



ABC TECHNOLOGIES

INNOVATION IN PLASTICS & LIGHTWEIGHTING

MAY 7, 2021

Q3 FISCAL 2021 EARNINGS PRESENTATION

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Business Overview



Quarter Dominated by OEM Customer Production Delays – Demand Equation Remains Robust

(All figures \$USD)

- + Successfully completed IPO on the Toronto Stock Exchange on February 22, 2021
- + Refinancing of credit facilities provided improved terms and lower interest rates
- + Auto industry and ABC Q3 volumes impacted by production shutdowns due to semiconductor shortages, temporary weather-related impacts and other supply chain disruptions
- + While semiconductor shortages and other supply chain disruptions are expected to be shorter term in nature, timing to return to normal production levels is uncertain
- + Management remains very positive on our near-term and long-term growth and earnings capabilities as these disruptions abate
- + Retail customer demand is extremely robust and inventories are low, which is expected to provide significant tailwinds when normalized production returns

Quarterly Sales

\$218 Million

Adjusted EBITDA⁽¹⁾⁽²⁾

\$25 Million

Adjusted Free Cash Flow⁽¹⁾⁽²⁾

\$10 Million

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

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

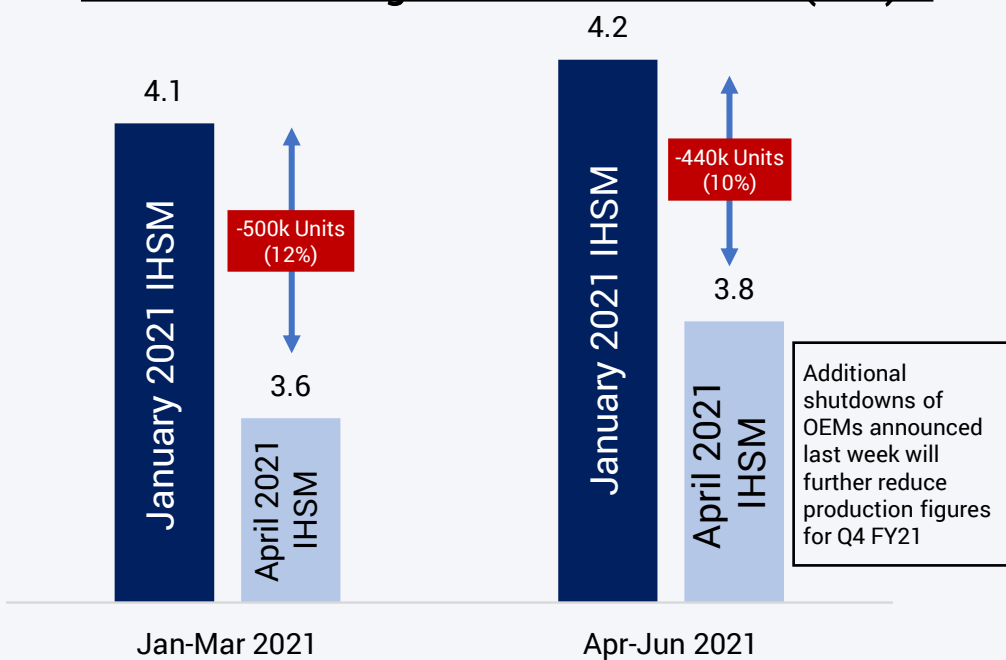
Q3 Fiscal 2021 Impacted By Exogenous Factors – But Future Looks Bright



- + **ABC was running at normal production levels until:**
 - Ongoing semiconductor-related OEM production shutdowns began to ripple through ABC's platforms
 - Winter storms Uri and Viola:
 - Closed major Gulf Coast refineries, exacerbating COVID-related resin supply shortages and cost pressures
 - Shut down OEM and supplier assembly plants in the Southeastern US as snow/ice crippled transportation network
- + **Consumer vehicle demand remains strong and ABC's earnings power remains intact**

