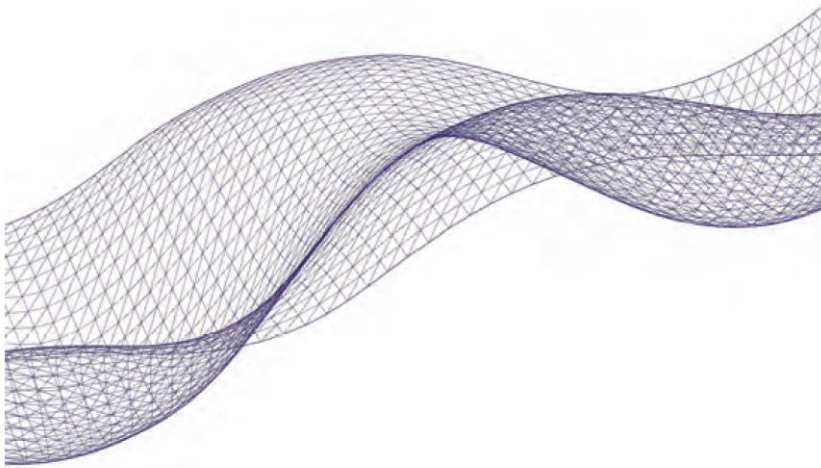




*Technologies Limited*

***Precision in Motion***



# Q2 F2025 Earnings Call

May 1, 2025

# Cautionary Statement

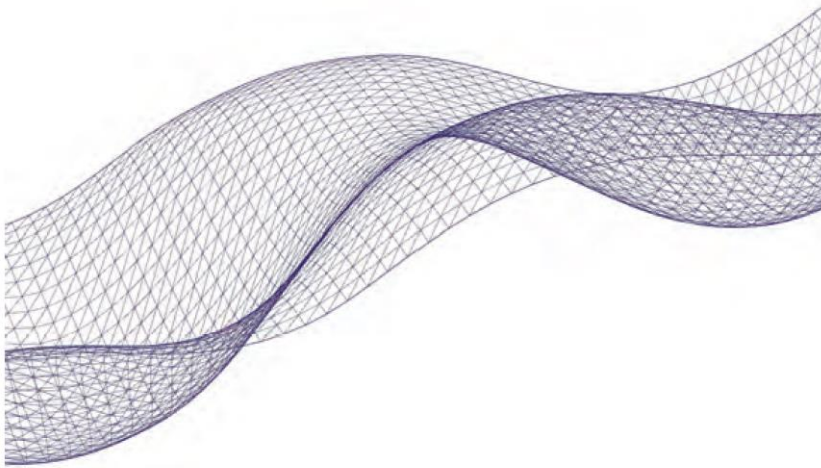


This presentation contains forward-looking information and forward-looking statements within the meaning of applicable securities laws. We may use words such as “anticipate”, “may”, “will”, “should”, “expect”, “believe”, “estimate”, “5-year target” and similar expressions to identify forward-looking 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)



*Technologies Limited*

***Precision in Motion***



**Darren Kirk**  
Chief Executive Officer

Operations Review

# Q2 F2025 Operations Overview



## Key Highlights in the Quarter – Automotive Solutions

- Overall industry vehicle production estimated down 5% in N.A and down 7% in Europe vs prior year quarter
- US SAAR was very strong (16.5M in CQ1 '25, including 17.7M in March) as consumers rushed to get ahead of vehicle price increases
  - Pull forward in vehicle demand, which is expected to impact future qtrs (US SAAR expected to fall to ~15M units in C2025)
- S&P Global Mobility expects NA and Europe industry vehicle production to decline by 9% and 3% respectively in C25 versus C24
- Segment revenue down \$3M/ 3% year over year
  - Outperformed production levels helped by strong US SAAR, inventory restocking of accessory products, new program launches, FX
- EBITDA down 5% due 1) weak European production volumes and 2) incremental segment severance costs of C\$0.5M
- Vast majority of Exco products in North America are USMCA compliant
- US Tariffs will have a large negative impact on demand for imported vehicles, although impact is difficult to quantify
- US Tariffs will also likely negatively impact demand for US assembled vehicles that have tariffed parts (engines/ transmissions/ etc mainly)

