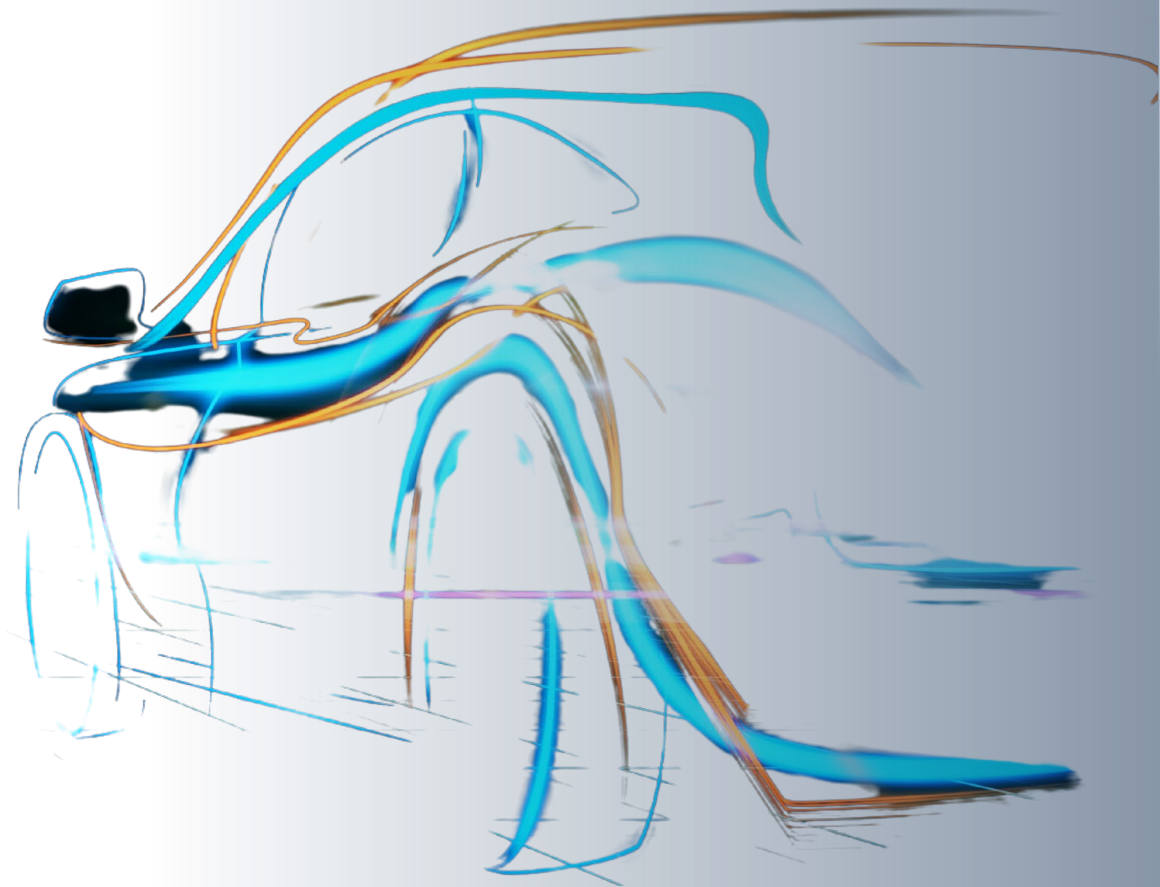


# Q2 2024 RESULTS

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**➤ ROB WILDEBOER**  
**EXECUTIVE CHAIRMAN**

# FORWARD-LOOKING STATEMENTS

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 Company’s beliefs or views or expectations of, improvements in, expansion of and/or guidance or outlook as to: future revenue, sales, production sales, margin, gross margin, earnings, earnings per share, adjusted earnings per share, adjusted net earnings per share, operating income margins, operating margins, adjusted operating income margins, cash flow, free cash flow, debt leverage, launch costs, operational improvements, capex, including outlook for 2024 and factors affecting the outlook and volumes; the Company’s strategy; 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 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, inflation; 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.sedarplus.ca](http://www.sedarplus.ca), 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 IFRS Accounting Standards. 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”, “Free Cash Flow (after IFRS 16 lease payments)”, 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.