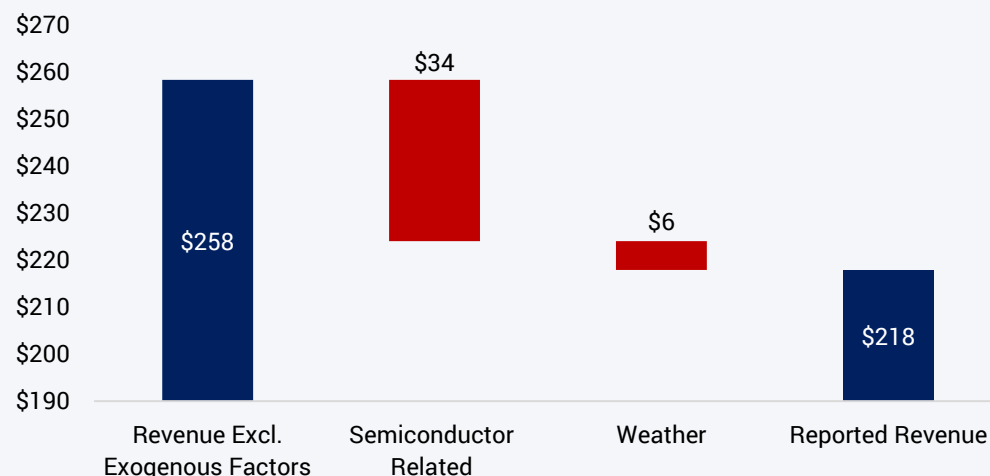
More Than 940,000 Units Lost Since Original Guidance

North America Light Vehicle Production (mm)⁽¹⁾



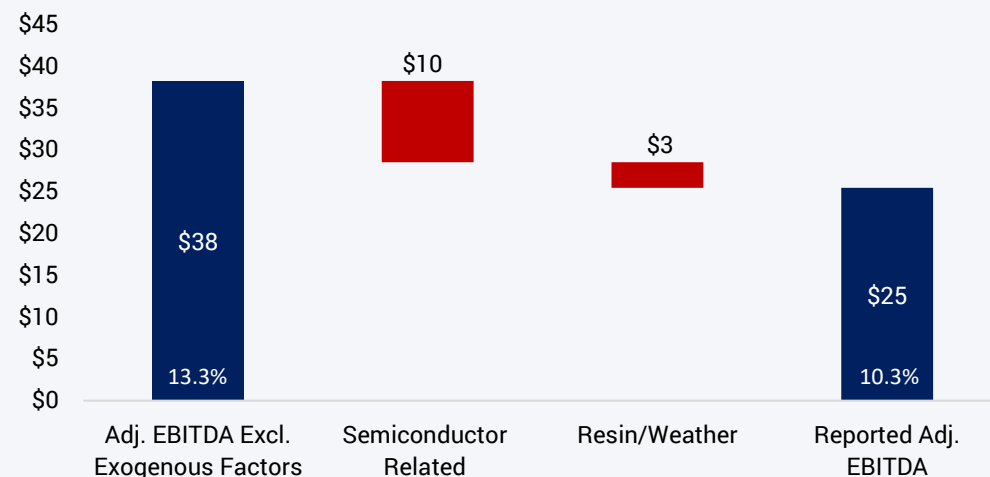
(Millions \$USD)

Q3 FY21 Revenue Bridge⁽²⁾



(Millions \$USD)

Q3 FY21 Adj. EBITDA Bridge⁽²⁾⁽³⁾



1) Light Vehicle Production estimates according to IHS Markit as of January 18th, 2021 and April 16th, 2021

2) Represents management estimates of impacts of semiconductor shortage and weather calculated based on lost volume at specific plants multiplied by CPV/profitability per vehicle; resin impacts determined based on impact vs. original IPO guidance and management estimates