# Q2 F2025 Operations Overview



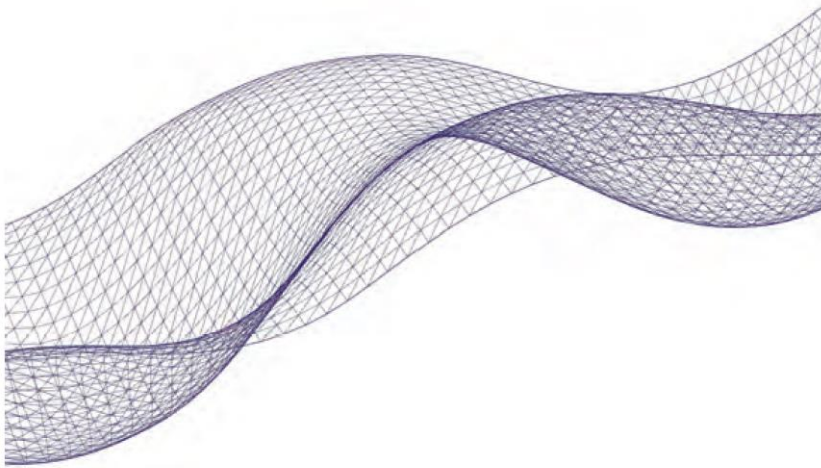
## Key Highlights in the Quarter – Casting and Extrusion

- Record quarter for segment revenue; up C\$5M year over year
  - Mainly due to strong die-cast sales, stable demand for extrusion tooling, and favorable FX rates
- Ongoing improvement in Castool greenfield operations
- \$1.6M in incremental severance costs (\$1.9M this year and \$0.3M last year) due to employee terminations
- Outsourced heat treatment costs and production disruption at Michigan Extrusion plant while new equipment was installed
- Select price increases and continuing efficiency measures
- Segment EBITDA margin excluding restructuring charges and Michigan Heat Treatment costs was 17%
- No direct tariffs on Exco products currently; monitoring closely for any changes



*Technologies Limited*

***Precision in Motion***



**Matthew Posno**

Chief Financial Officer

Financial Review

