



# ABC TECHNOLOGIES

*INNOVATION IN PLASTICS & LIGHTWEIGHTING*

**MAY 13, 2022**

**Q3 FISCAL 2022 EARNINGS PRESENTATION**

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# Business Overview

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## Challenging Current Environment, Future Supported by Acquisitions and Record Business Wins

(All figures \$USD)

- + Q3 revenue, profitability and free cash flow improved quarter over quarter on less volatile OEM production schedules. Contribution from dlhBowles and Karl Etzel acquisitions moderated continued pressures in core ABC operations largely caused by material and labor inflation
- + OEM customer plants are still running at reduced volumes, but ABC's focus on important truck and SUV platforms aided outperformance relative to IHS
- + Ukraine conflict had limited impact on results for the quarter, but we are watching customer volume developments closely
- + ABC registered its highest new business wins by revenue in recent history as several high-volume platforms were awarded
- + dlhBowles and Karl Etzel transactions closed first week of March – already seeing positive early signs through integration activities, synergies and cross-sell opportunities
- + Subsequent to quarter end, ABC signed a definitive agreement to sell the real estate of Karl Etzel to a German real estate investor in a sale-leaseback transaction

### Quarterly Sales

**\$286 Million**

**Up 31% YoY**

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

**\$30 Million**

**Up 19% YoY**

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

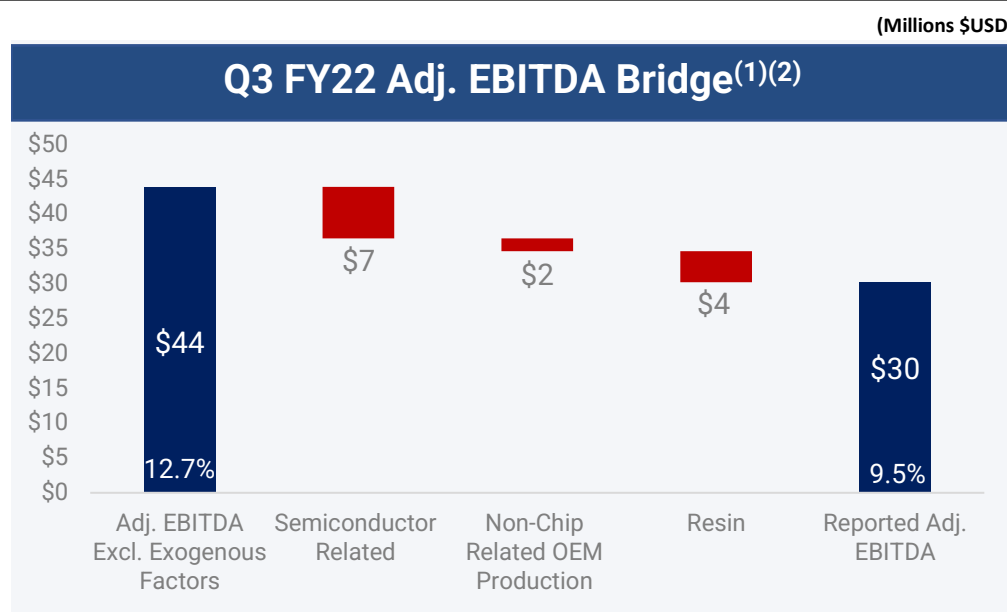
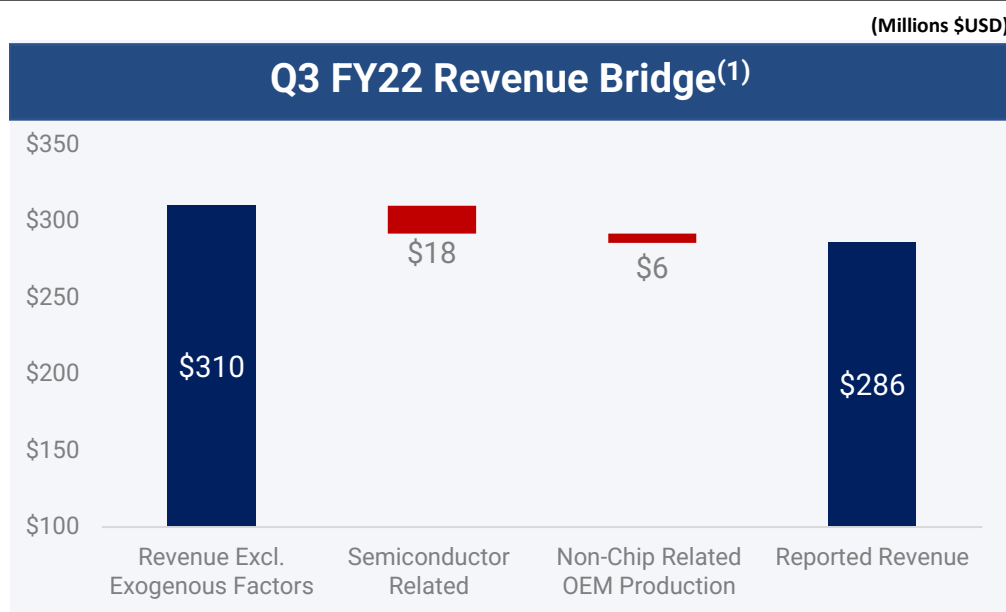
**\$8 Million**

