



Q3 2021 QUARTERLY RESULTS PRESENTATION

NOVEMBER 4, 2021

20th
YEARS
ANNIVERSARY

ROB WILDEBOER

EXECUTIVE CHAIRMAN





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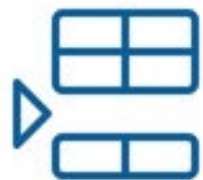
This presentation contains forward-looking statements within the meaning of applicable securities laws (“forward-looking statements”), including, but not limited to, statements relating to the growth or expectations of, improvements in, expansion of and/or guidance or outlook as to future results, including the longer-term outlook for 2023; volumes, adjusted EPS, free cash flow, sales, adjusted operating income (loss) margin; capital expenditures (capex); non-cash working capital; the expected impact and duration of the global semiconductor and other supply chain shortages and constraints; growth in and investment in and development of products and technology; VoltaXplore’s business strategies and intentions to build battery factories; the Company’s strategy, market opportunity and vision; views on the outlook of and growth of the automotive industry and production growth; Martinrea’s ability to capitalize on opportunities and be a leader in the automotive industry, 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. 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 (including the semiconductor shortage and other issues), 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, 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 (loss)”, “Adjusted Net Earnings (loss) per Share (on a basic and diluted basis)”, “Adjusted Operating Income (loss)”, “Adjusted Operating Income (loss) Margin”, “Adjusted EBITDA”, “Adjusted EBITDA Margin”, “Adjusted EPS”, “Adjusted Earnings (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.

PAT D'ERAMO

PRESIDENT AND CEO



TOUGH QUARTER, AS SUPPLY SHORTAGES WORSENERD; STRONG DEMAND SUPPORTS LONGER-TERM OUTLOOK



Results were below expectations, as chip-related OEM production shutdowns and customer “call-offs” deteriorated during the quarter



The current environment is difficult; we are navigating through a period of volatility with limited visibility



Near-term margin pressure from lower volumes, sales mix, diminished ability to flex costs, inflation in labour, material, and other input costs, and a heavy launch cycle.



Our 2023 outlook remains intact, supported by our book of business and strong demand for vehicles

STATUS OF OPERATIONS



North America

- Volumes being hindered by semiconductor and other supply shortages. Improvement expected over time, but visibility remains low. Inflation in material and labour costs is pervasive. Demand for vehicles remains strong.
- Negative sales mix, and a heavy launch cycle are compounding the impact of lower industry volumes on our operations.



Europe

- Industry volumes also being impacted by chip and other supply shortages. Cost inflation is also an issue, particularly energy costs. Supply constraints should improve over time, and demand is gradually recovering.
- We are making progress on operating enhancements, offset by supply headwinds and inflation.





Asia

- China is also being impacted by supply shortages and cost inflation. These headwinds should abate over time. Demand for vehicles remains high.
- Launch activity and related costs weighed on margins during the quarter.

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



QUARTERLY NEW BUSINESS AWARDS (2021 – 2024)

Product Group	Customer	Annualized Sales	SOP
Propulsion Systems <i>(Fluids Systems)</i>	 	\$40M	2022 - 2024

Year-to-date new business awards now total approximately \$210 million

MARTINREA INNOVATION DEVELOPMENT (MiND)



PURPOSE

Incubate, develop, and fund innovative technologies that can be directly applied to Martinrea's operations



Evaluating other initiatives, including additive manufacturing, robotics, and software

LEADERSHIP



Bruce Johnson,
Executive Vice
President, MiND



Martinrea provides operational and strategic support to its partners (manufacturing excellence, product development, supply chain management and other functional disciplines)

CURRENT MARTINREA EQUITY INVESTMENTS:

- NanoXplore – Hold a 22.2% interest in NanoXplore (GRA-TO), the world's largest producer of graphene
- VoltaXplore – 50/50 JV with NanoXplore to develop graphene-enhanced Li-Ion batteries for EV applications
- AlumaPower – Private company developing aluminum air battery technology for a variety of end markets, including automotive – Hold a minority equity position



Early investments have generated more than a five-fold return, with a current value of over \$250 million

