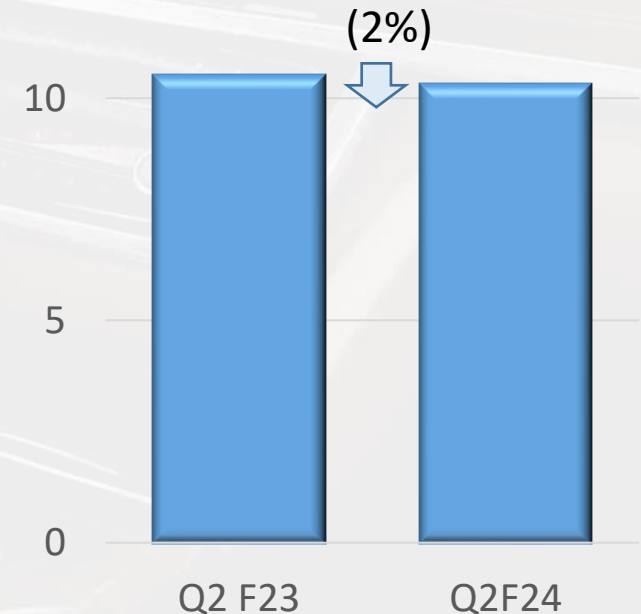


Segment EBITDA Margin



C\$ Millions

Segment EBITDA

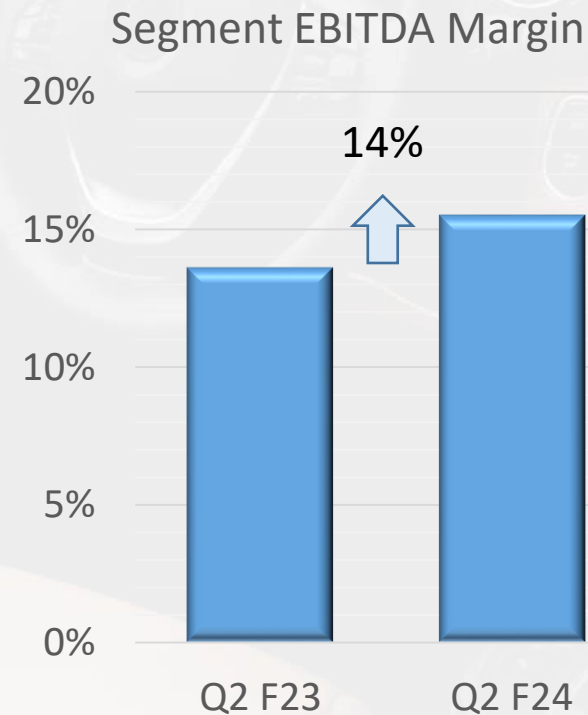
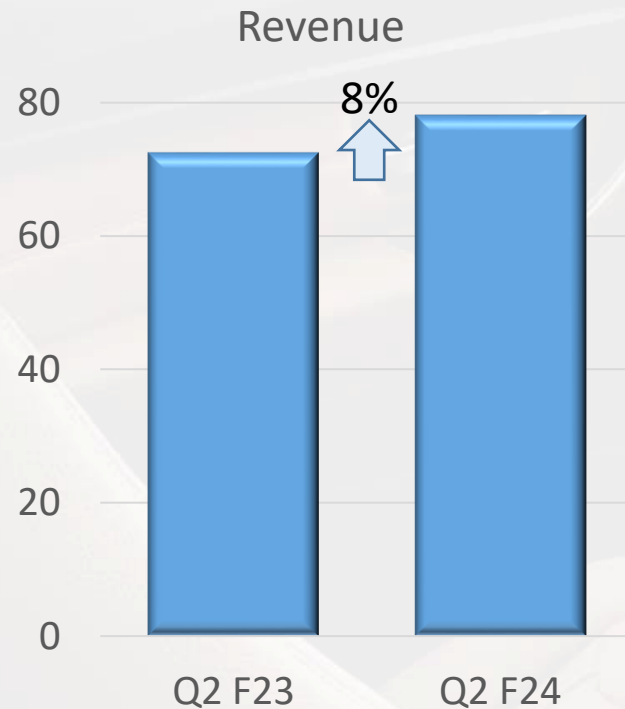