**Down 22% YoY**

1) See Adjusted EBITDA and Adjusted Free Cash Flow reconciliations in Supplemental Data

2) See "Definition of Non-IFRS Measures" in Supplemental Data

# Continued Impact of Chips on Q3 Fiscal 2022, but Improving Slightly



- Cost pressures related to higher resin, labor and other material inputs somewhat offset by positive impact of acquisitions for part of the quarter
- Shanghai and other new COVID lockdowns did not have a material impact on results for the quarter, but ABC anticipates supply chains impacts in future quarters, though to a lesser degree than early FY22
- Materially insulated from the Russia-Ukraine conflict, primarily due to NA geographical focus
  - ABC expects select OEM customers to be affected in the coming quarters, but limited impact on ABC and its European plants

1) 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

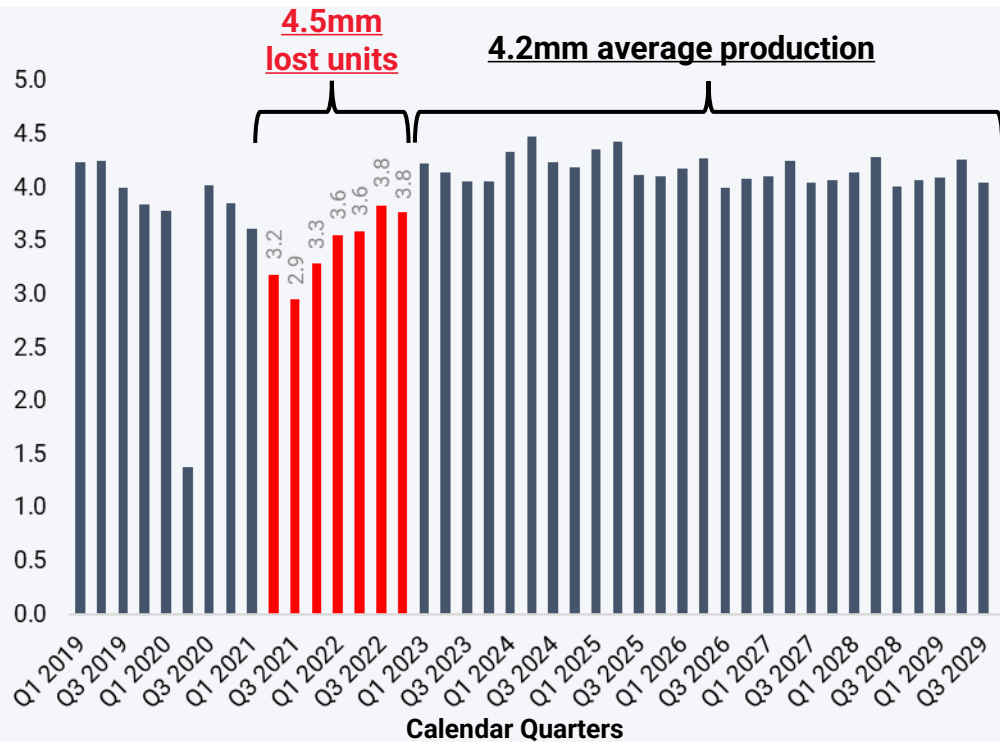
2) See Adjusted EBITDA and Adjusted EBITDA margin reconciliation in Supplemental Data

