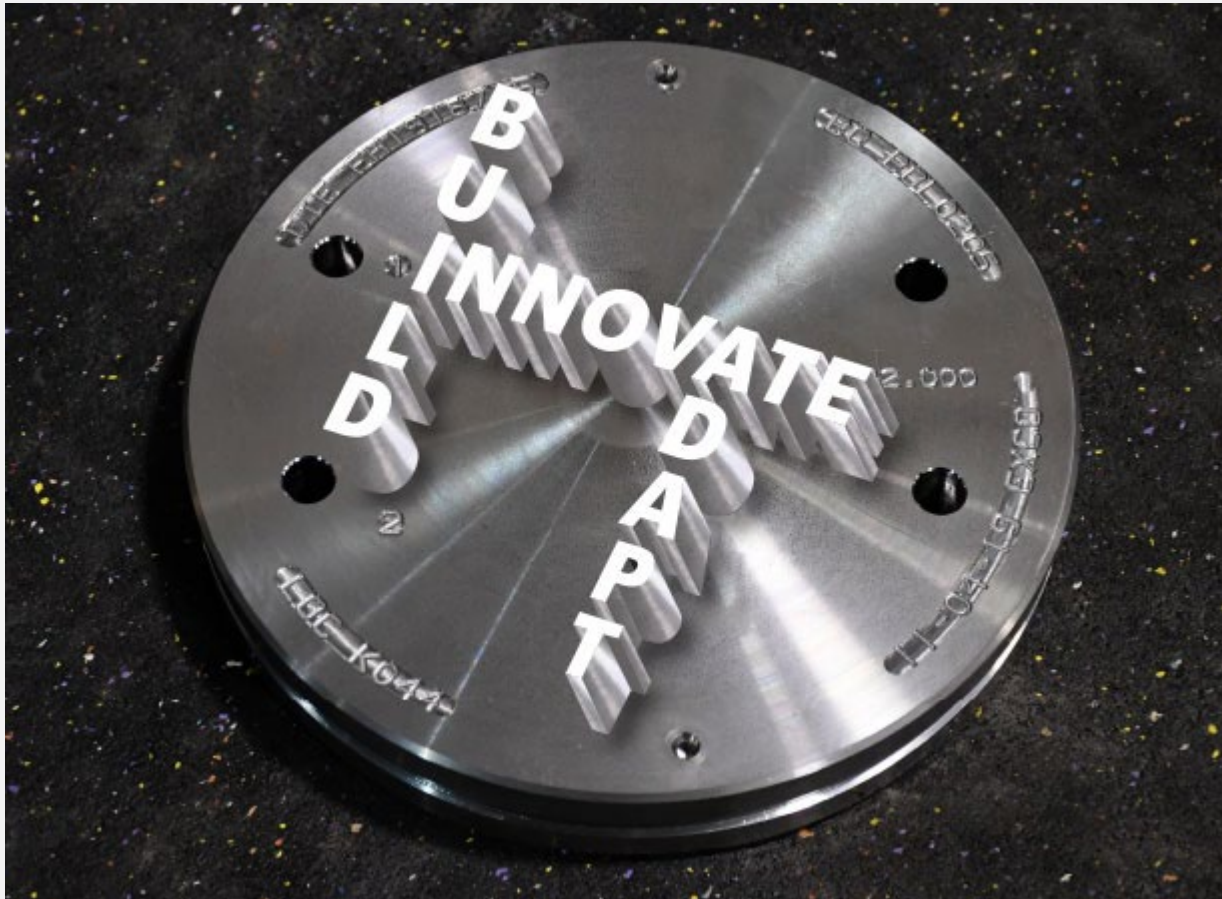




Technologies Limited



Q3 F2020 Earnings Call

July 30, 2020

Cautionary Statement



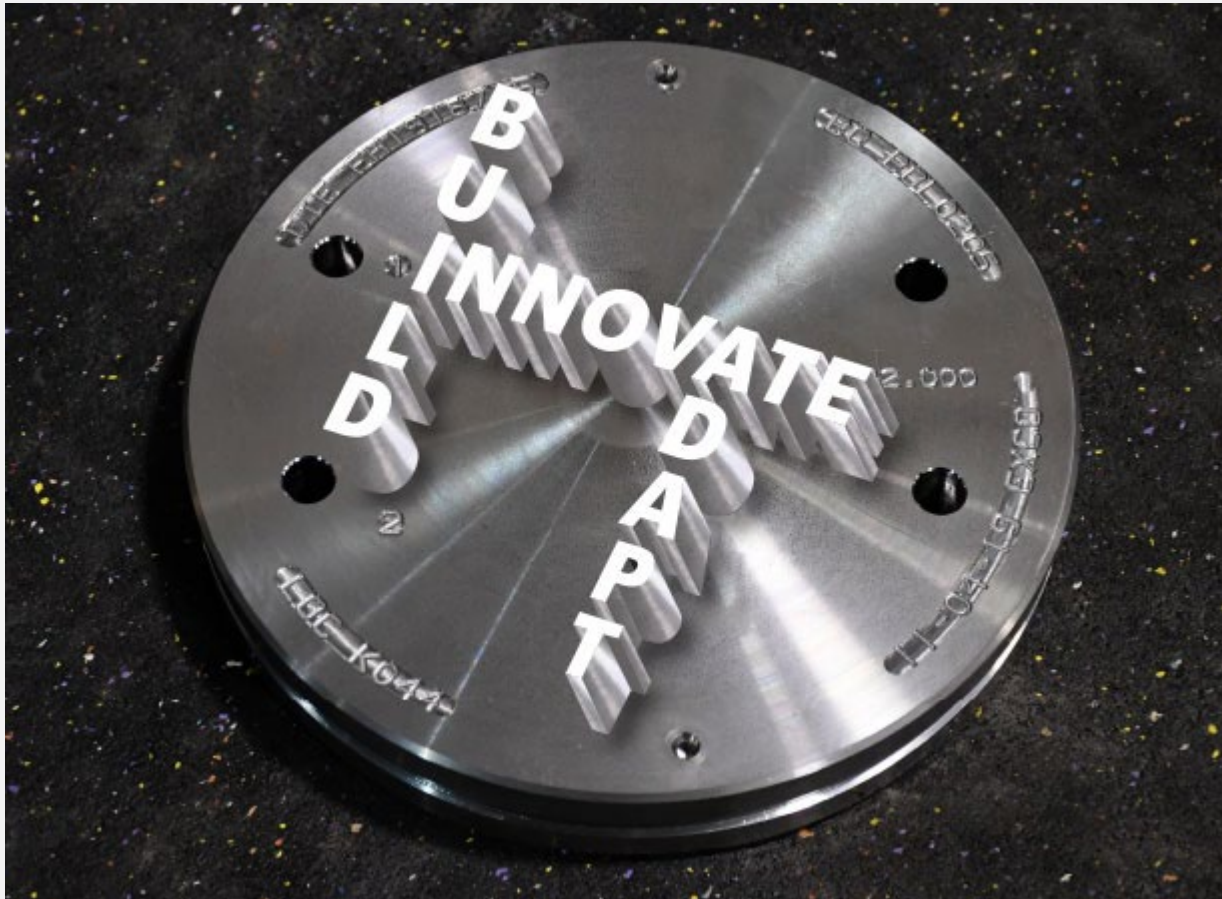
Information in this presentation relating to projected growth and financial performance of the Company's business units, contribution of our greenfield business units, margin performance and operating efficiencies are forward-looking statements.

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, the current uncertain global economic impact of the COVID-19 pandemic or similar outbreak of epidemic, pandemic, or contagious diseases that may emerge in the human population, which may have a material affect on how we and our customers operate our businesses and the duration and extent to which this will impact our future operating results, 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



Darren Kirk
Chief Executive Officer

Q3 F2020 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

- Overall industry vehicle production down approximately 68% in North America and Europe on a combined basis
 - Automotive production was at a standstill through April and much of May
 - Trends were positive during the quarter with June vehicle production up materially from May
- Vehicle sales held up better than production, particularly in the US
 - Also showed an improving trend through the quarter although June remains well below prior year
 - Lower dealer inventory levels, record high used vehicle pricing, reducing new car incentives, etc indicate decent underlying fundamentals for new vehicle demand
- Vehicle production in the second half of calendar 2020 expected to be down modestly from prior year levels

Q3 F2020 Operations Overview



Key Highlights in the Quarter – Automotive Solutions

- FX Adjusted segment revenue down 62%, which fared better than production due to exposure to accessory sales and prior new program launches
- Polytech, AFX and Polydesign were non operational for April and much of May due to OEM shutdowns and shelter-in-place orders
 - June activity for these three entities improved to around 75% of normal
- Neocon continuously operated at about 60% of normal volumes through FQ3, using work-share type arrangements to manage labour

