



Q2 2023 QUARTERLY RESULTS PRESENTATION

AUGUST 9, 2023

20th
YEARS
ANNIVERSARY

ROB WILDEBOER

EXECUTIVE CHAIRMAN



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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. 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 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, and other filed documents 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”, “Adjusted Net Earnings per Share” (on a basic and diluted basis), “Adjusted Operating Income”, “Adjusted Operating Income Margin”, “Adjusted EBITDA”, “Adjusted EBITDA Margin”, “Adjusted EPS”, “Adjusted Earnings 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.

PAT D'ERAMO

PRESIDENT AND CEO



FURTHER SEQUENTIAL IMPROVEMENT IN Q2 2023 AS EXPECTED; 2023 OUTLOOK CONFIRMED



Q2 2023 results improved quarter-over-quarter, with Adjusted EBITDA of \$161 million setting another quarterly record for the Company.



Q2 2023 Adjusted Operating Income Margin of 6.1% was higher quarter-over-quarter, and in the range of our 2023 outlook of 6%-7%.



Challenges from volatile production schedules, supply chain bottlenecks, cost inflation and tight labour markets are ongoing, though are improving.

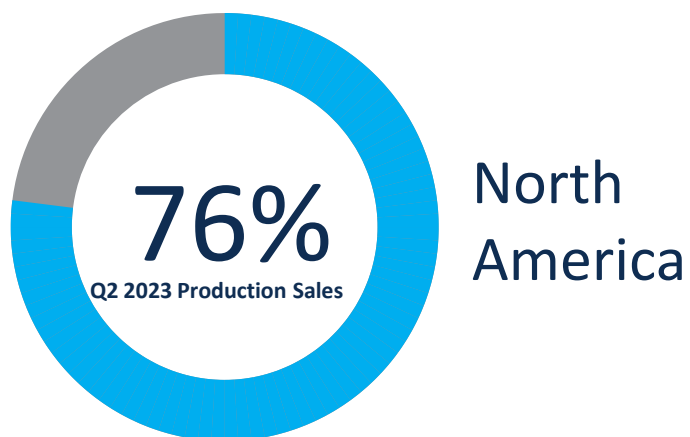


We continue to anticipate strong 2023 results; 2023 outlook is confirmed.

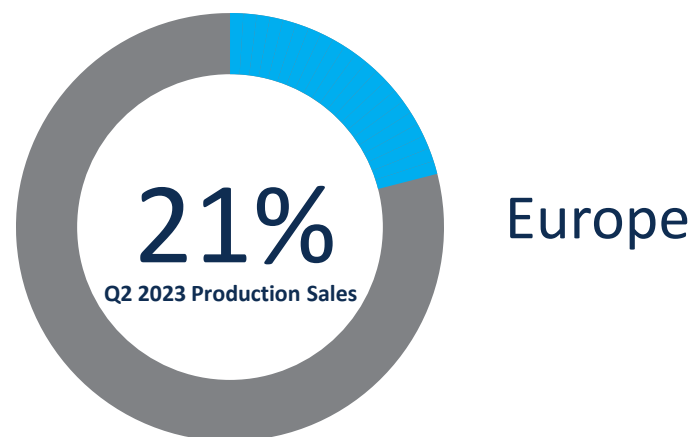
2023 OUTLOOK CONFIRMED

	2023F	2022A
TOTAL SALES	\$4.8-\$5.0B	\$4.76B
ADJUSTED OPERATING INCOME MARGIN	6%-7%	4.8%
FREE CASH FLOW	\$150M-\$200M	\$50.2M

STATUS OF OPERATIONS



- Adjusted Operating Income Margin remained strong quarter-over-quarter, aided by higher production sales, partially offset by higher tooling sales.
- We continue to operate at a healthy level in North America. Production is rebounding, and we are benefitting from a reduction in new program launch activity.
- Headwinds in the form of supply chain shortages, cost inflation, and tight labour markets continue, though have improved.






