## MARTINREA 2022 ANNUAL GENERAL MEETING OF SHAREHOLDERS



June 7, 2022 – 10:00 a.m.

## AGENDA



- Chairman's Opening Remarks and Call to Order
  - Appointment of Secretary and Scrutineer
  - Quorum and Constitution of Meeting
- Financial Statements
- Election of Directors
- Appointment of Auditors
- Advisory Vote on Approach to Executive Compensation
- Termination of Meeting



#### PRESENTATIONS

- Chairman's Address
- CEO's Address
- CFO's Address
- Shareholders' Question Period





#### **LEGAL DISCLAIMER**



This presentation contains forward-looking statements within the meaning of applicable securities laws ("forward-looking statements"), including, but not limited to, statements relating to future expectations relating to: the impact of the global semiconductor shortage; outlook to 2023, including capital expenditures, free cash flow, volumes, sales and margin; investments in its business; strategy (including near term and longer-term priorities), market opportunity and vision; views on the outlook of and growth of the automotive industry, including expectations for improvement, macroeconomics and interest rate impact; ability to capitalize on opportunities and be a leader in the automotive industry; EV and VoltaXplore strategy; the Covid 19 pandemic; returning capital to shareholders over time, as well as other forward-looking statements. The words "continue", "expect", "anticipate", "estimate", "may", "will", "intend", "believe", "plan" and similar expressions are intended to identify forward-looking statements. Forward-looking statements are based on estimates and assumptions made by Martinrea in light of its experience and its perception of historical trends, current conditions and expected future developments, as well as other factors that Martinrea believes are appropriate in the circumstances, such as expected sales and industry production estimates, current foreign exchange rates (FX), timing of product launches and operational improvements during the period and current Board approved budgets. Certain forward-looking financial assumptions are presented as non-IFRS information, and we do not provide reconciliation to IFRS for such assumptions. These forward-looking statements are subject to risks, uncertainties and assumptions that may cause actual results, performance or achievements to differ materially from those expected or implied by the forward-looking statements. Factors that may cause such differences include, but are not limited to, the impact of the COVID-19 pandemic, or future pandemics or epidemics on the automotive industry, the Company, its customers and/or suppliers or the global economy, the North American and global economic and political conditions, including any impact as a result of government policy or actions; the highly cyclical nature of the automotive industry and the industry's dependence on consumer spending and general economic conditions; Martinrea's dependence on a limited number of significant customers; Martinrea's reliance on critical suppliers for components and the risk that suppliers will not be able to supply components on a timely basis or in sufficient quantities; competition; the factors discussed under the headings "Industry Highlights" and "Trends and Risks and Uncertainties" in Martinrea's most recent Management Discussion and Analysis and Annual Information Form filed with applicable securities commissions, as well as other risk factors identified therein, available at www.sedar.com, and the documents incorporated by reference into such documents. These factors should be considered carefully, and readers should not place undue reliance on Martinrea's forward-looking statements. If any of such risks actually occur, they could materially adversely affect our business, financial condition or results of operations. In that case, the trading price of our common shares could decline, perhaps materially. We provide forward-looking statements solely for the purpose of providing information about management's current expectations and plans relating to the future. You are cautioned that such information may not be appropriate for other purposes. Except as required by law, we do not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in our expectations or any change in events, conditions, assumptions or circumstances on which any such statement is based. The Company prepares its financial statements in accordance with International Financial Reporting Standards ("IFRS"). However, the Company considers certain non-IFRS financial measures as useful additional information in measuring the financial performance and condition of the Company. These measures, which the Company believes are widely used by investors, securities analysts and other interested parties in evaluating the Company's performance, do not have a standardized meaning prescribed by IFRS and therefore may not be comparable to similarly titled measures presented by other publicly traded companies, nor should they be construed as alternatives to financial measures determined in accordance with IFRS. Non-IFRS measures, some of which are referenced in this presentation, include "Adjusted Net Income (loss)", "Adjusted Net Earnings (loss) per Share" (on a basic an diluted basis), "Adjusted Operating Income (loss)", "Adjusted Operating Income (loss) Margin", "Adjusted EBITDA", "Adjusted EBITDA Margin", "Adjusted EPS", "Adjusted Earnings", "Adjusted EPS", "Adjusted Earnings", "Adjusted EBITDA", "Adjusted EBITDA (loss) Per Share", "Free Cash Flow" and "Net Debt". Please refer to the Company's previously filed annual and interim management discussion and analyses of operating results and financial position for a full reconciliation of IFRS to non-IFRS measures.

# Rob Wildeboer Executive Chairman



#### **RISK FACTORS**



- North American and Global Economic and Political Conditions and Consumer Confidence;
- The highly cyclical nature of the automotive industry and the industry's dependence on consumer spending and general economic conditions;
- Automotive Industry Risks;
- Pandemics and Epidemics (including the ongoing COVID-19 Pandemic), Force Majeure Events, Natural Disasters, Terrorist Activities, Political and Civil Unrest, and Other Outbreaks;
- Dependence Upon Key Customers;
- Financial Viability of Suppliers and Key Suppliers and Supply Disruptions;
- Competition;
- Cost and Risk Absorption and Purchase Orders, including the increasing pressure on the Company to absorb costs related to product design and development, engineering, program management, prototypes, validation and tooling;
- Quote/Pricing Assumptions;
- Increased pricing of raw materials and commodities;
- Launch and Operational Costs and Cost Structure;
- Material Prices and Volatility;
- Fluctuations in Operating Results;
- Outsourcing and Insourcing Trends;
- Product Warranty, Recall, Product Liability and Liability Risk;
- Product Development and Technological Change;
- A Shift Away from Technologies in Which the Company is Investing;
- Dependence Upon Key Personnel;
- Limited Financial Resources/Uncertainty of Future Financing/Banking;
- Cybersecurity Threats;
- Acquisitions;
- Potential Tax Exposures;
- Potential Rationalization Costs, Turnaround Costs and Impairment Charges;
- Labour Relations Matters;
- Trade Restrictions;
- Changes in Laws and Governmental Regulations;