Q3 F2020 Operations Overview



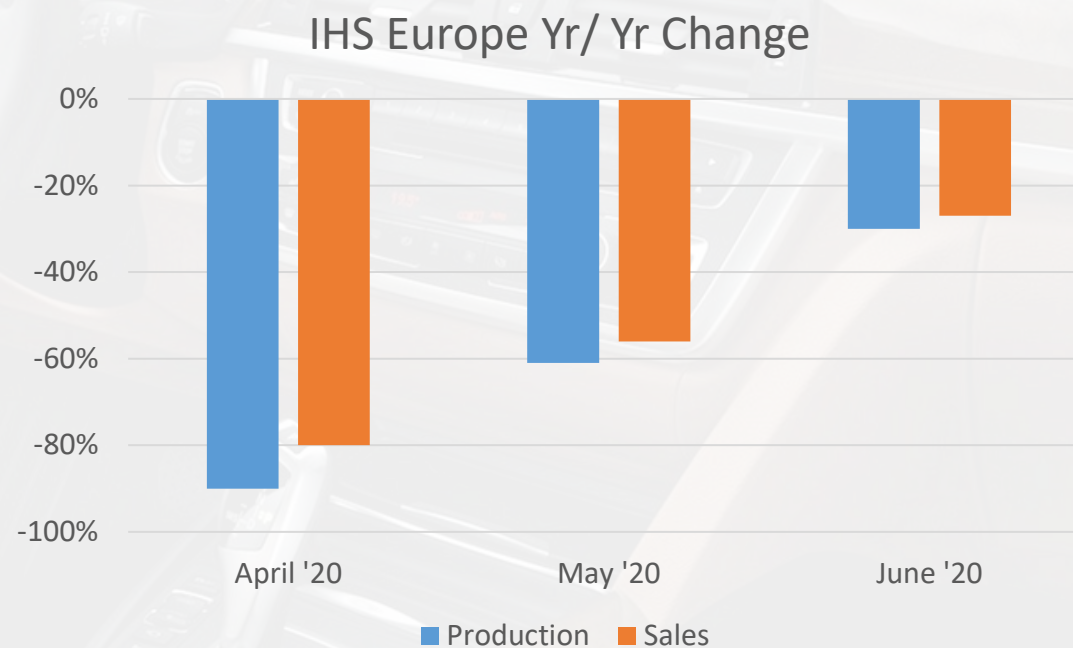
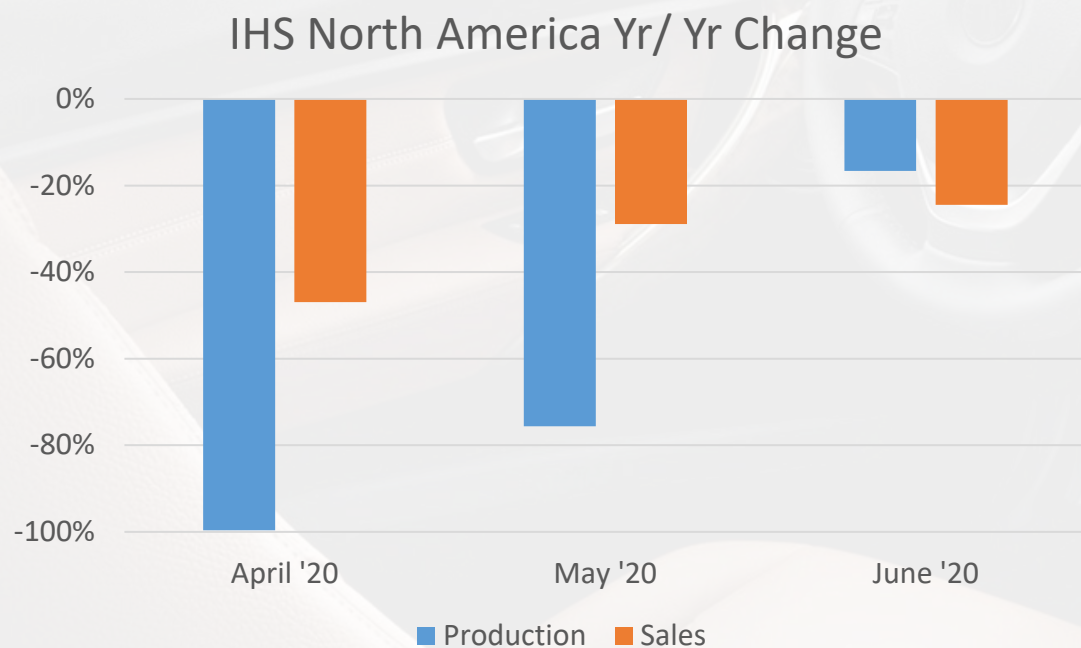
Key Highlights in the Quarter – Automotive Solutions

- Segment PTP declined from a profit of \$7.9M in Q3 F19 to a loss of \$3.8M primarily due to:
 - Lost absorption due to sales decline
 - Continuance of wages for employees in Mexico despite shut-down
 - Tempered by cost actions taken in the quarter to minimize negative impact of abrupt sales decline, including use of government wage support programs
- Supply chain risk remains significant across the industry, but we are taking active steps to mitigate
 - Inventory build up to act as a buffer
 - Group plants continue to refine measures to operate safely