# Q2 F2025 Financial Overview



## Consolidated Results Versus Prior Year Period

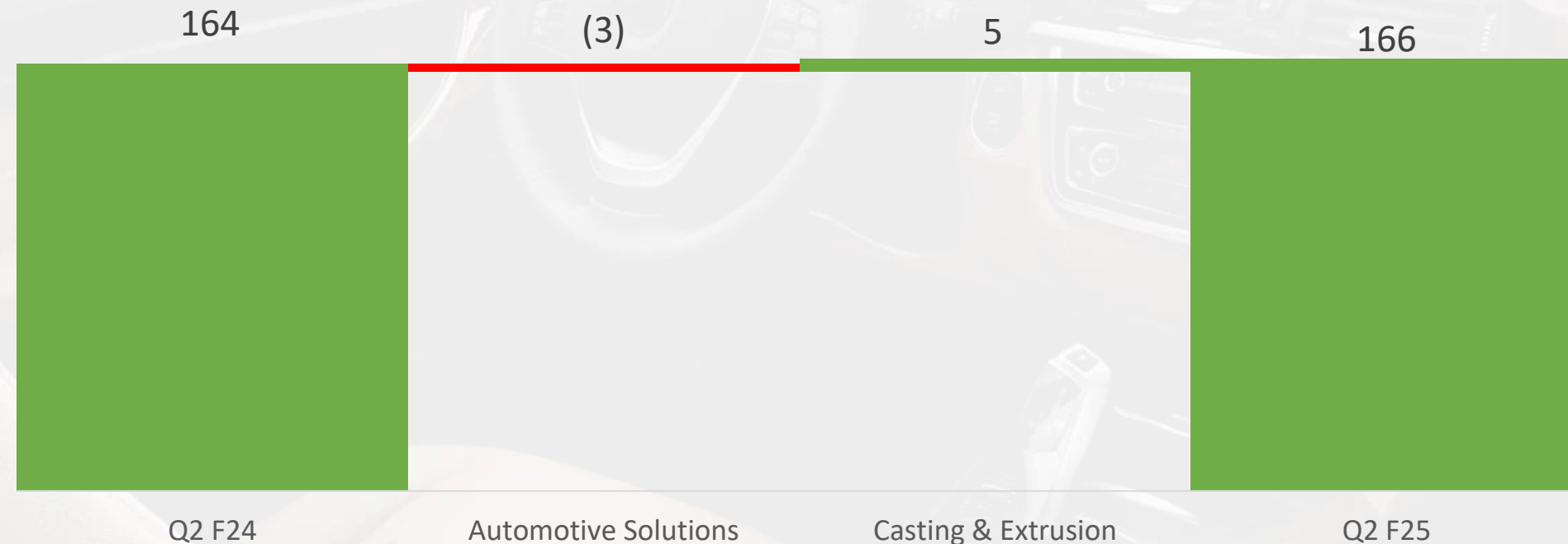
- Revenue of \$166.1M; up 1% compared to \$163.8M last year
  - FX movements increased revenues by \$8.8M
- EBITDA of \$19.7M; down 7% from \$21.2M last year
  - Restructuring charges (severance) of \$2.6M this year versus \$0.5M last year
  - Casting and Extrusion segment included \$1M of outsourcing costs for heat treatment in Michigan
  - Automotive solutions segment EBITDA margin consistent with prior year including \$0.5M of incremental restructuring charges
  - Trade/ tariff uncertainties weighed on results, although quarterly US SAAR was very strong
- EPS of \$0.17 inclusive of \$0.05 of restructuring charges versus \$0.21 prior year
- Free cash flow of \$3.1M in the quarter (after \$7.9M increase in working capital and \$4.4M of maintenance capex)
- Balance sheet net debt increased slightly to \$82.0M and net leverage was 1x
- Withdrawing F2026 financial targets due to tariff uncertainty

