

## Linamar Delivers Another Quarter of Outstanding Double-Digit Growth and Announces CEO Succession

August 8, 2024, Guelph, Ontario, Canada (TSX: LNR)

## Strong financial performance

- Sales up 11.6% to \$2.85 billion in Q2 2024;
- Normalized Operating Earnings<sup>1</sup> up 25.9% in Q2 2024; and
- Normalized Diluted Earnings per Share<sup>1</sup> up 17.2% in Q2 2024.

## **Mobility Segment Performing**

- Mobility segment finished the quarter strong with normalized operating earnings of \$126.2 million, up 59.3% compared to Q2 2023; and
- Third consecutive quarter of margin expansion with normalized operating earnings margin reaching 6.4%, meaningfully improved from 2023 levels.

### **Diversified Strategy Success**

- Industrial normalized operating earnings of \$164.3 million are up 8.4% over Q2 2023, anchoring solid overall performance; and
- Industrial normalized operating earnings representing over 56% of consolidated normalized operating earnings solidly anchoring Linamar as a Diversified Industrial Business.

### Double-Digit Sales Growth in Both Segments on Strong Market Share Growth

- Sales up 14.1% for Industrial for the quarter, due to excellent market share gains in scissors worldwide and telehandlers in North America, and worldwide market share gains in windrowers and combine drapers, in addition to the sales related to our most recent acquisition of Bourgault Industries Ltd.;
- Sales up 10.5% for Mobility in the quarter, driven by both our Linamar Structures 2023 acquisitions as well as launching programs and increased certain mature program volumes; and
- Content per vehicle<sup>1</sup> ("CPV") up in every region reflective of continued market share growth.

### Returning Cash to Shareholders

• Linamar is maintaining its dividend to shareholders at quarterly \$0.25 per share.

## **CEO Succession**

Linamar is announcing today that Jim Jarrell has been appointed Chief Executive Officer and President, following execution of a multi year succession transition plan. Mr. Jarrell succeeds Linda Hasenfratz, who will remain a driving force at Linamar focusing exclusively now on her role as Executive Chair.

Having achieved the Company's long-term goal of reaching \$10 billion in annualized sales, the Company is poised to embark on a new era of value creation and growth, bolstered by these strategic leadership changes.

Mr. Jarrell has been with Linamar since 1991 and has occupied progressively more senior positions in Sales and Operations before being named Chief Operating Officer in 1999 and President in 2004. Mr Jarrell played a central role in the achievement of the Company's \$10 billion goal and its successful global expansion program.

As CEO and President, Mr. Jarrell will have primary responsibility for all operational and financial aspects of the business, as well as corporate development initiatives and innovation. Working closely with Ms. Hasenfratz, Mr. Jarrell will also play an important role in developing strategy, with a particular focus around setting short- to medium-term priorities.

In her capacity as Executive Chair, Ms. Hasenfratz will continue to be responsible for setting the strategic direction of the Company with a particular focus on long term strategy, and will continue to lead the Company's distinctive Cost Attack Team (CAT) program at now 75 global manufacturing sites to advance continuous improvements, mentorship, and talent development. She will also continue to lead Linamar's engagement with investors and government partners, with increased involvement from Mr. Jarrell.

Executive Chair Linda Hasenfratz said, "This appointment recognizes Jim's many contributions and his track record of success over more than three decades at Linamar. He has earned the trust and respect of our customers, employees, business partners and investors, and has the full support and confidence of my family and Linamar's Board. Jim has been transitioning into the CEO role over the last 5 years, taking on ever increasing levels of responsibility and accountability. This is a philosophy Linamar's founder, my father Frank Hasenfratz,

<sup>&</sup>lt;sup>1</sup> Operating Earnings (Loss) – Normalized, Net Earnings (Loss) – Normalized, and Net Earnings (Loss) per Share – Diluted – Normalized are non-GAAP financial measures. Content per Vehicle is a Supplementary Financial Measure. Please see "Non-GAAP and Other Financial Measures" section of this press release and separately released MD&A.



regularly used to develop leaders at the company to set them – and the Company – up for success, and it's a tradition that continues to this day. There is no one who would be prouder to see Jim named as CEO of Linamar today than my father. He personally mentored Jim throughout his career and considered him an exceptional executive of unparalleled capabilities and the Board and I couldn't agree more!"

Incoming CEO and President Jim Jarrell said," I am deeply honoured and excited to be taking on this role as CEO. I am grateful for the trust placed in me to lead Linamar on our ambitious 2100 Year Plan." Jarrell continued "As I step into this role, I carry with me the wisdom and vision of our founder, Mr. Hasenfratz, whose voice continues to guide and inspire me. This moment is not just about me, but about all of us as a Linamar team. Our collective efforts and unwavering dedication are the foundation of our success. With support of Linda and the Board, the Linamar team will continue the journey of growth, innovation and excellence, delivering value for our customers, employees and shareholders."

	Three M	onths Ended June 30	Six M	onths Ended June 30
	2024	2023	2024	2023
(in millions of dollars, except per share figures)	\$	\$	\$	\$
Sales	2,848.7	2,552.8	5,570.6	4,845.5
Operating Earnings (Loss)				
Industrial	154.7	139.8	294.5	244.7
Mobility	116.8	74.3	246.3	146.3
Operating Earnings (Loss)	271.5	214.1	540.8	391.0
Net Earnings (Loss)	174.1	135.0	352.6	252.0
Net Earnings (Loss) per Share – Diluted	2.82	2.19	5.72	4.09
Operating Earnings (Loss) – Normalized <sup>1</sup>				
Industrial	164.3	151.6	284.5	249.1
Mobility	126.2	79.2	249.8	157.5
Operating Earnings (Loss) – Normalized	290.5	230.8	534.3	406.6
Net Earnings (Loss) – Normalized <sup>1</sup>	188.4	160.8	348.0	282.5
Net Earnings (Loss) per Share – Diluted – Normalized <sup>1</sup>	3.06	2.61	5.65	4.59

"Q2 was another outstanding quarter of double-digit top and bottom line growth for us at Linamar", said Linamar Executive Chair Linda Hasenfratz, "We are really happy in particular with the continued recovery in our Mobility business with another outstanding level of earnings growth and margin expansion."

## DIVIDENDS

The Board of Directors today declared an eligible dividend in respect to the quarter ended June 30, 2024, of CDN\$0.25 per share on the common shares of the company, payable on or after September 9, 2024, to shareholders of record on August 23, 2024.

## NON-GAAP AND OTHER FINANCIAL MEASURES

The Company uses certain non-GAAP and other financial measures to provide useful information to both management, investors, and other stakeholders in assessing the financial performance and financial condition of the Company.

Certain expenses and income that must be recognized under GAAP are not necessarily reflective of the Company's underlying operational performance. For this reason, management uses certain non-GAAP and other financial measures when analyzing operational performance on a consistent basis.

These Non-GAAP and other financial measures do not have a standardized meaning prescribed by GAAP and therefore they are unlikely to be comparable to similarly titled measures presented by other publicly traded companies, and they should not be construed as an alternative to other financial measures determined in accordance with GAAP. Please see the "Non-GAAP and Other Financial Measures" section of the Company's MD&A for further information.



During Q2 2024, operating earnings were adversely affected by estimated duties relating to certain Industrial segment products exported between 2022 and 2024. A normalizing item related to these estimated duties impacted operating earnings by \$15.8 million.

During Q1 2023, a normalizing item related to an "adjustment for contingent consideration on Mills River earn-out" impacted the Mobility segment by \$4.9 million. Also, during Q1 2023 and Q2 2023 a normalizing item impacting the Company's income taxes related to withholding tax on repatriation of cash from China by \$6.9 million and \$13.4 million respectively.

All normalized non-GAAP financial measures areas reconciled as follows:

			Three Mont	hs Ended June 30			Six Month	ns Ended June 30
	2024	2023	+/-	+/-	2024	2023	+/-	+/-
(in millions of dollars, except per share figures)	\$	\$	\$	%	\$	\$	\$	%
Operating Earnings (Loss) – Normalized								
Operating Earnings (Loss)	271.5	214.1	57.4	26.8%	540.8	391.0	149.8	38.3%
Foreign exchange (gain) loss	3.2	16.7	(13.5)		(22.3)	10.7	(33.0)	
Other items	15.8	-	15.8		15.8	4.9	10.9	
Operating Earnings (Loss) – Normalized	290.5	230.8	59.7	25.9%	534.3	406.6	127.7	31.4%
Net Earnings (Loss) – Normalized								
Net Earnings (Loss)	174.1	135.0	39.1	29.0%	352.6	252.0	100.6	39.9%
Foreign exchange (gain) loss	3.2	16.7	(13.5)		(22.3)	10.7	(33.0)	
Foreign exchange (gain) loss on debt			( )		( )		( )	
and derivatives	0.1	(0.1)	0.2		0.6	0.2	0.4	
Other items	15.8	-	15.8		15.8	4.9	10.9	
Tax impact including Other Items	(4.8)	9.2	(14.0)		1.3	14.7	(13.4)	
Net Earnings (Loss) – Normalized	188.4	160.8	27.6	17.2%	348.0	282.5	65.5	23.2%
Net Earnings (Loss) per Share – Diluted –	Normalized							
Net Earnings (Loss) per Share – Diluted	2.82	2.19	0.63	28.8%	5.72	4.09	1.63	39.9%
Foreign exchange (gain) loss	0.05	0.27	(0.22)		(0.36)	0.17	(0.53)	
Foreign exchange (gain) loss on debt			(- )		()		()	
and derivatives	-	-	-		0.01	-	0.01	
Other items	0.26	-	0.26		0.26	0.08	0.18	
Tax impact including Other Items	(0.07)	0.15	(0.22)		0.02	0.25	(0.23)	
Net Earnings (Loss) per Share – Diluted			. /				. ,	
– Normalized	3.06	2.61	0.45	17.2%	5.65	4.59	1.06	23.1%

All normalized non-GAAP financial measures areas impacting segments reconciled as follows:

		Six Mont				
	Industrial	Mobility	Linamar	Industrial	Mobility	Linamar
(in millions of dollars)	\$	\$	\$	\$	\$	\$
Operating Earnings (Loss) – Normalized						
Operating Earnings (Loss)	154.7	116.8	271.5	294.5	246.3	540.8
Foreign exchange (gain) loss	(6.2)	9.4	3.2	(25.8)	3.5	(22.3)
Other items	15.8	-	15.8	Ì15.8	-	15.8
Operating Earnings (Loss) – Normalized	164.3	126.2	290.5	284.5	249.8	534.3



		Three N	Six M	Ionths Ended June 30 2023		
	Industrial	Mobility	Linamar	Industrial	Mobility	Linamar
(in millions of dollars)	\$	\$	\$	\$	\$	\$
Operating Earnings (Loss) – Normalized						
Operating Earnings (Loss)	139.8	74.3	214.1	244.7	146.3	391.0
Foreign exchange (gain) loss	11.8	4.9	16.7	4.4	6.3	10.7
Other items	-	-	-	-	4.9	4.9
Operating Earnings (Loss) – Normalized	151.6	79.2	230.8	249.1	157.5	406.6

## FORWARD LOOKING INFORMATION, RISK AND UNCERTAINTIES

Certain information provided by Linamar in this press release, MD&A, the consolidated financial statements and other documents published throughout the year which are not recitation of historical facts may constitute forward-looking statements. The words "may", "would", "could", "will", "likely", "estimate", "believe", "expect", "plan", "forecast" and similar expressions are intended to identify forward-looking statements. Readers are cautioned that such statements are only predictions and the actual events or results may differ materially. In evaluating such forward-looking statements, readers should specifically consider the various factors that could cause actual events or results to differ materially from those indicated by such forward-looking statements.