FRED DI TOSTO

CHIEF FINANCIAL OFFICER

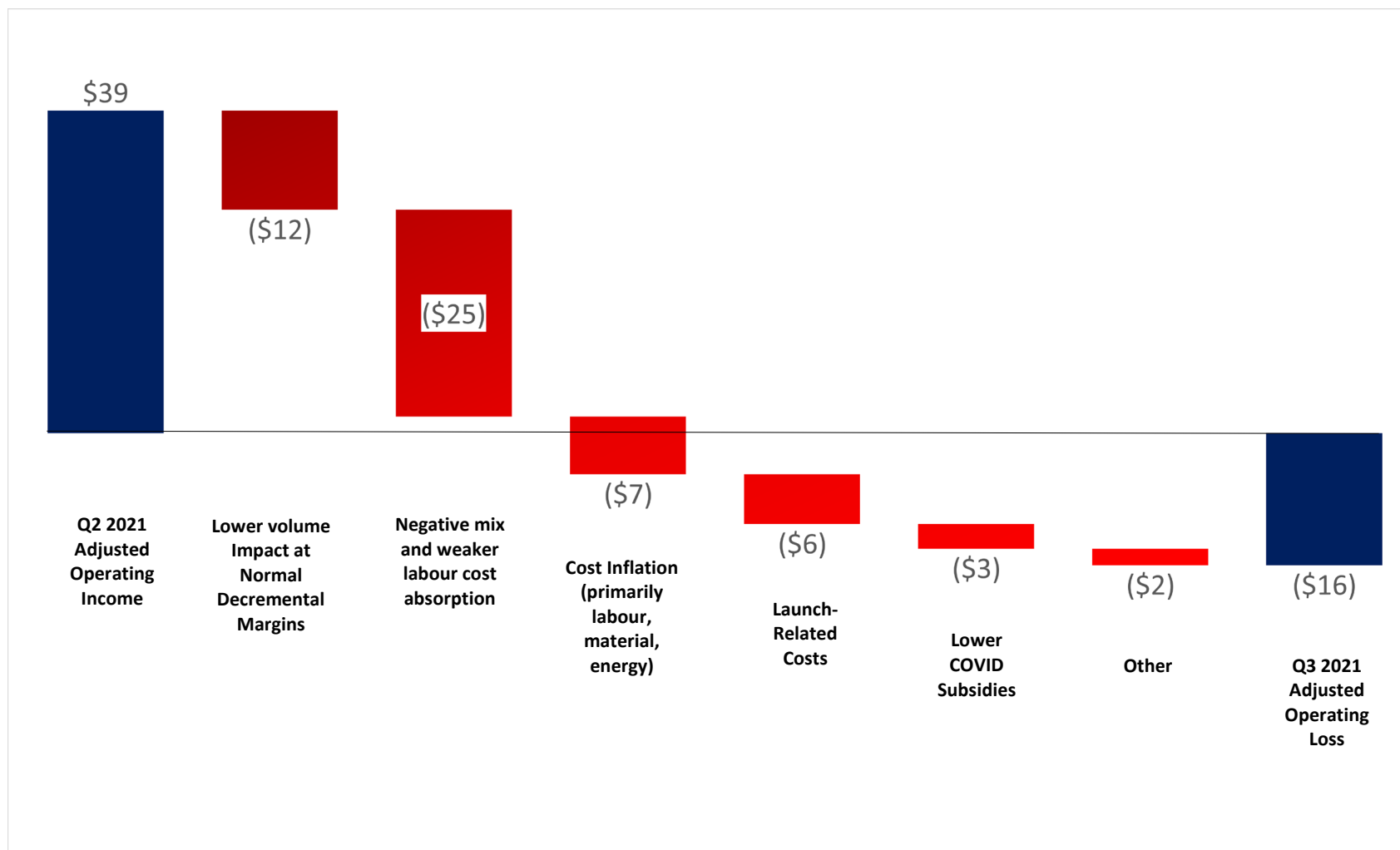


OVERVIEW OF Q3 2021 RESULTS

Third-quarter results impacted by semiconductor and other supply shortages, mix, cost inflation, and a heavy launch cycle

