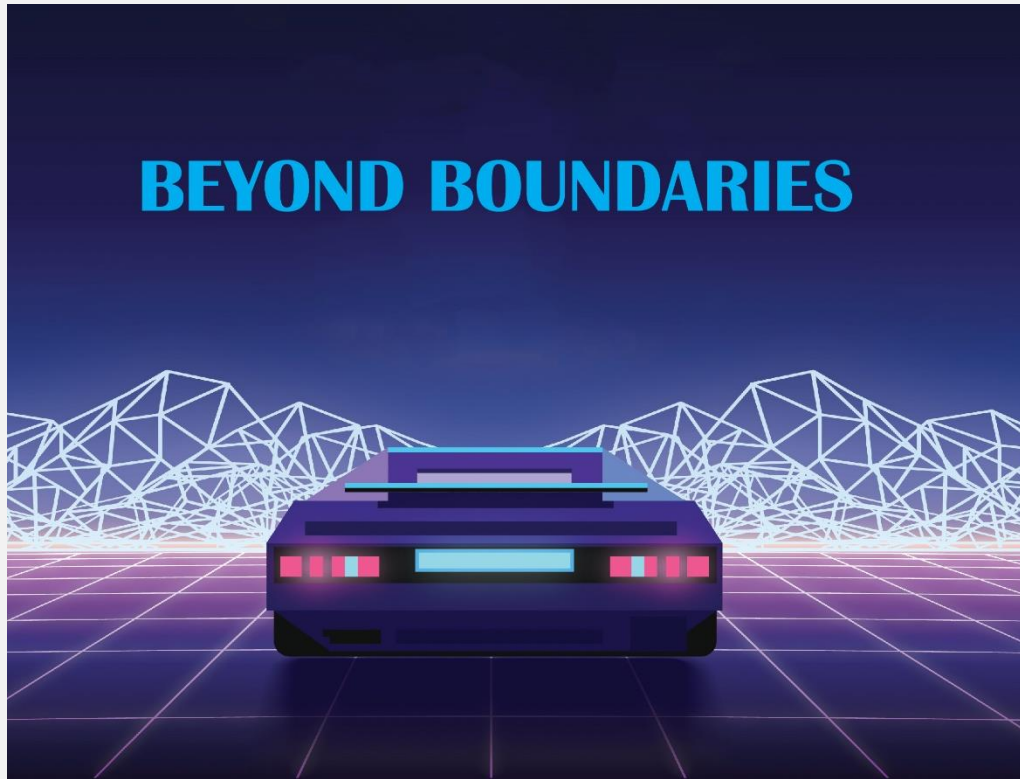




Technologies Limited



Q1 F2024 Earnings Call

February 1, 2024

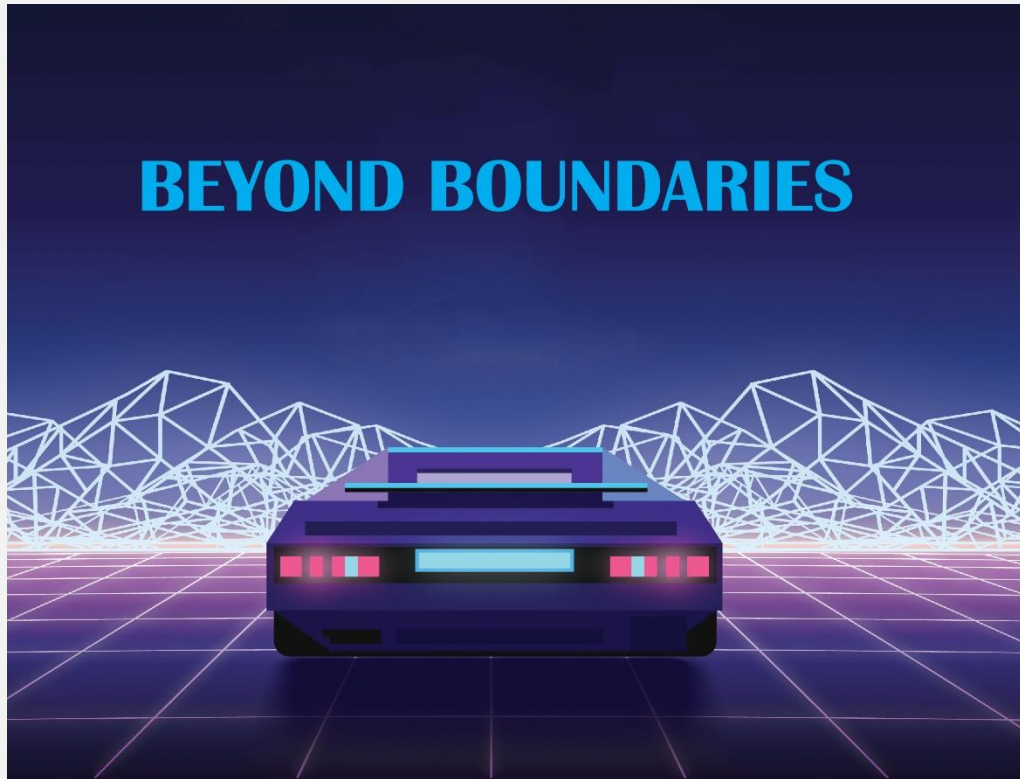
Cautionary Statement



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

Q1 F2024 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

- Overall industry vehicle production estimated up 5% in N.A and up 6% in Europe vs prior year quarter
 - IHS expects NA and Europe industry vehicle production to remain relatively flat in C24 versus C23
 - Modestly negative for Europe and modestly positive for NA
 - US SAAR (sales) tracking near 16M units as fleet sales and inventory restocking as well as continuing pent-up consumer demand offsetting macro headwinds
- Segment revenue up \$13M/ 18% year over year (no material FX impact)
 - Greatly outperformed overall market conditions due to favorable vehicle mix and new programs, driven by accessory sales
 - Production volumes +6% and segment revenues up 18%
 - Strike impacted segment revenues by ~C\$2.5M
- EBITDA up 11% but segment EBITDA margin deteriorated to 12.1% from 12.8% last year
 - Margins hurt by UAW Strike action and Mexico labour costs

