



# ABC TECHNOLOGIES

*INNOVATION IN PLASTICS & LIGHTWEIGHTING*

FEBRUARY 11, 2022

**Q2 FISCAL 2022 EARNINGS PRESENTATION**

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# Business Overview

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## Sequential Improvement Driven by Burgeoning Volume Stability

- + Q2 profitability and free cash flow up significantly on increasing stability of industry volumes. Production still below normal due to chip shortages
- + Some OEM customer plants that had been shut down since early in calendar 2021 began to reopen, offering relief to certain ABC plants
- + Greater consistency in customer release schedules allowed ABC to better flex its own production and better manage labor costs
- + Semiconductor shortage expected to continue through calendar 2022 and moderate during the course of the year, but industry inventory rebuild not expected until 2H CY 2023
- + ABC recently announced the signing of two major acquisitions - dlhBOWLES and Karl Etzel - which will diversify ABC's product portfolio, geographic footprint and customer exposures while adding approximately \$220 million in sales
- + Private placement closed and rights offering<sup>(3)</sup>, launched in early January and to be completed by February 15<sup>th</sup>, will fund the acquisition of dlhBOWLES

(All figures \$USD)

### Quarterly Sales

**\$203 Million**

Up ~25% QoQ

### Adjusted EBITDA<sup>(1)(2)</sup>

**\$11 Million**

Up \$23 million QoQ

### Adjusted Free Cash Flow<sup>(1)(2)</sup>

**\$5 Million**

Up \$65 million QoQ

1) See Adjusted EBITDA and Adjusted Free Cash Flow reconciliations in Supplemental Data  
2) See "Definition of Non-IFRS Measures" in Supplemental Data  
3) For details on the rights offering, please see the Company's January 5, 2022 news release

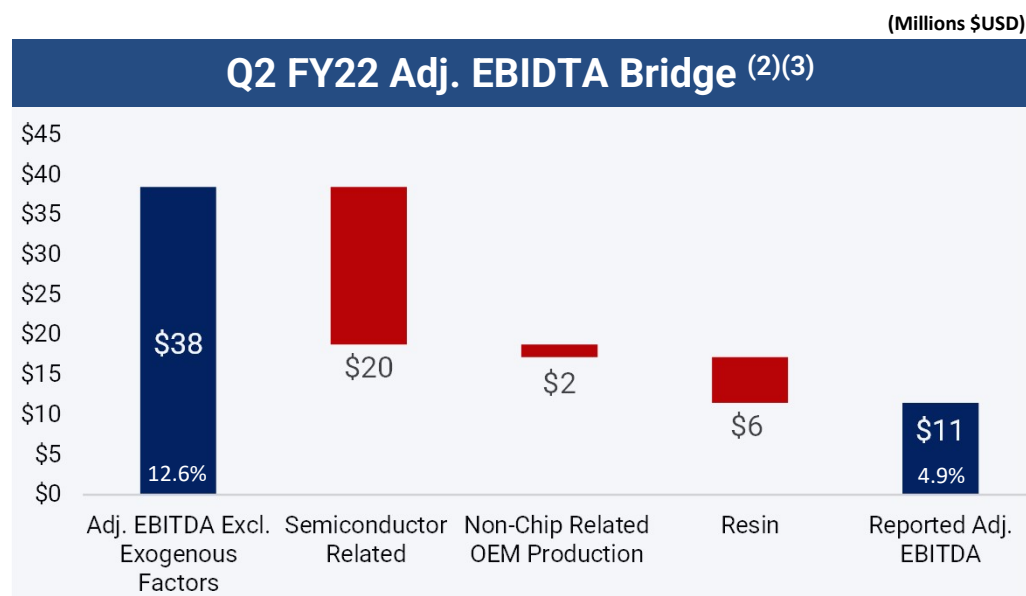
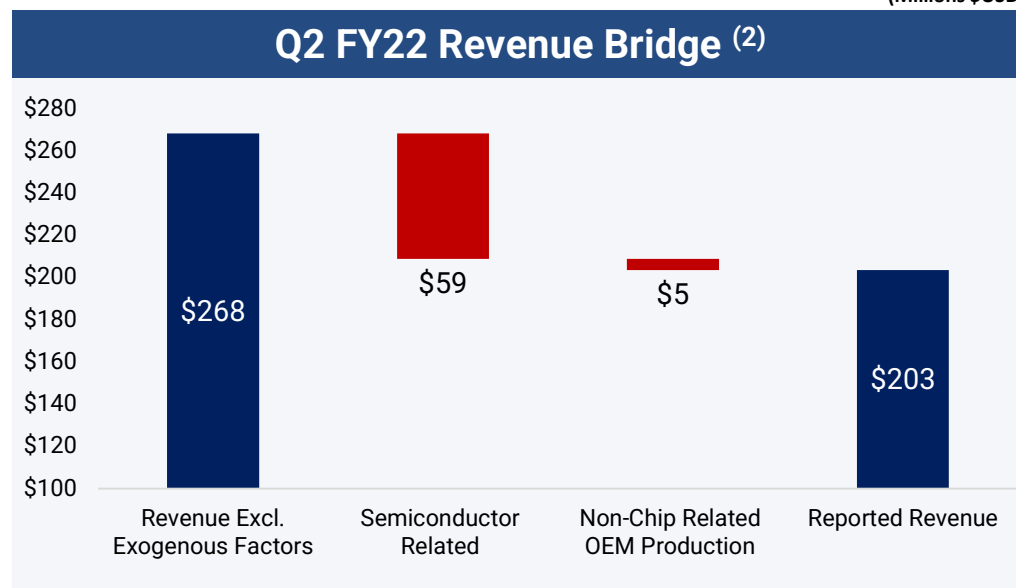
# Q2 Fiscal 2022 Still Heavily Impacted by Chips, but Improving