# Consistent Inventory Levels, But Meaningful Improvements Remain Illusory

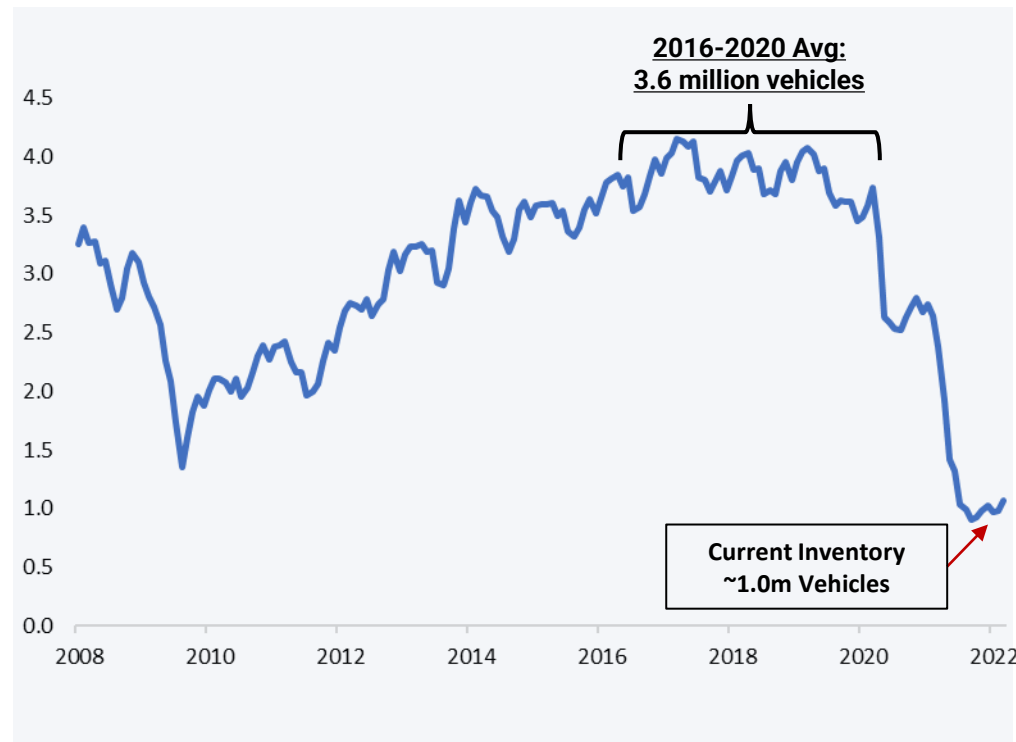


## Industry Outlook

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



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



- Total LV inventory has remained depressed, though steady, since October 2021
- Estimated 25 days' supply on hand, still well below pre-COVID levels
- Compared to a normal NA production year, IHS Markit now estimates that 2021 and 2022 will be short 4.5mm units of production volume that will need to be made up in the coming years
- Normal production will not return until CY 2023, inventory building not until early CY 2024

**INVENTORY LEVELS CONSISTENT SINCE OCTOBER, VOLATILE PRODUCTION LIKELY UNTIL CALENDAR 2023**

1) Light Vehicle Production according to IHS Markit as of April 15<sup>th</sup>, 2022

2) Motor Intelligence March 2022



# Q3 Fiscal 2022 Launches and Wins



## Major Q3 Fiscal 2022 Launches



### Silverado

- HVAC Systems
- Interior Systems



### Hyundai Santa Fe/Kia Sorento<sup>(1)</sup>

- Exterior Systems



### Kia Sportage

- Interior Systems



### Cadillac Lyriq (EV)

- Interior Systems

## Key Q3 Fiscal 2022 Program Wins<sup>(2)</sup>

(All figures \$USD)