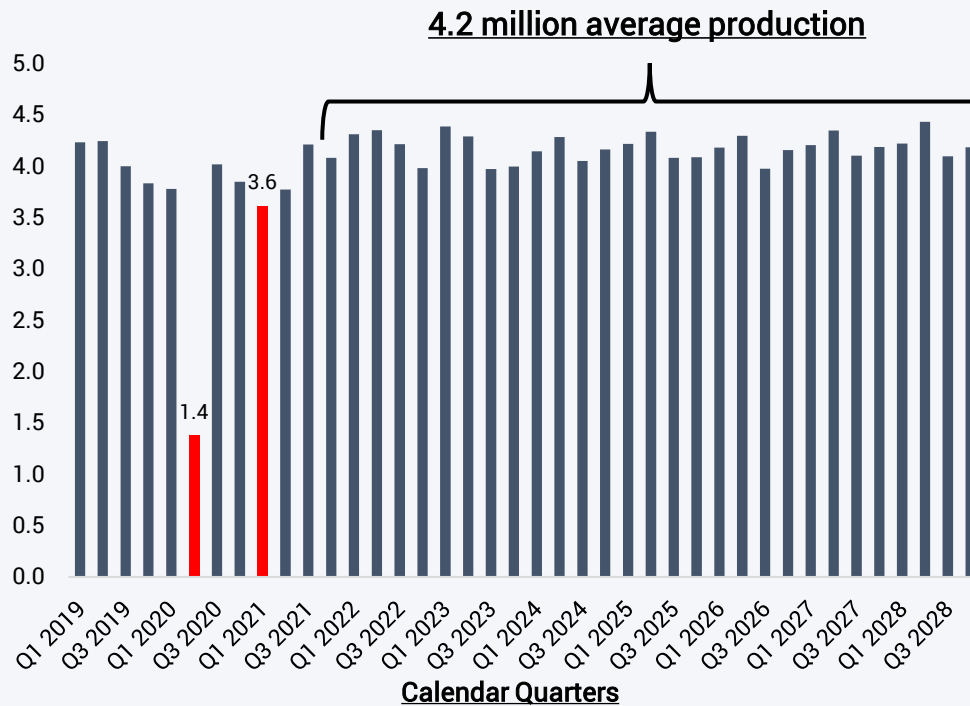
3) See Adjusted EBITDA and Adjusted EBITDA margin reconciliation in Supplemental Data

Elevated Production Volume Expected Post-Semiconductor Shortage

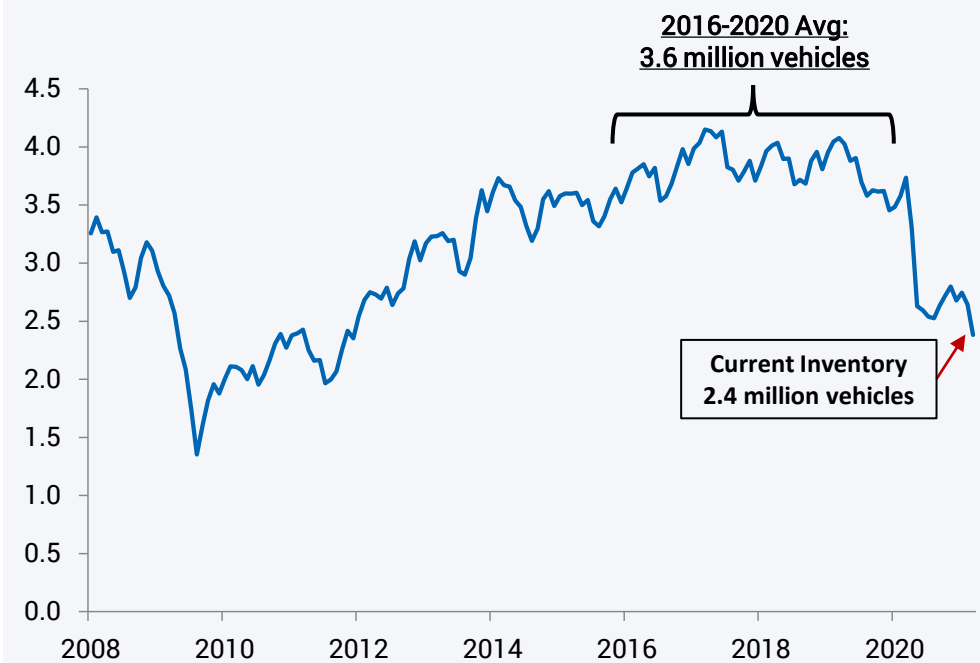


Industry Outlook – April 2021

North America Light Vehicle Production (mm)⁽¹⁾



Estimated US Light Vehicle Inventory (mm)⁽²⁾



- Total LV inventory lowest since 2012, inventory DOH at lowest level since August 2009, just after the financial crisis
- Estimated 34 days' supply on hand compared to normal level of 70-80 days' supply
- IHS Markit believes there is as much as a one million unit inventory shortage to be made up
- Production expected to come back strongly as supply chain bottlenecks are resolved