Q3 F2020 Operations Overview



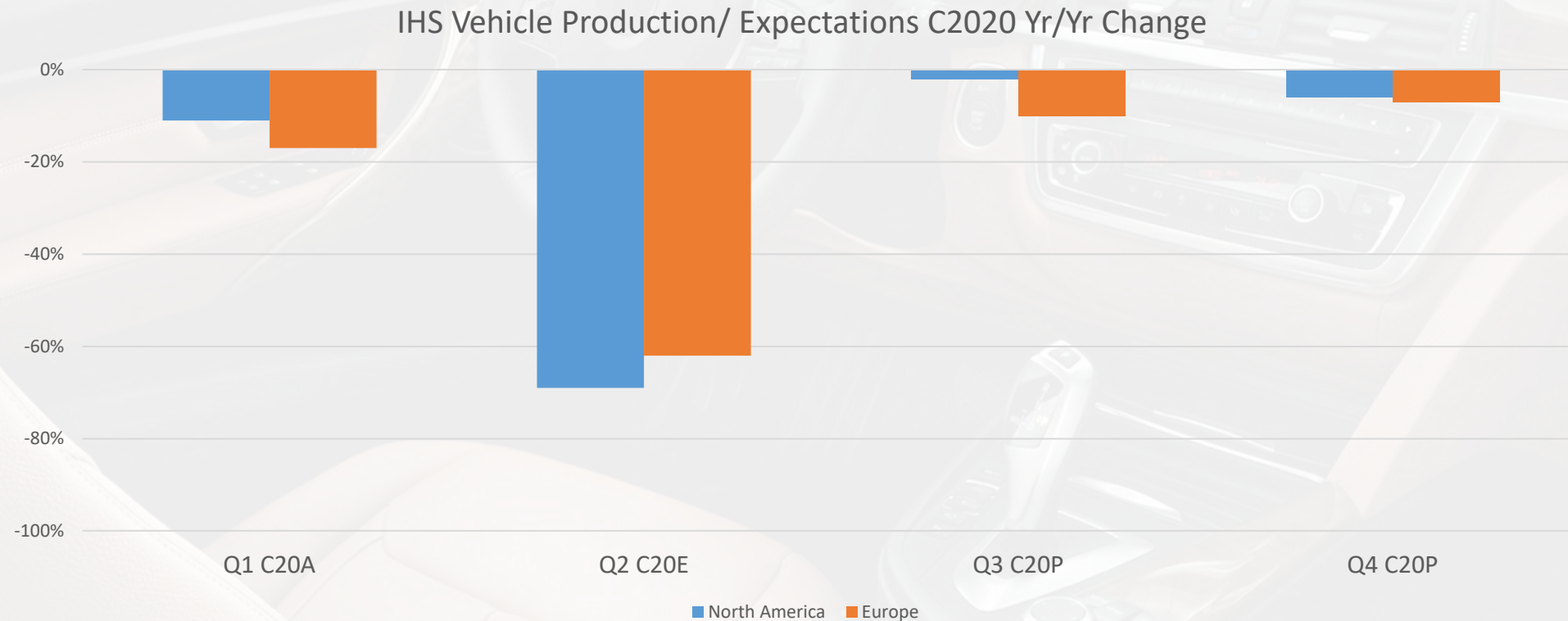
Key Highlights in the Quarter – Automotive Solutions



Q3 F2020 Operations Overview



Key Highlights in the Quarter – Automotive Solutions



Q3 F2020 Operations Overview



Key Highlights in the Quarter – Casting & Extrusion

- Tooling operations performed well, reflecting the long cycle and/or critical nature of our products
 - Aluminum products feed into a diverse number of essential industries
- Order flow slowed to about 75%-80% of normal for extrusion tooling while Castool's die-cast consumable tooling slowed to a greater extent
 - Die-cast consumable tooling picked up in June with OEM automotive production ramping up
- Work continued in Large Mould group at normal levels through much of the quarter
 - Favorable impact of mix of activity during the quarter
 - Large Mould group continues to advance discussions for several new programs