# Q2 F2025 Financial Overview



## Consolidated Revenue Reconciliation

C\$ Millions

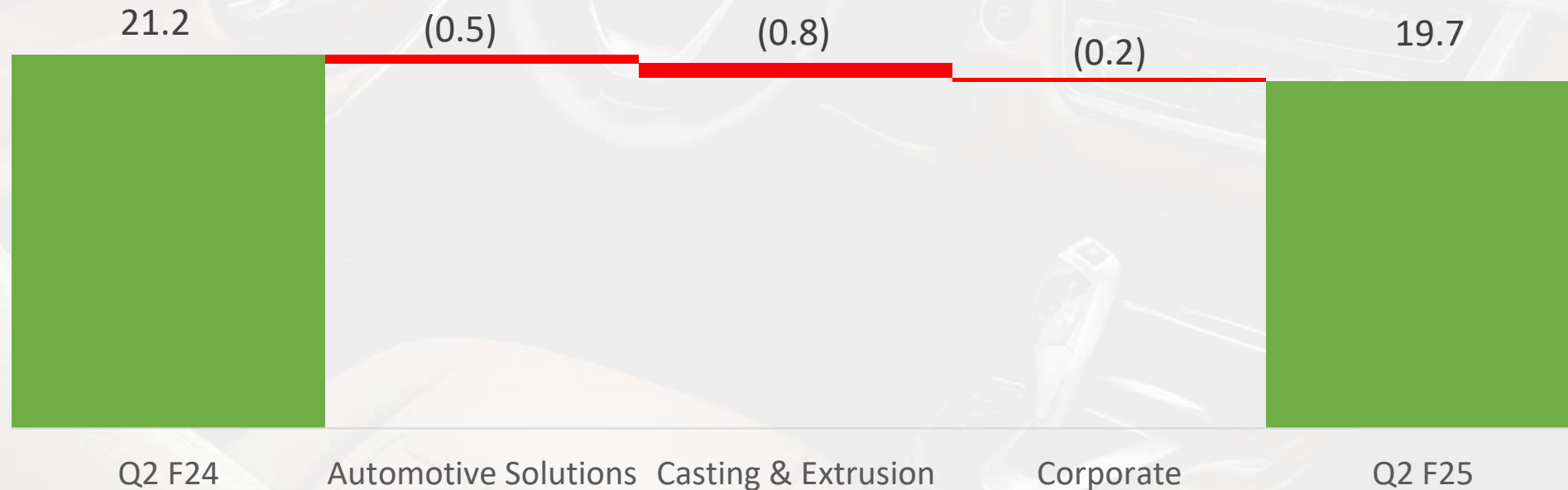


# Q2 F2025 Financial Overview



## Consolidated EBITDA Reconciliation

C\$ Millions

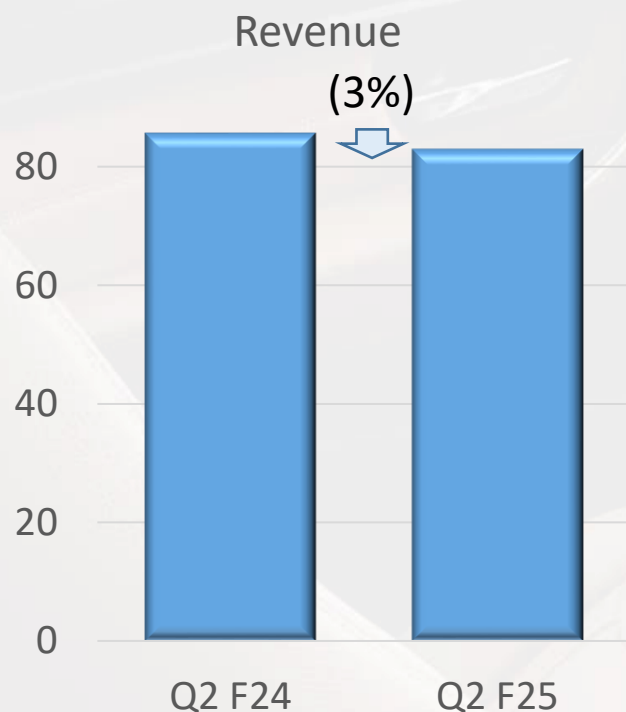


# Automotive Solutions Segment

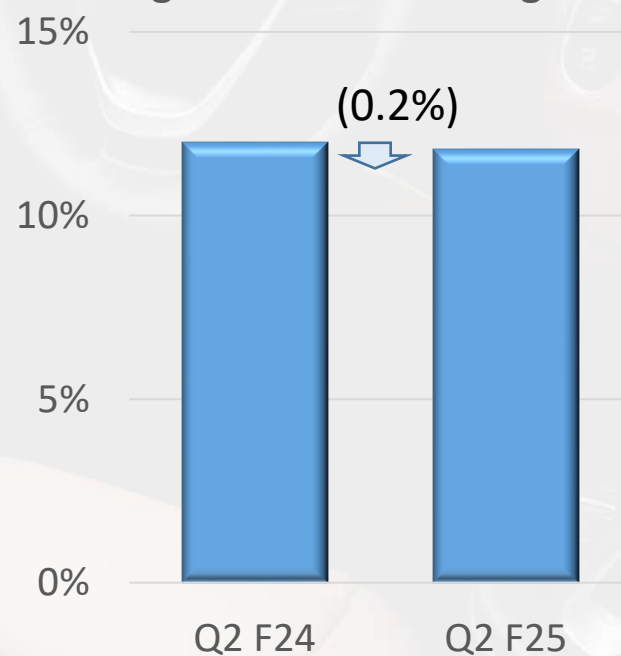