- Adjusted Operating Income was positive in the second quarter, up from a loss in Q1 on lower production sales.
- While favourable commercial settlements allowed us to turn a profit in the quarter, margins remain below potential in this segment; OEM production volumes in Europe are currently falling short of planned levels.
- Results are expected to continue to benefit from favourable commercial settlements during the back half of the year, offsetting volume and inflationary headwinds.



- Adjusted Operating Income was lower quarter-over-quarter, given the continuation of lower-than-expected production volumes in China and the absence of some indirect cost recoveries in Brazil that benefitted the prior quarter.

NEW BUSINESS AWARDS ANNOUNCED



Product Group	Customer	Annualized Sales	SOP
Propulsion Systems	 DAIMLER TRUCK V O L V O	\$90M	2023-2026
Lightweight Structures	 	\$60M	2023-2026

New business awards since the beginning of 2023 total approximately \$220 million

FRED DI TOSTO

CHIEF FINANCIAL OFFICER



Q2 2023 RESULTS – SEQUENTIAL COMPARISON TO Q1 2023

Q2 2023 results improved quarter-over-quarter compared to Q1 2023. Adjusted EBITDA set another quarterly record for the Company.

In Canadian Dollars			
	Q2 2023	Q1 2023	
Production Sales	\$1,251.1M	\$1,239.5M	Production sales up slightly as higher North American sales offset lower sales in Europe
Tooling Sales	\$109.9M	\$64.3M	
Total Sales	\$1,361.1M	\$1,303.9M	
Adjusted Operating Income	\$82.4M	\$75.2M	
Adjusted Operating Income %	6.1%	5.8%	Margins improved on higher production sales, despite a large increase in tooling sales
Adjusted EBITDA	\$160.6M	\$152.5M	Adjusted EBITDA set another quarterly record
Adjusted EBITDA %	11.8%	11.7%	
Adjusted EPS (Fully Diluted)	\$0.62	\$0.54	
Free Cash Flow	\$25.4M	(\$31.6M)	Free Cash Flow was positive and an improvement over Q1, reflecting higher EBITDA, lower capex, and a Q1 seasonal increase in working capital

Q2 2023 RESULTS – YEAR-OVER-YEAR COMPARISON

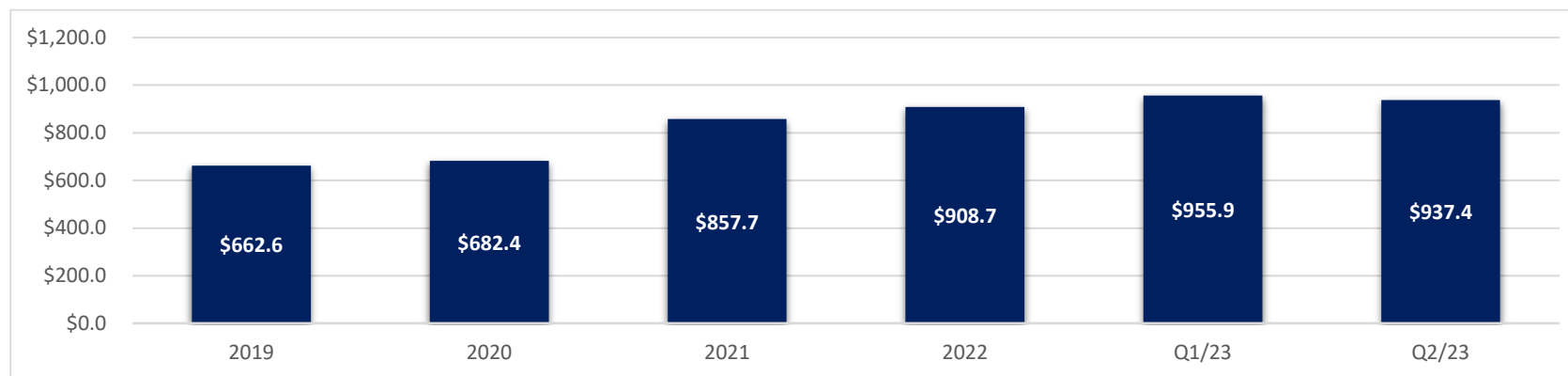
Adjusted Operating Income and Adjusted EBITDA were up sharply year-over-year on higher sales and margins.