Casting & Extrusion Segment

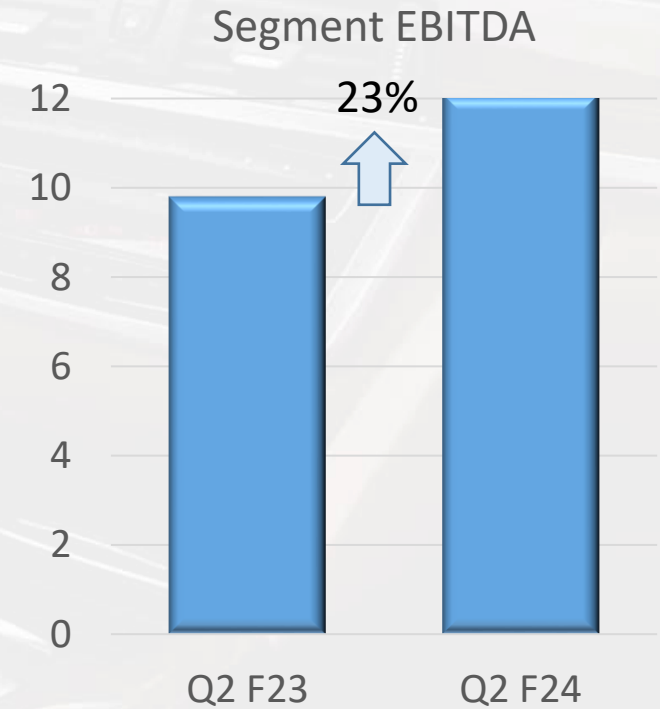


Segment results increased mainly due to higher demand for die-cast moulds

C\$ Millions



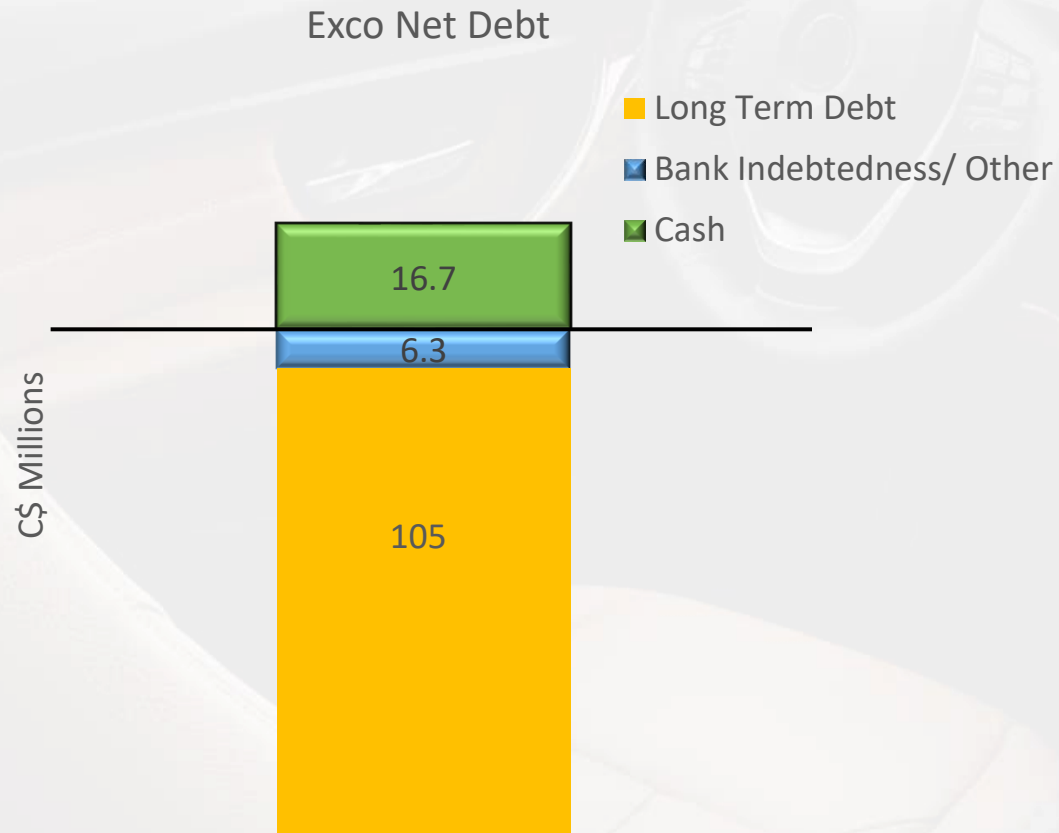
C\$ Millions



Financial Leverage & Liquidity



Balance Sheet net leverage of 1.2x as at March 31, 2024



- LTM EBITDA of C\$81M
- C\$150M committed revolver matures February 2027
- Balance sheet net debt of \$94.6M
- C\$40M of Liquidity
- Significant cushion to bank facility covenants

Questions





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