Q1 F2024 Operations Overview

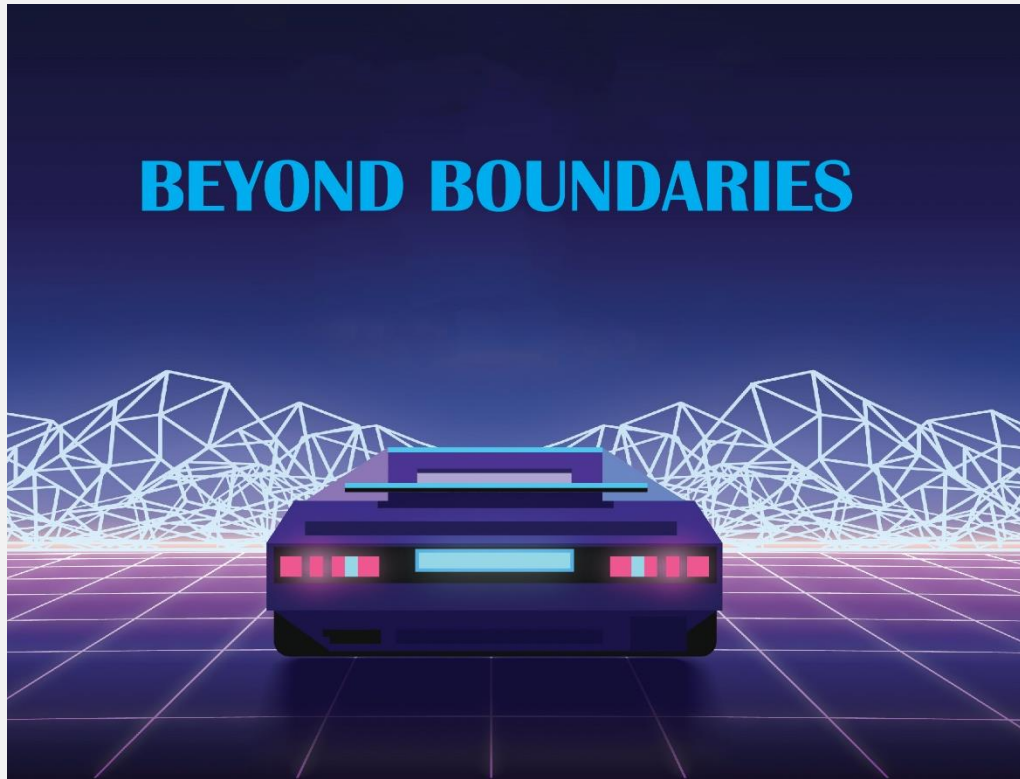


Key Highlights in the Quarter – Casting and Extrusion

- Segment revenue was up C\$5M/ 7% year over year, due mainly to improved results in the Large Mould group
 - Extrusion and Castool groups saw lower sales due to a slowdown in extrusion end markets
- Segment EBITDA was C\$10.2M compared to C\$7.7M last year for an increase of C\$2.5M or 32%
- EBITDA positively impacted by:
 - Much improved results from the Large Mould group
 - Improved results from Halex (prior year significantly impacted by elevated energy costs)
 - Improved results in Castool 90 (Morocco)
- EBITDA negatively impacted by:
 - Weaker volumes in Extrusion (mainly in the Americas and Germany) due to slower economic conditions
 - Weaker volumes in Castool due to slower extrusion demand and start-up losses at Castool Mexico
 - Balance sheet FX Losses (C\$500k)



Technologies Limited



Matthew Posno

Chief Financial Officer

Financial Review

Q1 F2024 Financial Overview



Consolidated Results Versus Prior Year Period

- Revenue of \$156.7M; up 13% compared to \$139.1M last year
 - FX movements had limited impact on sales
- EBITDA of \$18.1M; up 19% from \$15.2M last year
 - Strong improvement from Automotive Solutions group as vehicle volumes recovered and newer programs continued to ramp
 - Despite UAW strike-related volume and sales reductions - UAW strike impact on sales approximately C\$2.5M unfavorable
 - Very strong Improvement in Large Mould group as sales increased and margins improved
 - Reduced demand for Extrusion and Castool extrusion related consumable products given softening macro conditions, especially in the America's and Germany
 - Castool start-up operations progressing
 - Consolidated balance sheet FX impact (Mainly USD/ CAD) was about C\$850k unfavorable

Q1 F2024 Financial Overview



Consolidated Results Versus Prior Year Period

- Casting and Extrusion segment revenues up 7% and EBITDA up 32% (Margin improved to 14% from 11%)
- Automotive Solutions segment revenues up 18% and EBITDA up 11% (Margin fell to 12% from 13%)
- EPS of \$0.15 versus \$0.12, reconciled to prior year:

Q1	F24 (\$000's)	EPS	F23 (\$000's)	EPS
EBITDA	18,061	0.46	15,181	0.39
Depreciation/ Amort	(8,505)	(0.22)	(7,525)	(0.19)
Interest	(2,170)	(0.06)	(1,808)	(0.05)
Taxes	(1,744)	(0.04)	(1,325)	(0.03)
Net Income	5,642	0.15	4,523	0.12