<i>In Canadian Dollars</i>		
	Q2 2023	Q2 2022
Production Sales	\$1,251.1M	\$1,052.6M
Tooling Sales	\$109.9M	\$61.2M
Total Sales	\$1,361.1M	\$1,113.9M
Adjusted Operating Income	\$82.4M	\$45.5M
Adjusted Operating Income %	6.1%	4.1%
Adjusted EBITDA	\$160.6M	\$114.3M
Adjusted EBITDA %	11.8%	10.3%
Adjusted EPS (Fully Diluted)	\$0.62	\$0.32
Free Cash Flow	\$25.4M	\$23.5M

BALANCE SHEET

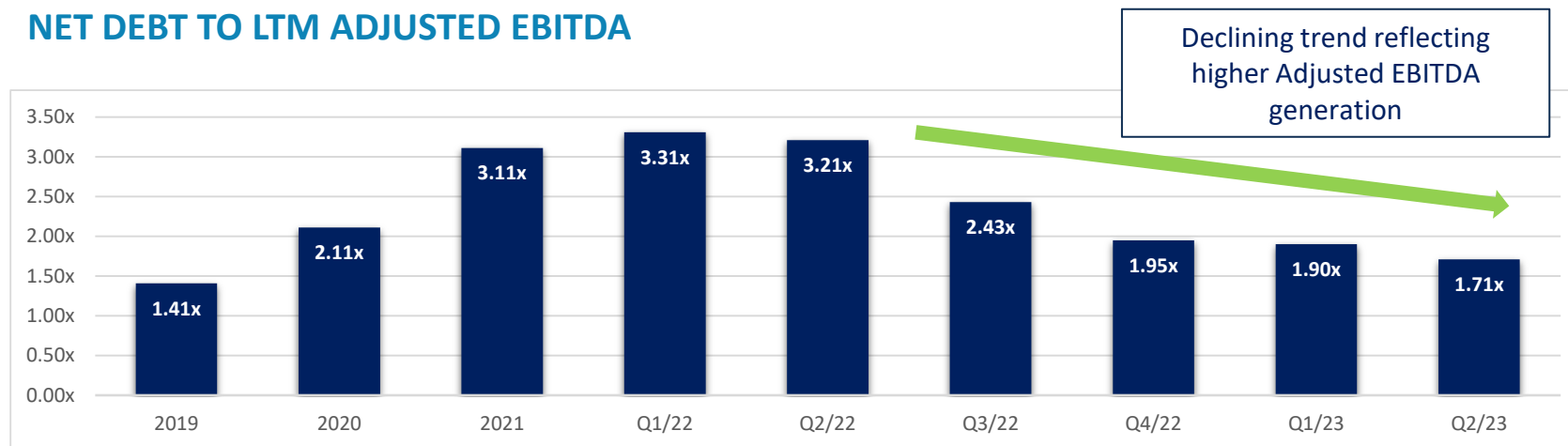


NET DEBT - Excluding IFRS-16 (\$ Millions)



Q2 2023 net debt (excluding the impact of IFRS-16) declined by approximately \$18 million compared to Q1 2023.

NET DEBT TO LTM ADJUSTED EBITDA



Net-debt-to-Adjusted EBITDA ended the quarter at 1.71x, down from 1.90x at the end of Q1 2023 and within striking distance of our long-term target of 1.5x or better.

Our leverage ratio should naturally improve in the coming quarters as we generate an increasing amount of Free Cash Flow.