Q3 F2020 Operations Overview

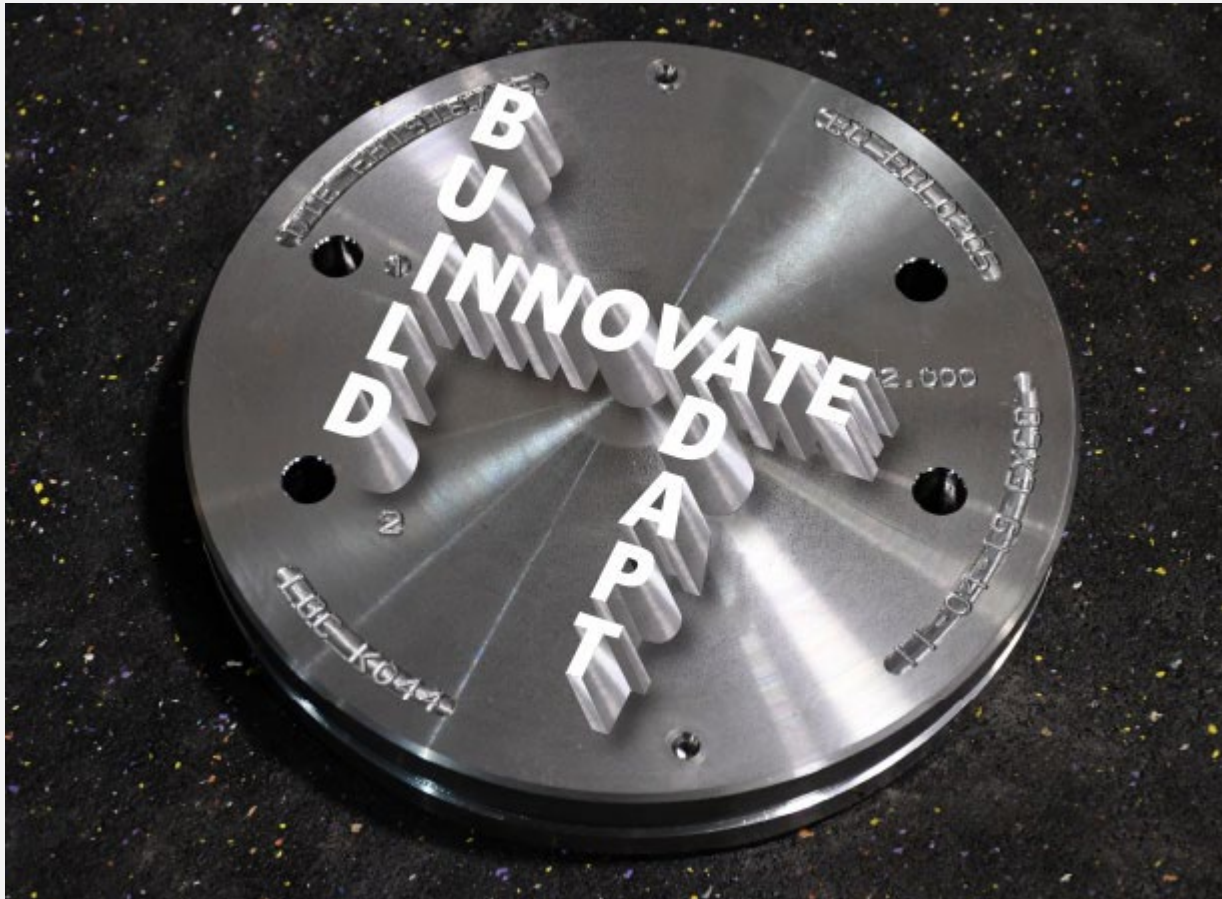


Key Highlights in the Quarter – Casting & Extrusion

- We believe our multi-plant footprint & harmonized manufacturing methods helped us gain market share
- All 11 plants remained operational through the quarter with the exception of Colombia which was shut-down by government order for 15 business days
- Overall backlog and bidding activity remain decent in context of general economic conditions
- Key pre-tax profit drivers in the quarter:
 - Adverse overhead absorption in the Extrusion group and Castool
 - Lower steel prices (mainly tariffs and surcharge pass-throughs)
 - Various efficiency improvements, particularly in the Large Mould group
 - Cost actions, including the use of government wage support programs
- COVID-19 safety measures continue to be followed/ enhanced across the group



Technologies Limited



Matthew Posno
Chief Financial Officer

Q3 F2020 Financial Overview



Consolidated Results Versus Prior Year Period

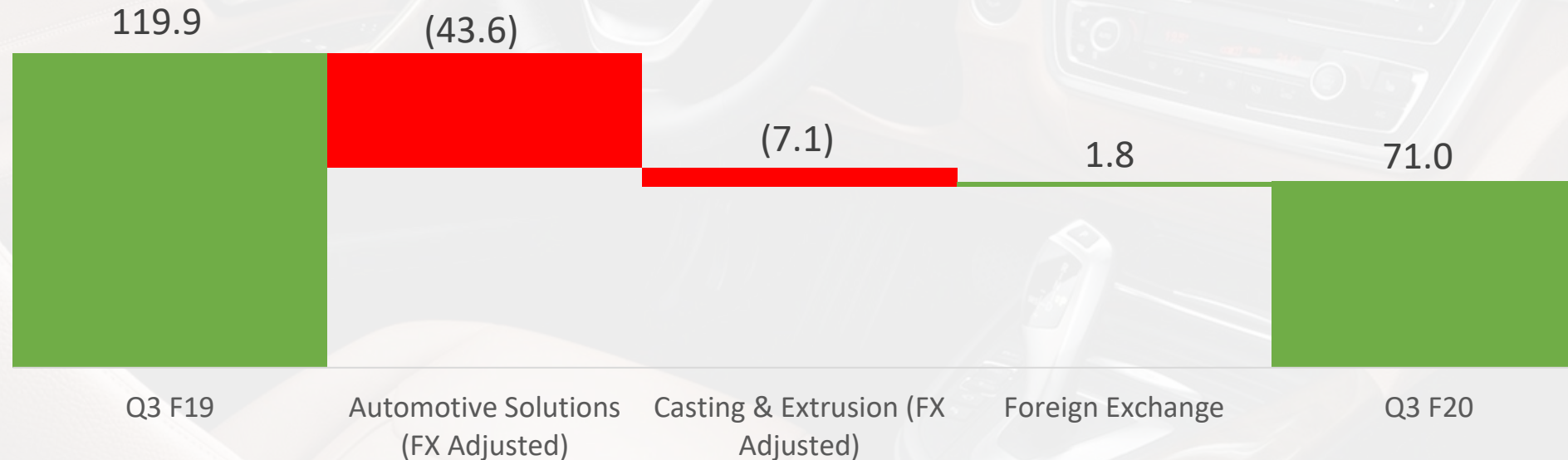
- Revenue of \$71.0M; down \$49.0M, or 41% and EBITDA of \$4.7M down \$9.8M, or 68%
- Casting and Extrusion segment revenue down \$6.1M, or 12% but segment PTP up \$1.0M, or 28%
 - Relatively strong results reflect long cycle programs and/or essential nature of operations
- Automotive Solutions segment revenue down \$42.9M, or 60% and PTP down \$11.7M, or 148%
 - Automotive production in N.A and Europe at a virtual standstill in April and much of May
- Net loss of \$0.8M; EPS of (\$0.02) versus \$0.18
- Free cash flow of \$16.2M in the quarter after \$4.3M capex and \$15.6M working capital improvement
- Balance sheet strengthened to a \$23.7M net cash position as at June 30, 2020
- NCIB remains suspended since mid-March