(Millions \$USD)

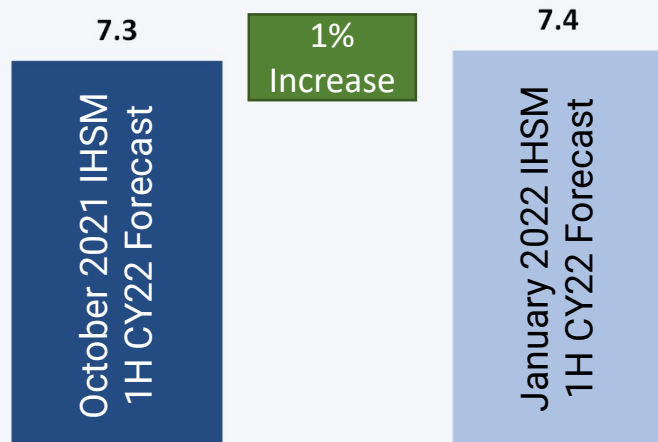
## + IHS production forecasts showing stability:

- Semiconductor-related OEM production shutdowns less frequent and less severe in Q2 than prior two quarters
  - Volume revisions continue to moderate, all customer plants open for at least one shift/day for most of Q2
  - Resin prices remain elevated but have declined 10-15% since the beginning of the quarter
  - Sequential improvements in ABC financial results demonstrate success in flexing production costs when customer volumes are less erratic



## North America Light Vehicle Production (mm)<sup>(1)</sup>

ABC 2H Fiscal 2022



1) Light Vehicle Production estimates according to IHS Markit ("IHSM") as of October 15<sup>th</sup>, 2021 and January 14<sup>th</sup>, 2022

2) Represents management estimates of impacts of semiconductor shortage and non-chip related lost production calculated based on lost volume at specific plants multiplied by CPV/profitability per vehicle; resin impacts determined based on impact vs. the 10-year average rate for polypropylene and high density polyethylene according to IHS; results may not add due to rounding

3) See Adjusted EBITDA and Adjusted EBITDA margin reconciliation in Supplemental Data