- Environmental Regulation and Climate Change;
- Litigation and Regulatory Compliance and Investigations;
- Risks of conducting business in foreign countries, including China, Brazil and other growing markets;
- Currency Risk Hedging;
- Currency Risk Competitiveness in Certain Jurisdictions;
- Internal Controls Over Financial Reporting and Disclosure Controls and Procedures;
- Loss of Use of Key Manufacturing Facilities;
- Intellectual Property;
- Availability of Consumer Credit or Cost of Borrowing;
- Competition with Low Cost Countries;
- The Company's ability to shift its manufacturing footprint to take advantage of opportunities in growing markets;
- Change in the Company's mix of earnings between jurisdictions with lower tax rates and those with higher tax rates;
- Pension Plans and other post employment benefits;
- Potential Volatility of Share Prices;
- Dividends;
- Private or Public Equity Investments in Technology Companies;
- Joint Ventures; and
- Lease Obligations.

# TOP 10 CHALLENGES FACING MARTINREA AND THE AUTO PARTS INDUSTRY





#### **Macroeconomic Issues**

- Cost inflation
- Interest rates
- Growth rates slowing or recession



#### **International Supply Chains**

- Semiconductor chips
- Other commodities plastics/resins/energy
- Disruption adds to cost



• Especially in the U.S.



#### **Geopolitical Risk**

- Russia / Ukraine
- China/Taiwan



#### **Erratic Customer Production Schedules**

• Related to supply chain, but a killer

# TOP 10 CHALLENGES FACING MARTINREA AND THE AUTO PARTS INDUSTRY





# Lingering Challenges from the COVID-19 Pandemic

- Shutdowns in China
- Stress in supply chain



#### **Climate Change / Electrification**

- EV transition timing and headwinds We need three things:
- ESG



#### **International Trade Policy**

- USMCA; tariffs
- We like no border



#### **Political Gridlock**

- Polarization of political views
- Lack of compromise
- People don't listen to each other
- Political correctness as a weapon



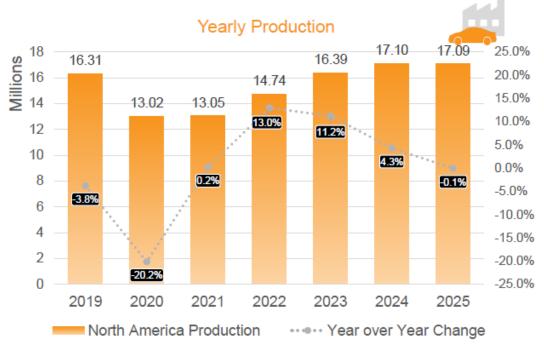
Cybersecurity

• This Is How They Tell Me the World Ends



## **REASONS TO BE POSITIVE**

- Worldwide auto sales are going <u>UP</u> from here, not down; our industry is growing
- The North American economy is in good shape
- People can afford to buy or lease vehicles

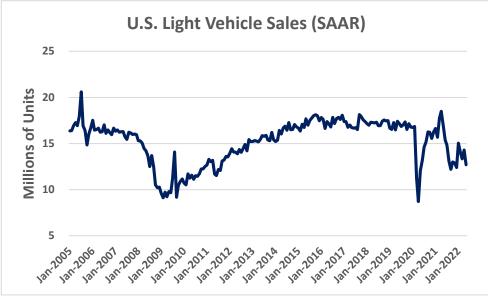


Source: IHS Markit



# **REASONS TO BE POSITIVE**

- There's an inventory shortage
- Autos need replacing; they're getting older
- Interest rates are likely not going high enough to dampen demand too much
- The North American region in particular is poised to excel as a trading block
- People need and want to buy cars and light trucks, and we are adding new drivers every year
- Martinrea is positioned and poised to benefit from all these industry fundamentals
- Our culture gives us confidence we will perform



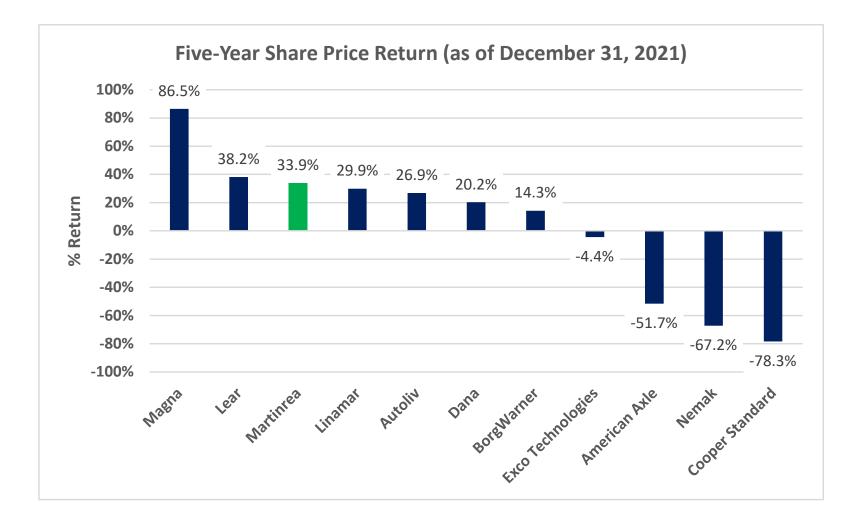
Source: MarkLines Co.