Q3 F2020 Financial Overview



Consolidated Revenue Reconciliation

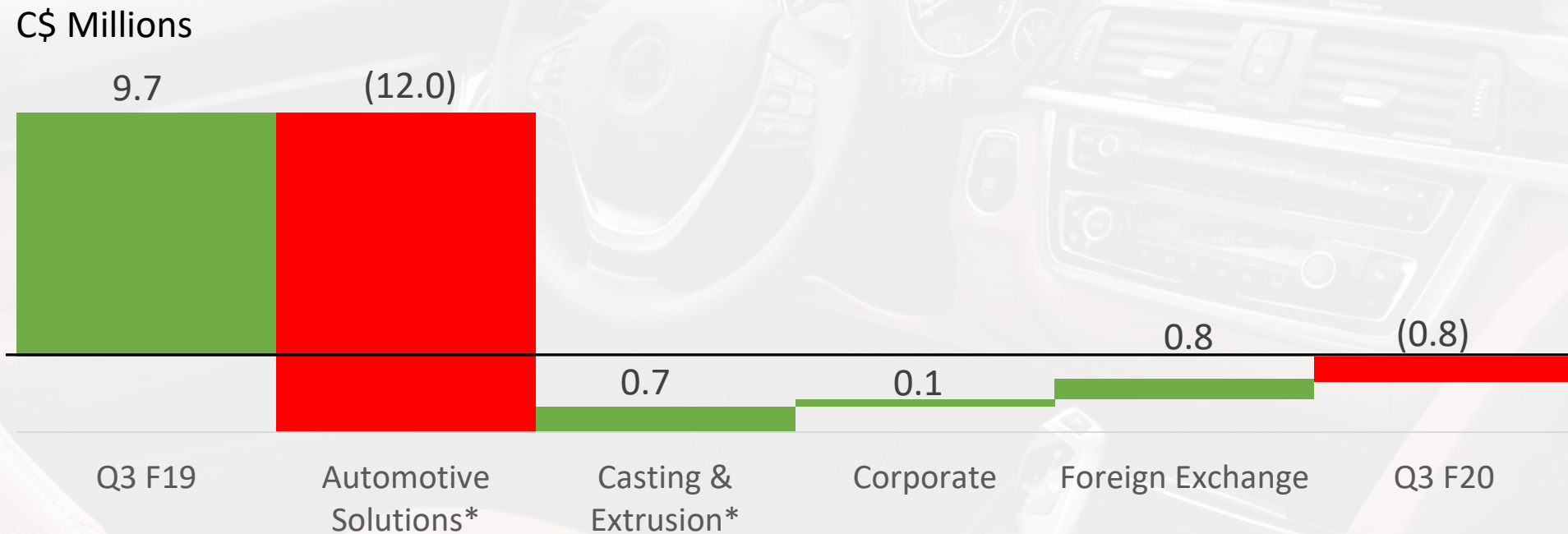
C\$ Millions



Q3 F2020 Financial Overview



Consolidated PTP Reconciliation (Before Interest and Other Expense)