Segment EBITDA decrease mainly due to increased severance expense

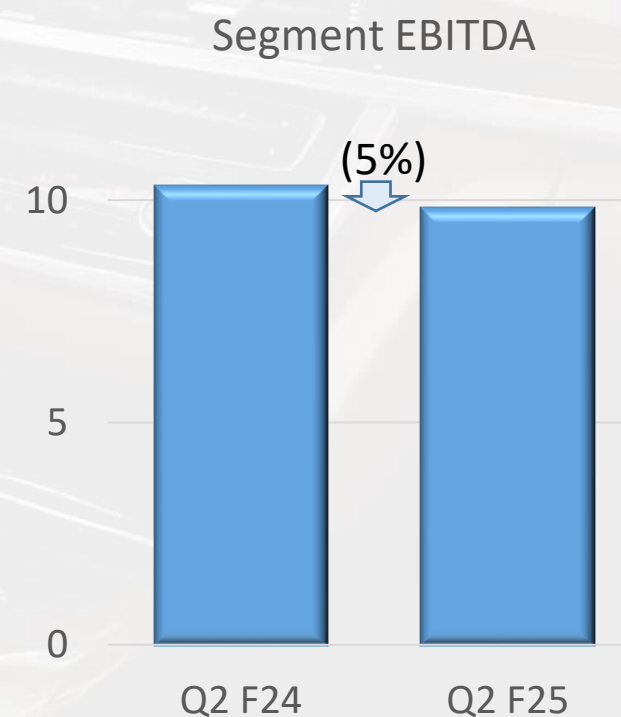
C\$ Millions



Segment EBITDA Margin



C\$ Millions



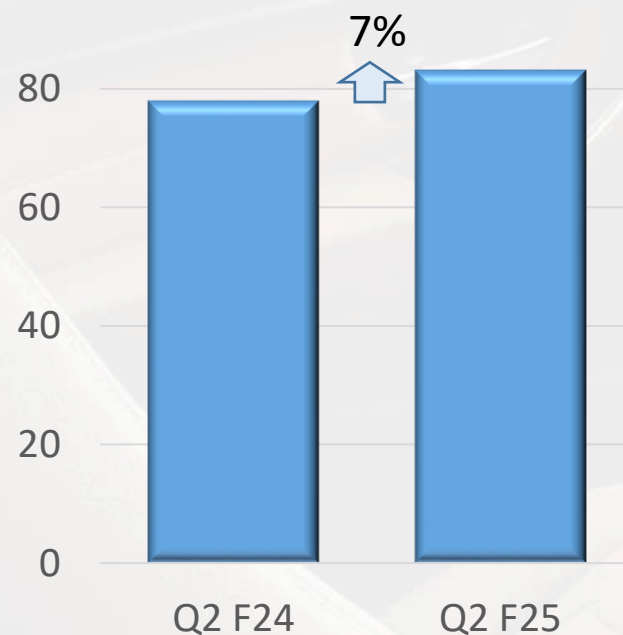
# Casting & Extrusion Segment



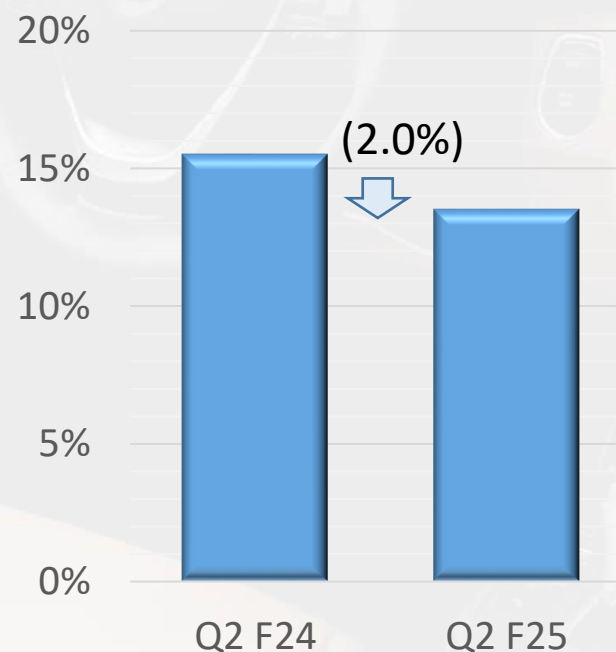
Segment margins impacted by restructuring and outsourcing costs