US Inventory Days Outstanding	January 2020 (pre-pandemic)	April 2022
Passenger Cars	95	18
CUVs/SUVs	90	24
Light Trucks	100	38
All Vehicle Types	76	26

Source: Wards Intelligence

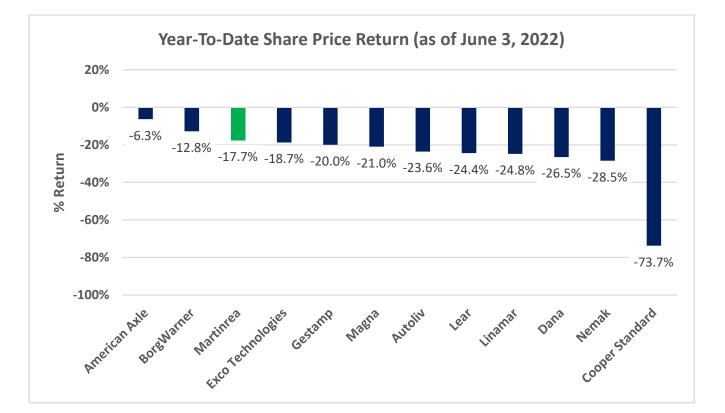
# FIVE-YEAR SHARE PRICE PERFORMANCE REMAINS IN TOP QUARTILE OF PEER GROUP





# 2022 SHARE PRICE IMPACTED BY EQUITY MARKET DOWNTURN, THOUGH MARTINREA IS OUTPERFORMING ITS PEERS YEAR-TO-DATE





Our share price is up 25% since we reported our Q1 2022 results, which were much improved over the previous two quarters

# MARTINREA CULTURE, VISION, MISSION AND PRINCIPLES



#### VISION

Making lives better by being the best supplier we can be in the products we make and the services we provide.

#### **MISSION**

We make people's lives better by:

- Delivering outstanding quality products and services to our customers
- Providing meaningful opportunity, job satisfaction, and job security for our people
- Providing superior long-term investment returns to our stakeholders
- Being positive contributors to our communities

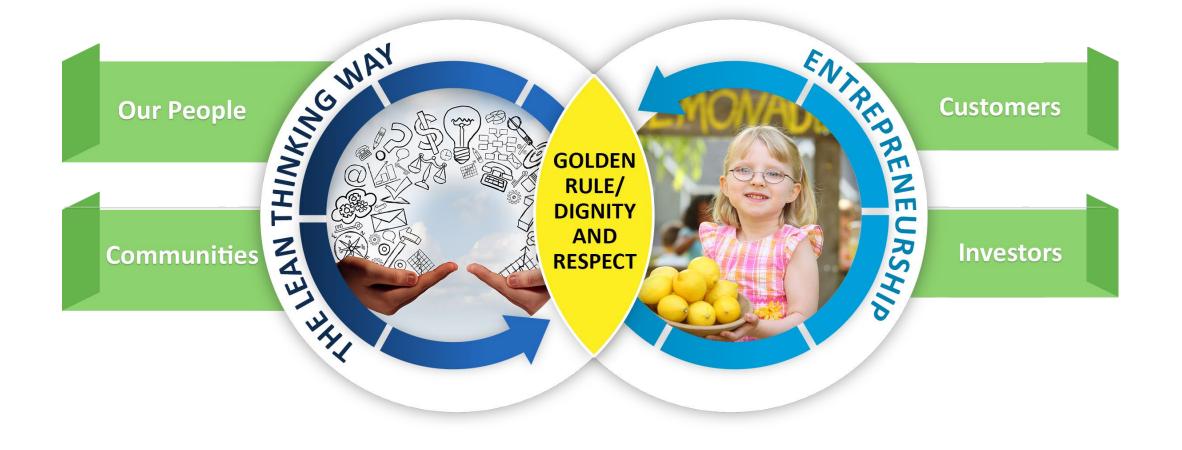
#### **10 GUIDING PRINCIPLES**

Our success will be based on the execution of our guiding principles, applied with integrity, in all that we do:



#### **MARTINREA VISION – MAKING LIVES BETTER**





# Pat D'Eramo President and CEO



## **2021 IN REVIEW**



We faced many challenges (supply shortages, cost inflation, sales mix, and heavy launch activity), and we had some notable achievements:

- Celebrated our 20<sup>th</sup> anniversary as an auto parts manufacturer
- Launched more new and large programs than in any other point in our history
- Maintained industry-leading safety performance Total Recordable Injury Frequency (TRIF) of 1.37
- Obtained enhanced covenant flexibility with our banks
- Increased our investment in NanoXplore by 1 million shares (21.2% equity interest)
- Started VoltaXplore 50/50 JV between Martinrea and NanoXplore to develop grapheneenhanced Li-lon batteries
- Formally established Martinrea Innovation Development (MiND)

## **STATUS OF OPERATIONS**

North

America



- Volume and mix improved in Q1 2022
- Further improvement expected as the year unfolds
- Cost inflation continues to weigh on operations
- Limited spillover from the Russia-Ukraine conflict and China covid controls
- Improvement expected over the course of 2022, as supply normalizes, and volumes recover



- European production volumes improved sequentially in Q1 2022
- Volumes expected to continue to improve
- Rising energy cost is a significant headwind preventing sales from translating to bottom line performance
- Continued progress on operating enhancements