ABC ANTICIPATES STRONG UPTICK IN PRODUCTION ACTIVITY GIVEN LOW VEHICLE INVENTORY AND STRONG DEMAND

1) Light Vehicle Production according to IHS Markit as of April 16th, 2021

2) Motor Intelligence March 2021



Major Q3 Fiscal 2021 Launches



Nissan Pathfinder

- Exterior Systems
- Air Induction Systems
- Fluid Management



Ford Bronco

- Exterior Systems
- HVAC Systems
- Fluid Management



Jeep Grand Cherokee

- Fluid Management

Key Q3 Fiscal 2021 Program Wins⁽¹⁾

(All figures \$USD)



US-based OEM CUV

- \$220 million
- Exterior Systems
- Interior Systems
- Fluid Management



US-based OEM Light Truck

- \$60 million
- Exterior Systems

ELECTRIC VEHICLE WINS

10 Programs awarded

5 Nameplates

\$90 million lifetime program revenue⁽¹⁾

Active Quote Pipeline

¹⁾ ABC lifetime revenue estimates based on IHS Markit volume projections for platforms, as of April 16, 2021

Apollo Transaction Details⁽¹⁾



- ✓ On April 13th, 2021 ABC announced that Apollo Global Management had agreed to acquire a 51% controlling stake from majority holder ABC Group Canada LP⁽²⁾ for C\$10.00 per share
- ✓ Apollo has a long track record of partnering with strong management teams of “buy and build” platform businesses
- ✓ ABC to benefit from Apollo’s additional resources and expertise
- ✓ Transaction terms provide for additional share price consideration to ABC Group Canada LP of up to C\$0.64 per share if ABC executes one or more M&A transactions in the next 12 months, subject to certain terms and conditions
- ✓ Transaction is subject to receipt of required regulatory approvals in jurisdictions where ABC conducts business
- ✓ On closing, Apollo will be entitled to nominate five out of nine board members



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APOLLO

STRONG ENDORSEMENT OF THE ABC PLATFORM BY A GLOBAL LEADER

1) For a more detailed description of the Apollo Transaction, please refer to the news release of the Company dated April 13, 2021 available on ABC’s profile at www.sedar.com

2) ABC Group Canada LP is an affiliate of funds managed by Cerberus Capital Management, L.P.

Well Positioned Moving Forward



Operations Remain Strong, Results Expected to Improve Once OEM Production Delays Abate
Financial results ahead of management expectations until OEM production schedules materially changed



Aligned With Lightweighting Megatrend – Powertrain Agnostic
Regulatory fuel economy demands and EV growth driving business wins for ABC



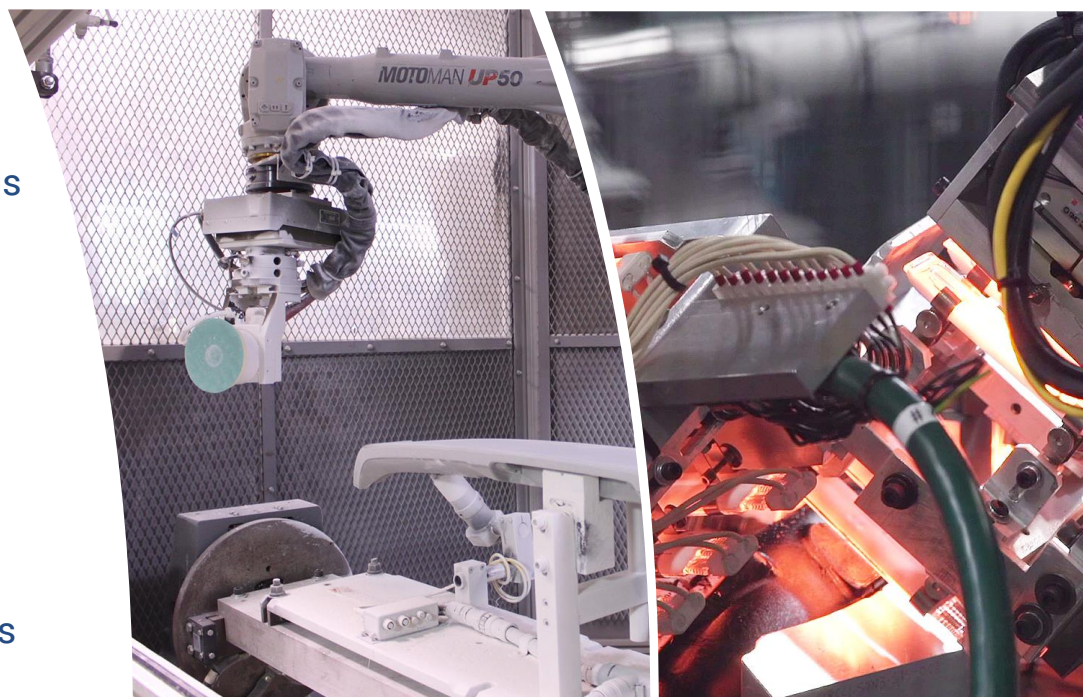
Consumer Demand Provides Multi-Year Tailwinds
April 2021 US LV SAAR of 18.5mm vehicles indicates strong end markets