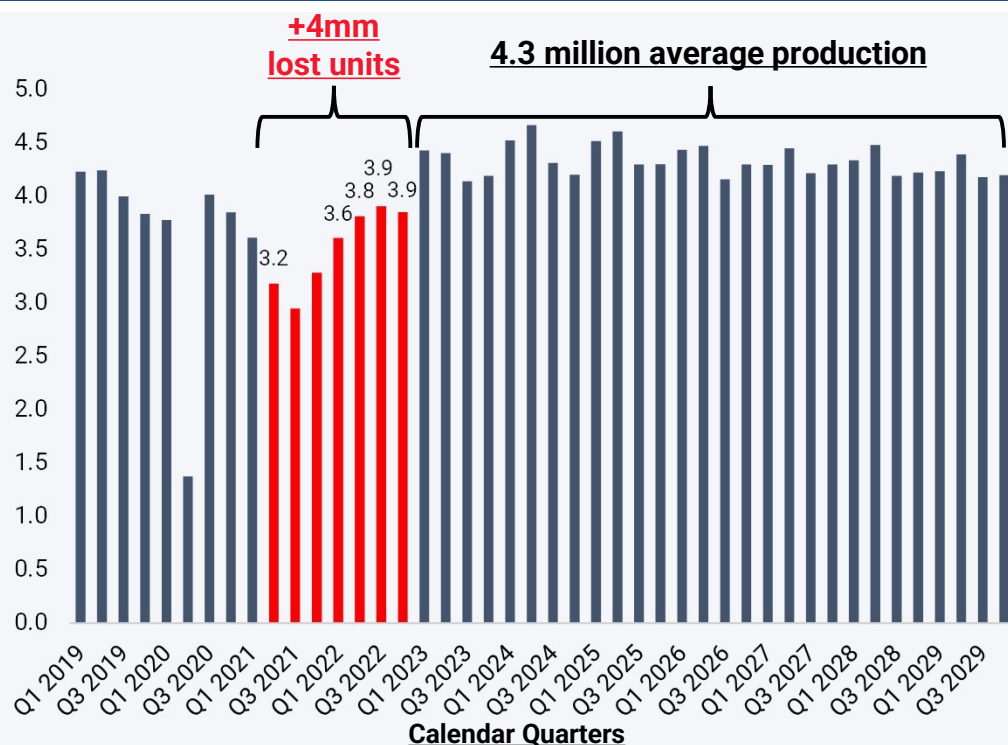


# Inventory Declines Moderating, Lost Production Volumes Ongoing

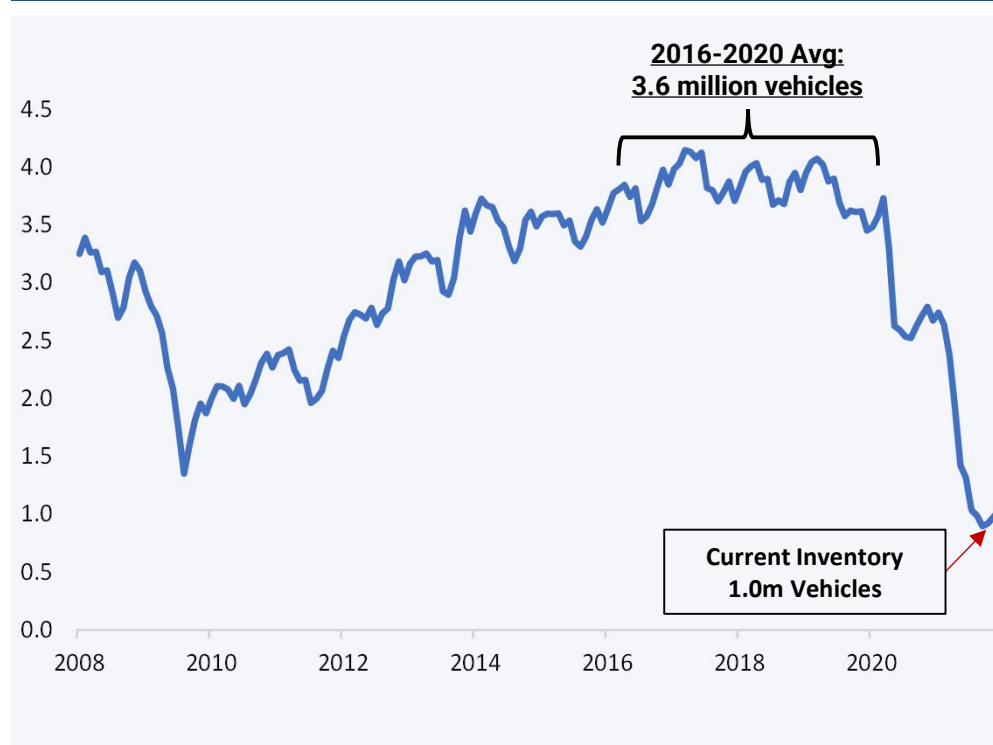


## Industry Outlook

### North America Light Vehicle Production (mm)<sup>(1)</sup>



### Estimated US Light Vehicle Inventory (mm)<sup>(2)</sup>



- Total LV inventory has ticked up slightly for three months straight after falling year-over-year for 26 months
- Estimated 23 days' supply on hand still well below normal levels of 70-80 days' supply (~90 days normal for pickups)
- Compared to a normal NA production year, IHS Markit now estimates that 2021 and 2022 will be short over 4mm units of production volume that will need to be made up in the coming years
- Normal production will not return until calendar 2023, inventory building not until 2H CY 2023

**CHIP SHORTAGE EXPECTED TO CONTINUE THROUGH CALENDAR 2022, IMPACT SHOULD MODERATE GOING FORWARD**

1) Light Vehicle Production according to IHS Markit as of January 14<sup>th</sup>, 2022

2) Motor Intelligence December 2021

# Q2 Fiscal 2022 Launches and Wins



## Major Q2 Fiscal 2022 Launches



### Rivian Amazon Prime Van

- Fluid Systems



### Acura RDX

- HVAC Systems



### Renault Duster

- HVAC Systems



### Mazda CX-30

- Exterior Systems

## Key Q2 Fiscal 2022 Program Wins<sup>(1)</sup>

(All figures \$USD)

### Q2 Business Wins of +\$350m Estimated LoP Revenue<sup>(2)</sup>



### US-based OEM BEV

- +\$70 million LoP Revenue
- Interior Systems



### EU-based OEM

- +\$30 million LoP Revenue
- HVAC Systems

## ELECTRIC VEHICLE WINS

### 12 Programs Awarded

\$125+ Million LoP Revenue<sup>(1)</sup>