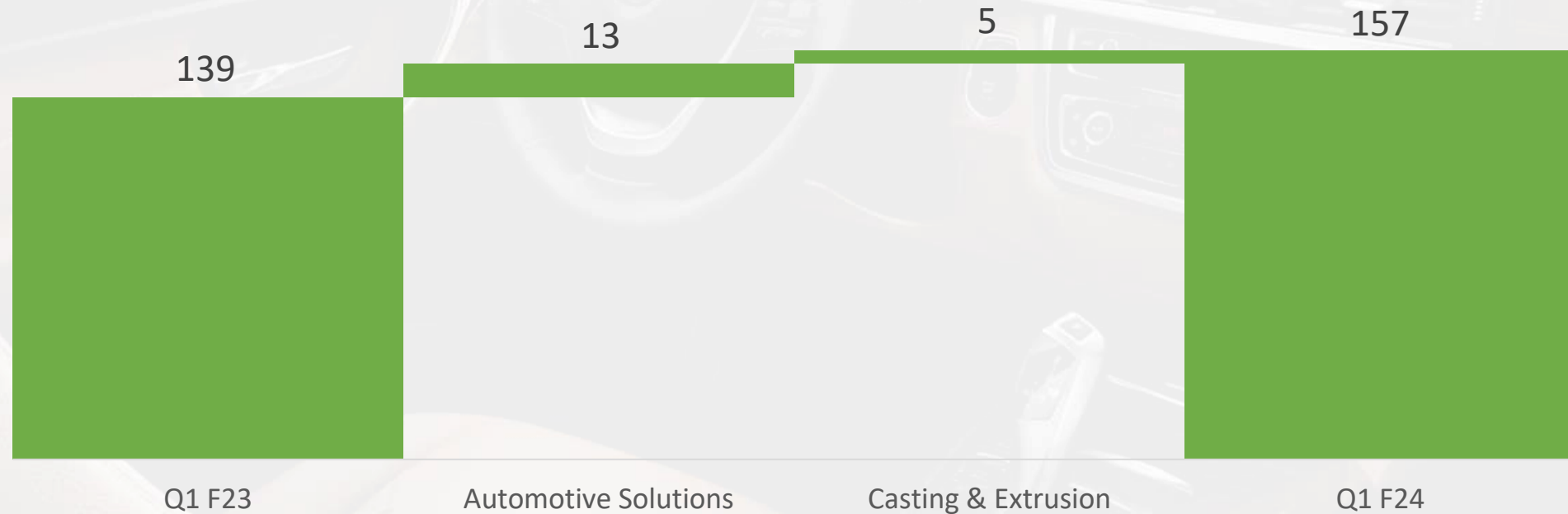
- Free cash flow of \$2.9M in the quarter (after \$3.6M of working capital use and \$7.7M of maintenance capex)
- Balance sheet net debt increased slightly to \$99.7 and net leverage was 1.3x