Such forward-looking information may involve important risks and uncertainties that could materially alter results in the future from those expressed or implied in any forward-looking statements made by, or on behalf of, Linamar. Some of the factors and risks and uncertainties that cause results to differ from current expectations include, but are not limited to, changes in the competitive environment in which Linamar operates, OEM outsourcing and insourcing; sources and availability of raw materials; labour markets and dependence on key personnel; dependence on certain customers and product programs; technological change in the sectors in which the Company operates and by Linamar's competitors; delays in or operational issues with product launches; foreign currency risk; long-term contracts that are not guaranteed; acquisition and expansion risk; foreign business risk; public health threats; cyclicality and seasonality; legal proceedings and insurance coverage; credit risk; weather; emission standards; capital and liquidity risk; tax laws; securities laws compliance and corporate governance standards; fluctuations in interest rates; environmental emissions and safety regulations; trade and labour disruptions; world political events; pricing concessions to customers; and governmental, environmental and regulatory policies.

The foregoing is not an exhaustive list of the factors that may affect Linamar's forward-looking statements. These and other factors should be considered carefully and readers should not place undue reliance on Linamar's forward-looking statements. Linamar 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.

## CONFERENCE CALL INFORMATION

## Q2 2024 Release Information

Linamar will hold a webcast call on August 8, 2024, at 5:00 p.m. ET to discuss its second-quarter results. The event will be simulcast and can be accessed at the following https://www.linamar.com/event/q2-2024-earnings-call/ and can also be navigated to on the Company's website. For those who wish to listen to an audio-only call-in option, the numbers for this call are (+1) 888 259-6580 (North America) or (+1) 416 764-8624 (International) Conference ID 60435601, with a call-in required 15 minutes prior to the start of the webcast. The conference call will be chaired by Linda Hasenfratz, Linamar's Executive Chair and Chief Executive Officer. A copy of the Company's quarterly financial statements, including the Management's Discussion & Analysis, will be available on the Company's website after 4:00 p.m. ET on August 8, 2024, and at www.sedar.com by the start of business on August 9, 2024. The webcast replay will be available at https://www.linamar.com/event/q2-2024-earnings-call/ after the call. A taped replay of the conference call will also be made available starting at 8:00 p.m. ET on August 8, 2024, for seven days. The number for the replay is (+1) (877) 674-7070 or (+1) (416) 764-8692, Passcode: 435601 #. In addition, a recording of the call will be posted at https://www.linamar.com/event/q2-2024-earnings-call/.

## Q3 2024 Release Information

Linamar will hold a webcast call on November 12, 2024, at 5:00 p.m. ET to discuss its third-quarter results. The event will be simulcast and can be accessed at the following <a href="https://www.linamar.com/event/g3-2024-earnings-call/">https://www.linamar.com/event/g3-2024-earnings-call/</a> and can also be navigated to on the Company's website. For those who wish to listen to an audio-only call-in option, the numbers for this call are (+1) 888 259-6580 (North America) or (+1) 416 764-8624 (International) Conference ID 71153445, with a call-in required 15 minutes prior to the start of the webcast. The conference call will be chaired by Linda Hasenfratz, Linamar's Executive Chair and Chief Executive Officer. A copy of the Company's quarterly financial statements, including the Management's Discussion & Analysis, will be available on the Company's website after 4:00 p.m. ET on November 12, 2024, and at <a href="https://www.sedar.com">www.sedar.com</a> by the start of business on November 13, 2024. The webcast replay will be



available at <a href="https://www.linamar.com/event/q3-2024-earnings-call/">https://www.linamar.com/event/q3-2024-earnings-call/</a> after the call. A taped replay of the conference call will also be made available starting at 8:00 p.m. ET on November 12, 2024, for seven days. The number for the replay is (+1) (877) 674-7070 or (+1) (416) 764-8692, Passcode: 153445 #. In addition, a recording of the call will be posted at <a href="https://www.linamar.com/event/q3-2024-earnings-call/">https://www.linamar.com/event/q3-2024-earnings-call/</a> (416) 764-8692, Passcode: 153445 #. In addition, a recording of the call will be posted at <a href="https://www.linamar.com/event/q3-2024-earnings-call/">https://www.linamar.com/event/q3-2024-earnings-call/</a>.

Linamar Corporation (TSX:LNR) is a diversified advanced manufacturing company where the intersection of leading-edge technology and deep manufacturing expertise is creating solutions that power vehicles, motion, work and lives for the future. The Company is made up of two operating segments - the Industrial segment and the Mobility segment, both global leaders in manufacturing solutions and world-class developers of highly engineered products. The Industrial segment is comprised of Skyjack and the newly formed Linamar Agriculture operating group which consists of the MacDon, Salford and Bourgault brands. Skyjack manufactures scissors, boom and telehandler lifts for the aerial work platform industry. Within the Agriculture portfolio MacDon manufactures combine draper headers and self-propelled windrowers for harvesting, Salford supplies farm tillage and crop fertilizer application equipment while Bourgault is a leader in air seeding technology. The Mobility segment is focused on propulsion systems, structural and chassis systems, energy storage and power generation for both the global electrified and traditionally powered vehicle markets. Operationally, Mobility is organized into three regional groups North America, Europe, Asia Pacific and the new Linamar Structures product group. The Regional Mobility groups are vertically integrated operations combining expertise in light metal casting, forging, machining and assembly. The Linamar Structures Group offers competitive lightweight innovations for safety-critical components and systems for the global mobility market. Design, development, and testing services for the Mobility segment are provided by McLaren Engineering. Linamar's medical solutions group, Linamar MedTech, focuses on manufacturing solutions for medical devices and precision medical components. Linamar has over 34,000 employees in 75 manufacturing locations, 17 R&D centres and 31 sales offices in 19 countries in North and South America, Europe and Asia, which generated sales of more than \$9.7 billion in 2023. For more information about Linamar Corporation and its industry-leading products and services, visit www.linamar.com or follow us on our social media channels.

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For further information regarding this release please contact Linda Hasenfratz at (519) 836-7550.

Guelph, Ontario August 8, 2024

Management's Discussion and Analysis For the Quarter Ended June 30, 2024

This Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") of Linamar Corporation ("Linamar" or the "Company") should be read in conjunction with its consolidated financial statements for the quarter June 30, 2024. This MD&A has been prepared as at August 8, 2024. The financial information presented herein has been prepared on the basis of IFRS® Accounting Standards. References to the term generally accepted accounting principles ("GAAP") refer to information contained herein being prepared under IFRS Accounting Standards as adopted. All amounts in this MD&A are in millions of Canadian dollars, unless otherwise noted.

Additional information regarding Linamar, including copies of its continuous disclosure materials such as its annual information form, is available on its website at www.linamar.com or through the SEDAR website at www.sedar.com.

## **OVERALL CORPORATE PERFORMANCE**

### Overview of the Business

Linamar Corporation (TSX:LNR) is a diversified advanced manufacturing company where the intersection of leading-edge technology and deep manufacturing expertise is creating solutions that power vehicles, motion, work and lives for the future. The Company is made up of two operating segments - the Industrial segment and the Mobility segment, both global leaders in manufacturing solutions and world-class developers of highly engineered products. The Industrial segment is comprised of Skyjack and the newly formed Linamar Agriculture operating group which consists of the MacDon, Salford and Bourgault brands. Skyjack manufactures scissors, boom and telehandler lifts for the aerial work platform industry. Within the Agriculture portfolio MacDon manufactures combine draper headers and self-propelled windrowers for harvesting, Salford supplies farm tillage and crop fertilizer application equipment while Bourgault is a leader in air seeding technology. The Mobility segment is focused on propulsion systems, structural and chassis systems, energy storage and power generation for both the global electrified and traditionally powered vehicle markets. Operationally, Mobility is organized into three regional groups North America, Europe, Asia Pacific and the new Linamar Structures product group. The Regional Mobility groups are vertically integrated operations combining expertise in light metal casting, forging, machining and assembly. The Linamar Structures Group offers competitive lightweight innovations for safety-critical components and systems for the global mobility market. Design, development, and testing services for the Mobility segment are provided by McLaren Engineering. Linamar's medical solutions group, Linamar MedTech, focuses on manufacturing solutions for medical devices and precision medical components. Linamar has over 34,000 employees in 75 manufacturing locations, 17 R&D centres and 31 sales offices in 19 countries in North and South America, Europe and Asia, which generated sales of more than \$9.7 billion in 2023. For more information about Linamar Corporation and its industry-leading products and services, visit www.linamar.com or follow us on our social media channels.

### **Overall Corporate Results**

The following table sets out certain highlights of the Company's performance in the second quarter of 2024 ("Q2 2024") and 2023 ("Q2 2023"):

		Six Months Ended							
	2024	2022	. /	June 30	0004	0000	. /	June 30	
(in millions of dollars, except per share	2024	2023	+/-	+/-	2024	2023	+/-	+/-	
figures)	\$	\$	\$	%	\$	\$	\$	%	
Sales	2,848.7	2,552.8	295.9	11.6%	5,570.6	4,845.5	725.1	15.0%	
Gross Margin	424.8	361.9	62.9	17.4%	818.0	662.4	155.6	23.5%	
Operating Earnings (Loss)	271.5	214.1	57.4	26.8%	540.8	391.0	149.8	38.3%	
Net Earnings (Loss)	174.1	135.0	39.1	29.0%	352.6	252.0	100.6	39.9%	
Net Earnings (Loss) per Share - Diluted	2.82	2.19	0.63	28.8%	5.72	4.09	1.63	39.9%	
Earnings before interest, taxes and	101.0	005.0		00.40/	005.0		000.4	04.00/	
amortization ("EBITDA") <sup>1</sup>	424.2	335.6	88.6	26.4%	835.9	633.5	202.4	31.9%	
Operating Earnings (Loss) - Normalized <sup>1</sup>	290.5	230.8	59.7	25.9%	534.3	406.6	127.7	31.4%	
Net Earnings (Loss) - Normalized <sup>1</sup>	188.4	160.8	27.6	17.2%	348.0	282.5	65.5	23.2%	
Net Earnings (Loss) per Share - Diluted -									
Normalized <sup>1</sup>	3.06	2.61	0.45	17.2%	5.65	4.59	1.06	23.1%	
EBITDA – Normalized <sup>1</sup>	443.4	352.2	91.2	25.9%	830.3	649.3	181.0	27.9%	

The changes in these financial highlights are discussed in detail in the following sections of this analysis.

Operating Earnings (Loss) – Normalized, Net Earnings (Loss) – Normalized, Net Earnings (Loss) per Share – Diluted – Normalized, EBITDA and EBITDA – Normalized are non-GAAP financial measures. Please see "Non-GAAP and Other Financial Measures" section of this MD&A.

## **BUSINESS SEGMENT REVIEW**

The Company reports its results of operations in two business segments: Industrial and Mobility. The segments are differentiated by the products that each produces and reflects how the chief operating decision makers of the Company manage the business. The following should be read in conjunction with the Company's consolidated financial statements for the quarter ended June 30, 2024.

