

## Forward Looking Information, Risk and Uncertainties

Certain information regarding Linamar set forth in this presentation and oral summary, including management's assessment of the Company's future plans and operations may constitute forward-looking statements. This information is based on current expectations that are subject to significant risks and uncertainties that are difficult to predict. Actual results may differ materially from these anticipated in the forward-looking statements due to factors such as customer demand and timing of buying decisions, product mix, competitive products and pricing pressure. In addition, uncertainties and difficulties in domestic and foreign financial markets and economies could adversely affect demand from customers. These factors, as well as general economic and political conditions and public health threats, may in turn have a material adverse effect on the Company's financial results. Please also refer to Linamar's most current Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") and Annual Information Form ("AIF"), as replaced or updated by any of Linamar's subsequent regulatory filings, which set out the cautionary disclaimers, including the risk factors that could cause actual events to differ materially from these indicated by such forward looking statements. These documents are available at https://www.linamar.com/investors. The Company assumes no obligation to update the forward-looking statements, or to update the reasons why actual results could differ from those reflected in the forward-looking statements. Content is protected by copyright and may not be reproduced or repurposed without express written consent by the Company.





## A Leading Global Advanced Manufacturing Company

Leading Edge AI
Enabled Technology

INNOVATIVE SOLUTIONS FOR OUR CUSTOMERS

Deep Manufacturing Expertise

#### **Mobility**

Carbon Efficient
Electrified
Lightweight
Connected & Autonomous
New Mobility

#### <u>Infrastructure</u>

Safe & Efficient Man & Work to Height

#### Agriculture

Optimized Harvest Yield & Availability of Food

#### **Linamar MedTech**

Design & manufacture innovative, reliable, and costefficient medical products

\$10 Billion Sales

75 Plants

17 R&D Centres

19 Countries

33,000 Employees powering vehicles, motion, work and lives for the future











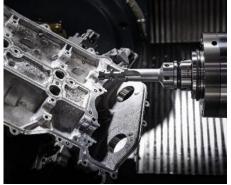


## **Diverse Core Capabilities**

#### **Metal Forming**

Robotic Welding
Laser cutting
Metal Forming
Stamping
Painting
Assembly



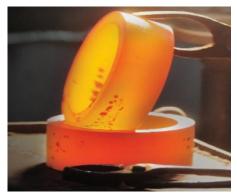


#### Machining & Assembly

Advanced Automation & Robotics
CNC Expertise
Complex Assemblies
Hydroforming
Heat Treatment



Hatebur High Speed Hot
Horizontal Forging
Conventional Vertical
Forging
Cold Forming
Ring Rolling
Radial Forging

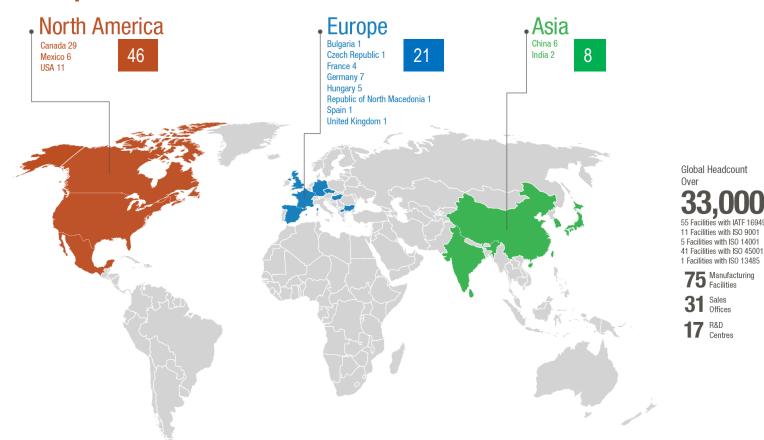




#### **Light Metal Casting**

Gravity Aluminum Die
Casting
Low-Pressure Aluminum
Die Casting
High Pressure Aluminum &
Magnesium Die Casting