Total ABC EV Backlog +\$500 Million LoP Revenue

<sup>1)</sup> ABC lifetime revenue estimates based on IHS Markit volume projections for each platform in their respective month of award

<sup>2)</sup> Represents both ABC wins and proportionate share of JV wins; "LoP" = Life of Program

# Recent Acquisition Announcements



**dlhBOWLES**

**ANNOUNCED THE ACQUISITION OF dlhBOWLES  
ON JANUARY 5<sup>TH</sup>, 2022**

- **Tier-1 and Tier-2 supplier** of fluidics and washer systems products such as nozzles and hoses
- **~\$120m of revenue**
- Strong business backlog focused on **P/Us and SUVs**
- Locations in Mexico, Maryland, Ohio and Texas
- Serving the D3 as well as **new EV-focused OEMs**
- Opportunity for **expansion into Europe**
- Brings significant engineering and automation **expertise in-house**
- **Strong IP** with leading market share in key products
- Allows ABC to become a **one-stop Washer Systems solutions provider** to its customers
- Expected closing Q3 FY 2022



**Karl Etzel**

**ANNOUNCED THE ACQUISITION OF KARL ETZEL  
ON JANUARY 21<sup>ST</sup>, 2022**

- **Tier-1 and Tier-2 supplier** of interior and exterior injection molded plastics parts in Europe
- **~\$100m of revenue**
- Location in Southern Germany, near OEM customers
- **Long-term relationships** with Daimler and other German luxury OEMs
- Opportunity for **expansion into North America** as well as cross-sell of ABC products to existing customers
- Provides ABC the necessary scale to **expand into interior and exterior projects** in Europe
- Expected closing Q3 FY 2022