		Six Months Enc June 20				
	Industrial	Mobility	2024 Linamar	Industrial	Mobility	Linamar
(in millions of dollars)	\$	\$	\$	\$	\$	\$
Sales	886.6	1,962.1	2,848.7	1,615.2	3,955.4	5,570.6
Operating Earnings (Loss)	154.7	116.8	271.5	294.5	246.3	540.8
EBITDA	180.0	244.2	424.2	339.1	496.8	835.9
Operating Earnings (Loss) – Normalized	164.3	126.2	290.5	284.5	249.8	534.3
EBITDA – Normalized	189.7	253.7	443.4	329.7	500.6	830.3

		Six N	Ionths Ended June 30 2023			
	Industrial	Mobility	Linamar	Industrial	Mobility	Linamar
(in millions of dollars)	\$	\$	\$	\$	\$	\$
Sales	777.3	1,775.5	2,552.8	1,362.3	3,483.2	4,845.5
Operating Earnings (Loss)	139.8	74.3	214.1	244.7	146.3	391.0
EBITDA	155.5	180.1	335.6	276.5	357.0	633.5
Operating Earnings (Loss) – Normalized	151.6	79.2	230.8	249.1	157.5	406.6
EBITDA – Normalized	167.3	184.9	352.2	281.1	368.2	649.3

## **Industrial Highlights**

	Three Months Ended June 30							
(in millions of dollars)	2024 \$	2023 \$	+/- \$	+/- %	2024 \$	2023 \$	+/- \$	+/- %
Sales	886.6	777.3	109.3	14.1%	1,615.2	1,362.3	252.9	18.6%
Operating Earnings (Loss)	154.7	139.8	14.9	10.7%	294.5	244.7	49.8	20.4%
EBITDA	180.0	155.5	24.5	15.8%	339.1	276.5	62.6	22.6%
Operating Earnings (Loss) – Normalized	164.3	151.6	12.7	8.4%	284.5	249.1	35.4	14.2%
EBITDA – Normalized	189.7	167.3	22.4	13.4%	329.7	281.1	48.6	17.3%

The Industrial segment ("Industrial") product sales increased 14.1%, or \$109.3 million, to \$886.6 million in Q2 2024 from Q2 2023. The sales increase was due to:

- increased sales related to the acquisition of Bourgault Industries Ltd. and its subsidiaries ("Bourgault") in Q1 2024;
- increased volumes primarily due to market share gains for scissors worldwide and telehandlers in North America; and
- an increase in windrowers and combine drapers volumes primarily due to exceptional global market share growth; partially offset by
- a decrease in tillage product sales due to lower demand.

Year to date ("YTD") sales for Industrial increased by \$252.9 million, or 18.6%, compared with YTD 2023. The factors that impacted Q2 2024 similarly impacted the YTD results.

Industrial segment normalized operating earnings in Q2 2024 increased \$12.7 million, or 8.4%, from Q2 2023. The Industrial normalized operating earnings results were predominantly driven by:

- increased sales related to the acquisition of Bourgault in Q1 2024;
- an increase in access equipment volumes and continued focus on cost reductions; and
- an increase in windrowers and combine drapers volumes primarily due to exceptional global market share growth; partially offset by
- a decrease in tillage product sales due to lower demand; and
- an increase in costs related to launching two new access equipment facilities in Mexico and China.

The YTD normalized operating earnings increased by \$35.4 million, or 14.2%, compared with YTD 2023. The factors that impacted Q2 2024 similarly impacted the YTD results.

### **Mobility Highlights**

		Six Months Ended June 30						
(in millions of dollars)	2024 \$	2023 \$	+/- \$	+/- %	2024 \$	2023 \$	+/- \$	+/- %
Sales	1,962.1	1,775.5	186.6	10.5%	3,955.4	3,483.2	472.2	13.6%
Operating Earnings (Loss) EBITDA	116.8 244.2	74.3 180.1	42.5 64.1	57.2% 35.6%	246.3 496.8	146.3 357.0	100.0 139.8	68.4% 39.2%
Operating Earnings (Loss) – Normalized	126.2	79.2	47.0	59.3%	249.8	157.5	92.3	58.6%
EBITDA – Normalized	253.7	184.9	68.8	37.2%	500.6	368.2	132.4	36.0%

Sales for the Mobility segment ("Mobility") increased by \$186.6 million, or 10.5%, in Q2 2024 compared with Q2 2023. The sales in Q2 2024 were impacted by:

- increased sales related to the Linamar Structures acquisitions completed in 2023; and
- increased sales related to certain programs that the Company has significant business on and additional sales from launching programs; partially offset by
- a sales decline primarily attributed to lower production for certain ending programs.

YTD sales for Mobility increased by \$472.2 million, or 13.6%, compared to YTD 2023. The factors that impacted Q2 2024 similarly impacted the YTD results.

Q2 2024 normalized operating earnings for Mobility were higher by \$47.0 million, or 59.3%, compared to Q2 2023. The Mobility segment's earnings were impacted by the following:

- increased sales related to certain programs that the Company has significant business on and additional sales from launching programs; and
- increased sales related to the Linamar Structures acquisitions completed in 2023; partially offset by
- a sales decline primarily attributed to lower production for certain ending programs; and
- an increase in selling, general and administrative ("SG&A") costs supporting growth.

The YTD normalized operating earnings increased by \$92.3 million, or 58.6%, compared with YTD 2023. The factors that impacted Q2 2024 similarly impacted the YTD results.

### Automotive Sales and Content Per Vehicle<sup>1</sup>

Automotive sales by region in the following discussion are determined by the final vehicle production location and, as such, there are differences between these figures and those reported under the geographic segment disclosure, which are based primarily on the Company's location of manufacturing and include both automotive and non-automotive sales. These differences are the result of products being sold directly to one continent, and the final vehicle being assembled on another continent. It is necessary to show the sales based on the vehicle build location to provide accurate comparisons to the vehicle production units<sup>2</sup> for each continent.

In addition to automotive Original Equipment Manufacturers ("OEMs"), the Company sells powertrain parts to a mix of automotive and nonautomotive manufacturers that service various industries such as power generation, construction equipment, marine and automotive. The final application of some parts sold to these manufacturers is not always clear; however, the Company estimates the automotive portion of the sales for inclusion in its content per vehicle ("CPV") calculations. The allocation of sales to regions is based on vehicle production volume estimates from industry sources, published closest to the quarter end date. As these estimates are updated, the Company's sales classifications can be impacted.

<sup>&</sup>lt;sup>1</sup> Content per Vehicle is a supplementary financial measure. Please see "Non-GAAP and Other Financial Measures" section of this MD&A. Automotive Sales are measured as the amount of the Company's automotive sales dollars per vehicle, not including tooling sales. CPV does not have a standardized meaning and therefore is unlikely to be comparable to similar measures presented by other issuers. CPV is an indicator of the Company's market share for the automotive markets that it operates in.

<sup>&</sup>lt;sup>2</sup> Vehicle production units are derived from industry sources and are shown in millions of units. North American vehicle production units used by the Company for the determination of the Company's CPV include medium and heavy truck volumes. European and Asia Pacific vehicle production units exclude medium and heavy trucks. All vehicle production volume information is as regularly reported by industry sources. Industry sources release vehicle production volume estimates based on the latest information from the Automotive Manufacturers and update these estimates as more accurate information is obtained. The Company will, on a quarterly basis, update CPV for the current fiscal year in its MD&A as these volume estimates are revised by the industry sources. The CPV figures in this MD&A reflect the volume estimates that were published closest to the quarter end date by the industry sources. These updates to vehicle production units have no effect on the Company's financial statements for those periods.

			Three Mor	nths Ended			Six Mon	ths Ended
				June 30				June 30
North America	2024	2023	+/-	%	2024	2023	+/-	%
Vehicle Production Units	4.31	4.24	0.07	1.7%	8.43	8.29	0.14	1.7%
Automotive Sales	\$ 1,220.2	\$ 1,011.9	\$ 208.3	20.6%	\$ 2,439.8	\$ 1,995.4	\$ 444.4	22.3%
Content Per Vehicle	\$ 283.06	\$ 238.43	\$ 44.63	18.7%	\$ 289.58	\$ 240.79	\$ 48.79	20.3%
Europe								
Vehicle Production Units	4.42	4.65	(0.23)	(4.9%)	9.04	9.29	(0.25)	(2.7%)
Automotive Sales	\$ 447.2	\$ 465.9	\$ (18.7)	(4.0%)	\$ 927.8	\$ 915.2	\$ 12.6	1.4%
Content Per Vehicle	\$ 101.24	\$ 100.10	\$ <u></u> 1.14	1.1%	\$ 102.6	\$ 98.55	\$ 4.05	4.1%
Asia Pacific								
Vehicle Production Units	12.30	12.13	0.17	1.4%	23.96	23.79	0.17	0.7%
Automotive Sales	\$ 135.6	\$ 125.3	\$ 10.3	8.2%	\$ 266.5	\$ 236.2	\$ 30.3	12.8%
Content Per Vehicle	\$ 11.03	\$ 10.33	\$ 0.70	6.8%	\$ 11.12	\$ 9.93	\$ 1.19	12.0%

North American automotive sales for Q2 2024 increased 20.6% from Q2 2023 in a market that saw an increase of 1.7% in production volumes for the same period. As a result, content per vehicle in Q2 2024 increased 18.7% from \$238.43 to \$283.06. The increase in North American content per vehicle was mainly driven by increased sales related to the acquisitions in 2023, higher volumes on programs that the Company has significant business with and launching programs, partially offset by lower production for certain ending programs.

European automotive sales for Q2 2024 decreased 4.0% from Q2 2023 in a market that saw a decrease of 4.9% in production volumes for the same period. As a result, content per vehicle in Q2 2024 increased 1.1% from \$100.10 to \$101.24. The increase in European content per vehicle was mainly driven by increased sales related to the acquisitions in 2023 and launching programs, partially offset by lower production for certain ending programs.

Asia Pacific automotive sales for Q2 2024 increased 8.2% from Q2 2023 in a market that saw an increase of 1.4% in production volumes for the same period. As a result, content per vehicle in Q2 2024 increased 6.8% from \$10.33 to \$11.03. The increase in Asian content per vehicle was a result of increased sales related to higher volumes on programs that the Company has significant business with and launching programs, partially offset by lower production for certain ending programs.

## **RESULTS OF OPERATIONS**

**Gross Margin** 

	Three Mor	ths Ended	Six Months Ende		
		June 30		June 30	
(in millions of dollars)	2024	2023	2024	2023	
Sales	\$ 2,848.7 \$	2,552.8	\$ 5,570.6 \$	4,845.5	
Cost of Sales before amortization	2,276.2	2,074.3	4,465.7	3,951.1	
Amortization	147.7	116.6	286.9	232.0	
Cost of Sales	2,423.9	2,190.9	4,752.6	4,183.1	
Gross Margin	\$ 424.8 \$	361.9	\$ 818.0 \$	662.4	
Gross Margin percentage	14.9%	14.2%	14.7%	13.7%	

Gross margin percentage increased in Q2 2024 to 14.9% compared to 14.2% in Q2 2023. Cost of sales before amortization as a percentage of sales decreased in Q2 2024 to 79.9% compared to 81.3% for the same quarter as last year. In dollar terms, gross margin increased \$62.9 million in Q2 2024 compared with Q2 2023 as a result of the items discussed earlier in this analysis such as:

- increased sales related to launching Mobility programs and increased volumes for certain programs that the Company has significant business with;
- increased sales related to the Linamar Structures acquisitions completed in 2023;
- increased sales related to the acquisition of Bourgault in Q1 2024;
- an increase in access equipment volumes and continued focus on cost reductions; and
- an increase in windrowers and combine drapers volumes primarily due to exceptional global market share growth; partially offset by
- a sales decline primarily attributed to lower production for certain ending programs;
- operating earnings were adversely affected by estimated duties relating to certain Industrial segment products exported between 2022 and 2024;
- a decrease in tillage product sales due to lower demand; and
- an increase in costs related to launching two new access equipment facilities in Mexico and China.