## **Global Footprint**



## **Market Concentration Balance**



#### Industrial

Mobile Industrial Equipment | Fabricated Assemblies



#### **Mobility**

Propulsion Systems | Structures & Chassis | Advanced Driveline Engine











## **Mobility Products Portfolio**

#### **Driveline**

## **Powertrain**

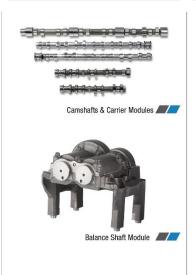


# Structure & Chassis

# **Energy Storage**











## **Skyjack Products**

#### **Vertical Mast Lifts**

Vertical mast lifts with platform heights from 12' (3.6m) up to 20' (5.9m)



#### Telescopic Booms

Telescopic booms with platform heights from 40' (12.3m) to 86' (26.2m)



#### DC Scissor Lifts

DC and micro scissor lifts with platform heights from 13' (3.9m) to 40' (12m)



#### **Articulating Booms**

Articulating booms with platform heights from 30' (9.0m) to 85' (25.9m)



#### RT Scissor Lifts

Rough terrain scissor lifts with platform heights from 26' (7.92m) to 64' (19.5m)



#### **Telehandlers**

TH Series telehandlers with lifting capacities from 5,500 lbs (2,494 kg) up to 12,000 lbs (5,443 kg) and a ZB model with a lifting capacity of 20,000 lbs (9,071 kg)



## **MacDon Products – Harvesting**













## **Salford Products – Tillage and Crop Nutrition**

#### **TILLAGE**











#### **APPLICATION**



SPINNER SPREADERS



AIR BOOM APPLICATORS



**GRANULAR APPLICATORS** 



CHASSIS/TRUCK MOUNT SPINNER SPREADERS



CHASSIS MOUNT AIR BOOM APPLICATORS

## **Bourgault Products -- Seeding**



#### **ADVANCED SEEDING SYSTEMS**

**AIR CARTS** 

HOE DRILL SEEDERS

**COULTER DRILL SEEDERS** 

FRAME MOUNTER SEEDERS









#### **Wighline FEED HANDLING & PROCESSING**

BALE STACKERS

BALE PROCESSORS

**ROCK REMOVAL / PICKER** 

FEED MIXERS



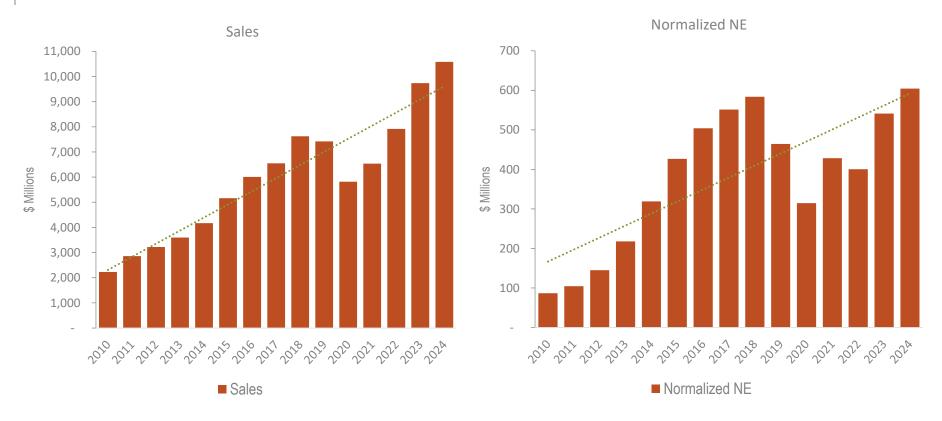






## Financial Highlights

Income Statement (in millions CAD)