# AGENDA

- PAT D'ERAMO  
CHIEF EXECUTIVE OFFICER
- FRED DI TOSTO  
PRESIDENT
- PETER CIRULIS  
CHIEF FINANCIAL OFFICER
- ROB WILDEBOER  
EXECUTIVE CHAIRMAN
- Q&A



**PAT D'ERAMO**  
➤ **CHIEF EXECUTIVE OFFICER**

# Q2 2024 HIGHLIGHTS

**\$1,301.8M**  
TOTAL SALES



**\$0.58**  
ADJUSTED EPS



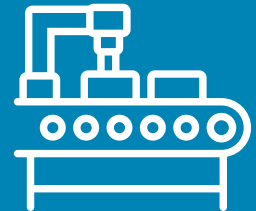
**\$166.1M**  
ADJUSTED EBITDA  
(12.8% MARGIN)



**\$81.6M**  
ADJUSTED OPERATING  
INCOME (6.3% MARGIN)



**\$1,263.7M**  
PRODUCTION SALES



# STATUS OF OPERATIONS

Operationally, we continue to perform very well.



Commercial activity to offset inflationary cost pressures and volume shortfalls continues.



Industry headwinds continue to improve.



Slow ramp-up in EV programs is resulting in underutilized assets across the industry.



# NEW BUSINESS AWARDS

## LIGHTWEIGHT STRUCTURES

**\$75M** In Annualized Sales

**2025-2027** Start of Production



**HONDA**



## PROPULSION SYSTEMS

**\$50M** In Annualized Sales

**2025** Start of Production



## TOTAL

**\$125M** In Annualized Sales

## TOTAL OVER LAST FOUR QUARTERS

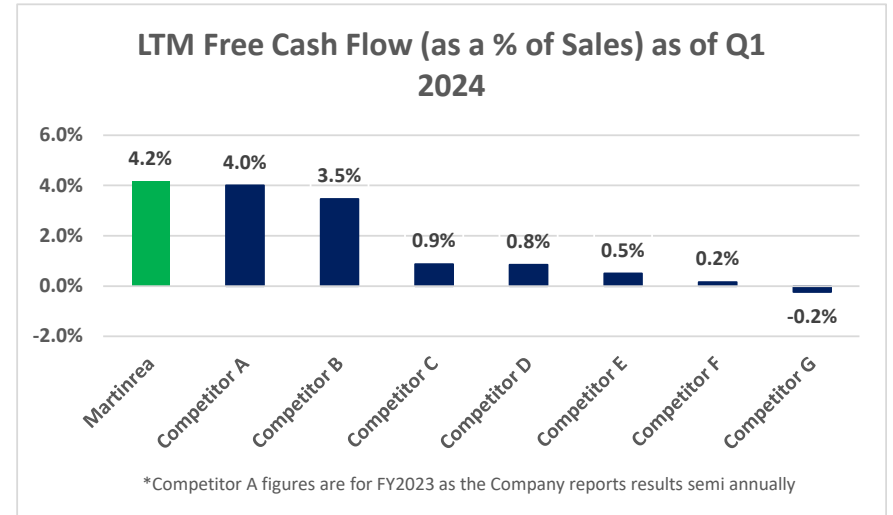
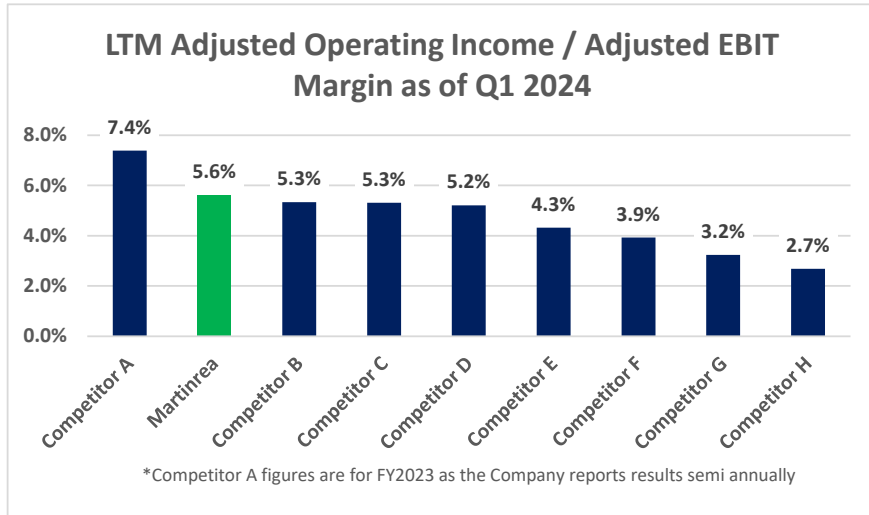
**\$310M** In Annualized Sales