THANK YOU

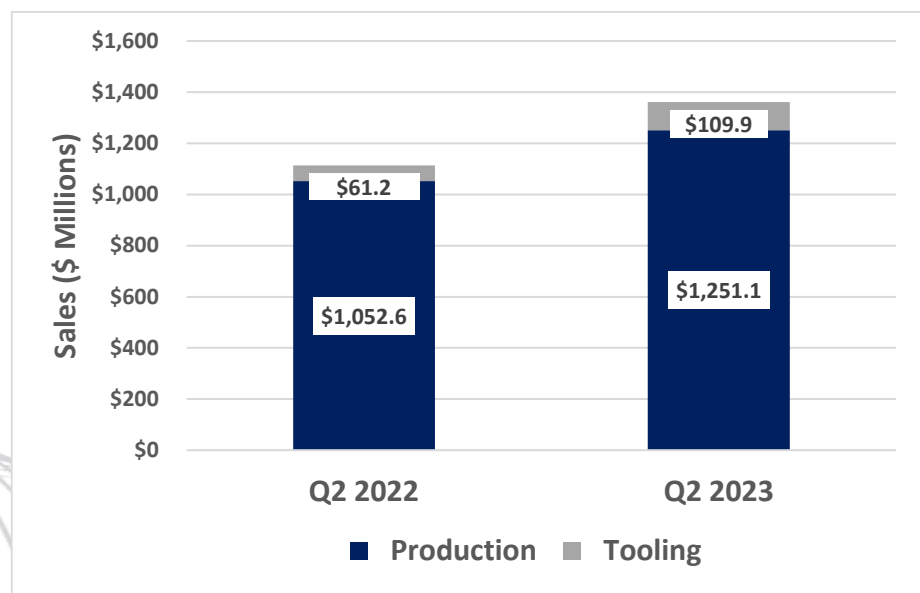
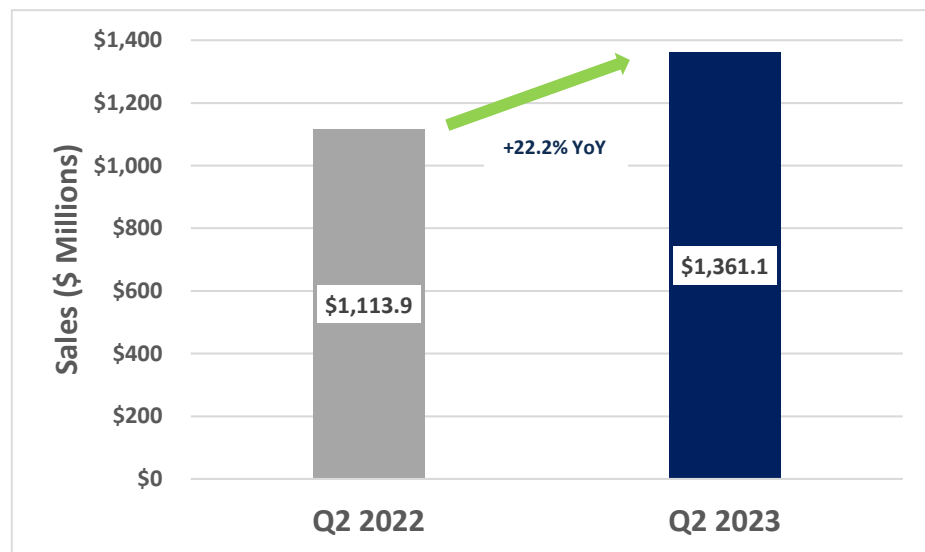


QUESTIONS?