Amortization as a percentage of sales increased to 5.2% of sales compared to 4.6% for the same quarter as last year. In dollar terms, Q2 2024 amortization increased as a result of:

additional amortization related to the Linamar Structures acquisitions completed in 2023;

- additional amortization from launching programs and facilities; and
- additional amortization related to the acquisition of Bourgault in Q1 2024.

YTD amortization was higher at \$286.9 million compared to \$232.0 million in YTD 2023 reflecting similar factors that impacted Q2 2024. YTD amortization as a percentage of sales increased to 5.2% of sales compared to 4.8% in YTD 2023.

YTD gross margin increased to 14.7% from 13.7% in the same period of 2023. The increase in the YTD gross margin was a result of the same factors that impacted Q2 2024.

### Selling, General and Administration

	Three Mo	onths Ended	Six Mo	onths Ended
		June 30		June 30
(in millions of dollars)	2024	2023	2024	2023
Selling, general and administrative	\$ 153.1 \$	131.2 \$	304.8 \$	255.9
SG&A percentage	5.4%	5.1%	5.5%	5.3%

Selling, general and administrative ("SG&A") costs increased in Q2 2024 to \$153.1 million from \$131.2 million, or 5.4% as a percentage of sales in Q2 2024. This increase, in dollar terms, is primarily due to:

- additional expenses related to the Linamar Structures acquisitions completed in 2023 and the Q1 2024 acquisition of Bourgault; and
- an increase in management and sales costs supporting growth.

On a YTD basis, SG&A costs reflected similar factors that impacted Q2 2024 and increased as a percentage of sales to 5.5% from 5.3% when compared to YTD 2023.

### Finance Expense and Income Taxes

	Three Months Ended		Six Months Endeo	
		June 30		June 30
	2024	2023	2024	2023
(in millions of dollars)	\$	\$	\$	\$
Operating Earnings (Loss)	271.5	214.1	540.8	391.0
Finance Income and (Expenses)	(37.3)	(15.4)	(70.3)	(28.6)
Provision for (Recovery of) Income Taxes	60.1	63.7	117.9	110.4
Net Earnings (Loss)	174.1	135.0	352.6	252.0

### Finance Expenses

Finance expenses increased \$21.9 million in Q2 2024 from \$15.4 million in Q2 2023 to \$37.3 million due to:

- the issuance of \$550 million private placement notes in June 2023 ("2033 Notes") used primarily to fund the Linamar Structures acquisitions in 2023;
- the issuance of \$700 million term credit agreement issued in February 2024 used primarily to fund the Bourgault acquisition;
- an increase in interest costs associated with leases acquired in the Linamar Structures acquisitions; and
- an increase in interest costs due to change in the Bank of Canada overnight rate and United States Federal Funds rate.

YTD finance expenses increased \$41.7 million from \$28.6 million in YTD 2023 to \$70.3 million primarily due to the same factors that impacted the guarter.

The consolidated effective interest rate for Q2 2024 increased to 5.4% compared to 4.3% in Q2 2023. The consolidated effective interest rate for YTD 2024 increased to 5.3% compared to 4.1% in YTD 2023. The changes in the effective interest rate for both Q2 2024 and YTD 2024 were driven by a mix of the above factors.

### **Income Taxes**

The effective tax rate for Q2 2024 was 25.7%, a decrease from the 32.1% rate in the same quarter of 2023. The decrease in the effective tax rate in Q2 2024 was primarily due to:

- Q2 2023 withholding tax on the repatriation of funds from China that did not recur in Q2 2024;
- a favourable mix of foreign tax rates;
- a decrease in expenses that are not deductible in determining taxable earnings; partially offset by
- an increase in unused tax losses not recognized as deferred tax assets.

The effective tax rate for YTD 2024 was 25.1%, a decrease from the 30.5% rate in the same period of 2023. The factors that impacted Q2 2024 similarly impacted YTD 2024 with the exception of the impact from the expenses that are not deductible in determining taxable earnings which were an increase on a YTD basis.

## TOTAL EQUITY AND OUTSTANDING SHARE DATA

During the quarter no options expired unexercised, no options were forfeited, no options were exercised, and no options were issued.

The Company is authorized to issue an unlimited number of common shares, of which 61,578,157 common shares were outstanding as of August 8, 2024. The Company's common shares constitute its only class of voting securities. As of August 8, 2024, there were 1,250,000 options to acquire common shares outstanding and 3,300,000 options still available to be granted under the Company's share option plan.

## SELECTED FINANCIAL INFORMATION

### **Quarterly Results**

The following table sets forth unaudited information for each of the eight quarters ended September 30, 2022 through June 30, 2024. This information has been derived from the Company's unaudited consolidated interim financial statements which, in the opinion of management, have been prepared on a basis consistent with the audited consolidated financial statements and include all adjustments, consisting only of normal recurring adjustments, necessary for fair presentation of the financial position and results of operations for those periods.

	Jun 30 2024	Mar 31 2024	Dec 31 2023	Sep 30 2023	Jun 30 2023	Mar 31 2023	Dec 31 2022	Sep 30 2022
(in millions of dollars, except per share	¢	¢	¢	¢	¢	¢	¢	¢
figures)	φ	ф	φ	φ	φ	φ	φ	<u>ф</u>
Sales	2,848.7	2,721.9	2,453.9	2,434.2	2,552.8	2,292.7	2,060.0	2,098.1
Net Earnings (Loss)	174.1	178.5	104.4	146.7	135.0	117.0	92.2	133.2
Net Earnings (Loss) per Share								
Basic	2.83	2.90	1.70	2.38	2.19	1.90	1.49	2.10
Diluted	2.82	2.90	1.69	2.38	2.19	1.90	1.49	2.10

The quarterly results of the Company are impacted by the seasonality of certain operational units. Historically, earnings in the second and third quarter for the Industrial segment are positively impacted by the high selling season for both the access equipment and agricultural businesses. For the Mobility segment, vehicle production is typically at its lowest level during the third and fourth quarters due to lower OEM production schedules resulting from shutdowns related to summer and winter maintenance and model changeovers. The Company takes advantage of summer and winter shutdowns for maintenance activities that would otherwise disrupt normal production schedules. Additionally, the prolonged supply chain disruptions and cost pressures had continued to have adverse impacts on 2023 and 2022.

## FINANCIAL CONDITION, LIQUIDITY AND CAPITAL RESOURCES

**Cash Flows** 

	Three Months Ended June 30		Six Months Ended June 30	
	2024	2023	2024	2023
(in millions of dollars)	\$	\$	\$	\$
Cash generated from (used in):				
Operating Activities	236.0	260.9	386.0	442.6
Financing Activities	(88.8)	462.0	703.7	472.0
Investing Activities	(174.6)	(212.7)	(988.3)	(379.6)
Effect of translation adjustment on cash	0.1	(25.1)	5.2	(19.7)
Increase (decrease) in cash and cash equivalents	(27.3)	485.1	106.6	515.3
Cash and cash equivalents – Beginning of Period	787.2	890.7	653.3	860.5
Cash and cash equivalents – End of Period	759.9	1,375.8	759.9	1,375.8
Comprised of:				
Cash in bank	445.8	1,142.6	445.8	1,142.6
Short-term deposits	317.3	237.2	317.3	237.2
Unpresented cheques	(3.2)	(4.0)	(3.2)	(4.0)
	759.9	1,375.8	759.9	1,375.8

The Company's cash and cash equivalents (net of unpresented cheques) at June 30, 2024 were \$759.9 million, a decrease of \$615.9 million, or 44.8%, compared to June 30, 2023 primarily due to proceeds from borrowings related to the Company's 2023 business acquisitions.

Cash generated from operating activities was \$236.0 million, a decrease of \$24.9 million from Q2 2023, due to increased use of cash in net operating assets partially offset by increased earnings. YTD cash generated from operating activities was \$386.0 million, \$56.6 million less than was provided in YTD 2023, due primarily to factors as described above.

Financing activities used \$88.8 million of cash compared to \$462.0 million generated in Q2 2023, which was primarily due to the prior year generation of cash from the Company's new 2033 Notes issued in June 2023. YTD cash generated from financing activities was \$703.7

million, compared to \$472.0 million generated YTD 2023. The increased generation of cash was due to higher proceeds from the Q1 2024 term credit agreement, when compared to the 2033 Notes, along with higher proceeds from of long-term debt.

Investing activities used \$174.6 million in Q2 2024 compared to \$212.7 million used in Q2 2023. The use of cash was primarily for the purchases of property, plant, and equipment.

### **Operating Activities**

	Three Months Ended June 30		Six Months Ended June 30	
	2024	2023	2024	2023
(in millions of dollars)	\$	\$	\$	\$
Net Earnings (Loss) for the period	174.1	135.0	352.6	252.0
Adjustments to earnings	177.1	127.9	323.7	245.1
	351.2	262.9	676.3	497.1
Changes in operating assets and liabilities	(115.2)	(2.0)	(290.3)	(54.5)
Cash generated from (used in) operating activities	236.0	260.9	386.0	442.6

Cash generated by operations before the effect of changes in operating assets and liabilities increased \$88.3 million, or 33.6%, in Q2 2024 to \$351.2 million, compared to \$262.9 million in Q2 2023 primarily due to higher net earnings. YTD cash generated from operations before the effect of changes in operating assets and liabilities increased \$179.2 million in 2024 to \$676.3 million, compared to \$497.1 million for YTD 2023.

Changes in operating assets and liabilities for Q2 2024 used cash of \$115.2 million primarily due to increases in accounts receivables and inventories required to support sales growth. Changes in operating assets and liabilities YTD used cash of \$290.3 million primarily due to increased accounts receivables and inventories partially offset by increased accounts payables.

### **Financing Activities**

	Three Months Ended June 30		Six Months Ended June 30	
	2024	2023	2024	2023
(in millions of dollars)	\$	\$	\$	\$
Proceeds from (repayments of) long-term debt	(31.5)	(48.6)	98.2	(24.3)
Proceeds from term credit agreement	-	-	700.0	-
Proceeds from private placement notes	-	550.0	-	550.0
Dividends	(30.8)	(27.1)	(30.8)	(27.1)
Finance income received (expenses paid)	(26.5)	(12.3)	(63.7)	(26.6)
Cash generated from (used in) financing activities	(88.8)	462.0	703.7	472.0

Cash used by financing activities for Q2 2024 was \$88.8 million compared to \$462.0 million generated in Q2 2023 and YTD financing activities generated \$703.7 million of cash compared to \$472.0 million generated in YTD 2023. Financing activities in YTD 2024 were primarily driven by the proceeds from the new term credit agreement which was partially used for the acquisition of Bourgault in Q1 2024. This compared to the Company's proceeds from the issuance of the Company's new 2033 Notes in Q2 2023.