Q1 F2024 Financial Overview



Consolidated Revenue Reconciliation

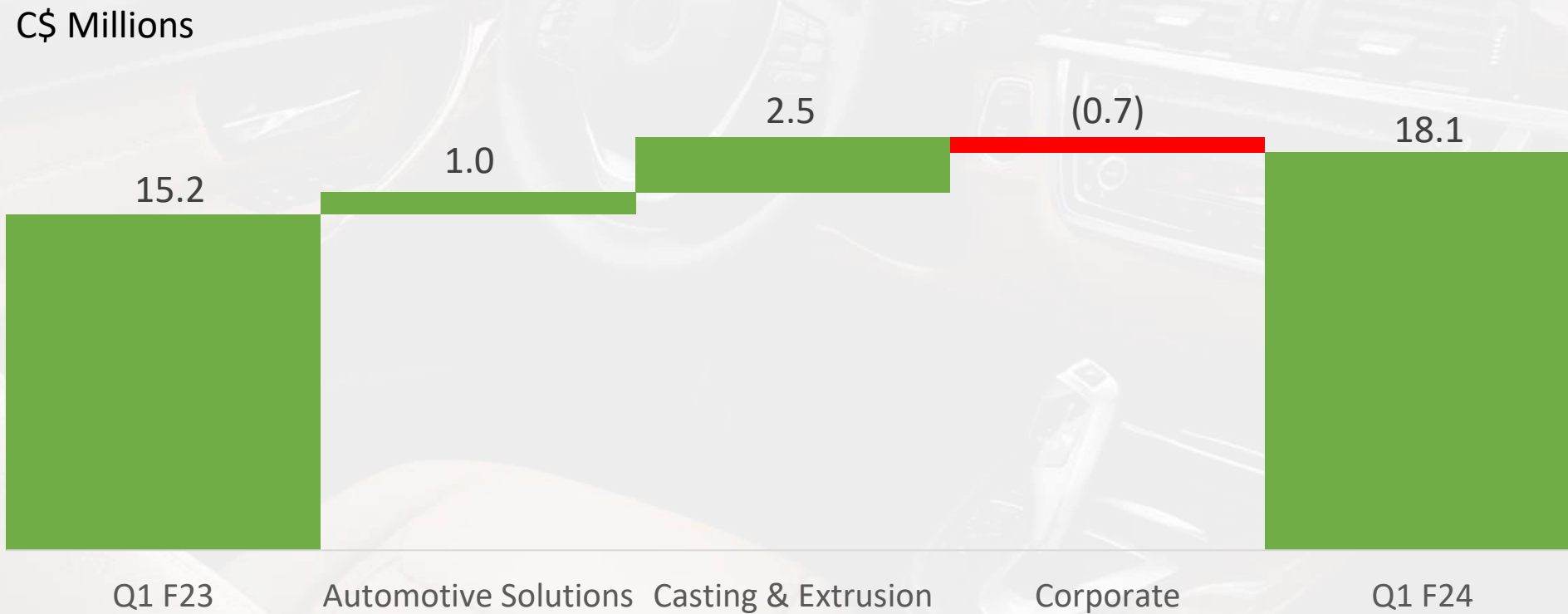
C\$ Millions



Q1 F2024 Financial Overview



Consolidated EBITDA Reconciliation

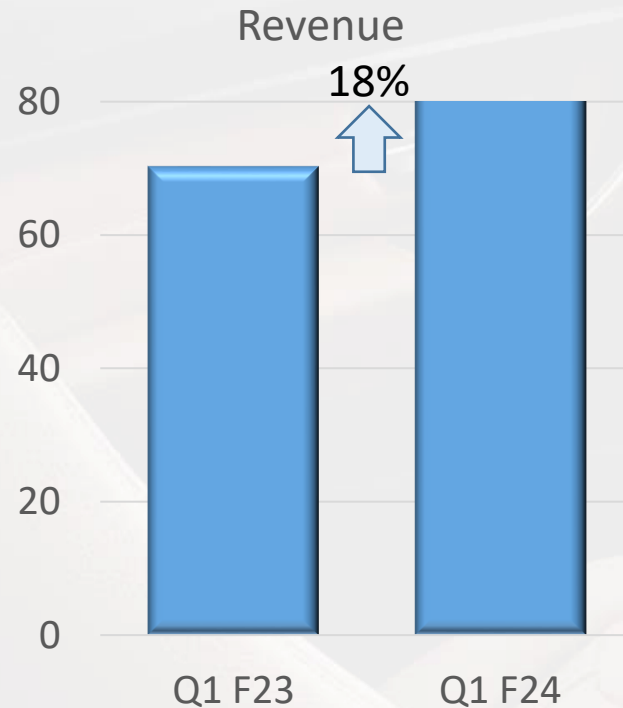


Automotive Solutions Segment

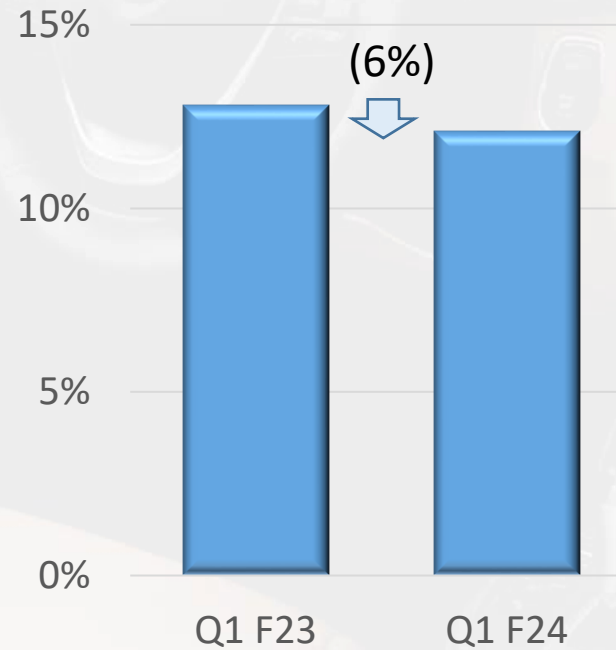