* FX Adjusted

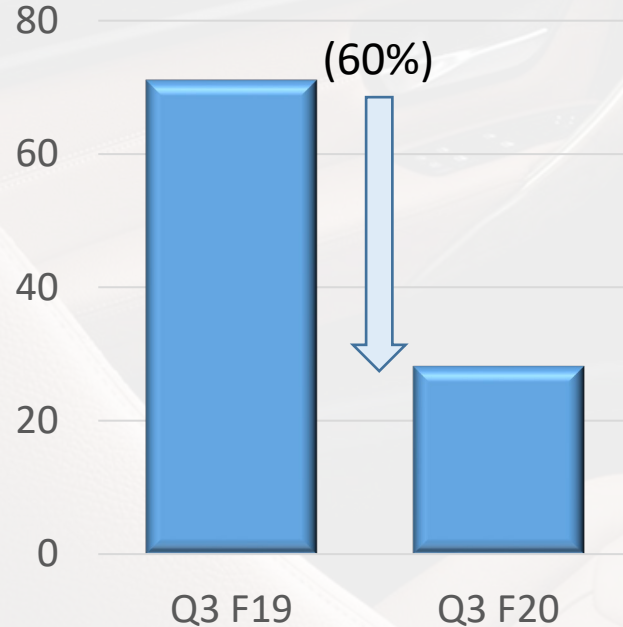
Automotive Solutions Segment



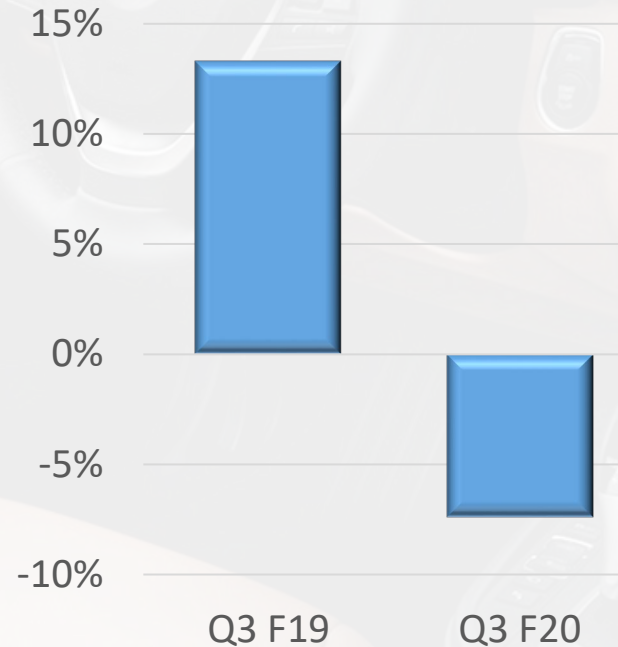
EBITDA down on under-absorption of costs/ continuance of wages in Mexico