### **Investing Activities**

	Three Months Ended		Six Months Ended	
		June 30		June 30
	2024	2023	2024	2023
(in millions of dollars)	\$	\$	\$	\$
Payments for purchase of property, plant and equipment	(174.0)	(205.4)	(363.8)	(368.2)
Proceeds on disposal of property, plant and equipment	5.1	0.6	5.6	<b>1.1</b>
Payments for purchase of intangible assets	(5.7)	(7.6)	(12.7)	(12.1)
Business acquisitions, net of cash acquired	-	-	(617.3)	-
Other	-	(0.3)	(0.1)	(0.4)
Cash generated from (used in) investing activities	(174.6)	(212.7)	(988.3)	(379.6)

Cash used for investing activities for Q2 2024 was \$174.6 million compared to Q2 2023 at \$212.7 million. YTD cash used on investing activities was \$988.3 million compared to YTD 2023 at \$379.6 million. In addition to the Company's ongoing purchase of property, plant and equipment, the primary use of cash in Q1 2024 was for the acquisition of Bourgault.

## Liquidity and Capital Resources

The Company's financial condition is solid given its strong balance sheet, which can be attributed to the Company's low-cost structure, low level of debt, strong cash position, prospects for growth and significant new program launches. Management expects that all future operating capital expenditures will be financed by cash flow from operations or utilization of existing financing facilities.

At June 30, 2024, cash and cash equivalents, including short-term deposits was \$759.9 million and the Company's credit facilities had available credit of \$547.8 million. Combined, the Company believes this liquidity<sup>1</sup> of \$1.3 billion at June 30, 2024 is sufficient to meet cash flow needs. Free cash flow<sup>1</sup> was \$67.1 million for Q2 2024 primarily due to cash generated from operating activities from the increase in sales.

### Commitments and Contingencies

Please see the Company's December 31, 2023 annual MD&A for a table summarizing the contractual obligations by category. Also, certain guarantees and legal claims are described in the notes to the Company's consolidated financial statements for the year ended December 31, 2023.

### Financial Instruments

In February 2024, the Company entered into a new term credit agreement for \$700.0 million in connection with the acquisition of Bourgault and general corporate purposes. The term credit agreement is repayable in three tranches with the first due in February 2025 and the last due in February 2027. The term credit agreement has terms and conditions largely consistent with the Company's existing credit facility. Borrowings are subject to short-term market rates, plus applicable margin. The term credit agreement is unsecured and guaranteed by certain subsidiaries of the Company, as defined in the agreement. The borrowings require the Company to maintain certain financial ratios and impose limitations on specified activities.

The Company's strategy, risks and presentation of its financial instruments remain substantially unchanged during the quarter ended June 30, 2024. For more information, please see the Company's December 31, 2023 annual MD&A and the Company's consolidated financial statements for the year ended December 31, 2023.

## CURRENT AND PROPOSED TRANSACTIONS

On February 1, 2024, the Company acquired 100% of the equity interest of Bourgault for a preliminary purchase price of \$618.5 million. Headquartered in St. Brieux, Saskatchewan, Canada, Bourgault is a market and technology leader in broad acre seeding.

There are no other current and proposed transactions for the quarter ended June 30, 2024.

## RISK MANAGEMENT

The Company is exposed to a number of risks in the normal course of business that have the potential to affect its operating results. These include, but are not limited to Competition, Outsourcing and Insourcing; Sources and Availability of Raw Materials; Labour Markets and Dependence on Key Personnel; Dependence on Certain Customers; Technological Change and Product Launches; Public Health Threats; Foreign Business Risk; Foreign Currency Risk; Long-term Contracts; Acquisition and Expansion Risk; Cyclicality and Seasonality; Legal Proceedings and Insurance Coverage; Credit Risk; Weather; Emission Standards; Capital and Liquidity Risk; Tax Laws; Securities Laws Compliance and Corporate Governance Standards; and Environmental Matters. These risk factors remain substantially unchanged during the quarter ended June 30, 2024. These risk factors, as well as the other information contained in this MD&A, the Company's December 31, 2023 annual MD&A, and the Company's December 31, 2023 Annual Information Form, should be considered carefully. These risk factors could materially and adversely affect the Company's future operating results and could cause actual events to differ materially from those described in forward-looking statements related to the Company.

## DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

There were no changes in the Company's internal control over financial reporting during the quarter ended June 30, 2024, which have materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting, except as outlined below in the Limitation of Scope of Design section.

### Limitation of Scope of Design

The Company has limited the scope of design of our internal controls and procedures and internal controls over financial reporting to exclude controls, policies and procedures of i) the Battery Enclosures Business, which the Company acquired on August 3, 2023, ii) the Chassis and Suspension Business, which the Company acquired on October 31, 2023 and iii) Bourgault Industries Ltd, which the Company

<sup>&</sup>lt;sup>1</sup> Liquidity and Free Cash Flow are non-GAAP financial measures. Please see "Non-GAAP and Other Financial Measures" section of this MD&A.

acquired on February 1, 2024. The charts below present the summary financial information of the Battery Enclosures Business, the Chassis and Suspension Business, and Bourgault:

(in millions of dollars)	Battery Enclosures Business \$	Chassis and Suspension Business \$
For the 2023 acquisitions, from the date of acquisition until December 31, 2023:		<u>`</u> _
Sales	135.7	94.7
Net Earnings (Loss) for the Period	6.3	2.6
As at June 30, 2024:		
Current Assets	113.3	109.1
Non-Current Assets	377.0	156.7
Current Liabilities	41.2	176.9
Non-Current Liabilities	49.8	46.4
(in millions of dollars)		Bourgault \$
For the 2024 acquisition, from the date of acquisition until June 30, 2024:		
Sales		200.5
Net Earnings (Loss) for the Period		12.0
As at June 30, 2024:		
Current Assets		214.9
Non-Current Assets		553.1
Current Liabilities		89.3
Non-Current Liabilities		65.0

The scope limitation is in accordance with section 3.3(1)(b) of National Instrument 52-109 to which this MD&A relates, which allows an issuer to limit its design of disclosure controls and procedures and internal controls over financial reporting to exclude controls, policies and procedures of a business that the issuer acquired not more than 365 days prior to the end of the fiscal period.

## **CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS**

The preparation of financial statements in conformity with IFRS requires management to make estimates and judgements about the future. Estimates and judgements are continually evaluated and are based on the historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results could differ from those estimates under different assumptions or conditions. Management's most critical estimates and assumptions in determining the value of assets and liabilities and most critical judgements in applying accounting policies that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next year have been set out in the Company's consolidated financial statements for the year ended December 31, 2023.

## **RECENT ACCOUNTING CHANGES AND EFFECTIVE DATES**

For information pertaining to accounting changes effective in 2023 and for future fiscal years please see the Company's consolidated financial statements for the year ended December 31, 2023 and the consolidated interim financial statements for the quarter ended June 30, 2024.

## NON-GAAP AND OTHER FINANCIAL MEASURES

The Company uses certain non-GAAP and other financial measures to provide useful information to both management, investors, and other stakeholders in assessing the financial performance and financial condition of the Company.

Certain expenses and income that must be recognized under GAAP are not necessarily reflective of the Company's underlying operational performance. For this reason, management uses certain non-GAAP and other financial measures when analyzing operational performance on a consistent basis.

These Non-GAAP and other financial measures do not have a standardized meaning prescribed by GAAP and therefore they are unlikely to be comparable to similarly titled measures presented by other publicly traded companies, and they should not be construed as an alternative to other financial measures determined in accordance with GAAP.

### Normalized Non-GAAP Financial Measures and Ratios

All Non-GAAP financial measures denoted with 'Normalized' as presented by the Company are adjusted for foreign exchange gain (loss), foreign exchange gain (loss) on debt and derivatives, and other items.

### **Operating Earnings (Loss) – Normalized**

Operating Earnings (Loss) – Normalized is a non-GAAP financial measure and the Company believes it is useful in assessing the Company's underlying operational performance and in making decisions regarding the ongoing operations of the business. Operating Earnings (Loss) – Normalized is calculated as Operating Earnings (Loss), the most directly comparable measure as presented in the Company's consolidated statement of earnings, adjusted for foreign exchange gain (loss), and any other items, if applicable, that are considered not to be indicative of underlying operational performance.

### Net Earnings (Loss) - Normalized

Net Earnings (Loss) – Normalized is a non-GAAP financial measure and the Company believes it is useful in assessing the Company's underlying operational performance and in making decisions regarding the ongoing operations of the business. Net Earnings (Loss) – Normalized is calculated as Net Earnings (Loss), the most directly comparable measure as presented in the Company's consolidated statement of earnings, adjusted for foreign exchange gain (loss), foreign exchange gain (loss) on debt and derivatives, and any other items, if applicable, that are considered not to be indicative of underlying operational performance.

### Net Earnings (Loss) per Share – Diluted – Normalized

Net Earnings (Loss) per Share – Diluted – Normalized is a non-GAAP financial ratio and the Company believes it is useful in assessing the Company's underlying operational performance and in making decisions regarding the ongoing operations of the business. Net Earnings (Loss) per Share – Diluted – Normalized is calculated as Net Earnings (Loss) – Normalized (as defined above) divided by the fully diluted number of shares outstanding as at the period end date.

### **EBITDA and EBITDA – Normalized**

EBITDA is a non-GAAP financial measure and the Company believes it is useful in assessing the Company's underlying operational performance of cash flow and profitability, the effective use and allocation of resources, and to provide more meaningful comparisons of operating results. EBITDA is calculated as Net Earnings (Loss) before income taxes, the most directly comparable measure as presented in the Company's consolidated statement of earnings, adjusted for amortization of property, plant and equipment, amortization of other intangible assets, interest expense, and other interest.

EBITDA – Normalized is a non-GAAP financial measure and the Company believes EBITDA – Normalized is useful in assessing the Company's underlying operational performance of cash flow and profitability, the effective use and allocation of resources, and to provide more meaningful comparisons of operating results. EBITDA – Normalized is calculated as EBITDA (as defined above) adjusted for foreign exchange gain (loss), foreign exchange gain (loss) on debt and derivatives, non-cash asset impairments and any other items, if applicable, that are considered not to be indicative of underlying operational performance.

All these other items contained in these non-GAAP financial measures are summarized as follows:

	Three Months Ended June 30		Six Months Ende	
	2024	2023	2024	2023
(in millions of dollars)	\$	\$	\$	\$
Adjustment for contingent consideration of Mills River earn-out	-	-	-	4.9
Adjustment for duties relating to certain Industrial segment products	15.8	-	15.8	-
Other items impacting Operating Earnings (loss) - Normalized and Net				
Earnings (Loss) - Normalized	15.8	-	15.8	4.9
Adjustment for contingent consideration of Mills River earn-out	-	-	-	4.9
Adjustment for duties relating to certain Industrial segment products	15.8	-	15.8	-
Other items	15.8	-	15.8	4.9
Asset impairment provision, net of reversals	0.1	-	0.3	-
Other items and asset impairments impacting EBITDA – Normalized	15.9	-	16.1	4.9

Normalizing items for asset impairment provisions, net of reversals adjusted EBITDA and impacted the Mobility segment by \$0.1 million for Q2 2024 and \$0.3 million YTD 2023 (\$Nil for Q2 2023 and YTD 2023).