APPENDIX

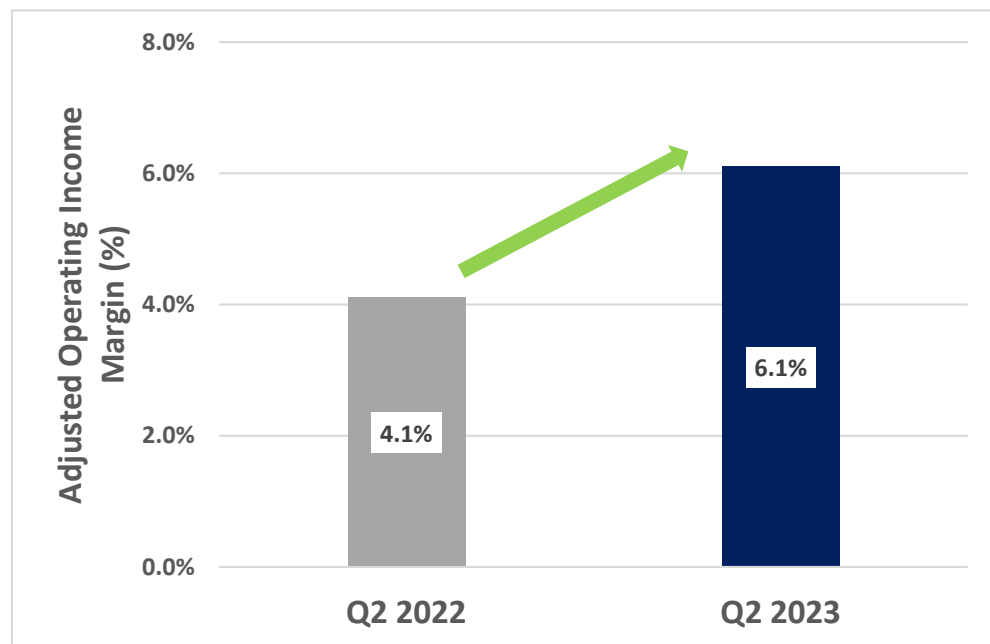


Q2 2023 RESULTS - SALES



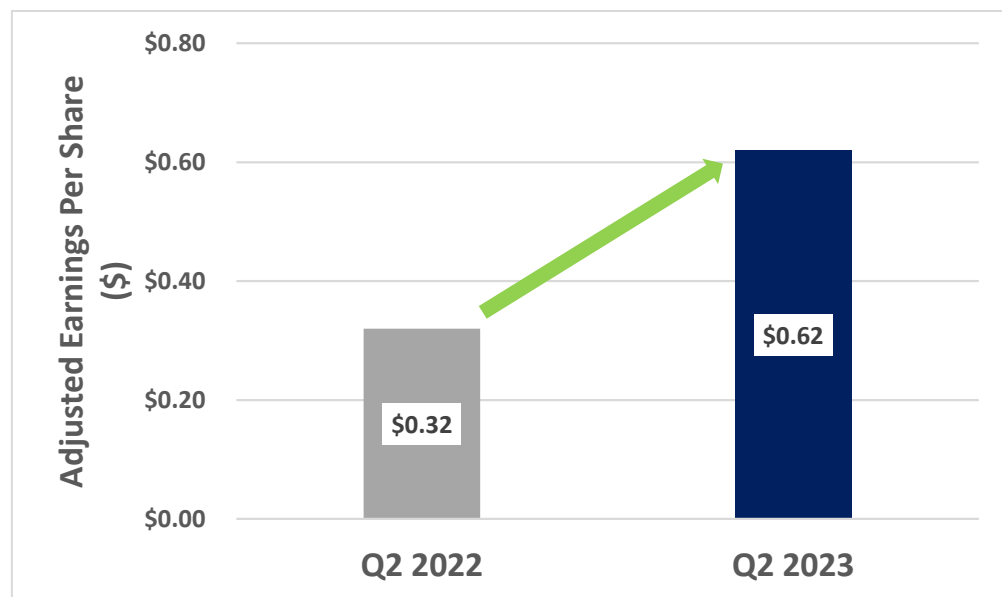
- Sales up 22.2% over Q2 2022:
 - Production sales up 18.9%
 - Tooling sales up 79.5%
- Increase in production sales due to:
 - New business launches, including the Mercedes EVA II, General Motors BEV3, and Toyota / Lexus SUV.
 - Higher vehicle production volumes as the industry continued to recover from supply-related production disruptions
 - Impact of commercial settlements (to offset inflationary cost increases) on customer pricing and sales
 - Favourable FX translation
- Partially offset by:
 - Negative mix, given lower production volumes on certain light vehicle platforms including GM Equinox/Terrain, Ford Mustang Mach-E, and Lucid Air