**FRED DI TOSTO**  
**PRESIDENT**

# FINANCIAL METRICS AMONG THE BEST IN OUR INDUSTRY





**PETER CIRULIS**  
➤ **CHIEF FINANCIAL OFFICER**

# SEQUENTIAL COMPARISON TO Q1 2024

<i>In Canadian Dollars</i>		
	Q2 2024	Q1 2024
<b>Production Sales</b>	<b>\$1,263.7M</b>	<b>\$1,257.5M</b>
<b>Tooling Sales</b>	<b>\$38.1M</b>	<b>\$66.4M</b>
Total Sales	\$1,301.8M	\$1,323.9M
Adjusted Operating Income	\$81.6M	\$79.2M
<b>Adjusted Operating Income %</b>	<b>6.3%</b>	<b>6.0%</b>
Adjusted EBITDA	\$166.1M	\$162.8M
Adjusted EBITDA %	12.8%	12.3%
<b>Adjusted EPS (Fully Diluted)</b>	<b>\$0.58</b>	<b>\$0.62</b>
<b>Free Cash Flow</b>	<b>\$51.7M</b>	<b>(\$1.4M)</b>
Free Cash Flow <i>(After IFRS-16 Lease Payments)</i>	\$38.3M	(\$13.7M)

Production sales were generally consistent quarter over quarter.

Tooling sales declined by 43%, as they continued to moderate from elevated levels.

Adjusted Operating Income Margin came in at 6.3%, up 30 basis points, largely reflecting the decline in tooling sales.

Adjusted EPS was fairly consistent when taking into account foreign exchange fluctuations, which were a bigger tailwind in Q1 than Q2.

Free Cash Flow improved, reflecting seasonality in working capital flows.

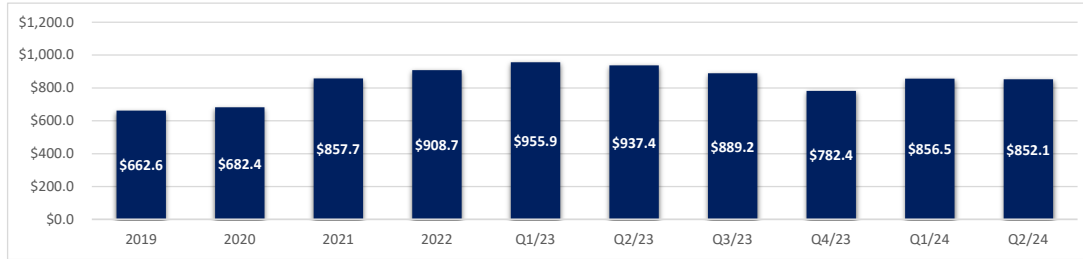
# YEAR-OVER-YEAR COMPARISON

*Q2 2024 results were largely consistent year over year, though Free Cash Flow was better.*