During Q2 2024, operating earnings were adversely affected by estimated duties relating to certain Industrial segment products exported between 2022 and 2024. A normalizing item related to these estimated duties impacted operating earnings by \$15.8 million.

During Q1 2023, a normalizing item related to an "adjustment for contingent consideration on Mills River earn-out" impacted the Mobility segment by \$4.9 million. Also, during Q1 2023 and Q2 2023 a normalizing item impacting the Company's income taxes related to withholding tax on repatriation of cash from China by \$6.9 million and \$13.4 million respectively.

All normalized non-GAAP financial measures areas reconciled as follows:

	Three Months Ended June 30					Six Mont	hs Ended June 30	
	2024	2023	+/-	+/-	2024	2023	+/-	+/-
(in millions of dollars, except per share figures)	\$	\$	\$	%	\$	\$	\$	%
Operating Earnings (Loss) – Normalized	·		·					
Operating Earnings (Loss)	271.5	214.1	57.4	26.8%	540.8	391.0	149.8	38.3%
Foreign exchange (gain) loss	3.2	16.7	(13.5)		(22.3)	10.7	(33.0)	
Other items	15.8	-	15.8		`15.8 <sup>´</sup>	4.9	10.9	
Operating Earnings (Loss) – Normalized	290.5	230.8	59.7	25.9%	534.3	406.6	127.7	31.4%
Net Earnings (Loss) – Normalized								
Net Earnings (Loss)	174.1	135.0	39.1	29.0%	352.6	252.0	100.6	39.9%
Foreign exchange (gain) loss	3.2	16.7	(13.5)	20.070	(22.3)	10.7	(33.0)	00.07
Foreign exchange (gain) loss on debt	0.2	10.1	(10.0)		(22:0)	10.1	(00.0)	
and derivatives	0.1	(0.1)	0.2		0.6	0.2	0.4	
Other items	15.8	-	15.8		15.8	4.9	10.9	
Tax impact including Other Items	(4.8)	9.2	(14.0)		1.3	14.7	(13.4)	
Net Earnings (Loss) – Normalized	188.4	160.8	27.6	17.2%	348.0	282.5	65.5	23.2%
					0.000	_00		
Net Earnings (Loss) per Share – Diluted –								
Net Earnings (Loss) per Share – Diluted	2.82	2.19	0.63	28.8%	5.72	4.09	1.63	39.9%
Foreign exchange (gain) loss	0.05	0.27	(0.22)		(0.36)	0.17	(0.53)	
Foreign exchange (gain) loss on debt								
and derivatives	-	-	-		0.01	-	0.01	
Other items	0.26	-	0.26		0.26	0.08	0.18	
Tax impact including Other Items	(0.07)	0.15	(0.22)		0.02	0.25	(0.23)	
Net Earnings (Loss) per Share – Diluted								
- Normalized	3.06	2.61	0.45	17.2%	5.65	4.59	1.06	23.1%
EBITDA and EBITDA – Normalized								
Net Earnings (Loss) before income taxes	234.2	198.7	35.5	17.9%	470.5	362.4	108.1	29.8%
Amortization of property, plant and								
equipment	128.7	101.7	27.0		251.3	201.8	49.5	
Amortization of other intangible assets	20.2	15.4	4.8		37.8	31.3	6.5	
Interest expense	34.9	14.8	20.1		65.0	27.9	37.1	
Other interest	6.2	5.0	1.2		11.3	10.1	1.2	
EBITDA	424.2	335.6	88.6	26.4%	835.9	633.5	202.4	31.9%
Foreign exchange (gain) loss Foreign exchange (gain) loss on debt	3.2	16.7	(13.5)		(22.3)	10.7	(33.0)	
and derivatives	0.1	(0.1)	0.2		0.6	0.2	0.4	
Asset impairment provision, net of	0.1	(3.1)	5.2		0.0	0.2	0.1	
reversals	0.1	-	0.1		0.3	-	0.3	
Other items	15.8	-	15.8		15.8	4.9	10.9	
EBITDA – Normalized	443.4	352.2	91.2	25.9%	830.3	649.3	181.0	27.9%

All normalized non-GAAP financial measures areas impacting segments reconciled as follows:

155.5

11.8

167.3

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		Three M	Ionths Ended June 30		Six N	Nonths Ended June 30
			2024			2024
<i>" "</i>	Industrial	Mobility	Linamar	Industrial	Mobility	Linamar
(in millions of dollars)	\$	\$	\$	\$	\$	\$
Operating Earnings (Loss) – Normalized						
Operating Earnings (Loss)	154.7	116.8	271.5	294.5	246.3	540.8
Foreign exchange (gain) loss	(6.2)	9.4	3.2	(25.8)	3.5	(22.3)
Other items	15.8	-	15.8	15.8	-	15.8
Operating Earnings (Loss) – Normalized	164.3	126.2	290.5	284.5	249.8	534.3
EBITDA – Normalized						
EBITDA	180.0	244.2	424.2	339.1	496.8	835.9
Foreign exchange (gain) loss	(6.2)	9.4	3.2	(25.8)	3.5	(22.3)
Foreign exchange (gain) loss on debt	(- )			( /		X -7
and derivatives	0.1	-	0.1	0.6	-	0.6
Asset impairment provision, net of						
reversals	-	0.1	0.1	-	0.3	0.3
Other items	15.8	-	15.8	15.8	-	15.8
EBITDA – Normalized	189.7	253.7	443.4	329.7	500.6	830.3
		Three N	Ionths Ended		Six N	Ionths Ended
			June 30			June 30
			2023			2023
	Industrial	Mobility	Linamar	Industrial	Mobility	Linamar
(in millions of dollars)	\$	\$	\$	\$	\$	\$
Operating Earnings (Loss) – Normalized		•	*		•	,
Operating Earnings (Loss)	139.8	74.3	214.1	244.7	146.3	391.0
Foreign exchange (gain) loss	11.8	4.9	16.7	4.4	6.3	10.7
Other items	-	-	-	-	4.9	4.9
Operating Earnings (Loss) – Normalized	151.6	79.2	230.8	249.1	157.5	406.6

### Other Non-GAAP Financial Measures

### Free Cash Flow

EBITDA – Normalized

and derivatives

EBITDA – Normalized

reversals

Other items

Foreign exchange (gain) loss

Foreign exchange (gain) loss on debt

Asset impairment provision, net of

EBITDA

Free Cash Flow is a non-GAAP financial measure and the Company believes it is useful in assessing the Company's ability to generate cash. Free Cash Flow is calculated as Cash from Operating Activities, the most directly comparable measure as presented in the Company's consolidated statements of cash flows, adjusted for payments for purchase of property, plant and equipment, and proceeds on disposal of property, plant and equipment.

180.1

4.9

(0.1)

184.9

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335.6

16.7

(0.1)

352.2

276.5

4.4

0.2

-

281.1

357.0

6.3

\_

4.9

368.2

633.5

10.7

0.2

\_

649.3

4.9

### Liquidity

Liquidity is a non-GAAP financial measure and the Company believes it is useful in assessing the Company's ability to satisfy its financial obligations as they come due. Liquidity is calculated as Cash, the most directly comparable measure as presented in the Company's consolidated statements of financial position, adjusted for the Company's available credit.

All other non-GAAP financial measures are reconciled as follows:

	Three Months Ended June 30		Six Months Ende June 3	
	2024	2023	2024	2023
(in millions of dollars)	\$	\$	\$	\$
Free Cash Flow				
Cash generated from (used in) operating activities	236.0	260.9	386.0	442.6
Payments for purchase of property, plant and equipment	(174.0)	(205.4)	(363.8)	(368.2)
Proceeds on disposal of property, plant and equipment	5.1	0.6	5.6	1.1
Free Cash Flow	67.1	56.1	27.8	75.5
Liquidity				
Cash and cash equivalents	759.9	1,375.8	759.9	1,375.8
Available credit	547.8	465.8	547.8	465.8
Liquidity	1,307.7	1,841.6	1,307.7	1,841.6

# Supplementary Financial Measures Content per Vehicle

Content per Vehicle is a supplementary financial measure and is calculated within the Mobility segment for the region indicated as automotive sales less tooling sales divided by vehicle production units.

Summary of Content per Vehicle by Quarter The following table summarizes the updated CPV for the current year for changes in volumes as revised by industry sources:

-	•	•	• •	
Estimates as of June 30, 2024	Three M	Ionths Ended	٢	ear to Date
	Mar 31	Jun 30	Mar 31	Jun 30
North America	2024	2024	2024	2024
Vehicle Production Units	4.11	4.31	4.11	8.43
Automotive Sales	\$ 1,219.6	\$ 1,220.2	\$ 1,219.6	\$ 2,439.8
Content Per Vehicle	\$ 296.41	\$ 283.06	\$ 296.41	\$ 289.58
Europe				
Vehicle Production Units	4.63	4.42	4.63	9.04
Automotive Sales	\$ 480.6	\$ 447.2	\$ 480.6	\$ 927.8
Content Per Vehicle	\$ 103.89	\$ 101.24	\$ 103.89	\$ 102.60
Asia Pacific				
Vehicle Production Units	11.66	12.30	11.66	23.96
Automotive Sales	\$ 130.9	\$ 135.6	\$ 130.9	\$ 266.5
Content Per Vehicle	\$ 11.22	\$ 11.03	\$ 11.22	\$ 11.12
Estimates as of March 31, 2024	Three Months Ended		Year to Date	
	Mar 31		Mar 31	
North America	2024		2024	
Vehicle Production Units	4.09		4.09	
Automotive Sales	\$ 1,206.5		\$ 1,206.5	
Content Per Vehicle	\$ 294.99		\$ 294.99	
Europe				
Vehicle Production Units	4.52		4.52	
Automotive Sales	\$ 497.6		\$ 497.6	
Content Per Vehicle	\$ 110.10		\$ 110.10	
Asia Pacific				
Vehicle Production Units	11.54		11.54	
Automotive Sales	\$ 125.5		\$ 125.5	
Content Per Vehicle	\$ 10.87		\$ 10.87	

Change in Estimates from Prior Quarter	Three Months	Ended Mar 31 2024	Year	to Date Mar 31 2024
North America		+/-		+/-
Vehicle Production Units		0.02		0.02
Automotive Sales	\$	13.1	\$	13.1
Content Per Vehicle	\$	1.42	\$	1.42
Europe				
Vehicle Production Units		0.11		0.11
Automotive Sales	\$	(17.0)	\$	(17.0)
Content Per Vehicle	\$	(6.21)	\$	(6.21)
Asia Pacific				
Vehicle Production Units		0.12		0.12
Automotive Sales	\$	5.4	\$	5.4
Content Per Vehicle	\$	0.35	\$	0.35

## FORWARD LOOKING INFORMATION

Certain information provided by Linamar in this MD&A, the consolidated financial statements and other documents published throughout the year which are not recitation of historical facts may constitute forward-looking statements. The words "may", "would", "could", "will", "likely", "estimate", "believe", "expect", "plan", "forecast" and similar expressions are intended to identify forward-looking statements. Readers are cautioned that such statements are only predictions and the actual events or results may differ materially. In evaluating such forward-looking statements, readers should specifically consider the various factors that could cause actual events or results to differ materially from those indicated by such forward-looking statements.

