



Linamar Corporation

Q1 Update on Market Conditions

April 11, 2022

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.

External Market Conditions Commentary

Summary of Key Highlights

The commentary on the following slides is an update to the Q1 market outlook which was shared during our Q4 Earnings Call on March 9, 2022.

Mobility Segment

- Q1 global light vehicle production forecast decreased by 460,000 units in line with expectations. 2022 full-year forecast revised down by 2.6M units
 - Forecast production downgrade primarily concentrated in Europe. North America and Asia Pacific relatively unchanged
 - The forecast downgrades are a direct result of the Russian invasion of Ukraine

Industrial Segment

- **Agriculture**
 - North America combine retails down 27% Feb. YTD, driven primarily by supply side constraints
 - Supply chain disruptions continue to impact our ability to meet market demand
 - Agricultural commodity prices and farm incomes continue to grow, driving demand
- **Access Market**
 - AWP global market up 68% versus prior year
 - Supply chain disruptions continue to impact our ability to meet market demand

Supply Chain

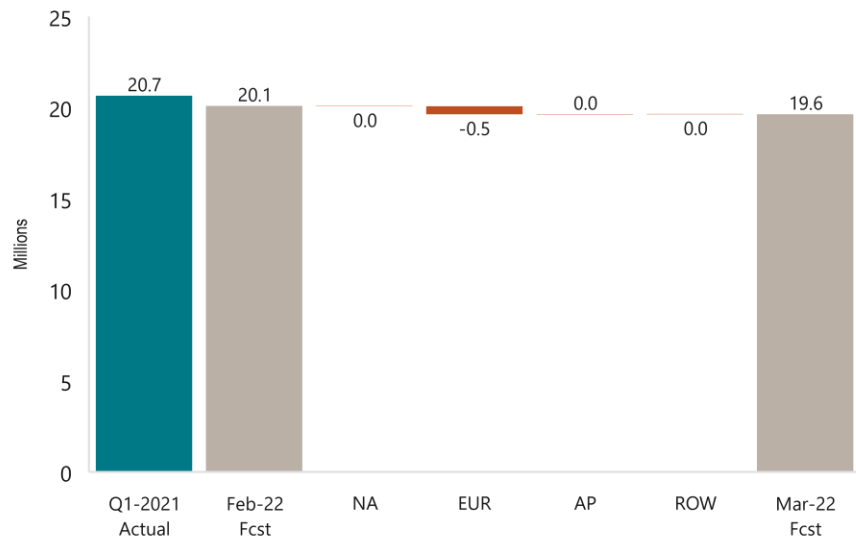
- Significant supply chain constraints are impacting our ability to ship to meet market demand as well as margins in terms of higher materials, commodity, energy, and logistics costs

Global LV Auto Market: Q1 & 2022FY

Q1 global light vehicle production forecast down 460,000 units versus prior forecast. 2022 forecast revised down by 2.6M units.

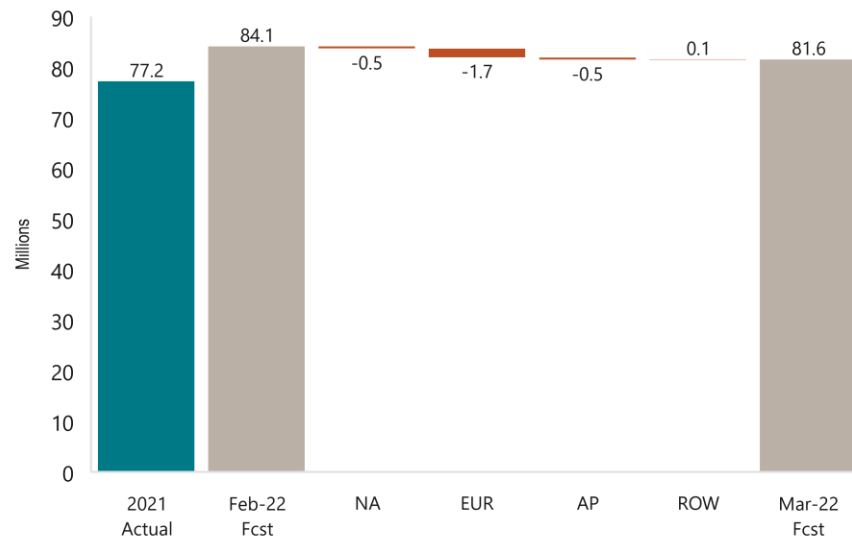
Q1-2022 Global Vehicle Production Forecast By Region

Change in Forecast Mar-2022 vs. Feb-2022



2022 Global Vehicle Production Forecast By Region

Change in Forecast Mar-2022 vs. Feb-2022



- Q1-2022 global light vehicle production forecast revised down by 460,000 as a result of supply chain disruptions caused by Russian invasion of Ukraine
- Q1-2022 production is now expected to be down 5% versus Q1-2021

- The 2022 full-year forecast revised down by 2.6M units reflecting supply chain concerns caused by Russian invasion of Ukraine.
- 2022 full-year production is now expected to be up 6% versus 2021.