# Continued Q-o-Q Positives



-  **Customer Production Cadence Stabilizing**  
OEM production has continued to steadily improve, though many ABC plants continue to run at suboptimal levels
-  **New Business Wins Ahead of Plan Through Q2**  
Second largest quarter for BEV wins in ABC history with significant quote opportunities in our pipeline
-  **Consumer Demand Remains Strong**  
15 million US SAAR print in January showing early signs of pent-up demand coming through
-  **Inventories Have Stabilized, Long Road to Build Back**  
Multiple years of elevated production needed to meet demand and replace lost volumes – strong opportunity for ABC
-  **M&A Focus Bearing Fruit, More in the Pipeline**  
Taking advantage of volatile market with two acquisitions signed just after the quarter end; ABC pipeline still full of opportunities



**Q2 STABILIZATION EXPECTED TO CONTINUE AND GROW THROUGH 2<sup>ND</sup> HALF FISCAL '22**

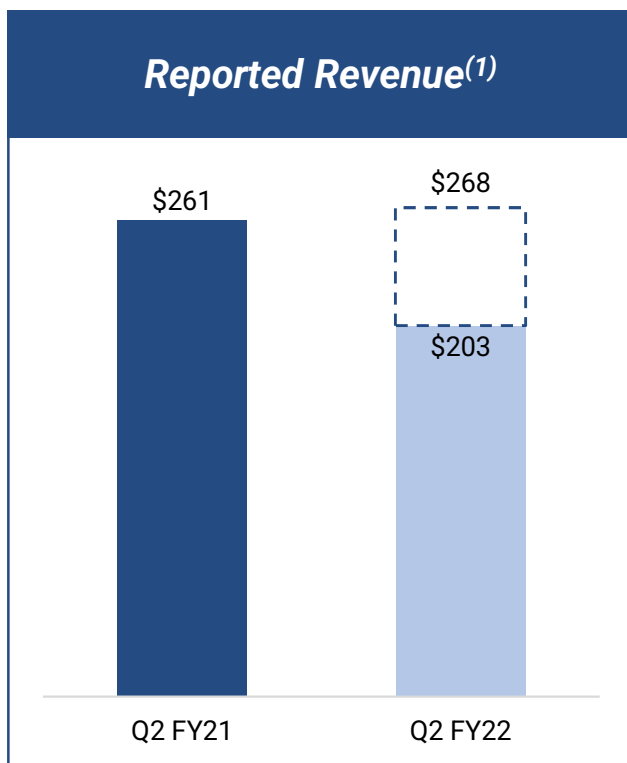
# Q2 Fiscal 2022 Financial Details

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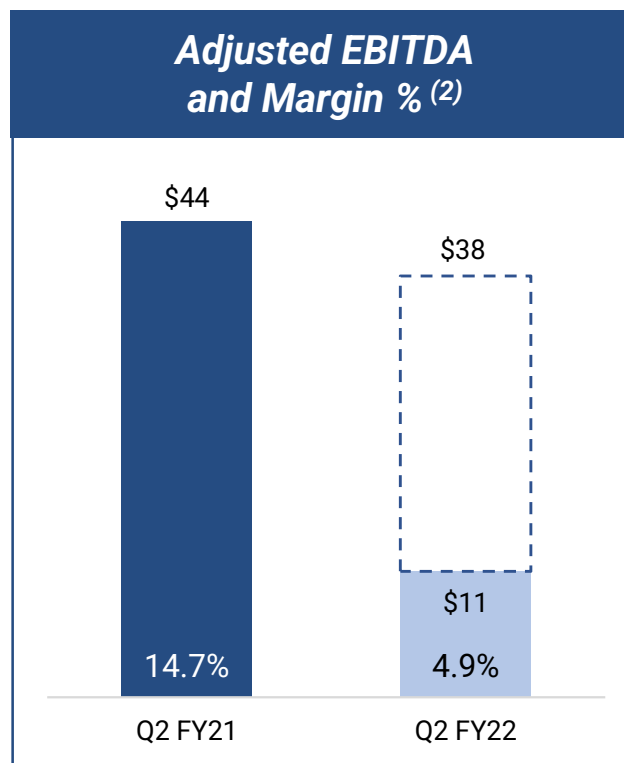