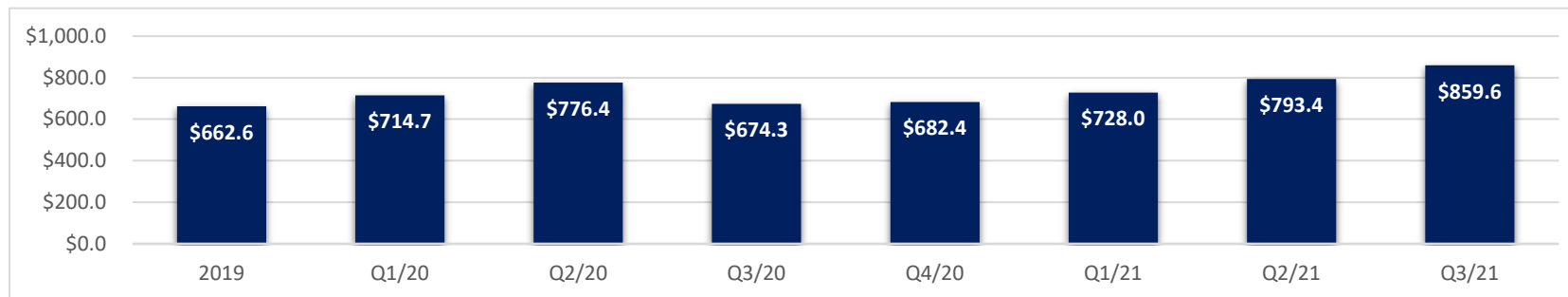
<i>In Canadian Dollars</i>		
	Q3 2021	Q3 2020
Production Sales	\$797.2M	\$933.3M
Tooling Sales	\$51.3M	\$37.8M
Total Sales	\$848.5M	\$971.1M
Adjusted Operating Income (Loss)	(\$16.2M)	\$75.6M
Adjusted Operating Income (Loss) %	(1.9%)	7.8%
Adjusted EBITDA	\$44.9M	\$134.2M
Adjusted EBITDA %	5.3%	13.8%
Adjusted EPS (Fully Diluted)	(\$0.21)	\$0.57

ADJUSTED OPERATING INCOME (LOSS) BRIDGE: Q2 2021 TO Q3 2021 (\$ MILLIONS)

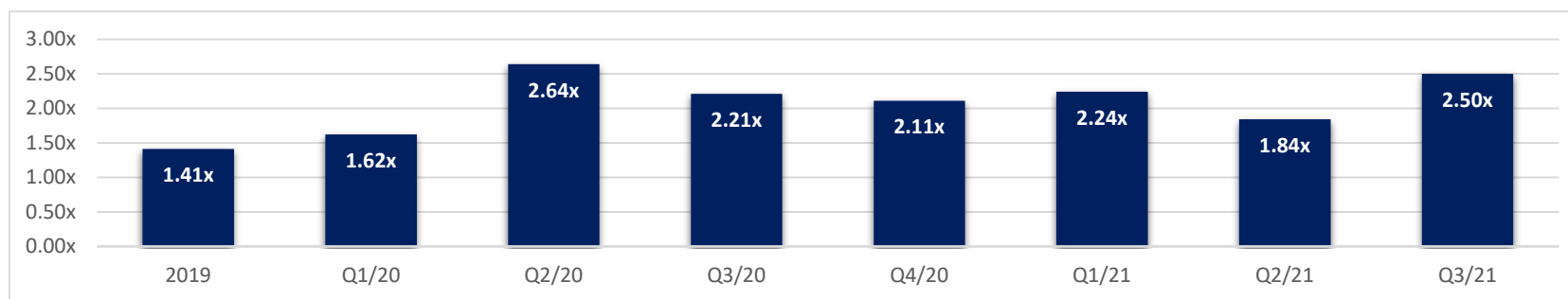


BALANCE SHEET

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



NET DEBT TO LTM ADJUSTED EBITDA



Net Debt increased in the third quarter compared to Q2 2021

Our Net Debt to Adjusted EBITDA ratio ended the quarter at 2.5x, below our covenant maximum of 3.0x.

As a proactive measure, and in light of the ongoing semiconductor shortage, we initiated discussions with our lenders regarding some form of covenant relief, if required in the future.