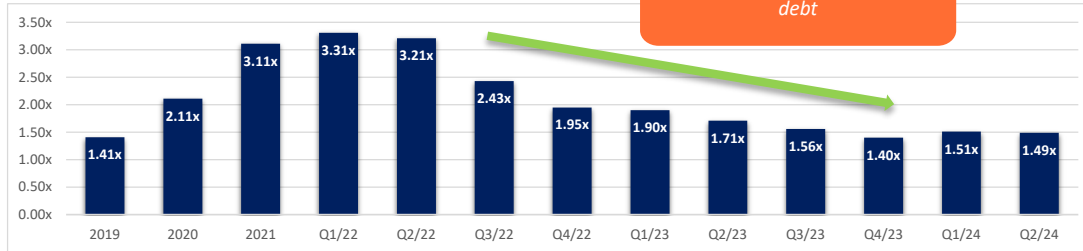
<i>In Canadian Dollars</i>		
	<b>Q2 2024</b>	<b>Q2 2023</b>
Production Sales	\$1,263.7M	\$1,251.1M
Tooling Sales	\$38.1M	\$109.9M
Total Sales	\$1,301.8M	\$1,361.1M
Adjusted Operating Income	\$81.6M	\$82.4M
Adjusted Operating Income %	6.3%	6.1%
Adjusted EBITDA	\$166.1M	\$160.6M
Adjusted EBITDA %	12.8%	11.8%
Adjusted EPS (Fully Diluted)	\$0.58	\$0.62
Free Cash Flow	\$51.7M	\$26.5M
Free Cash Flow <i>(After IFRS-16 Lease Payments)</i>	\$38.3M	\$14.6M

# BALANCE SHEET

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



## NET DEBT TO LTM ADJUSTED EBITDA







Q2 2024 net debt (excluding the impact of IFRS-16) decreased by approximately \$4 million compared to Q1 2024, reflecting:

*Stronger Free Cash Flow quarter over quarter, offset by:*

- \$7 million in cash restructuring costs
- \$24 million spent to repurchase approximately 2.0 million shares under our NCIB
- \$4.0 million in dividend payments

Our Net Debt to Adjusted EBITDA ratio ended the quarter at 1.49x, in line with our long-term target of 1.5x or better.

# 2024 OUTLOOK

	2024F	2023A
 <p>TOTAL SALES</p>	\$5.0-\$5.3B	\$5.34B
 <p>ADJUSTED OPERATING INCOME MARGIN</p>	5.7%-6.2%	5.6%
 <p>CAPEX</p>	<p><b>Approximately \$340M</b></p> <p><i>Approximating depreciation and amortization expense for the year</i></p>	\$295.3M
 <p>FREE CASH FLOW* <i>(before IFRS 16 lease payments)</i></p>	\$100M-\$150M	\$195.4M

\* Note: Including IFRS 16 lease payments, 2024F Free Cash Flow is expected to be roughly \$50-\$100M (2023A - \$148.2M)



**ROB WILDEBOER**  
EXECUTIVE CHAIRMAN



# CAPITAL ALLOCATION FRAMEWORK

## Invest to Maintain and Grow Our Business



- Organic opportunities
- Invest in R&D and new products
- Acquisitions that fit product strategy
- Priorities dictated by strict ROIC/IRR focus

## Maintain Strong Balance Sheet



- Targeted Net Debt/Adjusted EBITDA ratio of ~1.5x or better
- Maintain flexibility to invest for growth

## Return Capital to Shareholders



- Repurchase shares with excess liquidity (at the appropriate times)
- Maintain dividend