## Production Volatility Still Impacting Financial Results

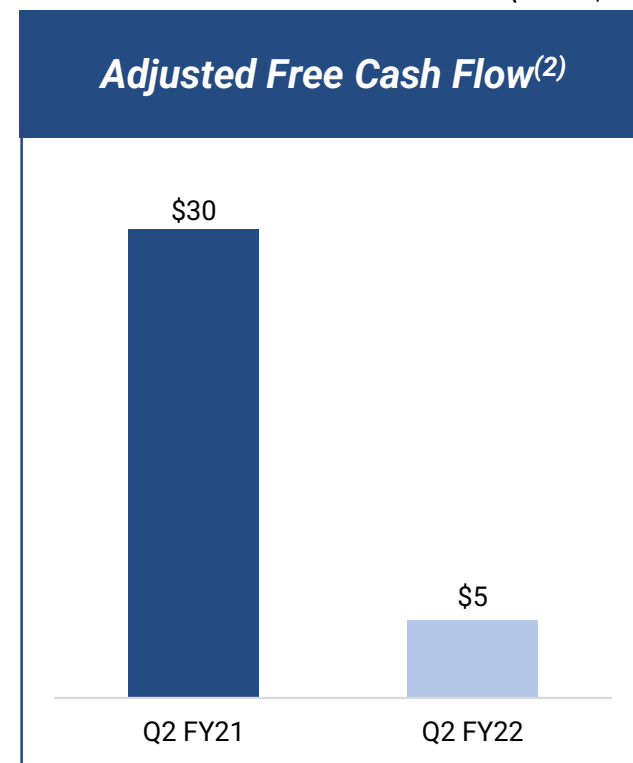
(Millions \$USD)



Impacts of Exogenous Factors Reduced in Q2 – Excluding These Factors, Revenue Up YoY



Production Call-Offs Continued to Impact Operating Efficiency, While COVID Impacts and Elevated Resin Costs Remain



Working Capital Improvements Help Drive Cash Flow as Production Levels Strengthen and Normalize

Estimated impact of exogenous factors

**RESULTS SHOW MEANINGFUL SEQUENTIAL IMPROVEMENT, STRONG FLOW THROUGH OF PROFITABILITY**

1) Does not include JV revenue

2) See Adjusted EBITDA, Adjusted EBITDA Margin and Adjusted Free Cash Flow reconciliation in Supplemental Data

# Major Sequential Cash Flow and Conversion Improvement



## Q2 Fiscal 2022 Adjusted Free Cash Flow Summary

	(Millions \$USD)	
	<u>2Q FY22</u>	<u>6 Mo FY22</u>
<b>Cash From (Used In) Operating Activities</b>	\$ 27	\$ (15)
Purchases of PP&E	(8)	(20)
Additions to Intangible Assets <sup>(1)</sup>	(5)	(10)
Dividends from JVs	1	1
Principal Payments of Lease Liabilities	(3)	(5)
One-time advisory, bonus and other costs	3	4
Net impact of hedge monetization	(10)	(10)
<b>Adjusted Free Cash Flow</b>	<b>\$ 5</b>	<b>\$ (55)</b>

- + Adjusted Free Cash Flow improved significantly over last quarter as customer operations gained traction and working capital outflows reversed
- + Continued working capital tailwind is expected as OEM production ramps back up
- + Ability to flex capital spending while continuing to address new program needs and maintenance continues to be a strength for ABC
- + Cash proceeds in Q2 FY22 from hedge monetization of \$9.5m resulting from the realization of significant favorable movement in FX hedges