**Largest quarter of business wins in recent history:  
+\$1.5B Estimated LoP Revenue<sup>(3)</sup>**



### US-based OEM

- +\$1.2 billion LoP Revenue
- Interior and Air Induction Systems



### US-based OEM

- +\$65 million LoP Revenue
- Exterior Systems

## Electric Vehicle Wins

7 programs awarded

+\$114 million LoP revenue<sup>(2)</sup>

Several large EV pickup truck/SUV wins

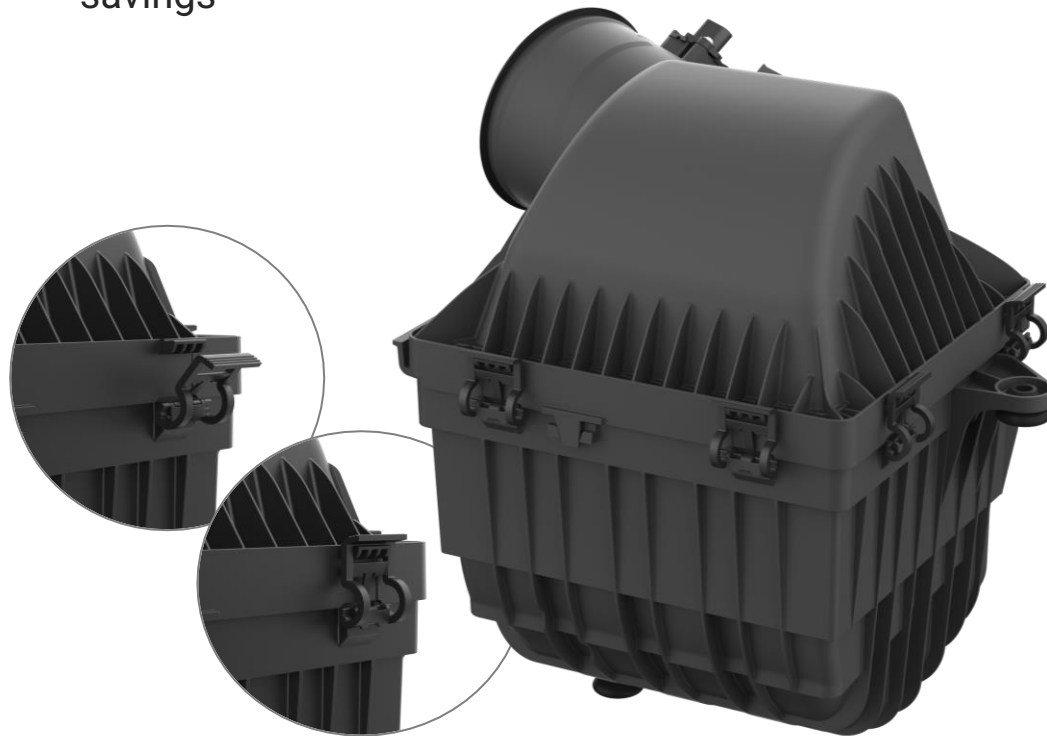
1) Tier 2 launch through Mobis

2) ABC lifetime revenue estimates based on IHS Markit volume projections for each platform in their respective month of award

3) Represents both ABC wins and proportionate share of JV wins; "LoP" = Life of Program