# THANK YOU



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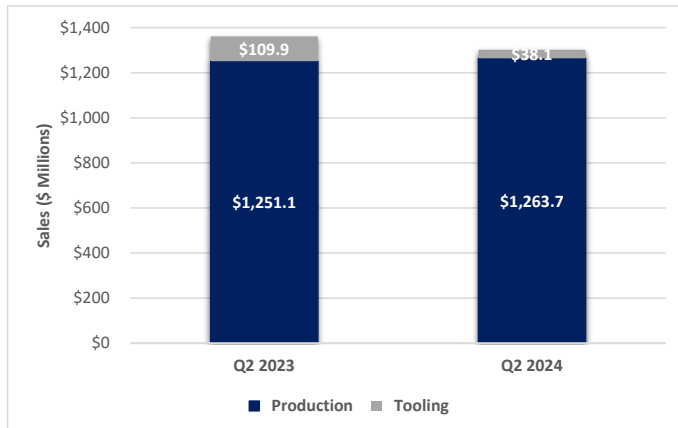
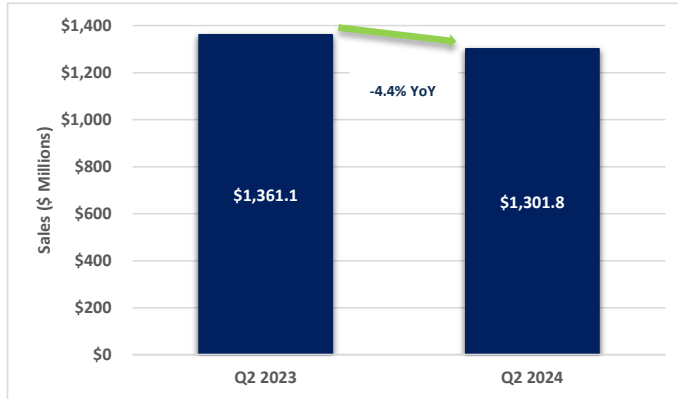
Q&A