Record Low Inventory in Light Trucks
April 2021 light vehicle inventory days in low 30s vs. typical 70-80 days



Pent Up Demand Expected to Drive Production Volume Recovery
Strong SAAR + Low Inventory + Low Production = Multi-Quarter OEM Production Catch-Up



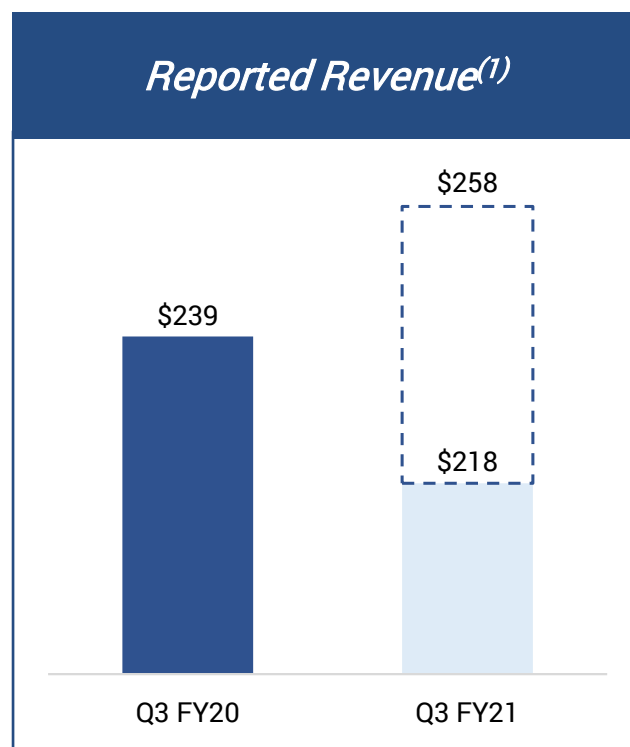
ABC IS FOCUSED ON BUILDING FOR LONG-TERM SUCCESS

Q3 Fiscal 2021 Financial Details

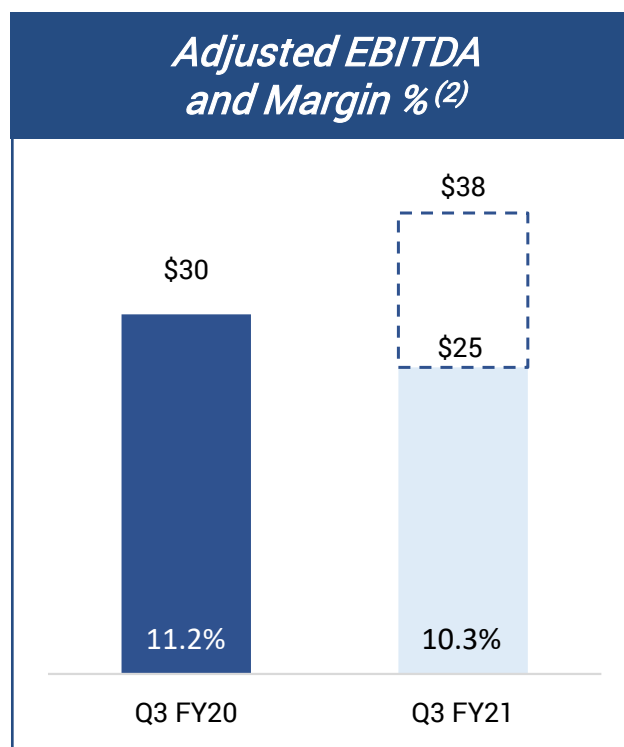


Temporary OEM Shutdowns Impacted ABC Operations

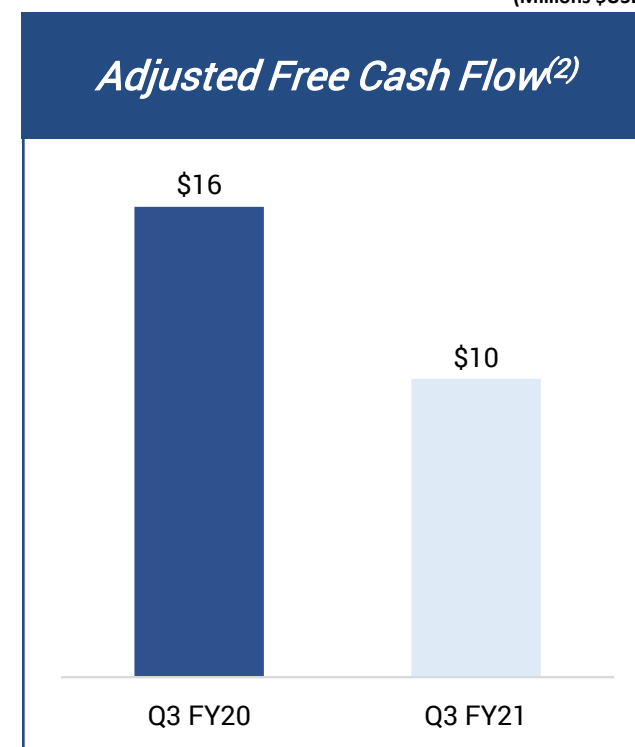
(Millions \$USD)



Significant Curtailment of High-Volume SUV and Truck Production Drove Lower Sales



Lower Volumes, Elevated Resin Prices and Weather Resulted In Margin Compression



High FCF Conversion Even In A Challenging Environment

Excluding estimated impact of exogenous factors

STRONG BUSINESS FUNDAMENTALS REMAIN INTACT

1) Does not include JV revenue

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

ABC Generated Positive Adj. FCF Despite Challenging Macro Environment



Q3 Fiscal 2021 Adjusted Free Cash Flow Summary

	(Millions \$USD)	
	<u>3Q FY21</u>	<u>9 Mo FY21</u>
Cash from Operating Activities	\$ 15	\$ 126
Purchases of PP&E	(7)	(25)
Proceeds from Disposals of PP&E	-	-
Additions to Intangible Assets ⁽¹⁾	(5)	(12)
Dividends from JVs	2	6