2023 OUTLOOK INTACT

	2023F
TOTAL SALES	\$4.6-\$4.8B
ADJUSTED OPERATING INCOME MARGIN	>8%
FREE CASH FLOW	>\$200M

KEY ASSUMPTIONS

- Based on IHS 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

ROB WILDEBOER

EXECUTIVE CHAIRMAN





THANK YOU

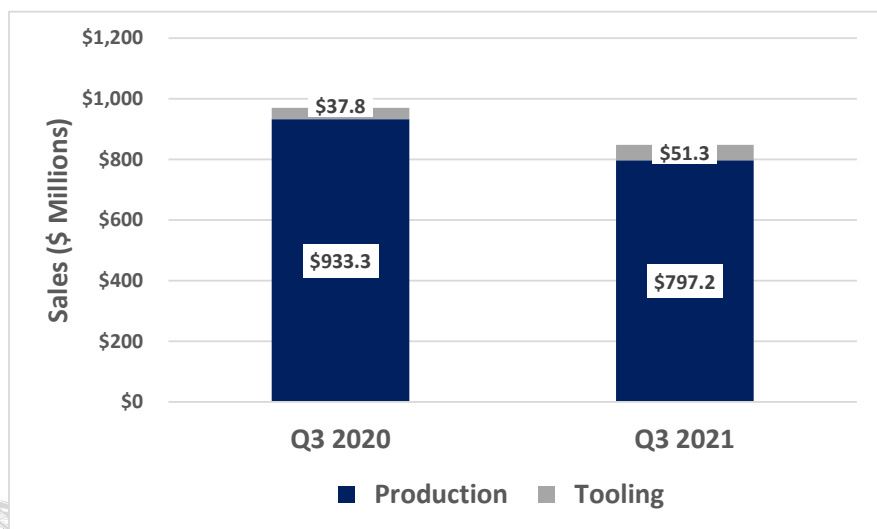
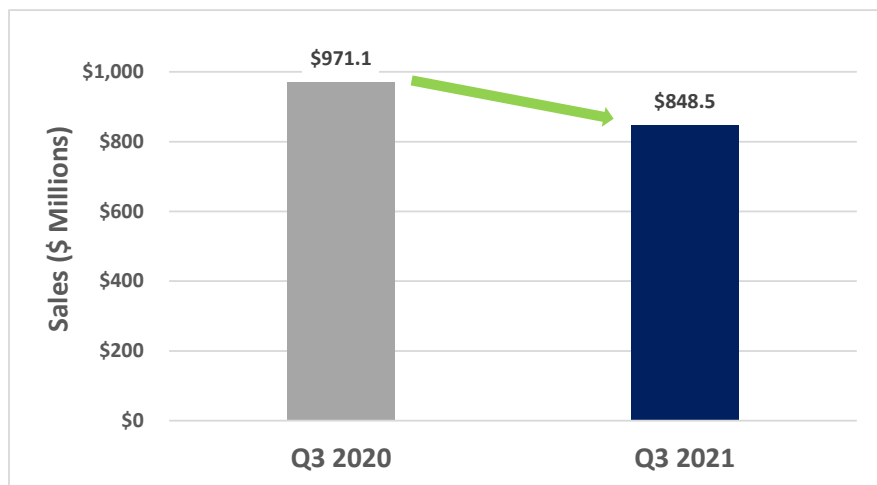


QUESTIONS?