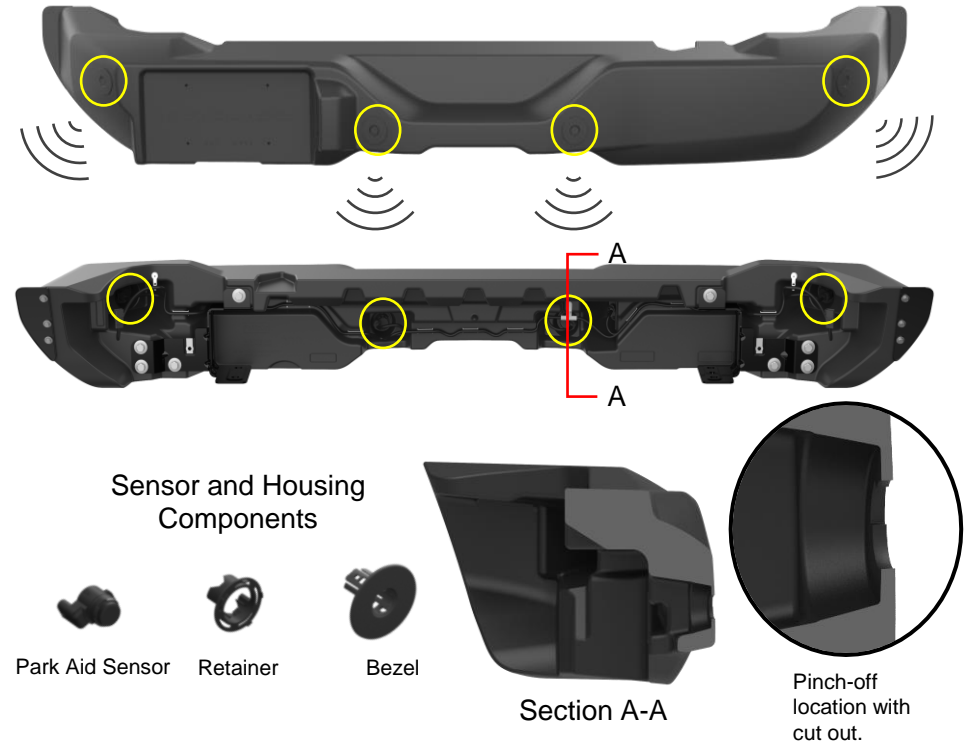
## Screwless Airbox

- Ability to service the air filter without removing screws or risk foreign objects entering the engine bay
- Capable of meeting harsh OEM durability requirements
- Installation and removal of the airbox upper with just one hand
- Total cost reduction, tool and production cycle time savings



*Patent pending design*

## Ford Bronco Rear Bumper ADAS Sensor Integration



- First company to integrate park assist sensor into a blow molded bumper
- Represents a new baseline for blow molded bumper system capability
- Ability to assemble the sensors via snap-fit feature and eliminate any additional hardware to retain the sensors in place
- Allows for rugged SUVs or other light truck/transit vehicles to include park-assist functionality in lightweight exterior plastic rigid systems/designs



# Q3 Fiscal 2022 Financial Details

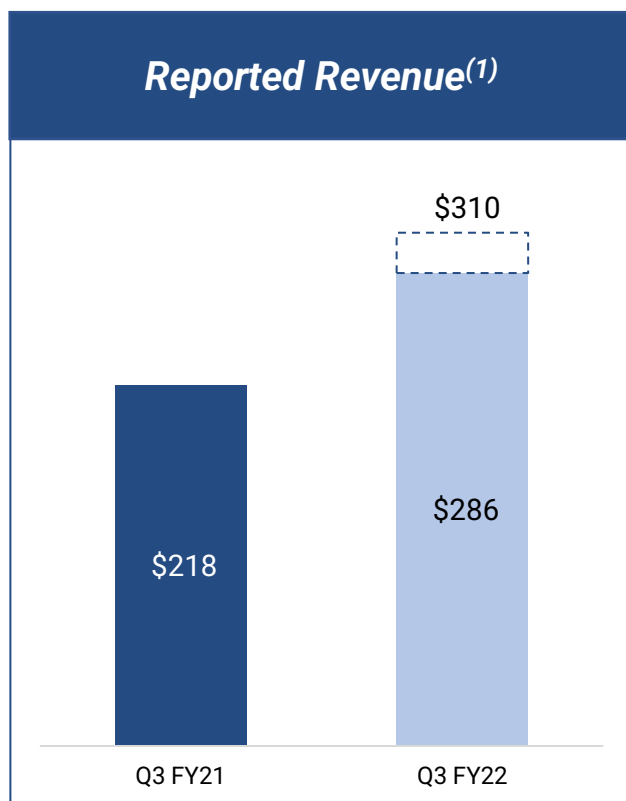
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# Q3 Fiscal 2022 Key Financials