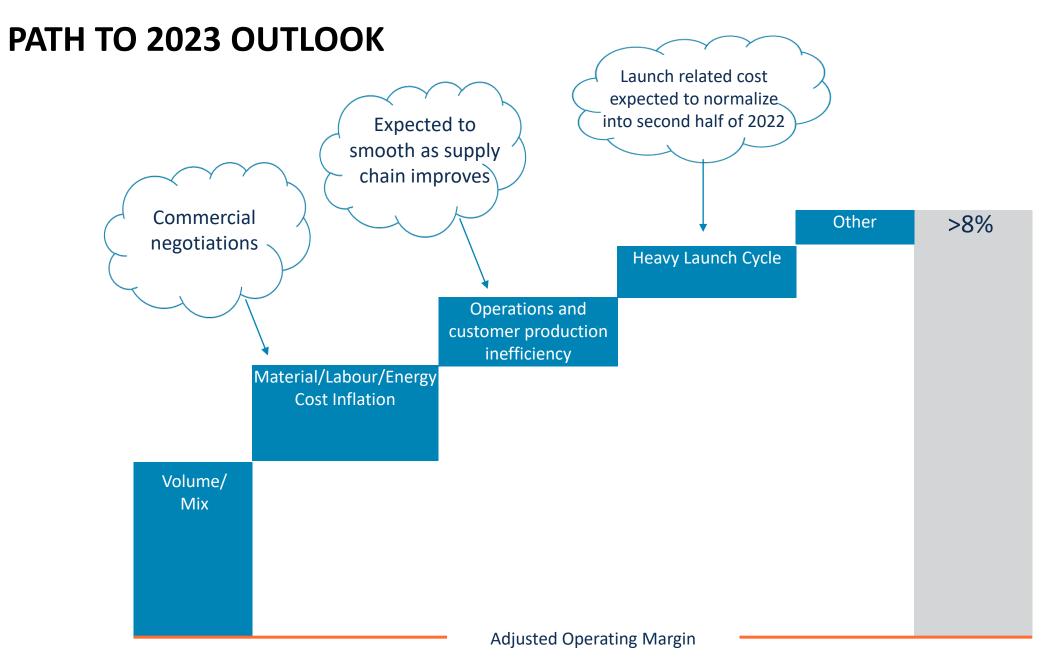


Rest of World

 China impacted by volume headwinds, disruption from strict COVID-19 control measures

A multi-year period of strong production volumes is expected once supply pressures ease





# **SELECT PROGRAM LAUNCHES IN 2021-2022**



Lightweight Structures



Jeep Grand Cherokee / Grand Wagoneer



Honda HR-V



Ford Mustang Mach-E



Nissan Pathfinder/ Rogue



Lucid Air



Mercedes C-Class / EVA II



Volvo - XC 40



Geely PMA - 1



Jeep Grand Cherokee / Grand Wagoneer

**Propulsion Systems** 

Ford – D35 6-Cylinder Engine



Daimler – Class 8 Truck

**ZF** Transmission Housing





Tesla Model Y



Audi PPE





**Ford Maverick** 



Lucid Air Exterior Trim



Float Arms / Tanks / Supports



Fuel Tanks

Truck Bracket Assemblies ISUZU



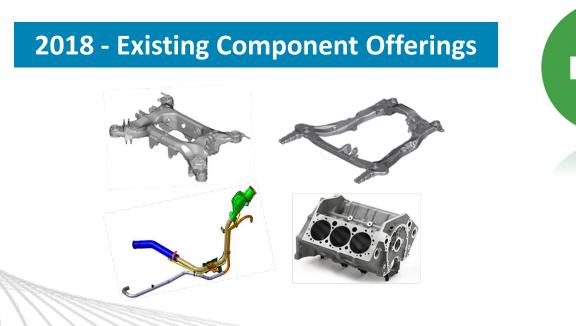
Hood Kits





#### Launched in 2019, Project Breakthrough target was to:

- Grow revenue and margins by providing engineered products with higher value-added content to our customers
  - More content multi-material (unlike) to further lightweight
  - Create reliable product engineering source to our customers
- Create long-term deep partnerships with our customers



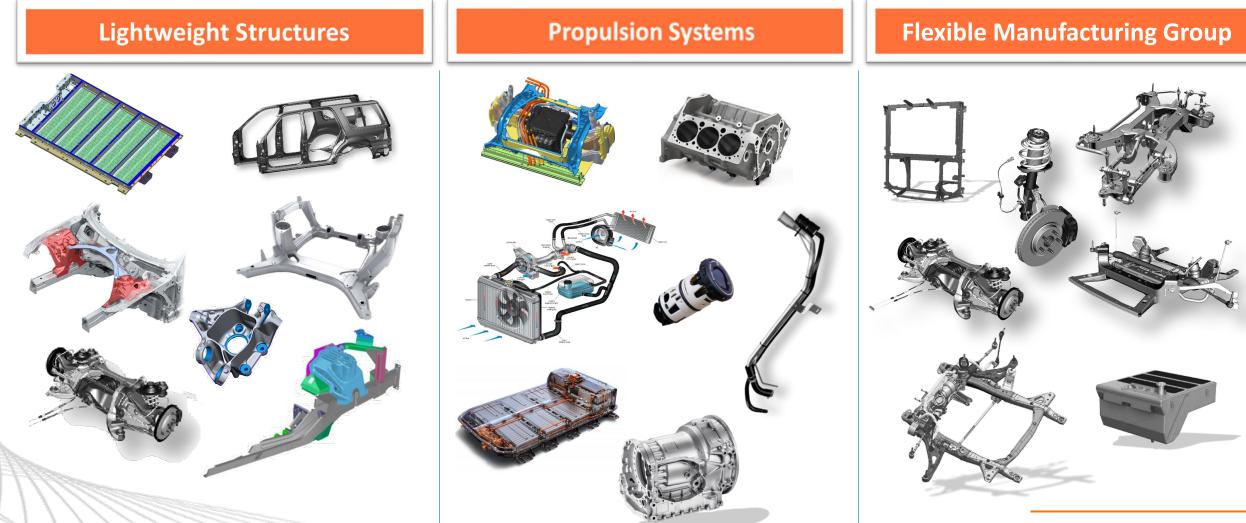
#### **2022 - New System Offerings**



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## **MARTINREA'S COMMERCIAL GROUPS**





# A CLOSER LOOK AT BREAKTHROUGH PROGRESS



## **GEELY PMA-1 EV REAR SUB-FRAME**

- Fully design responsible
- Hollow low-pressure die cast aluminum
- MIG welding, low pressure die cast to extrusions
- Complete machining and final assembly