Q2 2023 RESULTS - ADJUSTED OPERATING INCOME MARGIN



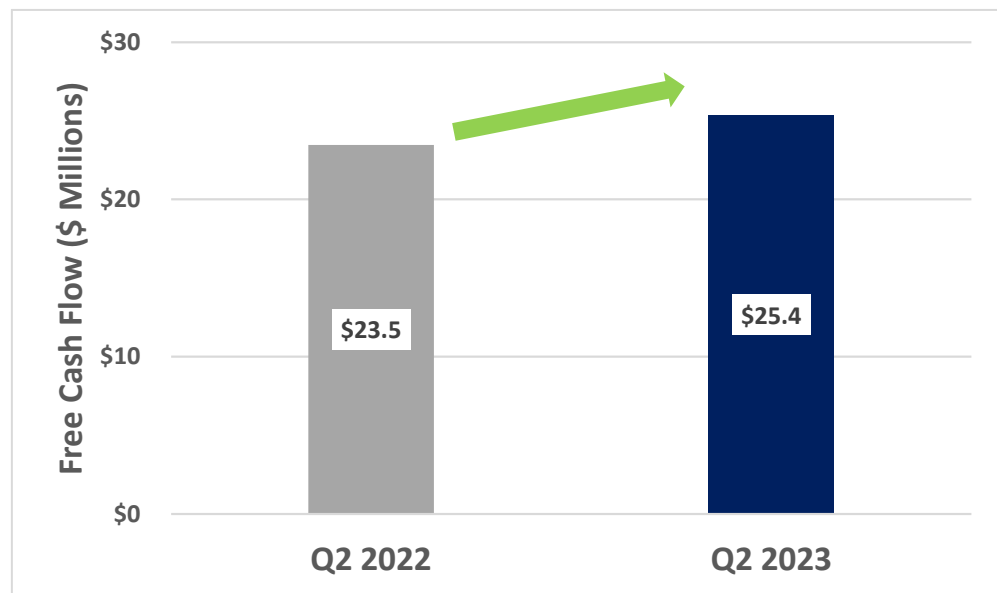
- Adjusted Operating Income Margin up 200bps year-over-year, reflecting:
 - Higher sales volumes and corresponding higher utilization of assets
 - Productivity and efficiency improvements
- Partially offset by:
 - Operational inefficiencies at certain operating facilities
 - A negative sales mix
- North American margins improved significantly due to the factors noted above as well as a lower SG&A expense as a percentage of sales.
- European margin declined year over year, reflecting operating inefficiencies partially offset by the positive impact of higher sales volumes.
- Rest of World margin improved year-over-year reflecting lower launch-related costs, partially offset by the impact of lower production volumes in China.

Q2 2023 RESULTS – ADJUSTED NET EARNINGS PER SHARE



- Adjusted EPS of \$0.62 improved year-over-year, reflecting:
 - The factors impacting sales and margins described earlier
 - A lower effective tax rate
 - Partially offset by higher interest expense reflecting increased debt levels and borrowing rates on the Company's revolving bank debt

Q2 2023 RESULTS - FREE CASH FLOW



- Free Cash Flow improved year-over-year due to:
 - Higher Adjusted EBITDA
 - Lower capex
 - Partially offset by higher interest and cash taxes paid, and an increase in non-cash working capital
- Annual Free Cash Flow is expected to be up significantly year-over-year in 2023