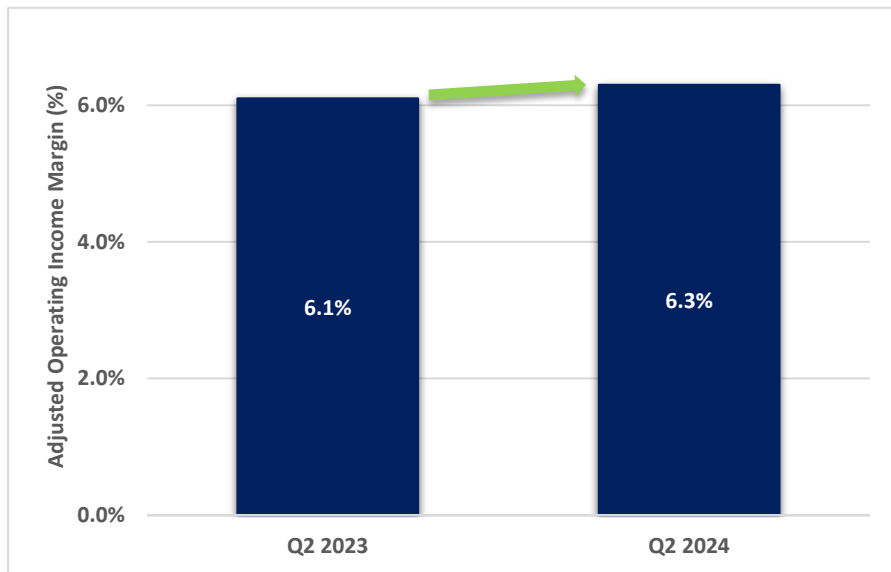
# APPENDIX

# Q2 SALES



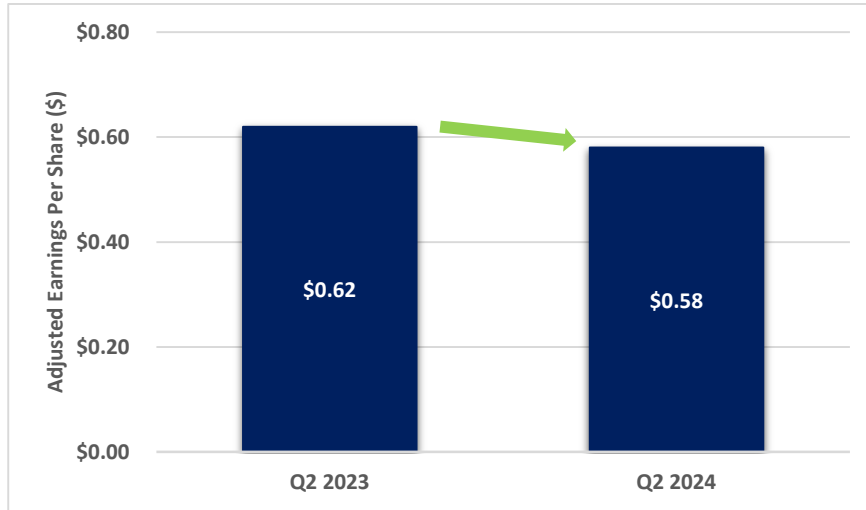
- Sales down 4.4% year over year:
  - Production sales up 1.0%
  - Tooling sales down 65.3%
- North American production sales were up 1.2%, reflecting:
  - The launch and ramp-up of new programs, including the General Motors (GM) BEV3/BET electric vehicle platforms and the Toyota Tacoma.
  - Higher production volumes on certain vehicle platforms including the Ford Maverick and GM’s large pickup and SUV platform.
  - FX translation, which increased sales by \$4.6 million.
- Partially offset by:
  - Programs that ended production during or subsequent to Q2 2023.
  - Lower year-over-year production volumes on certain vehicle platforms including the Ford Mustang Mach-E and the Mercedes-Benz EVA 2 EV platform.
- European production sales were generally flat year over year.
- Rest of World production sales were down 3.5% year over year, as the ramp-up of the BMW 5-Series in China was more than offset by programs ending production during or subsequent to Q2 2023, and lower volumes in China.

# Q2 ADJUSTED OPERATING INCOME MARGIN



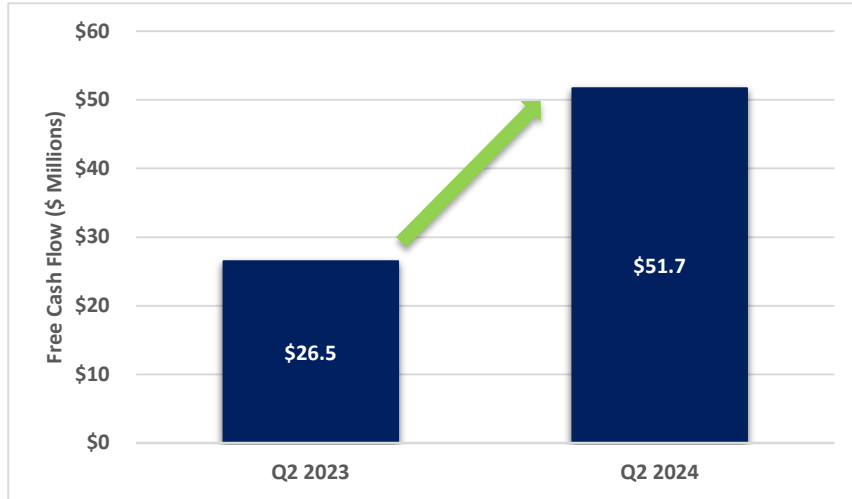
- Adjusted Operating Income Margin increased 20bps year-over-year.
- North American margin declined due to:
  - Operational inefficiencies at certain operating facilities
  - Higher SG&A expense as a percentage of sales
  - Lower favourable commercial settlements
  - A negative sales mix, including additional depreciation expense from recent new investments
  - Partially offset by the contribution from higher production sales volume, lower tooling sales, and other productivity and efficiency improvements
- Europe margin increased year over year, reflecting:
  - Higher favourable commercial settlements, and
  - Productivity and efficiency improvements.
- Rest of World margin improved, reflecting favourable commercial settlements, and other improvements.

# Q2 ADJUSTED NET EARNINGS PER SHARE



- Adjusted EPS of \$0.58 decreased year-over-year, reflecting:
  - A \$1.1M loss on the disposal of property, plant and equipment, and
  - A higher effective tax rate.
- Partially offset by:
  - A net foreign exchange gain of \$1.9M in Q2 2024 compared to a loss of \$0.7M in Q2 2023.

# Q2 FREE CASH FLOW



- Free Cash Flow improved year-over-year, reflecting:
  - Lower cash capex.
  - Higher Adjusted EBITDA.
  - Lower cash income taxes and interest paid.
    - Partially offset by an increase in non-cash working capital.

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