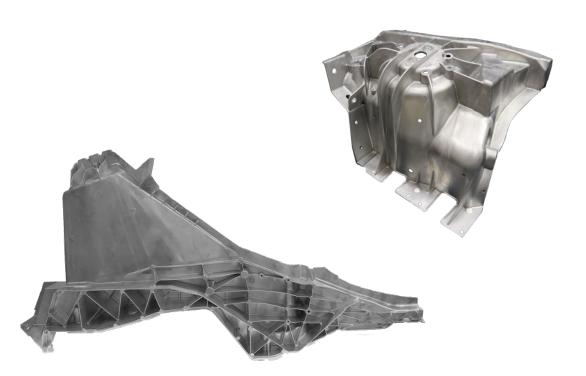


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# LUCID AIR BODY-IN-WHITE ALUMINUM DIE CAST COMPONENTS

- Front Shock Tower
- Front Torque Box
- Rear Torque Box
  - Vacuum high-pressure die cast
  - High dimensional requirements



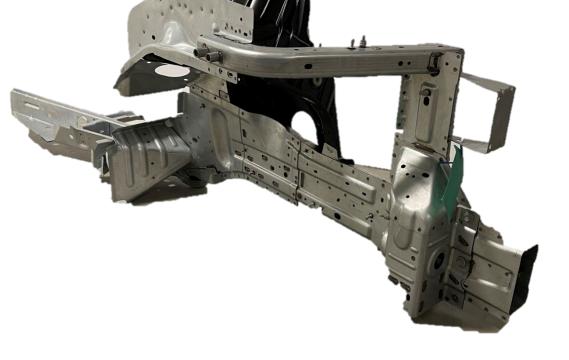






#### **STELLANTIS JEEP GRAND CHEROKEE FRONT RAIL ASSEMBLY**

- Hydro-formed upper tail
- Aluminum high-pressure die cast shock tower
- Gen 3 advanced high-strength steel
- Self-pierce riveting (SPR) and structural adhesive joining
- Thin-gage electro-galvanized steel MIG weld

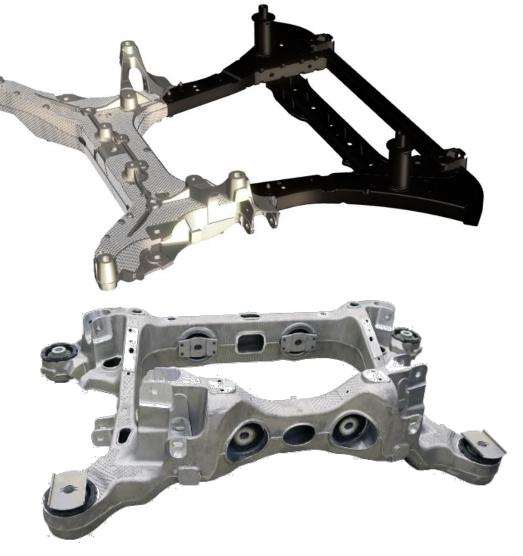






# FORD MACH-E FRONT AND REAR SUB-FRAMES

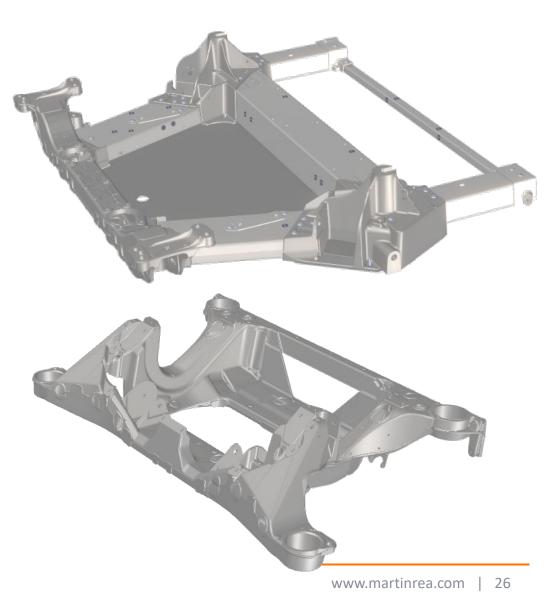
- Fully responsible for design, development and validation
- Multi-material front subframe
  - Low-pressure die cast hollow aluminum rear
  - Structured for optimal stiffness, mass and dimensional control
  - Welded steel front structure for management of front impact energy
- One-piece low-pressure die cast hollow aluminum rear sub-frame



# LUCID AIR FRONT AND REAR SUB-FRAMES



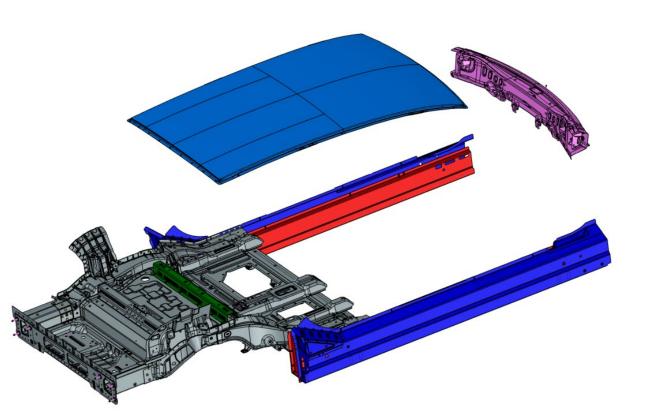
- Front Sub-frame
  - Aluminum front sub-frame features leadingedge multi-process architecture
  - Joined using structural adhesive
  - Hollow low-pressure die cast and extrusion components
- Rear Sub-frame
  - Aluminum one-piece hollow low-pressure die cast