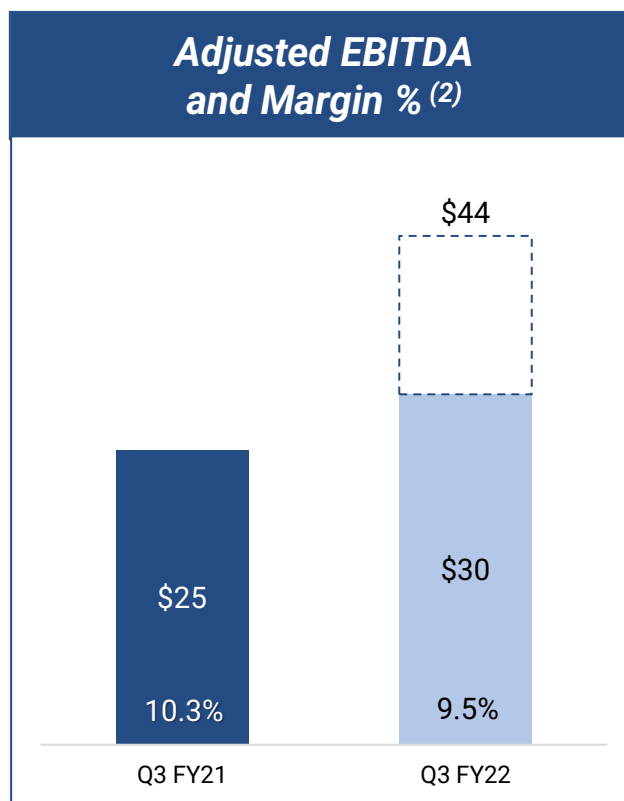


## Continued Improvement, As Expected

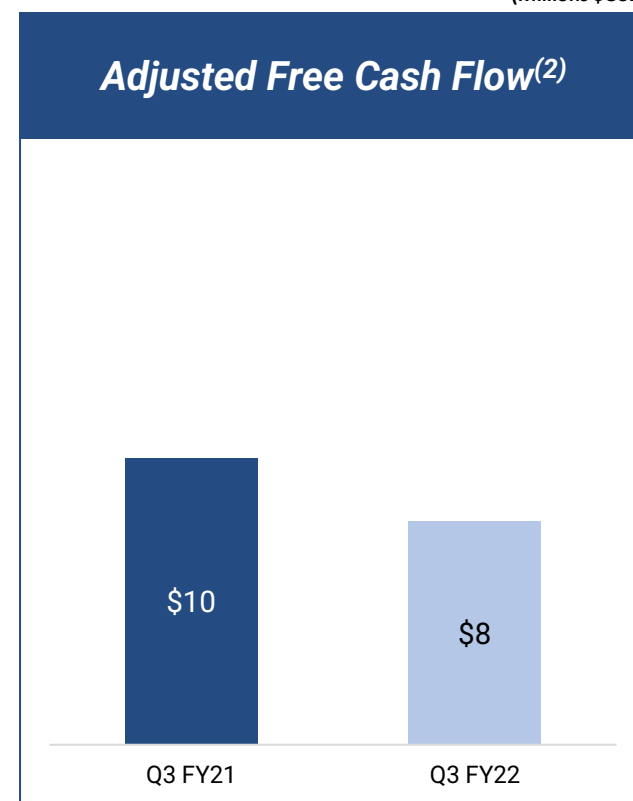
(Millions \$USD)




Q3 revenue up YoY, reduced impact from exogenous factors and positive results from acquisitions



Acquisition EBITDA, improving operating performance offset input headwinds, ongoing macro challenges



Slightly elevated CapEx due to future launches

 Estimated impact of exogenous factors

**STRONGER FINANCIAL PERFORMANCE SUPPORTED BY ACQUISITIONS,  
PARTIALLY TEMPERED BY ONGOING PRESSURE FROM EXOGENOUS FACTORS**

1) Does not include JV revenue

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

# Continued Cash Flow Improvement Each Quarter



## Q3 Fiscal 2022 Adjusted Free Cash Flow Summary

(Millions \$USD)