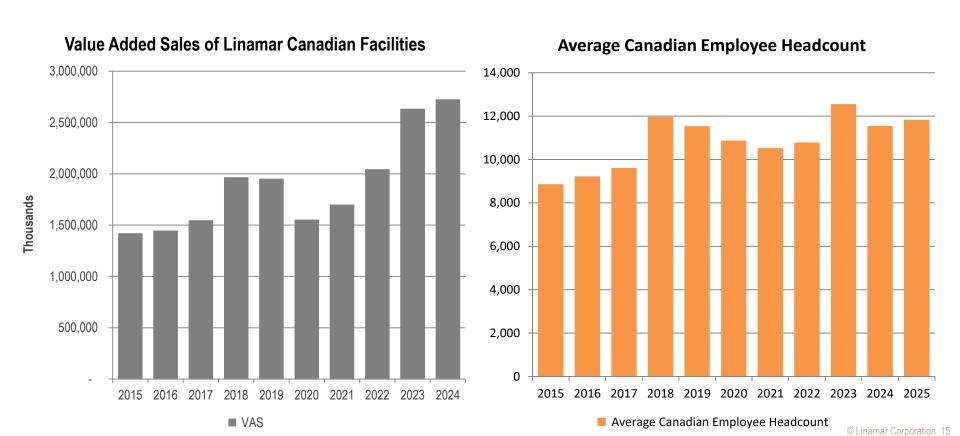


## **Linamar Has a Very Strong Balance Sheet**



<sup>1 -</sup> EBITDA includes trailing twelve months EBITDA on acquisitions, when applicable. 2020 Net Debt to EBITDA was restated in Q1 2021.

## **Canadian Facilities**

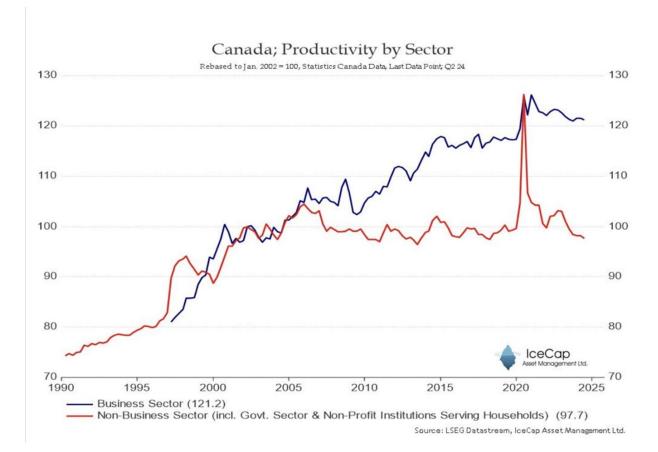


## **Strong Productivity Growth in Canadian Facilities**

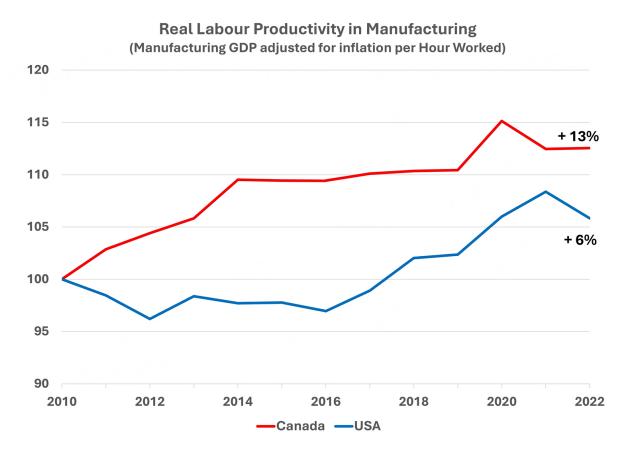




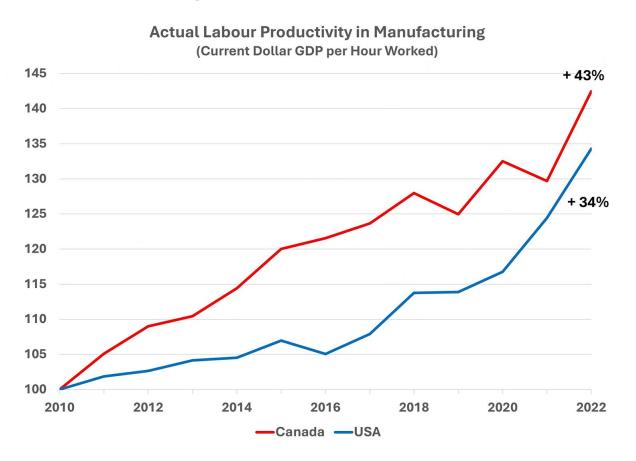
## **Productivity in Canada Growing in Business Sector**



## **Canadian Productivity Ahead of US**



## **Canadian Productivity Ahead of US**



# **Strategy** LINAMAR © Linamar Corporation 20

## Linamar's Powerful Balanced & Diversified Business Model

#### **INDUSTRIAL SEGMENT**

focused on North America, generates cash and shares brand management knowledge.