Segment EBITDA increased with higher volumes

C\$ Millions

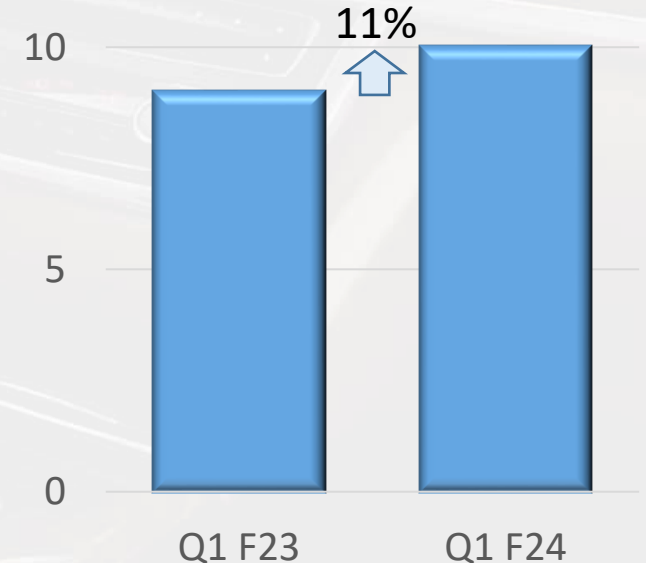


Segment EBITDA Margin



C\$ Millions

Segment EBITDA



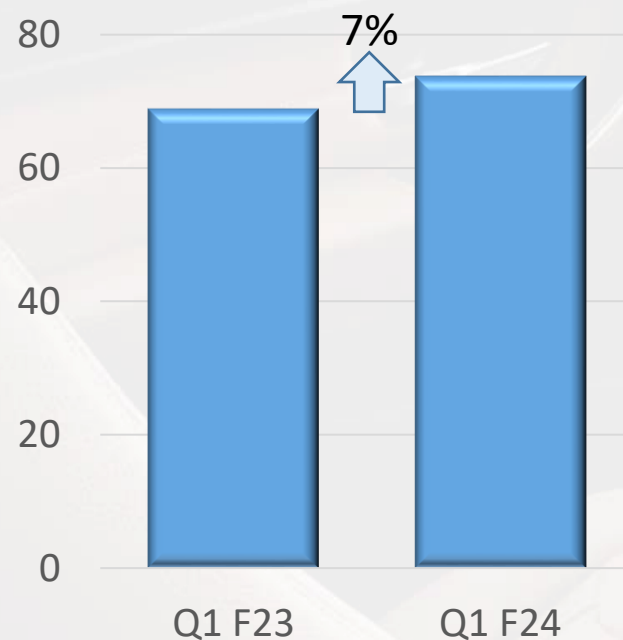
Casting & Extrusion Segment



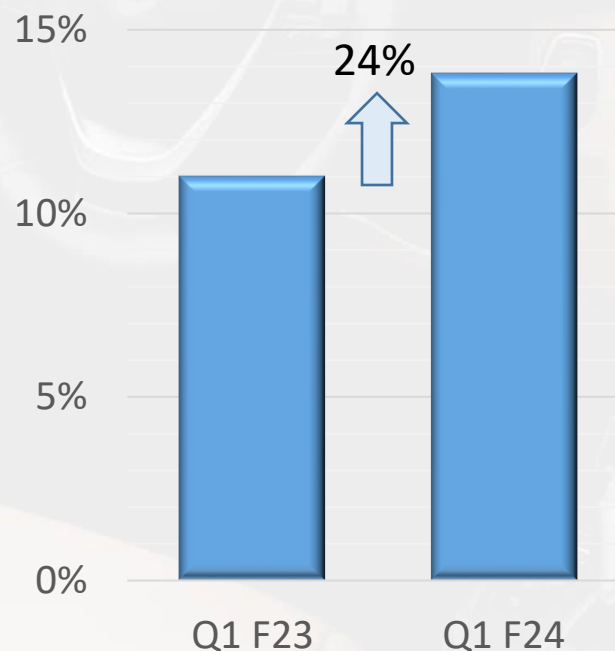
Segment results increased due to mix and production volumes