Such forward-looking information may involve important risks and uncertainties that could materially alter results in the future from those expressed or implied in any forward-looking statements made by, or on behalf of, Linamar. Some of the factors and risks and uncertainties that cause results to differ from current expectations include, but are not limited to, changes in the competitive environment in which Linamar operates, OEM outsourcing and insourcing; sources and availability of raw materials; labour markets and dependence on key personnel; dependence on certain customers and product programs; technological change in the sectors in which the Company operates and by Linamar's competitors; delays in or operational issues with product launches; foreign currency risk; long-term contracts that are not guaranteed; acquisition and expansion risk; foreign business risk; public health threats; cyclicality and seasonality; legal proceedings and insurance coverage; credit risk; weather; emission standards; capital and liquidity risk; tax laws; securities laws compliance and corporate governance standards; fluctuations in interest rates; environmental emissions and safety regulations; trade and labour disruptions; world political events; pricing concessions to customers; and governmental, environmental and regulatory policies.

The foregoing is not an exhaustive list of the factors that may affect Linamar's forward-looking statements. These and other factors should be considered carefully and readers should not place undue reliance on Linamar's forward-looking statements. Linamar 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.

## **Consolidated Interim Statements of Financial Position**

As at June 30, 2024 with comparatives as at December 31, 2023 (Unaudited) (in thousands of Canadian dollars)

	June 30 2024 \$	December 31 2023 \$
ASSETS	750 000	652 207
Cash and cash equivalents Accounts and other receivables	759,883 1,654,890	653,327 1,343,322
	2,192,125	1,343,322
Income taxes recoverable	2,192,125 47,508	41,481
Current portion of long-term receivables (Note 6)	35,433	24,151
Current portion of derivative financial instruments (Note 6)	4,108	32,970
Prepaid expenses and other current assets	63,472	65,052
Current Assets	4,757,419	3,996,968
Current Assets	4,707,413	3,330,300
Long-term receivables (Note 6)	25,461	39,142
Derivative financial instruments (Note 6)	18	5.110
Property, plant and equipment	3,871,654	3,652,498
Investments	8,567	8,227
Deferred tax assets	181,429	172,832
Intangible assets	1,165,000	942,274
Goodwill	1,201,676	1,033,449
Assets	11,211,224	9,850,500
LIABILITIES	0 570 074	0 000 054
Accounts payable and accrued liabilities	2,578,071	2,328,651
Provisions	56,310	49,255
Income taxes payable	55,291	95,781
Current portion of long-term debt (Notes 6, 7) Current portion of derivative financial instruments (Note 6)	119,837 17,689	40,530 4,698
Current Liabilities	2,827,198	2,518,915
	2,027,190	2,510,915
Long-term debt (Notes 6, 7)	2,474,484	1,731,817
Derivative financial instruments (Note 6)	3,452	139
Deferred tax liabilities	304,904	277,526
Liabilities	5,610,038	4,528,397
		· · · · ·
EQUITY		
Capital stock	142,100	142,100
Retained earnings	5,368,251	5,046,422
Contributed surplus	35,729	34,177
Accumulated other comprehensive earnings (loss)	55,106	99,404
Equity	5,601,186	5,322,103
Liabilities and Equity	11,211,224	9,850,500

The accompanying notes are an integral part of these consolidated interim financial statements.

### On behalf of the Board of Directors:

(Signed) "Linda Hasenfratz"

Linda Hasenfratz Director (Signed) "Jim Jarrell"

Jim Jarrell Director

**Consolidated Interim Statements of Earnings** For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars, except per share figures)

	Three I	Months Ended June 30		
	2024 \$	2023 \$	2024 \$	2023 \$
Sales	2,848,656	2,552,834	5,570,552	4,845,496
Cost of sales	2,423,835	2,190,981	4,752,539	4,183,120
Gross Margin	424,821	361,853	818,013	662,376
Selling, general and administrative	153,030	131,172	304,752	255,824
Other income and (expenses) (Note 8)	(246)	(16,612)	27,509	(15,544)
Operating Earnings (Loss)	271,545	214,069	540,770	391,008
Finance income and (expenses) (Note 9)	(37,304)	(15,343)	(70,248)	(28,569)
Net Earnings (Loss) before Income Taxes	234,241	198,726	470,522	362,439
Provision for (recovery of) income taxes	60,135	63,735	117,904	110,451
Net Earnings (Loss) for the Period	174,106	134,991	352,618	251,988
Net Earnings (Loss) per Share:				
Basic	2.83	2.19	5.73	4.10
Diluted	2.82	2.19	5.72	4.09

**Consolidated Interim Statements of Comprehensive Earnings** For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars)

	Three Months Ended June 30		Six Months Ende	
	2024	2023	2024	2023
Net Earnings (Loss) for the Period	چ 174,106	ۍ 134,991	ۍ 352,618	ۍ 251,988
Items that may be reclassified subsequently to net income				
Unrealized gains (losses) on translating financial statements of foreign operations	(18,245)	(64,076)	(10,119)	4,087
Change in unrealized gains (losses) on net investment hedges	(1,600)	7,424	(1,280)	960
Change in unrealized gains (losses) on cash flow hedges	(28,505)	23,437	(46,028)	34,026
Change in cost of hedging	<b>1,979</b>	(1,193)	3,588	(3,260)
Reclassification to earnings of gains (losses) on cash flow hedges	4,419	3,420	(1,425)	8,540
Tax impact of above	5,526	(6,590)	10,966	(10,033)
Other Comprehensive Earnings (Loss)	(36,426)	(37,578)	(44,298)	34,320
Comprehensive Earnings (Loss) for the Period	137,680	97,413	308,320	286,308

**Consolidated Interim Statements of Changes in Equity** For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars)

	Capital stock \$	Retained earnings \$	Contributed surplus \$	Cumulative translation adjustment \$	Hedging reserves \$	Total Equity \$
Balance at January 1, 2023	138,925	4,597,513	31,359	59,764	(15,850)	4,811,711
Net Earnings (Loss)	-	251,988	-	-	-	251,988
Other comprehensive earnings (loss)	-	-	-	5,047	29,273	34,320
Comprehensive Earnings (Loss)	-	251,988	-	5,047	29,273	286,308
Hedging transferred to the carrying value of inventory	-	-	-	-	827	827
Share-based compensation	-	-	1,984	-	-	1,984
Dividends	-	(27,072)	-	-	-	(27,072)
Balance at June 30, 2023	138,925	4,822,429	33,343	64,811	14,250	5,073,758

	Capital stock \$	Retained earnings \$	Contributed surplus \$	Cumulative translation adjustment \$	Hedging reserves \$	Total Equity \$
Balance at January 1, 2024	142,100	5,046,422	34,177	82,446	16,958	5,322,103
Net Earnings (Loss)	-	352,618	-	-	-	352,618
Other comprehensive earnings (loss)	-	-	-	(11,399)	(32,899)	(44,298)
Comprehensive Earnings (Loss)	-	352,618	-	(11,399)	(32,899)	308,320
Share-based compensation	-	-	1,552	-	-	1,552
Dividends	-	(30,789)	-	-	-	(30,789)
Balance at June 30, 2024	142,100	5,368,251	35,729	71,047	(15,941)	5,601,186

**Consolidated Interim Statements of Cash Flows** For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars)

Cash generated from (used in) Operating Activities Net Earnings (Loss) for the Period Adjustments for: Amortization of property, plant and equipment Amortization of other intangible assets Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other Changes in operating assets and liabilities	2024 \$ 174,106 128,705 20,192 (13,140) 146 776 37,304 3,149 351,238	June 30 2023 \$ 134,991 101,687 15,419 (4,346) 5 784 15,343 (990) 262,893	2024 \$ 352,618 251,342 37,755 (29,513) 303 1,552 70,248 (8,020)	June 30 2023 \$ 251,988 201,752 31,331 (18,489) 28 1,984 28,569
Operating Activities Net Earnings (Loss) for the Period Adjustments for: Amortization of property, plant and equipment Amortization of other intangible assets Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	\$ 174,106 128,705 20,192 (13,140) 146 776 37,304 3,149	\$ 134,991 101,687 15,419 (4,346) 5 784 15,343 (990)	\$ 352,618 251,342 37,755 (29,513) 303 1,552 70,248	\$ 251,988 201,752 31,331 (18,489) 28 1,984 28,569
Operating Activities Net Earnings (Loss) for the Period Adjustments for: Amortization of property, plant and equipment Amortization of other intangible assets Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	174,106 128,705 20,192 (13,140) 146 776 37,304 3,149	134,991 101,687 15,419 (4,346) 5 784 15,343 (990)	352,618 251,342 37,755 (29,513) 303 1,552 70,248	251,988 201,752 31,331 (18,489) 28 1,984 28,569
Operating Activities Net Earnings (Loss) for the Period Adjustments for: Amortization of property, plant and equipment Amortization of other intangible assets Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	128,705 20,192 (13,140) 146 776 37,304 3,149	101,687 15,419 (4,346) 5 784 15,343 (990)	251,342 37,755 (29,513) 303 1,552 70,248	201,752 31,331 (18,489) 28 1,984 28,569
Net Earnings (Loss) for the Period Adjustments for: Amortization of property, plant and equipment Amortization of other intangible assets Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	128,705 20,192 (13,140) 146 776 37,304 3,149	101,687 15,419 (4,346) 5 784 15,343 (990)	251,342 37,755 (29,513) 303 1,552 70,248	201,752 31,331 (18,489) 28 1,984 28,569
Adjustments for: Amortization of property, plant and equipment Amortization of other intangible assets Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	128,705 20,192 (13,140) 146 776 37,304 3,149	101,687 15,419 (4,346) 5 784 15,343 (990)	251,342 37,755 (29,513) 303 1,552 70,248	201,752 31,331 (18,489) 28 1,984 28,569
Amortization of property, plant and equipment Amortization of other intangible assets Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	20,192 (13,140) 146 776 37,304 3,149	15,419 (4,346) 5 784 15,343 (990)	37,755 (29,513) 303 1,552 70,248	31,331 (18,489) 28 1,984 28,569
Amortization of other intangible assets Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	20,192 (13,140) 146 776 37,304 3,149	15,419 (4,346) 5 784 15,343 (990)	37,755 (29,513) 303 1,552 70,248	31,331 (18,489) 28 1,984 28,569
Deferred income taxes Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	(13,140) 146 776 37,304 3,149	(4,346) 5 784 15,343 (990)	(29,513) 303 1,552 70,248	(18,489) 28 1,984 28,569
Asset impairment provision, net of reversals Share-based compensation Finance (income) and expenses Other	146 776 37,304 3,149	5 784 15,343 (990)	303 1,552 70,248	28 1,984 28,569
Share-based compensation Finance (income) and expenses Other	776 37,304 3,149	784 15,343 (990)	1,552 70,248	1,984 28,569
Finance (income) and expenses Other	37,304 3,149	15,343 (990)	70,248	28,569
Other	3,149	(990)		
				(106)
Changes in operating assets and liabilities	551,250		676,285	497,057
		202,035	070,200	437,007
	(10 902)	(111 400)	(224 450)	(220 576)
(Increase) decrease in accounts and other receivables	(49,803)	(111,499)	(234,450)	(230,576)
(Increase) decrease in inventories	(72,222)	5,316	(181,618)	(89,010)
(Increase) decrease in prepaid expenses and other current assets	6,112	3,720	3,053	7,482
(Increase) decrease in long-term receivables	(3,206)	(504)	2,641	3,411
Increase (decrease) in income taxes	(2,859)	20,375	(48,878)	33,643
Increase (decrease) in accounts payable and accrued liabilities	5,103	76,898	167,486	216,184
Increase (decrease) in provisions	1,603	3,665	1,514	4,380
	(115,272)	(2,029)	(290,252)	(54,486)
Cash generated from (used in) operating activities	235,966	260,864	386,033	442,571
Financing Activities				
Proceeds from (repayments of) long-term debt	(31,501)	(48,586)	98,161	(24,260)
Proceeds from term credit agreement	-	(,	700,000	(= :,===;
Proceeds from private placement notes	-	550,000		550,000
Dividends	(30,789)	(27,072)	(30,789)	(27,072)
Finance income received (expenses paid)	(26,517)	(12,377)	(63,673)	(26,648)
Cash generated from (used in) financing activities	(88,807)	461,965	703,699	472,020
	(00,001)	101,000	100,000	112,020
Investing Activities	(472.005)	(005 440)	(202 007)	(200 407)
Payments for purchase of property, plant and equipment	(173,965)	(205,419)	(363,807)	(368,167)
Proceeds on disposal of property, plant and equipment	5,102	669	5,562	1,067
Payments for purchase of intangible assets	(5,754)	(7,690)	(12,648)	(12,092)
Business acquisition, net of cash acquired	-	-	(617,301)	-
Other	(1)	(299)	(81)	(425)
Cash generated from (used in) investing activities	(174,618)	(212,739)	(988,275)	(379,617)
	(27,459)	510,090	101,457	534,974
Effect of translation adjustment on cash	153	(25,020)	5,099	(19,730)
Increase (decrease) in cash and cash equivalents	(27,306)	485,070	106,556	515,244
Cash and cash equivalents - Beginning of Period	787,189	890,689	653,327	860,515
Cash and cash equivalents - End of Period	759,883	1,375,759	759,883	1,375,759
Comprised of:				
Cash in bank	445,815	1,142,636	445,815	1,142,636
Short-term deposits	317,277	237,162	317,277	237,162
Unpresented cheques	(3,209)	(4,039)	(3,209)	(4,039)
onprosented energies	759,883	1,375,759	759,883	1,375,759