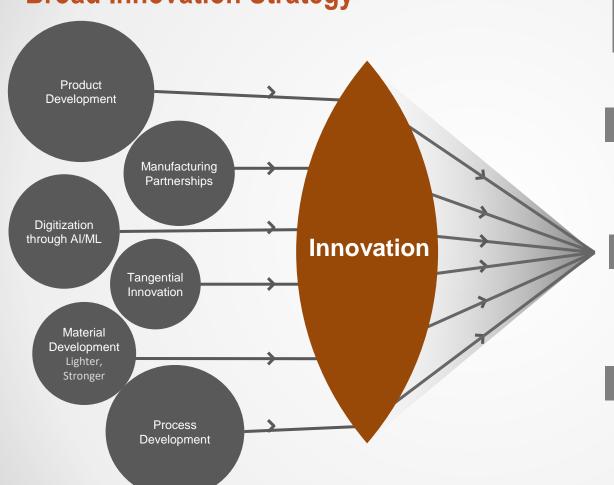
#### **MOBILITY SEGMENT**

with its global reach and advanced capabilities, supports the Industrial segment by providing expertise and resources.



This **synergistic model** drives consistent growth, positive cash flow, and a strong balance sheet.

## **Broad Innovation Strategy**





Operational Efficiency



Digitization



Green Technologies



## **Linamar's Long Term Sustainability Roadmap & Goals**



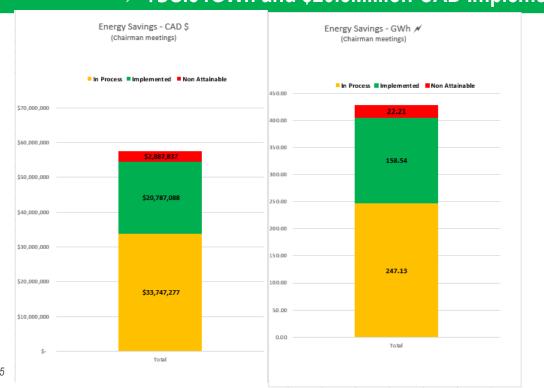
We commit to being a net zero emissions organization inclusive of the operation of our facilities, our supply base and the products we supply to by 2050.

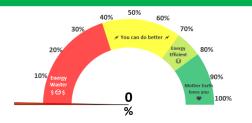


## Waste Elimination – *f* Energy Savings *f* − Cumulative



# 427.88GWh and \$57.4Million CAD Identified 158.54GWh and \$20.8Million CAD Implemented





ø	.INAMAR	list 💉			
	Status			≠ kw/h	Progress
,		100%			0%
_					U76
			1 is high, 5 is low		
	Activity	Ap	plicable Priority	≠ kW/h	Implemente
×	Operate main compressors as low pressure as possible (80 Psi)				
×	Minimize Compressor Pressure Loss with Use of Zero Loss Drainage Valve	7			0
×	Optimize Compressor Heat Management	-			
×	Optimize Compressor Operation with an Oil Specified for Longer Hours of Operation	•			
×	Reduce Need for Compressed Air	-			
M	Reduce Oil Water Disposal	7			
×	Shift to Electric Forklifts or if not Economical Ensure Propane Units run on Eco Mode	•			
×	LED Lighting / SMART LED metering programs	-			
×	Power Factor Correction	7			
×	Run Washers at Ambient Temperature	7			0
	Minimize Parts Conveyor Energy Usage	-			
×	Minimize Machine Chia Conveyor Energy Usage	7			
M	Minimize Mist Collector Energy Usage	-			
	Minimize Machine Energy Draw When not in Use ie Breaks, Lunch, Weekends	-			ŏ
	If launching - did you refer to the E.E. Questionnaire (capital projects)?				Ö
	Increasing the ratio of secondary allay in costing process				-

### What does 425 GWh Look Like?

- The average Ontario household uses about 9,500 kWh of electricity per year
- Power approximately 45,000 homes for 1 year





## **Impact to Linamar**

#### Steel & Aluminum

- Minimal direct impact to Linamar in both mobility and industrial businesses
- Will weigh on automakers and ultimately increase vehicle prices dampening demand and production

#### **Vehicle Tariffs**

- No direct impact to Linamar
- Will weigh on automakers and ultimately increase vehicle prices dampening demand and production