Industrial Segment

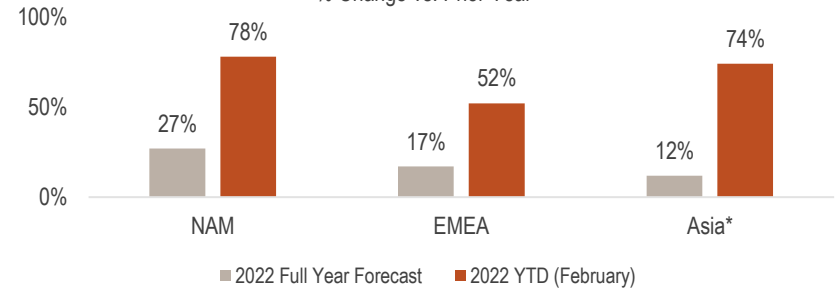
Access Equipment Market Commentary

- Supply chain disruptions including parts shortages, shipping container shortages and higher commodity prices are continuing to negatively impact production, shipments and costs in 2022.
- Equipment utilization continues to look positive. The start of 2022 continues to see equipment utilization levels within 3% of peak 2019 levels
 - NAM access market up 78% Feb. YTD.
 - EMEA access market up 52% Feb. YTD.
 - Asia access market up 74% Feb. YTD.
- 2022 is expected to see double digit growth in all regions globally (NAM, EMEA, Asia)

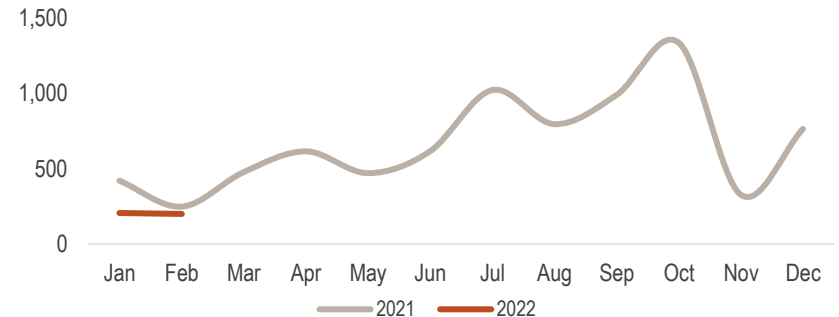
Agriculture Market Commentary

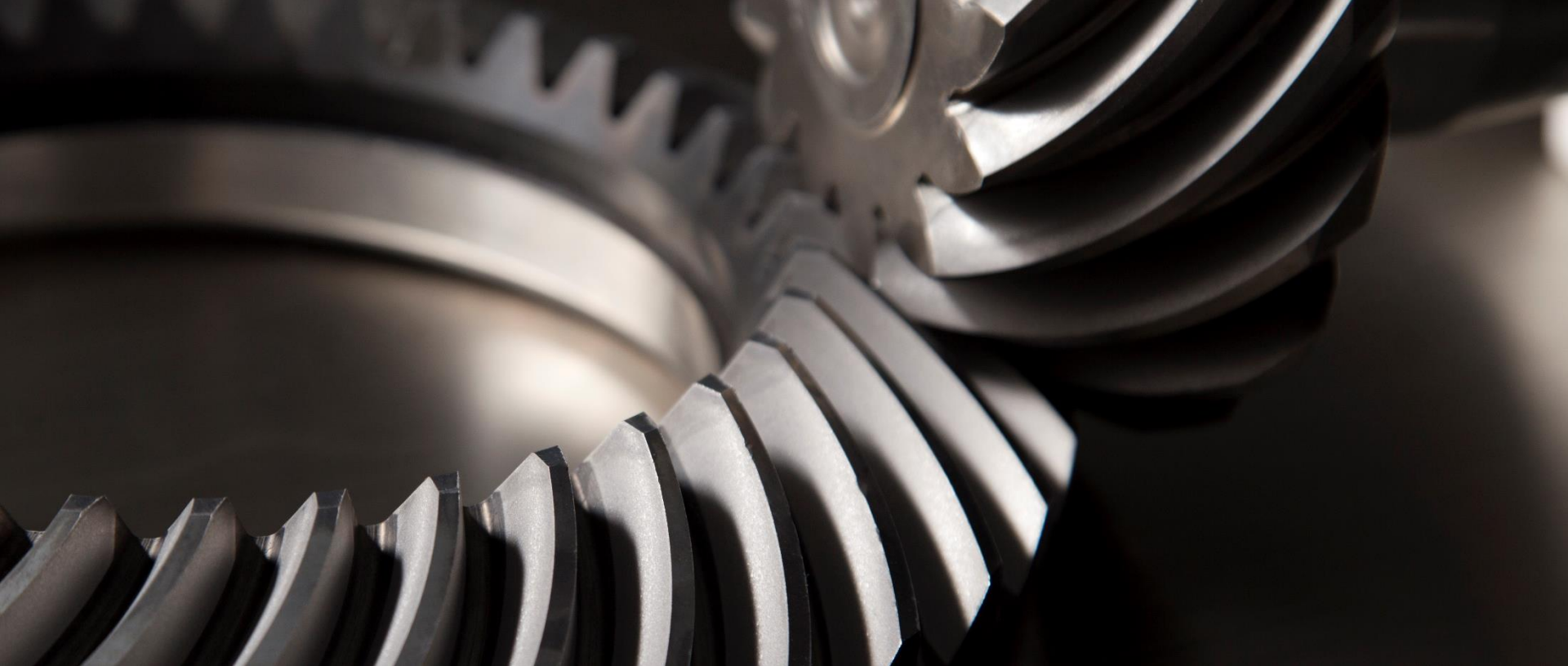
- Supply chain disruptions including parts shortages, shipping container shortages and higher commodity prices are continuing to negatively impact production, shipments and costs in 2022.
- Agriculture retailers are seeing very lean inventory supply, which in conjunction with strong agricultural commodity prices are driving strong retail demand.
- North America combine retails down 27% Feb. YTD
 - Canada combine retails down 36% Feb. YTD
 - United States combine retails down 26% Feb. YTD
- North America expected to be up 10% in 2022, EU and ROW up 5%

2022 Access Industry YTD Results & Forecast
% Change vs. Prior Year



North American Combine Retails





For More Information, Visit:
www.linamar.com

  @linamarcorp
  Linamar Corporation