APPENDIX

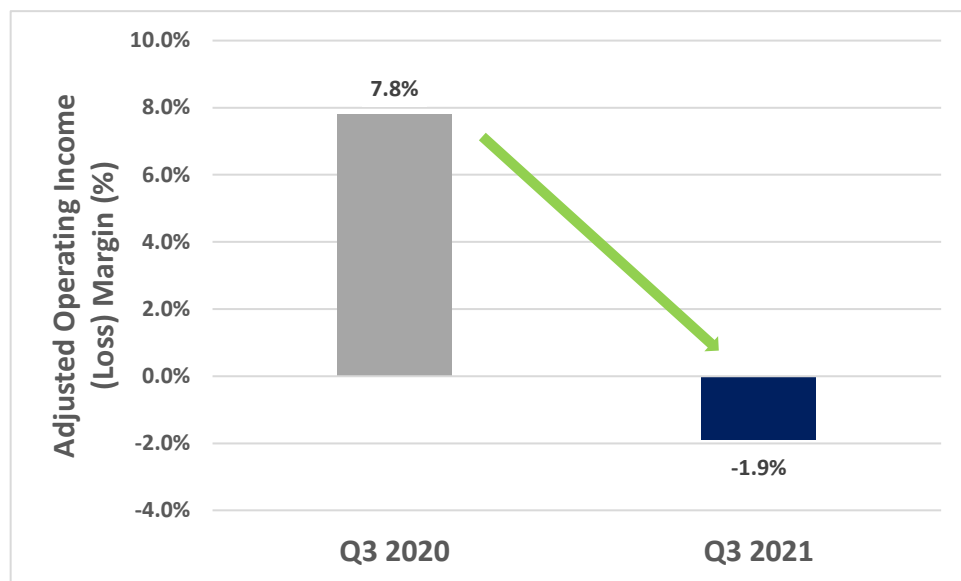


Q3 2021 RESULTS - SALES



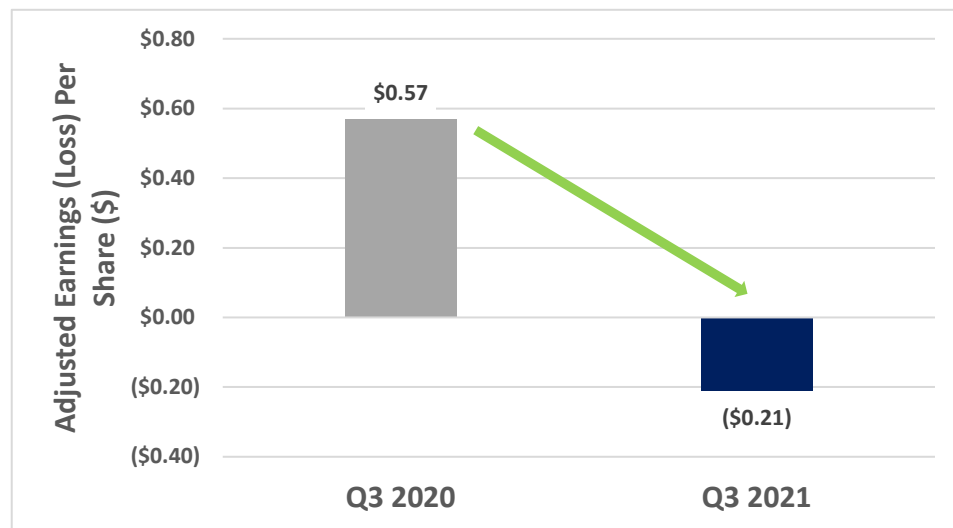
- Sales down 12.6% year-over-year
 - Production sales down 14.6%
 - Tooling sales up 35.9%
- Negative impact impact from
 - Lower industry production volumes due to the global shortage of semiconductor chips and other components
- Partially offset by
 - New business launches, including the Jeep Grand Cherokee and Grand Wagoneer, Ford Mustang Mach-E, and Nissan Rogue and Pathfinder

Q3 2021 RESULTS - ADJUSTED OPERATING INCOME (LOSS) MARGIN



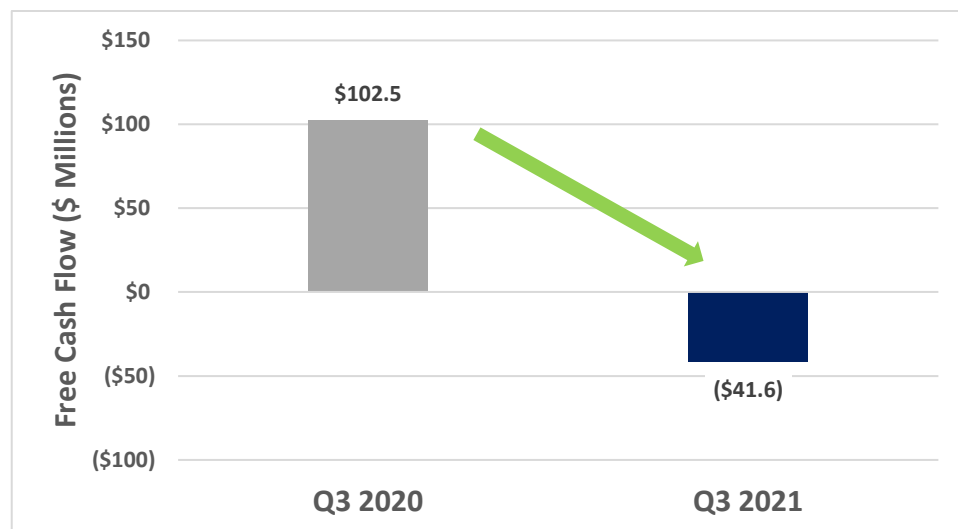
- Adjusted Operating Income (Loss) Margin was a loss of 1.9%, a sharp year-over-year decline, driven by:
 - Lower industry production volumes
 - Negative sales mix
 - Weaker cost absorption given diminished ability to flex costs
 - Cost inflation in materials, labour, and other inputs
 - A heavy launch cycle
- While Europe remained in a loss position, we are making progress on operational enhancements
- Rest of World generated a small loss, impacted by lower volumes and launch-related costs during the quarter

Q3 2021 RESULTS – ADJUSTED NET EARNINGS (LOSS) PER SHARE



- Adjusted EPS was a loss of \$0.21 in the quarter, driven mainly by the factors impacting sales and margins described earlier

Q3 2021 RESULTS - FREE CASH FLOW



- Free Cash Flow was negative during the quarter, and down sharply year-over-year, due to:
 - Lower adjusted EBITDA
 - An increase in non-cash working capital, as supply chain issues are resulting in a higher-than-normal level of inventory
- Cash capex was lower year-over-year, reflecting cost management efforts
- Non-cash working capital is expected to normalize as production volumes recover