Principal Payments of Lease Liabilities	(2)	(6)
One-time advisory, bonus and other costs ⁽²⁾	7	7
Adjusted Free Cash Flow	\$ 10	\$ 96

- + Benefits of modern and well-capitalized manufacturing footprint have allowed for efficient management of CapEx in the current fiscal year
- + JVs continue to benefit ABC with ongoing dividend payments

1) Represents capitalized development costs

2) Includes VCP and special bonus related to the IPO



Q3 Fiscal 2021 Net Debt and Liquidity Summary

(Millions \$USD)

Capitalization as of March 31, 2021	
Revolver (\$450m Facility)	\$ 285
Total Debt	285
Cash	49
Proportionate share of cash at JVs	13
Total Cash	62
Net Debt	\$ 223
Net Leverage ⁽¹⁾	1.8x
Liquidity as of March 31, 2021	
Cash	\$ 49
Undrawn Revolver	165
Letters of Credit	(3)
Total Liquidity	\$ 211

- ⊕ Concurrent with IPO, refinanced credit facilities to all-revolver structure that extends maturity, lowers interest cost and increases flexibility
- ⊕ Net leverage target for ABC Technologies under 2.5x
- ⊕ Allowance for brief periods above these levels for strategic M&A with all cash flow directed at debt paydown until back within target

1) Net Debt divided by FY 2021 Adjusted EBITDA guidance midpoint; see Supplemental Data for definitions and reconciliations