#### **Automotive Parts Tariffs**

- Minimal impact on Linamar
  - No direct impact on Linamar for our shipments as customers are importers of record and pay tariffs
    - No impact for our customers for Canada and Mexico product shipping to US that is USMCA compliant
  - No impact from foreign parts supply as we in general do not supply the US from outside of NA
  - Minimal supply chain impact for parts imported into US from outside NA for further processing in our facilities
- OEM customers buying offshore are paying a premium and looking to resource those parts, creating an opportunity for Linamar as a NA source

#### **International Tariffs**

Minimal impact to Linamar as we ship very little product from Europe or Asia to the U.S.

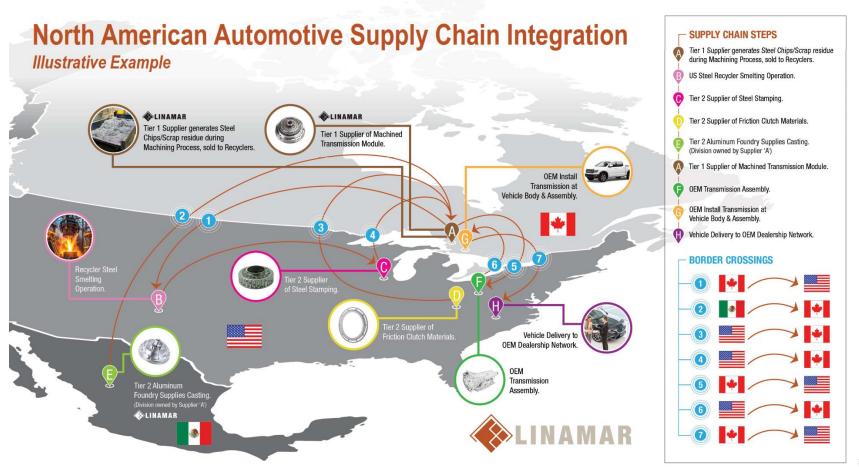
#### **Retaliatory Tariffs**

- Canadian retaliatory tariffs paused for manufacturers, no impact currently
- Evaluating impact of retaliatory tariffs from other countries on a case-by-case basis as they are imposed

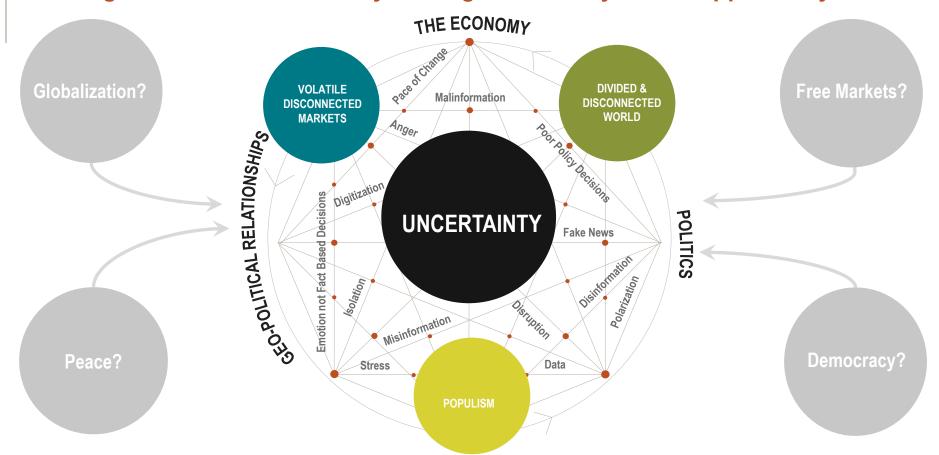


## **Highly Integrated Supply Chain**

**Unsustainable Cost Escalation to Add Tariffs at Each Crossing** 



## **Challenges to Political Economy Driving Uncertainty... and Opportunity**



We have more information available to us than ever in history, but we are less informed than we have ever been to be a superior of the companion of the compani

## **Challenges to Political Economy Driving Uncertainty... and Opportunity**



## **Companies Who Will Win In Challenging Times**









Flexible and Nimble

Technically Strong and Devoted to Innovation

Financially
Strong to Invest
in Capital, R&D
and Automation

Commercially Astute