C\$ Millions

Revenue

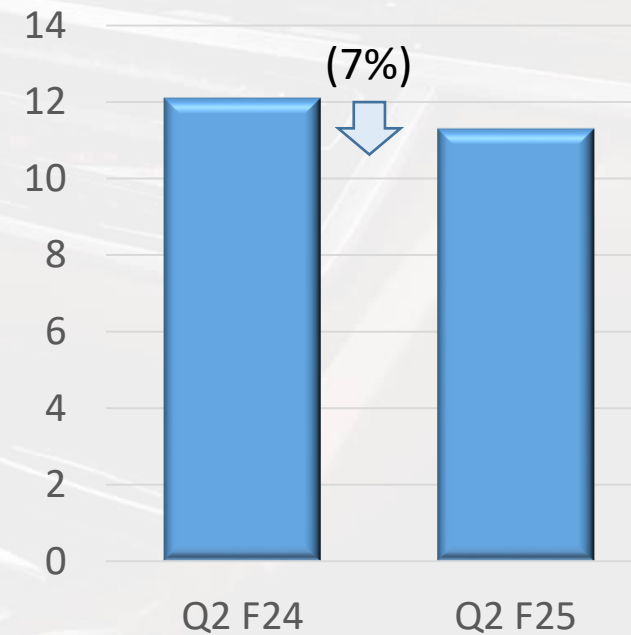


Segment EBITDA Margin



C\$ Millions

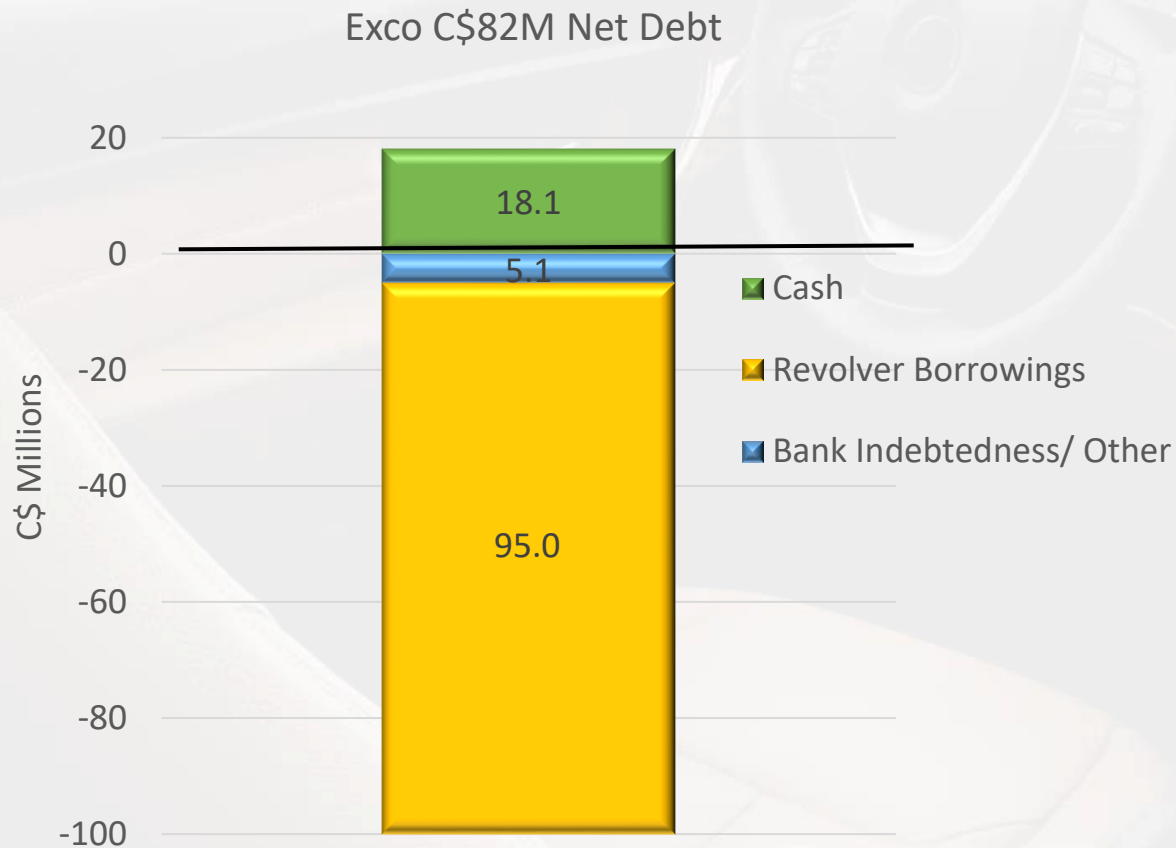
Segment EBITDA



# Financial Leverage & Liquidity



Balance Sheet net leverage of 1.0x as at March 31, 2025



- LTM EBITDA of C\$79.2M
- C\$150M committed revolver matures March 2027
- Balance sheet net debt of \$82.0M
- C\$51M of Liquidity
- Significant cushion to bank facility covenants

# Questions





*Technologies Limited*

***Precision in Motion***