Due to Continued Production Disruptions at OEM Customers, ABC Has Adjusted Its Fiscal 2021 Guidance

(All figures \$USD)

	Sales	Adjusted EBITDA ⁽²⁾	Adjusted Free Cash Flow ⁽²⁾
Original Guidance	\$1,000 million - \$1,035 million	\$152 million - \$162 million	\$85 million - \$95 million
Current Guidance	\$945 million - \$965 million	\$125 million - \$130 million	\$70 million - \$75 million

Exogenous Factors Impacting Guidance

	Sales	Adjusted EBITDA ⁽²⁾
Semiconductor-Related	(\$87 million)	(\$28 million)
Weather/Resin	(\$6 million)	(\$8 million)

- + ABC continues to book strong amounts of new business to fuel organic growth for future years
- + Despite near-term uncertainty from macro supply chain issues, no change to ABC structural earnings power
- + Low leverage, ample liquidity and supportive stakeholders make ABC a platform for acquisitive growth in the automotive plastics industry

ABC EXPECTS TO RETURN TO PRE-COVID MARGINS AS OEM PRODUCTION VOLUMES RETURN

1) See "Disclaimer – Forward-Looking Information", based on IHS Markit estimates as of April 16, 2021

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

Supplemental Data



“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 of assets, unrealized loss (gain) on derivative financial instruments, impact of the OEM strikes, transactional, recruitment, and other bonuses, adjustment to acquisition-related payable, business transformation related costs (which may include severance and restructuring expenses), additional launch and related costs, less our share of income of joint ventures, plus the Company’s proportionate share of the EBITDA generated by our joint ventures, plus IPO related costs and share-based compensation expense. For Fiscal 2020 onwards, 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 as well as estimated net lost sales in Fiscal 2020 due to the strike called by the workers of one of our OEM customers that closed all of such OEM customer’s vehicle production and parts distribution facilities in the United States from September 16, 2019 to October 25, 2019 (the “2019 OEM Strike”).

“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 associated with the IPO.

Reconciliation of net earnings (loss) to Adjusted EBITDA



(Unaudited)(USD '000)	For the three months ended March 31,		For the nine months ended March 31,	
	2021	2020	2021	2020
Reconciliation of net earnings (loss) to Adjusted				
Net earnings (loss)	(\$ 20,695)	\$ 2,080	\$ 87	\$ 20,031
<i>Adjustments:</i>				
Income tax expense (recovery)	(5,500)	3,495	(173)	6,318
Interest expense	19,896	9,545	39,505	22,088
Depreciation of property, plant and equipment	11,512	10,217	34,263	29,508
Depreciation of right-of-use assets	3,507	3,443	10,397	10,036
Amortization of intangible assets	4,575	2,766	13,766	7,545
EBITDA	\$ 13,295	\$ 31,546	\$ 97,845	\$ 95,526
Loss on disposal of assets	15	138	479	691
Unrealized gain (loss) on derivative financial instruments	522	3,585	(160)	4,744
Impact of 2019 OEM Strike ¹	—	(4,238)	—	10,001
Transactional, recruitment and other bonuses ²	6,502	—	6,745	—
Adjustment to acquisition-related payable	—	—	—	(3,343)
Business transformation related costs ³	1,055	3,510	5,600	6,689
Additional launch and related costs ⁴	—	—	—	20,865
Share of income of joint ventures	(801)	(1,190)	(6,517)	(8,439)
EBITDA from joint ventures ⁵	2,096	2,311	10,931	9,407
IPO related costs ⁶	7,736	—	7,736	—
Share-based compensation expense	881	—	881	—
Lease payments	(5,851)	(5,813)	(17,048)	(16,605)
Adjusted EBITDA	\$ 25,450	\$ 29,849	\$ 106,492	\$ 119,536