# DAIMLER EVA II PLATFORM – ROOF, REAR PANEL, UNDERBODY

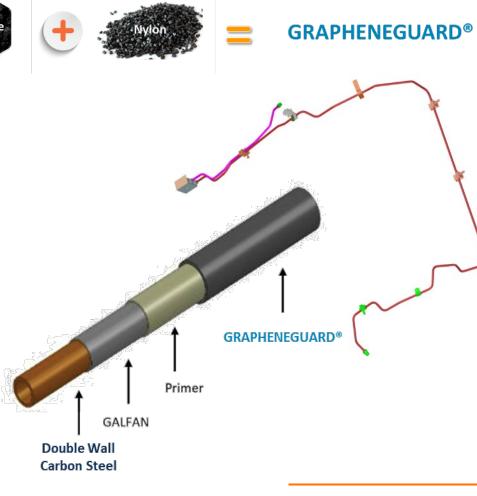
- Higher value system solutions
  - Utilizing new advanced joining technologies in mixed material solutions
  - High-strength steel, hot-formed steel, Ultra High-Strength Steel
  - Stamped, extruded and cast aluminum components





# BRAKE LINES WITH GRAPHENEGUARD<sup>TM</sup>

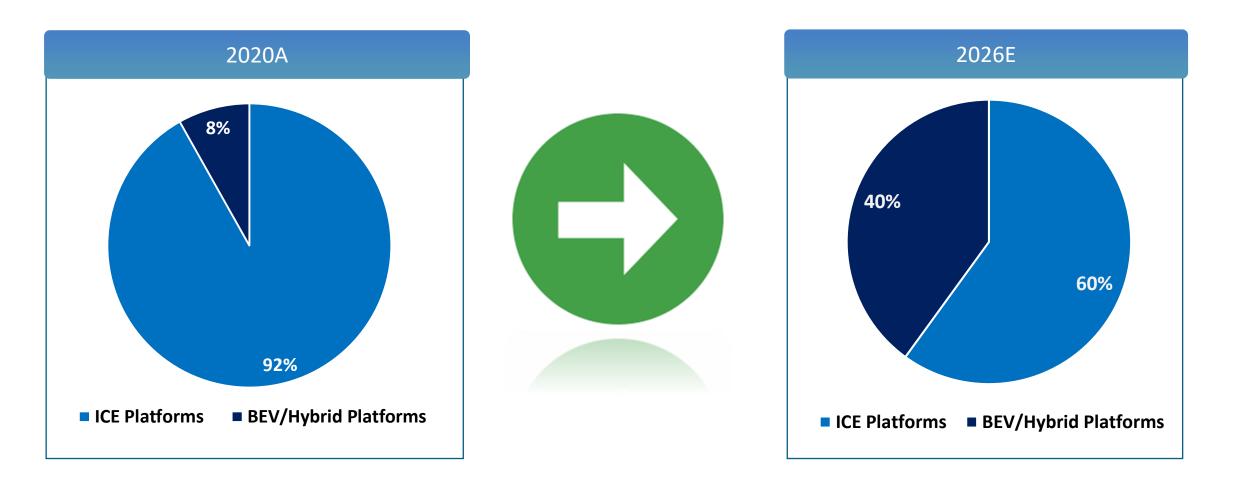
- High-performance brake line coating with graphene
  - Industry leading abrasion protection
  - Provides up to 25% weight savings
  - Improved chemical resistance and high temperature performance
- Approved at Ford, GM, and Stellantis
- In production at Ford and GM
  - Ford Super Duty Truck (June 2021)
  - Ford Explorer and Lincoln Aviator (June 2021)
  - Ford Edge and Lincoln Nautilus (May 2022)
  - GM T1XX HD Truck (May 2022)
- Selected as Automotive News PACE Award Finalist





# LIGHTWEIGHT/ELECTRIFIED VEHICLES DRIVE THE NEED FOR MORE ADVANCED PRODUCTS

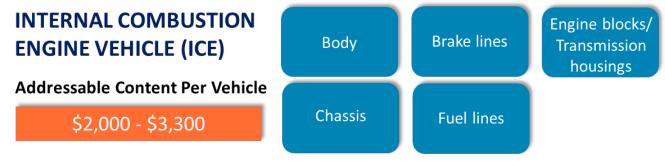


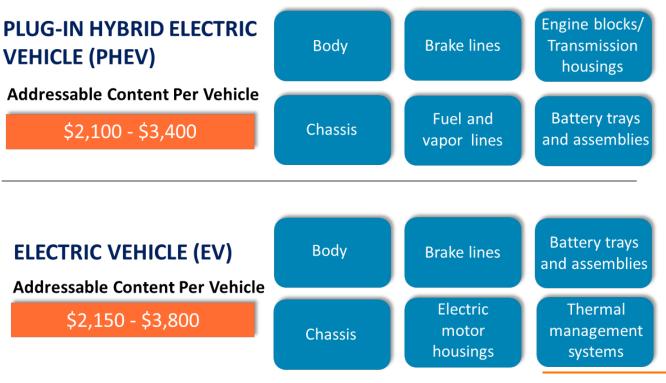


# **ADDRESSABLE CONTENT PER VEHICLE**

Martinrea is well-positioned for electrification growth opportunities







#### ADDRESSABLE CONTENT PER

Martinrea is well-position electrific opporti

Transition will not require a material increase in capital or tooling as the majority of our equipment is flexible and adaptable