	<u>Q3 FY22</u>	<u>Q2 FY22</u>	<u>Q1 FY22</u>
<b>Cash From (Used In) Operating Activities</b>	\$ 23	\$ 27	\$ (42)
Purchases of PP&E	(12)	(8)	(11)
Additions to Intangible Assets <sup>(1)</sup>	(4)	(5)	(5)
Dividends from JVs	-	1	-
Principal Payments of Lease Liabilities	(3)	(3)	(3)
One-time advisory, bonus and other costs	3	3	1
Net impact of hedge monetization	1	(10)	-
<b>Adjusted Free Cash Flow</b>	<b>\$ 8</b>	<b>\$ 5</b>	<b>\$ (60)</b>

- + Adjusted free cash flow has continued to improve as customer volumes have returned. ABC expects continued improvement in Q4 FY22 and into FY23
- + Continued working capital tailwind expected to normalize throughout FY23
- + Capital spending based on new program needs and general maintenance
- + 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



## Q3 Fiscal 2022 Net Debt and Liquidity Summary

(Millions \$USD)

Capitalization as of March 31, 2022	
Total Debt (Revolver \$550m Facility)	\$ 400
Cash	33
Proportionate share of cash at JVs	8
Total Cash	40
<b>Net Debt</b>	<b>\$ 360</b>
Liquidity as of March 31, 2022	
Cash	\$ 33
Undrawn Revolver	150
Letters of Credit	(2)
<b>Total Liquidity</b>	<b>\$ 181</b>

- + Credit Agreement amended on February 24 to increase size of Credit Facilities from \$450m to \$550m; maturity of agreement extended from February 2025 to February 2027
- + ABC is fully compliant with all covenants in its credit agreement
- + Credit agreement net leverage improved when considering EBITDA contribution of acquisitions
- + Liquidity of \$181 million provides ongoing operating flexibility

# Summary

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# Q-o-Q Improvements Continue



-  **Greater Production Predictability**  
OEM production steadily increasing, though still at depressed levels - core ABC still impacted by a challenging production environment and elevated input costs
-  **Record New Business Wins in Q3**  
Large quote packages won for high-volume North America truck and SUV platform
-  **Consumer Demand Steady, Though Still Depressed**  
+14 million US SAAR and low inventory demonstrates that demand continues to outstrip supply
-  **Dealer Inventories Remain at Record Low Levels**  
Multiple years of elevated production needed to meet demand and replace lost volumes – strong opportunity for ABC
-  **M&A Activity Remains a Focus for ABC**  
Market volatility continues to present numerous opportunities to bolt-on high quality assets



***Q3 CONTINUED TO STABILIZE, ONGOING PROGRESS INTO FISCAL YEAR END AND FISCAL '23***

# 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, acquisitions related cost, initial public offering related costs, 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, net impact of hedge monetization, 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

	('000 \$USD)			
	For the three months ended March 31,		For the nine months ended March 31,	
	2022	2021	2022	2021
<b>Reconciliation of net income (loss) to Adjusted EBITDA</b>				
<b>Net income (loss)</b>	\$ (6,321)	\$ (20,695)	\$ (50,933)	\$ 87
<i>Adjustments:</i>				
Income tax expense (recovery)	8,092	(5,500)	(4,505)	(173)
Interest expense	7,842	19,896	23,064	39,505
Depreciation of property, plant and equipment	13,028	11,512	36,986	34,263
Depreciation of right-of-use assets	3,991	3,507	11,307	10,397
Amortization of intangible assets	6,154	4,575	16,797	13,766
<b>EBITDA</b>	\$ 32,786	\$ 13,295	\$ 32,716	\$ 97,845
Loss on disposal and write-down of assets	632	15	737	479
Unrealized loss (gain) on derivative financial instruments	(1,058)	522	(841)	(160)
Acquisitions related cost	1,287	—	5,319	—
Transactional, recruitment and other bonuses <sup>1</sup>	—	6,502	2,374	6,745
Business transformation related costs <sup>2</sup>	1,152	1,055	4,004	5,600
Share of loss (income) of joint ventures	(57)	(801)	349	(6,517)
EBITDA from joint ventures <sup>3</sup>	1,141	2,096	1,935	10,931
Initial public offering ("IPO") related costs	—	7,736	—	7,736
Share-based compensation expense	826	881	2,307	881
Lease payments	(6,457)	(5,851)	(18,467)	(17,048)
<b>Adjusted EBITDA</b>	\$ 30,252	\$ 25,450	\$ 30,433	\$ 106,492