1. Represents management's estimate of lost EBITDA associated with the 2019 OEM Strike. The Company estimated lost sales by comparing customer forecasted demand from IHS Markit prior to the strike compared with actual releases on a per vehicle basis. This comparison was done by quarter up to the end of February 2020. The Company estimate considered that a portion of the lost volume (\$4.2 million) was recovered as such OEM customer publicly announced it would work to recover lost sales through working over time and extra shifts in Q3 Fiscal 2020.
2. Represents transactional and recruitment bonuses including bonuses paid to management related to the IPO.
3. Represents costs including consulting fees associated with enhancing business operations, organizational capability and related processes. These costs also include services provided by Cerberus Operations and Advisory LLC and some of ABC's directors in the amount of \$0.4 million for Q3 Fiscal 2021 (Q3 Fiscal 2020: \$0.5 million), and \$0.9 million for YTD Fiscal 2021 (YTD Fiscal 2020: \$1.5 million).
4. Represents estimated additional launch costs associated with large programs included in cost of sales and selling, general and administrative expense.
5. EBITDA from joint ventures represents earnings before interest, taxes, and depreciation for the joint venture segment. This excludes any adjustment for the impact of the 2019 OEM Strike.
6. Represents IPO related expenses incurred by the Company on behalf of its shareholder consisting mainly of underwriter and professional fees.

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



(Unaudited)(USD '000)	For the three months ended March 31,		For the nine months ended March 31,	
	2021	2020	2021	2020
Reconciliation of net earnings (loss) to net cash flows from operating activities				
Net earnings (loss)	(\$ 20,695)	\$ 2,080	\$ 87	\$ 20,031
<i>Adjustments for:</i>				
Depreciation of property, plant and equipment	11,512	10,217	34,263	29,508
Depreciation of right-of-use assets	3,507	3,443	10,397	10,036
Amortization of intangible assets	4,575	2,766	13,766	7,545
Loss on disposal of assets	15	138	479	691
Unrealized loss (gain) on derivative financial instruments	522	3,585	(160)	4,744
Interest expense	19,896	9,545	39,505	22,088
Share of income of joint ventures	(801)	(1,190)	(6,517)	(8,439)
Income tax expense (recovery)	(5,500)	3,495	(173)	6,318
Share-based compensation expense	881	—	881	—
IPO related costs	7,736	—	7,736	—
<i>Changes in:</i>				
Trade and other receivables and prepaid expenses and other	(2,137)	9,778	(10,092)	28,518
Inventories	(8,043)	(1,716)	(4,504)	521
Trade payables, accrued liabilities and other payables, and provisions	11,810	4,112	62,420	(20,098)
Cash generated from operating activities	23,278	46,253	148,088	101,463
Interest received	67	234	191	925
Income taxes recovered (paid)	177	(2,824)	3,407	(5,629)
Interest paid on leases	(3,584)	(3,801)	(10,737)	(11,161)
Interest paid on long-term debt and other	(4,615)	(2,942)	(14,603)	(10,011)
Net cash flows from operating activities	\$ 15,323	\$ 36,920	\$ 126,346	\$ 75,587

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



(Unaudited)(USD '000)	For the three months ended March 31,		For the nine months ended March 31,	
	2021	2020	2021	2020
Reconciliation of net cash flows from operating activities to Adjusted Free Cash Flow				
Net cash flows from operating activities	\$ 15,323	\$ 36,920	\$ 126,346	\$ 75,587
Purchases of property, plant and equipment	(7,148)	(14,540)	(25,201)	(62,949)
Proceeds from disposals of property, plant and equipment	—	141	171	141
Additions to intangible assets ¹	(4,687)	(4,895)	(11,809)	(12,938)
Principal payments of lease liabilities	(2,267)	(2,012)	(6,311)	(5,444)
Dividends received from joint ventures	1,500	—	5,991	2,854
One time advisory, bonus and other costs associated with the IPO	7,179	—	7,179	—
Adjusted Free Cash Flow	\$ 9,900	\$ 15,614	\$ 96,366	(\$ 2,749)

1. Represents capitalized development costs under IAS 38 Intangible Assets.

EPS Adjustments



(Unaudited)(USD '000)	Pre-tax amount	Tax effect	After-tax	Shares O/S	After-tax EPS
Net earnings (loss), as reported	\$ (26,195)	\$ 5,500	\$ (20,695)	52,522,392	\$ (0.39)
Deferred financing cost write-off and financing fees incurred	11,811	(2,953)	8,858	52,522,392	0.17
IPO related costs	7,736	(2,050)	5,686	52,522,392	0.11
One-time advisory, bonus and other costs associated with IPO	7,179	(1,795)	5,384	52,522,392	0.10
Adjusted earnings (loss) per share					\$ (0.01)