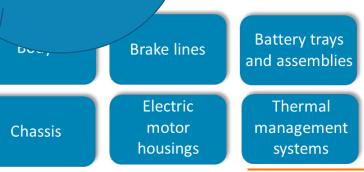
Addr

Engine blocks/ Transmission housings

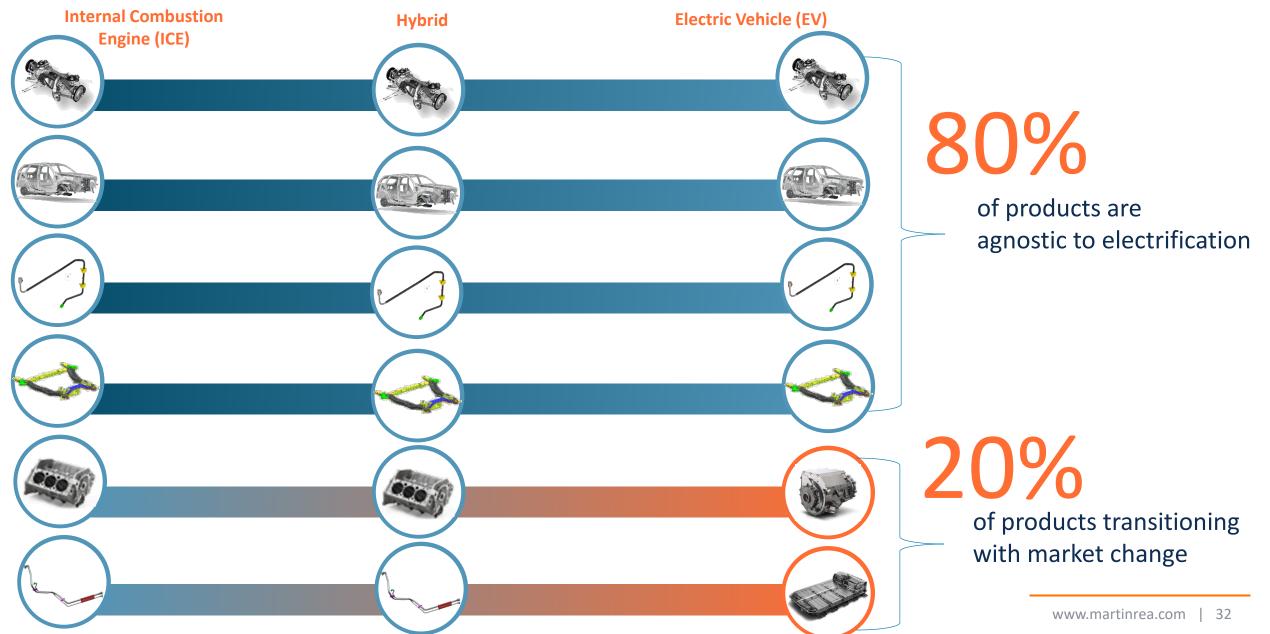
> sings Battery trays

olocks/ iission

and assemblies



# A CLOSER LOOK AT EV TRANSITION



# SELECT PURE ELECTRIC VEHICLE PLATFORMS IN MARTINREA PORTFOLIO



	Audi PPE	Body and chassis structures, e-motor housing	SOP: 2023
	Daimler EVA2	Body and chassis structures	SOP: 2022
	Ford Mach-E	Aluminum front and rear subframes	SOP: 2020
	Geely PMA 1	Aluminum rear subframes	SOP: 2021
	GM BEV 3	Body and chassis structures	SOP: 2023
	GM EV Hummer	Body and chassis structures	SOP: 2023
	Lucid Air	Body and chassis structures	SOP: 2022
SAMSUNG	Samsung	Aluminum battery tray	SOP: 2020
	Tesla Model Y	Brake lines	SOP: 2022



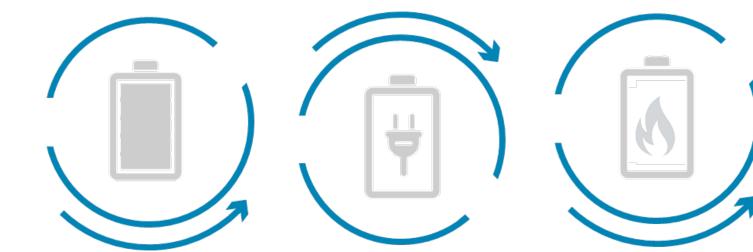


# **EV Battery Joint Venture**

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#### **ADVANTAGES OF GRAPHENE-ENHANCED LI-ION BATTERIES**





#### **BATTERY LIFE**

Graphene-coated silicon spheres in anodes results in higher capacity retention

#### BATTERY COST

Targeting lower production cost

#### **BATTERY CAPACITY**

Graphene enables the use of silicon in anodes hence improves energy density and driving range

#### **CHARGING SPEED**

High conductivity of graphene improves charging speed

#### **IMPROVED SAFETY**

High thermal conductivity of Graphene provides greater temperature control, reducing the risk of fires

# **VOLTAXPLORE – BATTERY DAY**

- Battery Day held on April 5 in Montreal
- Facility up and running, producing batteries
- Technology validated, confirming advantages of graphene-enhanced Li-Ion batteries
  - Greater capacity
  - Longer life
  - Faster charging speeds
  - Enhanced safety
- 2GWh facility conditional on:
  - Validating project economics
  - Financing
  - Site selection





# **MARTINREA INNOVATION DEVELOPMENT (MIND)**



#### **PURPOSE**

Incubate, develop, and fund innovative technologies that are strategic to Martinrea's portfolio.