C\$ Millions

Revenue

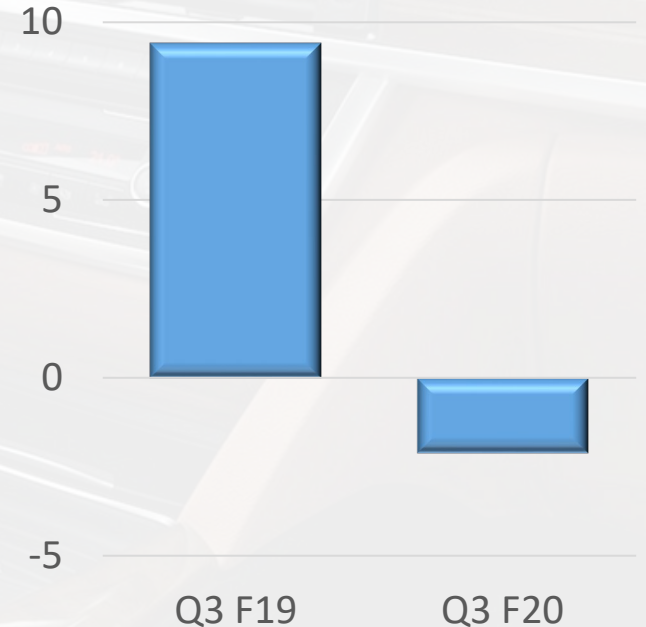


Segment EBITDA Margin



C\$ Millions

EBITDA



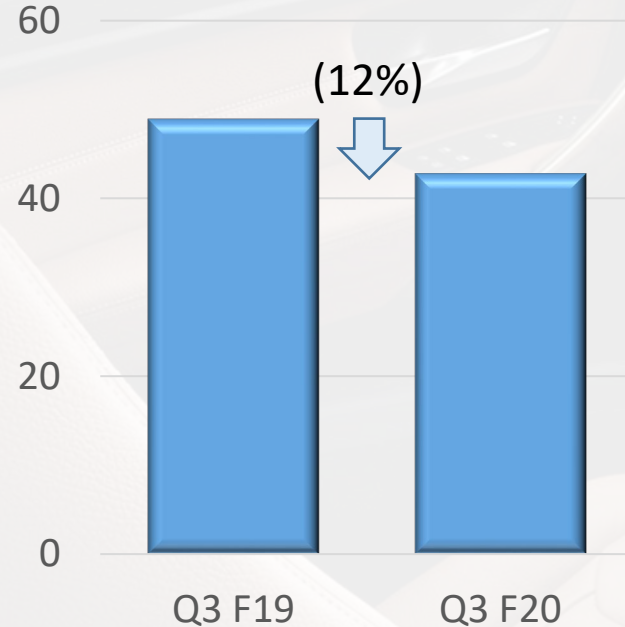
Casting & Extrusion Segment



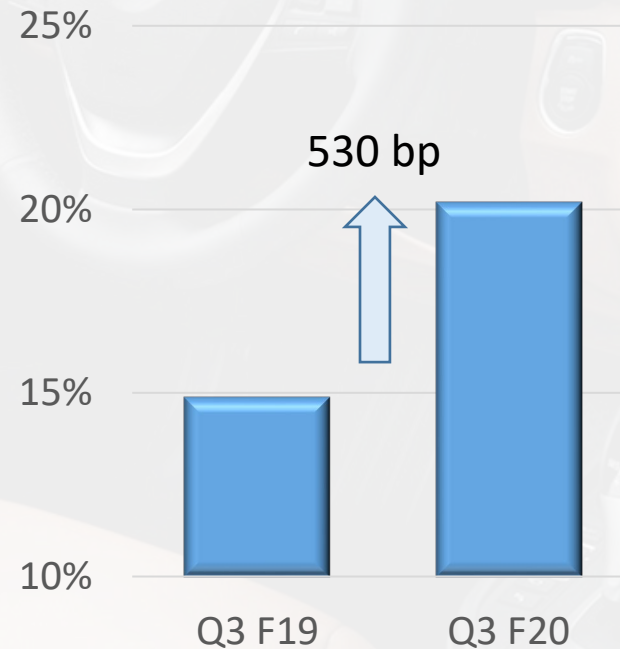
Segment EBITDA up on margin enhancement

C\$ Millions

Revenue

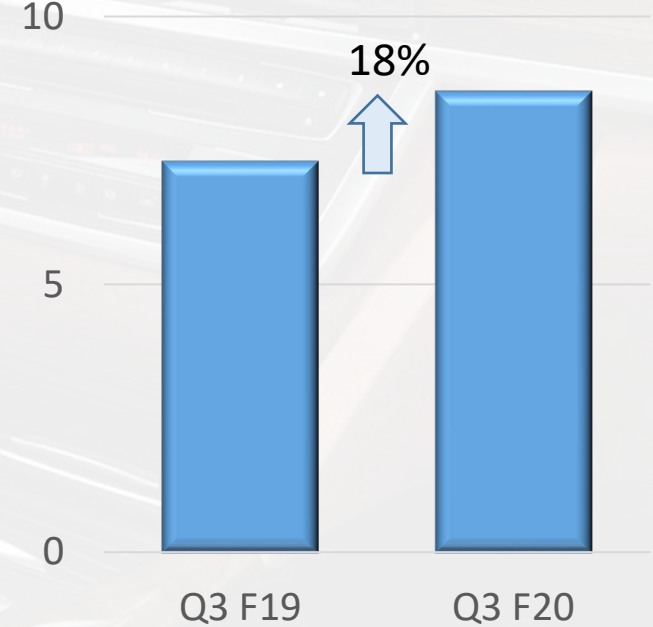


Segment EBITDA Margin



C\$ Millions

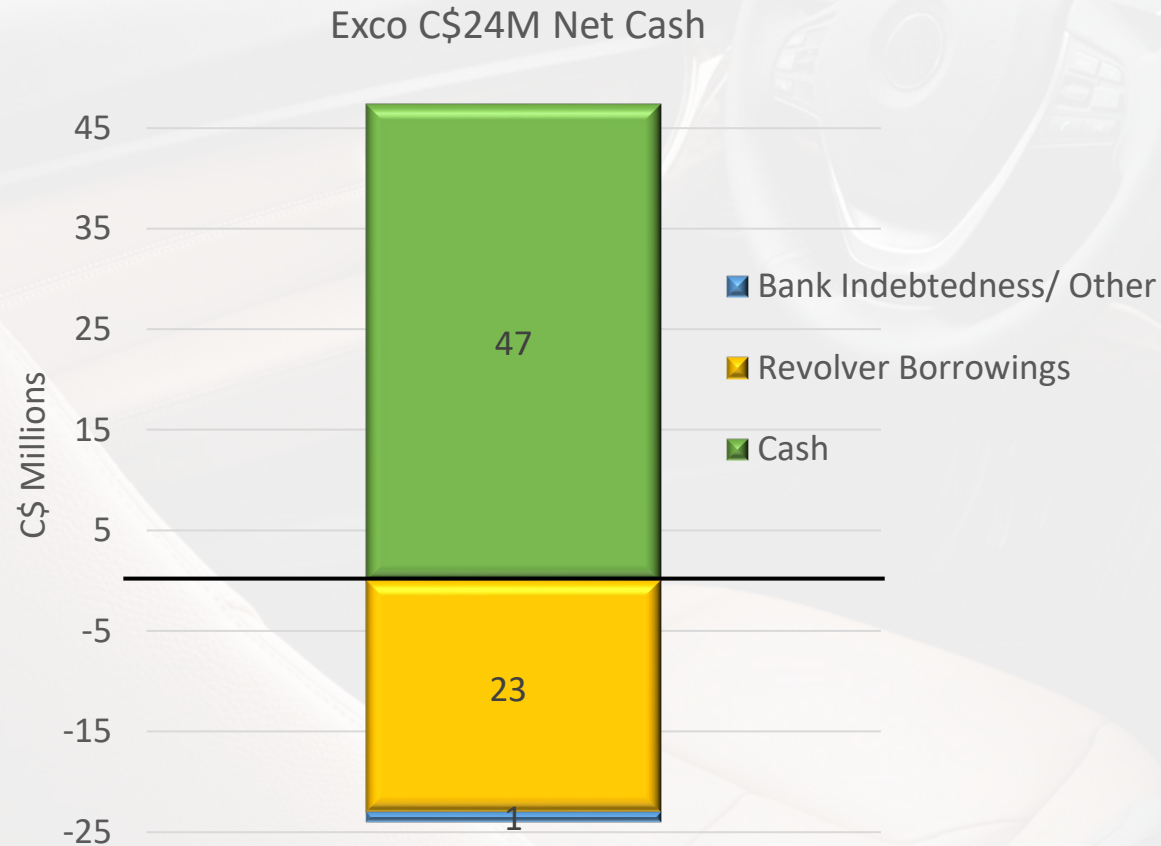
Segment EBITDA



Financial Leverage & Liquidity



Balance Sheet in a \$24M Net Cash Position



- LTM Q3 F2020 EBITDA of C\$51M
- C\$50M committed revolver matures February 2023; \$27M available
- Balance sheet cash of \$47M
- Repaid C\$20M of revolver borrowings subsequent to quarter end with cash on hand
- Significant cushion to bank facility covenants

Questions





Technologies Limited