1) Represents capitalized development costs





## Q2 Fiscal 2022 Net Debt and Liquidity Summary

		(Millions \$USD)
Capitalization as of December 31, 2021		
Revolver (\$450m Facility)	\$	345
Total Debt		345
Cash		27
Proportionate share of cash at JVs		7
Total Cash		34
<b>Net Debt</b>	<b>\$</b>	<b>311</b>
Liquidity as of December 31, 2021		
Cash	\$	27
Undrawn Revolver		105
Letters of Credit		(2)
<b>Total Liquidity</b>	<b>\$</b>	<b>130</b>

- + As discussed in Q1, ABC has received covenant relief from its bank group until Q2 FY 2023; ABC is fully compliant with its amended credit agreement
- + Net leverage is currently above target levels and ABC will use available operating free cash flow to pay down debt
- + Liquidity of \$130 million provides ongoing operating flexibility

# Supplemental Data

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**“Net Debt”** means (i) long-term debt less cash plus (ii) proportionate long-term debt held at joint ventures less proportionate cash held at joint ventures.

**“EBITDA”** means net earnings (loss) before interest expense, income tax expense (recovery), depreciation of property, plant and equipment, depreciation of right-of-use assets, and amortization of intangible assets.

**“Adjusted EBITDA”** means EBITDA plus: loss on disposal and write-down of assets, unrealized loss (gain) on derivative financial instruments, transactional, recruitment, and other bonuses, business transformation and related costs (which may include severance and restructuring expenses), less: our share of income of joint ventures, plus the Company’s proportionate share of the EBITDA generated by our joint ventures, and share-based compensation expense. We also present Adjusted EBITDA excluding the impact of IFRS 16 by charging the lease payments applicable to those periods to expense as was the case prior to IFRS 16 – Leases (“IFRS 16”). The purpose of this is to allow direct comparability of these periods to Adjusted EBITDA performance in prior periods, which have been calculated under the previous accounting standards.

**“Adjusted EBITDA Margin”** means Adjusted EBITDA divided by sales adjusted to include the proportional share of joint venture sales attributable to ABC.

**“Adjusted Free Cash Flow”** means Net Cash Flows from Operating Activities less: purchases of property, plant and equipment, additions to intangible assets, lease payments, plus: proceeds from disposal of property, plant, and equipment, cash dividends received from joint ventures, and one time advisory, bonus and other costs.

# Reconciliation of net income (loss) to Adjusted EBITDA



(USD '000)	For the three months ended December 31,		For the six months ended December 31,	
	2021	2020	2021	2020
<b>Reconciliation of net income (loss) to Adjusted EBITDA</b>				
<b>Net income (loss)</b>	\$ (16,426)	\$ 11,461	\$ (44,612)	\$ 20,782
<i>Adjustments:</i>				
Income tax expense (recovery)	(4,130)	1,626	(12,597)	5,327
Interest expense	7,856	9,769	15,222	19,609
Depreciation of property, plant and equipment	11,991	11,356	23,958	22,751
Depreciation of right-of-use assets	3,690	3,412	7,316	6,890
Amortization of intangible assets	5,457	4,736	10,643	9,191
<b>EBITDA</b>	\$ 8,438	\$ 42,360	\$ (70)	\$ 84,550
Loss (gain) on disposal and write-down of assets	129	(129)	105	464
Unrealized loss (gain) on derivative financial instruments	(200)	(256)	217	(682)
Transactional, recruitment and other bonuses <sup>1</sup>	2,363	2,875	2,374	3,958
Business transformation related costs <sup>2</sup>	5,720	2,562	6,884	4,545
Share of loss (income) of joint ventures	(1,168)	(3,004)	406	(5,716)
EBITDA from joint ventures <sup>3</sup>	1,472	4,616	794	8,835
Share-based compensation expense	768	-	1,481	-
Lease payments	(6,026)	(5,507)	(12,010)	(11,197)
<b>Adjusted EBITDA</b>	\$ 11,496	\$ 43,517	\$ 181	\$ 84,757