1. These costs include \$2.4 million that was paid by the Company out of the Value Creation Plan ("VCP") in Q2 Fiscal 2022 and YTD Fiscal 2022 in connection with the Oaktree transaction.
2. These costs include services provided by Cerberus Operations and Advisory LLC and some of ABC's directors in the amount of \$nil for Q3 Fiscal 2022 (Q3 Fiscal 2021: \$0.4 million), and \$0.0 million for YTD Fiscal 2022 (YTD Fiscal 2021: \$0.9 million). Cerberus Operations and Advisory LLC was a related party of the Company until November 10, 2021.
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



('000 \$USD)

	For the three months ended March 31,		For the nine months ended March 31,	
	2022	2021	2022	2021
<b>Reconciliation of net income (loss) to net cash flows from operating activities</b>				
Net income (loss)	\$ (6,321)	\$ (20,695)	\$ (50,933)	\$ 87
<i>Adjustments for:</i>				
Depreciation of property, plant and equipment	13,028	11,512	36,986	34,263
Depreciation of right-of-use assets	3,991	3,507	11,307	10,397
Amortization of intangible assets	6,154	4,575	16,797	13,766
Loss on disposal and write-down of assets	632	15	737	479
Unrealized loss (gain) on derivative financial instruments	(1,058)	522	(841)	(160)
Interest expense	7,842	19,896	23,064	39,505
Share of loss (income) of joint ventures	(57)	(801)	349	(6,517)
Income tax expense (recovery)	8,092	(5,500)	(4,505)	(173)
Share-based compensation expense	826	881	2,307	881
IPO related costs	—	7,736	—	7,736
<i>Changes in:</i>				
Trade and other receivables and prepaid expenses and other	(41,282)	(2,137)	(20,857)	(10,092)
Inventories	(6,254)	(8,043)	(19,173)	(4,504)
Trade payables, accrued liabilities and other payables, and provisions	44,177	11,810	36,541	62,420
<b>Cash generated from operating activities</b>	<b>\$ 29,770</b>	<b>\$ 23,278</b>	<b>\$ 31,779</b>	<b>\$ 148,088</b>
Interest received	140	67	353	191
Income taxes recovered (paid)	429	177	(548)	3,407
Interest paid on leases	(3,479)	(3,584)	(10,291)	(10,737)
Interest paid on long-term debt and other	(4,354)	(4,615)	(13,616)	(14,603)
<b>Net cash flows from operating activities</b>	<b>\$ 22,506</b>	<b>\$ 15,323</b>	<b>\$ 7,677</b>	<b>\$ 126,346</b>



# Reconciliation of net cash flows from operating activities to Adjusted Free Cash Flow



	('000 \$USD)			
	For the three months ended March 31,		For the nine months ended March 31,	
	2022	2021	2022	2021
<b>Reconciliation of net cash flows from operating activities to Adjusted Free Cash Flow</b>				
<b>Net cash flows from operating activities</b>	\$ 22,506	\$ 15,323	\$ 7,677	\$ 126,346
Purchases of property, plant and equipment	(11,748)	(7,148)	(31,253)	(25,201)
Proceeds from disposals of property, plant and equipment	—	—	—	171
Additions to intangible assets <sup>1</sup>	(4,147)	(4,687)	(14,470)	(11,809)
Principal payments of lease liabilities	(2,978)	(2,267)	(8,176)	(6,311)
Dividends received from joint ventures	—	1,500	553	5,991
One-time advisory, bonus and other costs <sup>2</sup>	2,950	7,179	7,248	7,179
Net impact of hedge monetization	1,125	—	(8,412)	—
<b>Adjusted Free Cash Flow</b>	\$ 7,708	\$ 9,900	\$ (46,833)	\$ 96,366

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 \$2.7 million paid in connection with the acquisitions, which mainly consisted of professional fees.