C\$ Millions

Revenue

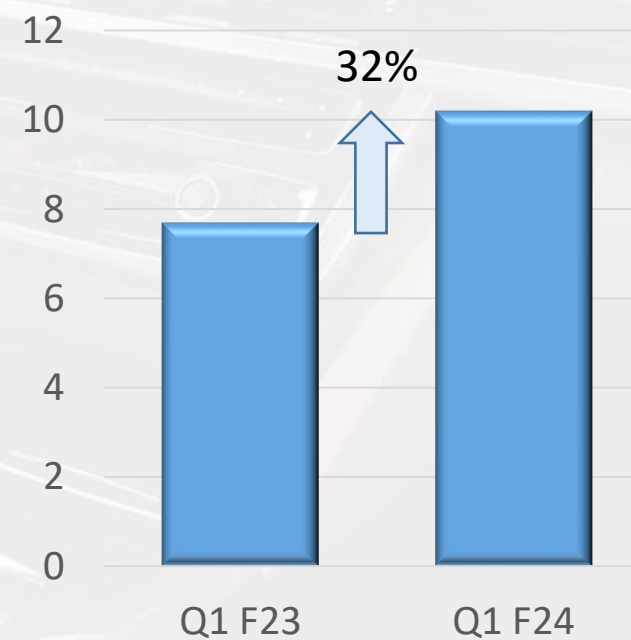


Segment EBITDA Margin



C\$ Millions

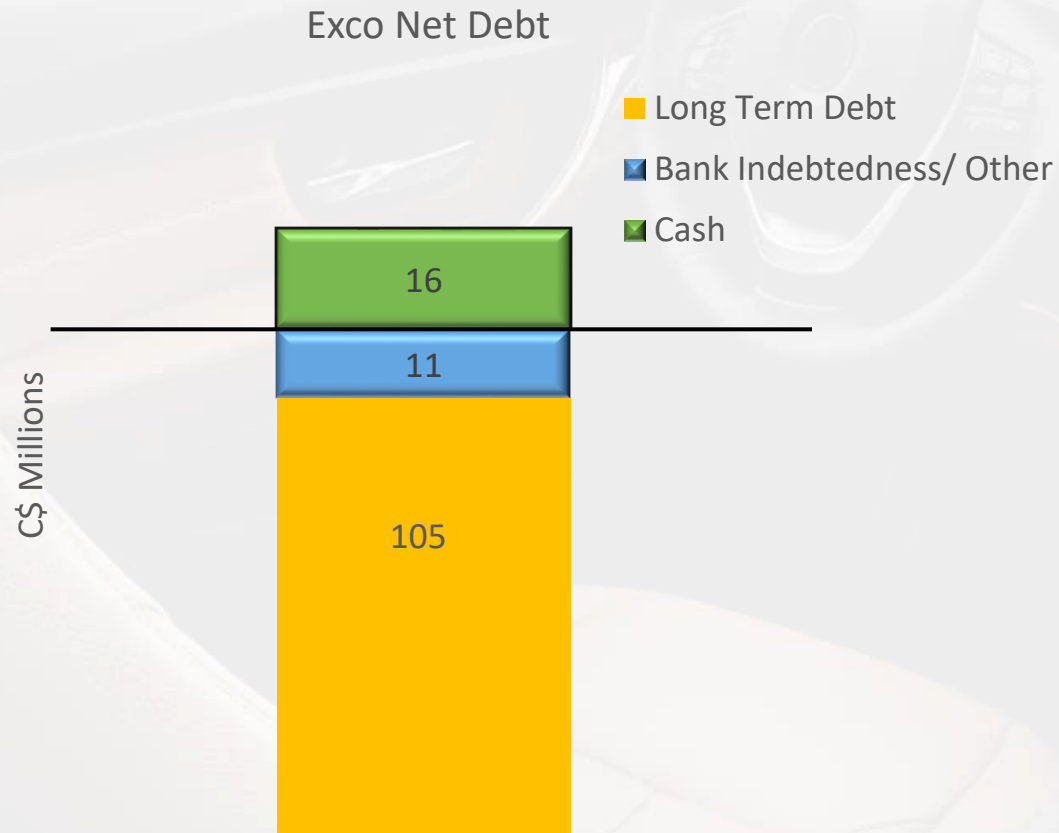
Segment EBITDA



Financial Leverage & Liquidity



Balance Sheet net leverage of 1.3x as at December 31, 2023



- LTM EBITDA of C\$77M
- C\$150M committed revolver matures February 2025
- Balance sheet net debt of \$100M
- C\$37M of Liquidity
- Significant cushion to bank facility covenants

Questions





Technologies Limited