1. These costs include \$2.4 million that was paid by the Company out of the Value Creation Plan ("VCP") in Q2 Fiscal 2022 in connection with the Oaktree transaction
2. These costs include \$5.2 million of business transformation related costs incurred in connection with acquisitions, which mainly consisted of due diligence, legal and other professional costs. These costs also include services provided by Cerberus Operations and Advisory LLC and some of ABC's directors in the amount of \$nil million for Q2 Fiscal 2022 (Q2 Fiscal 2021: 0.3 million), and \$nil million for YTD Fiscal 2022 (YTD Fiscal 2021: 0.5 million)
3. Represents 50% of joint ventures' EBITDA, which corresponds to the Company's proportionate share of ownership in the joint ventures



# Reconciliation of net income (loss) to net cash flows from operating activities



(USD '000)	For the three months ended December 31,		For the six months ended December 31,	
	2021	2020	2021	2020
<b>Reconciliation of net income (loss) to net cash flows from operating activities</b>				
Net income (loss)	\$ (16,426)	\$ 11,461	\$ (44,612)	\$ 20,782
<i>Adjustments for:</i>				
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Loss (gain) on disposal and write-down of assets	129	(129)	105	464
Unrealized loss (gain) on derivative financial instruments	(200)	(256)	217	(682)
Interest expense	7,856	9,769	15,222	19,609
Share of loss (income) of joint ventures	(1,168)	(3,004)	406	(5,716)
Income tax expense (recovery)	(4,130)	1,626	(12,597)	5,327
Share-based compensation expense	768	-	1,481	-
<i>Changes in:</i>				
Trade and other receivables and prepaid expenses and other	2,226	20,751	20,425	(7,955)
Inventories	5,990	7,235	(12,919)	3,539
Trade payables, accrued liabilities and other payables, and provisions	19,044	(13,558)	(7,636)	50,610
<b>Cash generated from operating activities</b>	<b>35,227</b>	<b>53,399</b>	<b>2,009</b>	<b>124,810</b>
Interest received	84	77	213	124
Income taxes recovered (paid)	(702)	(3,310)	(977)	3,230
Interest paid on leases	(3,425)	(3,510)	(6,812)	(7,153)
Interest paid on long-term debt and other	(4,366)	(6,010)	(9,262)	(9,988)
<b>Net cash flows from (used in) operating activities</b>	<b>\$ 26,818</b>	<b>\$ 40,646</b>	<b>\$ (14,829)</b>	<b>\$ 111,023</b>

# Reconciliation of net cash flows from (used in) operating activities to Adjusted Free Cash Flow



(USD '000)	For the three months ended December 31,		For the six months ended December 31,	
	2021	2020	2021	2020
<b>Reconciliation of net cash flows from (used in) operating activities to Adjusted Free Cash Flow</b>				
<b>Net cash flows from (used in) operating activities</b>	<b>\$ 26,818</b>	<b>\$ 40,646</b>	<b>\$ (14,829)</b>	<b>\$ 111,023</b>
Purchases of property, plant and equipment	(8,490)	(9,420)	(19,505)	(18,053)
Proceeds from disposals of property, plant and equipment	-	171	-	171
Additions to intangible assets <sup>1</sup>	(4,948)	(3,179)	(10,323)	(7,122)
Principal payments of lease liabilities	(2,601)	(1,997)	(5,198)	(4,044)
Dividends received from joint ventures	553	3,769	553	4,491
One-time advisory, bonus and other costs <sup>2</sup>	3,174	-	4,298	-
Net impact of hedge monetization	(9,537)	-	(9,537)	-
<b>Adjusted Free Cash Flow</b>	<b>\$ 4,969</b>	<b>\$ 29,990</b>	<b>\$ (54,541)</b>	<b>\$ 86,466</b>

1. Represents capitalized development costs under IAS 38 Intangible Assets
2. Includes \$2.3 million paid from the VCP in connection with the Oaktree transaction, and \$1.6 million incurred in connection with the acquisitions, which mainly consisted of professional fees