Evaluating other initiatives such as:

- Additive manufacturing
- Robotics
- Software

#### LEADERSHIP



Bruce Johnson, Executive Vice President, MiND

#### **CURRENT MARTINREA EQUITY INVESTMENTS:**

- NanoXplore Hold a 21.2% interest
- VoltaXplore 50/50 JV with NanoXplore to develop graphene-enhanced Li-Ion batteries
- AlumaPower Company developing aluminum air battery technology for a variety of end markets



Martinrea provides support to its partners:

- Manufacturing excellence
- Product development
- Supply chain management
- Other functional disciplines

# Fred Di Tosto Chief Financial Officer



# **OVERVIEW OF 2021 RESULTS**



2021 results impacted by semiconductor and other supply shortages, cost inflation, sales mix, and higherthan-normal launch activity

In Canadian Dollars					
	F2021	F2020			
Production Sales	\$3,410M	\$3,157M			
Tooling Sales	\$374M	\$218M			
Total Sales	\$3,784M	\$3,375M			
Adjusted Operating Income	\$68M	\$124M			
Adjusted Operating Income %	1.8%	3.7%			
Adjusted EBITDA	\$318M	\$366M			
Adjusted EBITDA %	8.4%	10.8%			
Adjusted EPS (Fully Diluted)	\$0.41	\$0.58			
Free Cash Flow	(\$122M)	\$62M			

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# Q1 2022 RESULTS – SEQUENTIAL COMPARISON TO Q4 2021



First quarter results much improved sequentially; production environment more stable with a lower level of chiprelated OEM production shutdowns and customer "call-offs"

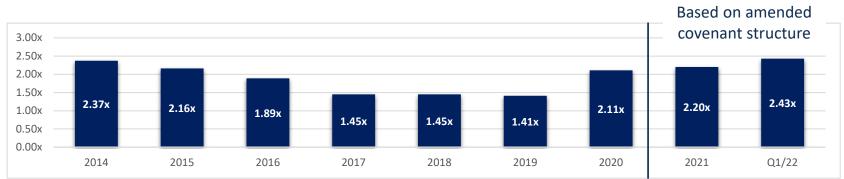
In Canadian Dollars		
	Q1 2022	Q4 2021
Production Sales	\$1,102.4M	\$849.9M
Tooling Sales	\$52.6M	\$203.6M
Total Sales	\$1,155.0M	\$1,053.4M
Adjusted Operating Income (Loss)	\$44.3M	(\$2.9M)
Adjusted Operating Income (Loss) %	3.8%	(0.3%)
Adjusted EBITDA	\$112.4M	\$63.2M
Adjusted EBITDA %	9.7%	6.0%
Adjusted EPS (Fully Diluted)	\$0.31	(\$0.12)
Free Cash Flow	(\$52.1M)	\$21.1M

#### **BALANCE SHEET**

#### **NET DEBT - Excluding IFRS-16 (\$ Millions)**



#### NET DEBT TO LTM ADJUSTED EBITDA



MARTINREA

Net Debt increased during the first quarter; an increase in production and tooling-related working capital contributed to the increase.

During the fourth quarter of 2021, and in light of the semiconductor shortage, we proactively amended our lending agreements with our banking syndicate to provide financial covenant flexibility. Under the amended structure, net dent to adjusted EBITDA ended the first quarter of 2022 at approximately 2.43x (vs. our covenant maximum of 4.0x).

Q3 2021 and Q4 2021 EBITDA will be ignored for the purpose of calculating our leverage ratio, with the remaining quarters pro-rated. Our maximum net debt to EBITDA covenant is also increased for the Q1 2022 – Q3 2022 periods.

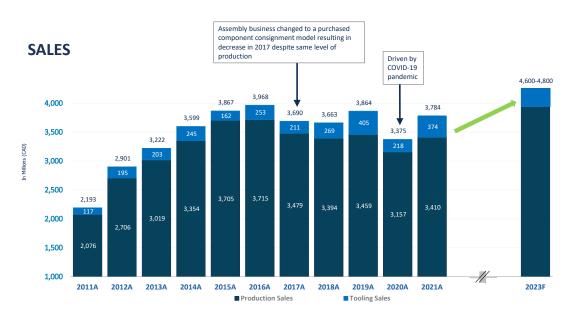
#### **2023 OUTLOOK**



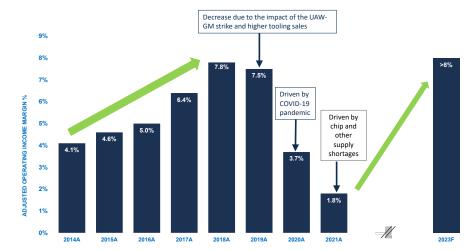
	2023F	2021A
TOTAL SALES	\$4.6-\$4.8B	\$3.78B
ADJUSTED OPERATING INCOME MARGIN	>8%	1.8%
FREE CASH FLOW	>\$200M	(\$121.6M)

#### KEY ASSUMPTIONS

- Based on IHS production volume projections
- Capex expected to normalize over the forecast period and approximate depreciation as a % of sales
- Outlook does not consider any contribution from potential acquisitions



#### **ADJUSTED OPERATING INCOME MARGIN\***

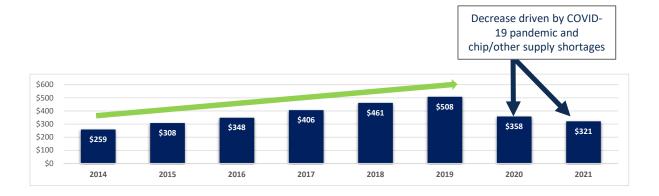




#### **CASH FLOW**

#### **OPERATING CASH FLOW - BEFORE CHANGES IN WORKING CAPITAL (\$ MILLIONS)**

Capex anticipated to drive future growth



#### FREE CASH FLOW (\$ MILLIONS)



#### CAPEX ADDITIONS (\$ MILLIONS)



## **CAPITAL ALLOCATION FRAMEWORK**



#### Invest to Maintain and Grow Our Business

- Organic opportunities
- Invest in R&D and product offering
- Acquisitions that fit product strategy
- Priorities dictated by strict ROIC/IRR focus



Maintain Strong Balance Sheet

- Targeted Net Debt/Adjusted EBITDA ratio of ~1.5x over time
- Maintain flexibility to invest for growth



Return Capital to Shareholders

- Repurchase shares with excess liquidity (at the appropriate times)
- Maintain dividend

# THANK YOU

# **QUESTIONS?**