## Notes to Consolidated Interim Financial Statements

For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars, except where otherwise noted)

## 1 General Information

Linamar Corporation and its subsidiaries, including jointly controlled entities, (together, the "Company") is a diversified global manufacturing company of highly engineered products. The Company is incorporated in Ontario, Canada with common shares listed on the Toronto Stock Exchange ("TSX"). The Company is domiciled in Canada and its registered office is 287 Speedvale Avenue West, Guelph, Ontario, Canada.

The consolidated interim financial statements of the Company for the period ended June 30, 2024 were authorized for issue in accordance with a resolution of the Company's Board of Directors on August 8, 2024.

## 2 Basis of Preparation and Material Accounting Policies

The Company has prepared its consolidated interim financial statements in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board ("IFRS® Accounting Standards") and with interpretations of the International Financial Reporting Issues Committee.

These interim financial statements have been prepared in accordance with IFRS Accounting Standards applicable to the preparation of interim financial statements, including International Accounting Standards ("IAS") 34, Interim Financial Reporting. Accordingly, certain information and footnotes as required in the annual financial statements have been omitted or condensed and as such these interim financial statements should be read in conjunction with the Company's annual financial statements for the year ended December 31, 2023. These interim financial statements and the notes thereto have not been reviewed by the Company's external auditors pursuant to a review engagement applying review standards set out in the Canadian Chartered Professional Accountants handbook.

These interim financial statements were prepared on a going concern basis, under the historical cost convention, as modified by the revaluation of financial assets and financial liabilities (including derivative instruments) at fair value.

The Company has prepared these unaudited consolidated interim financial statements using the same accounting policies and methods as those used in the Company's audited consolidated annual financial statements for the year ended December 31, 2023. These policies have been consistently applied to all periods presented, unless otherwise stated.

## 3 Changes in Accounting Policies

## New Standards and Amendments Adopted

Certain new standards and amendments became effective during the current period. The impact from the adoption of these new standards and amendments are discussed below.

### IAS 7 Statement of Cash Flows, IFRS 7 Financial Instruments: Disclosures

Effective for the annual financial statements relating to fiscal years beginning on or after January 1, 2024, the IASB issued disclosure requirements to enhance the transparency of supplier finance arrangements and their effects on the Company's liabilities, cash flows and exposure to liquidity risk.

## New Standards and Interpretations Not Yet Adopted

All pronouncements will be adopted in the Company's accounting policies after the effective date of the pronouncement. Information on new standards, amendments and interpretations that are expected to be relevant to the Company's financial statements is provided below. Certain other new standards, amendments and interpretations to existing standards were not relevant nor would they significantly impact the Company's net earnings or financial position.

### **IFRS 18 Presentation and Disclosure in Financial Statements**

Effective for the annual financial statements relating to fiscal years beginning on or after January 1, 2027, the IASB issued a new standard replacing *IAS 1 Presentation of Financial Statements*. Although the new standard carries forward many requirements from IAS 1 unchanged, IFRS 18 introduces three sets of new requirements to improve companies' reporting of financial performance and give investors a better basis for analyzing and comparing companies. Management is currently assessing the impact that these amendments will have on the financial statements.

## 4 Critical Accounting Estimates and Judgements

The preparation of financial statements in conformity with IFRS Accounting Standards requires management to make estimates and judgements about the future. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results could differ from those estimates under different assumptions or conditions. Management's most critical estimates and assumptions in determining the value of

## Notes to Consolidated Interim Financial Statements

For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars, except where otherwise noted)

assets and liabilities and most critical judgements in applying accounting policies that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next year have been set out in the Company's annual financial statements for the year ended December 31, 2023.

## 5 Seasonality

Historically, earnings in the second and third quarter for the Industrial segment are positively impacted by the high selling season for both the access equipment and agricultural businesses. For the Mobility segment, vehicle production is typically at its lowest level during the third and fourth quarters due to lower original equipment manufacturers' production schedules resulting from shutdowns related to summer and winter maintenance and model changeovers. The Company takes advantage of summer and winter shutdowns for maintenance activities that would otherwise disrupt normal production schedules.

## 6 Composition of Financial Instruments

The comparison of fair values to carrying amounts of financial assets and financial liabilities along with their fair value hierarchy for financial assets and financial liabilities carried at fair value on a recurring basis is as follows:

	June 30, 2024			December 31, 2023	
		Carrying Value		Carrying Value	
		Asset		Asset	
	Subsequent	(Liability)	Fair Value	(Liability)	Fair Value
	Measurement	\$	\$	\$	\$
Long-term receivables	Amortized cost (Level 2)	60,894	61,128	63,293	62,803
Derivative financial instruments (hedge relationships)					
USD sales forwards – CAD functional entities	Fair value (Level 2)	(12,845)	(12,845)	15,385	15,385
USD sales forwards – MXN functional entities	Fair value (Level 2)	(2,648)	(2,648)	20,653	20,653
USD sales forwards – CNY functional entities	Fair value (Level 2)	(992)	(992)	(702)	(702)
Derivative financial instruments (held for trading)					
CAD foreign currency forwards	Fair value (Level 2)	(530)	(530)	(2,093)	(2,093)
Investment designated at fair value through other					
comprehensive income	Fair value (Level 3)	8,567	8,567	8,227	8,227
Long-term debt, excluding lease liabilities	Amortized cost (Level 2)	(2,388,401)	(2,292,667)	(1,568,834)	(1,478,148)

## 7 Long-Term Debt

	June 30 2024 \$	December 31 2023 \$
Private placement notes	1,016,655	1,015,213
Bank borrowings	1,306,819	485,195
Lease liabilities	205,920	203,513
Government borrowings	64,927	68,426
	2,594,321	1,772,347
Less: current portion	119,837	40,530
	2,474,484	1,731,817

In February 2024, the Company entered into a new term credit agreement for \$700,000 in connection with the acquisition of Bourgault (Note 13) and general corporate purposes. The term credit agreement is repayable in three tranches with the first due in February 2025 and the last due in February 2027. The term credit agreement has terms and conditions largely consistent with the Company's existing credit facility. Borrowings are subject to short-term market rates, plus applicable margin. The term credit agreement is unsecured and guaranteed by certain subsidiaries of the Company, as defined in the agreement. The borrowings require the Company to maintain certain financial ratios and impose limitations on specified activities.

As of June 30, 2024, \$547,804 was available under the revolving credit facility.

## Notes to Consolidated Interim Financial Statements

For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars, except where otherwise noted)

## 8 Other Income and (Expenses)

	Three Months Ended		Six Months Ende	
		June 30		June 30
	2024	2023	2024	2023
	\$	\$	\$	\$
Foreign exchange gain (loss)	(3,131)	(16,762)	22,301	(10,734)
Other income (expense)	2,885	150	5,208	(4,810)
	(246)	(16,612)	27,509	(15,544)

## 9 Finance Income and (Expenses)

	Three Months Ended		Six M	onths Ended
	2024	June 30 2024 2023		June 30 2023
	\$	\$	2024 \$	\$
Interest expense	(34,901)	(14,716)	(64,962)	(27,937)
Foreign exchange gain (loss) on debt and derivatives	(162)	113	(620)	(87)
Interest earned	5,312	5,410	9,443	11,580
Other	(7,553)	(6,150)	(14,109)	(12,125)
	(37,304)	(15,343)	(70,248)	(28,569)

## 10 Commitments

As at June 30, 2024, outstanding commitments for capital expenditures under purchase orders and contracts amounted to \$333,328 (June 30, 2023 - \$435,185). Of this amount \$307,011 (June 30, 2023 - \$398,944) relates to the purchase of manufacturing equipment and \$26,317 (June 30, 2023 - \$36,241) relates to general contracting and construction costs in respect of plant construction. Of the commitments for plant construction, \$22,478 (June 30, 2023 - \$398) were commitments to a related party, a company owned by the spouse of an officer and director. The majority of these commitments are due within the next twelve months.

## 11 Related Party Transactions

Building additions made by a related party, a company owned by the spouse of an officer and director, were \$22,377 for the three months ended June 30, 2024 and \$40,354 for the six months ended June 30, 2024 (\$15,597 for the three months ended June 30, 2023 and \$18,836 for the six months ended June 30, 2023).

## 12 Segmented Information

Management has determined the operating segments based on the reports reviewed by the Senior Executive Group that are used to make strategic decisions.

**Mobility:** The Mobility segment derives revenues from the collaborative design, development and manufacture of propulsion systems, structural and chassis systems, energy storage and power generation for both the global electrified and traditionally powered markets.

**Industrial:** The Industrial segment is a world leader in the design and production of innovative industrial equipment, notably its class-leading aerial work platforms, telehandlers, and agricultural equipment.

The segments are differentiated by the products that each produces and reflects how the Senior Executive Group manages the business. Corporate headquarters and other small operating entities are allocated to the Mobility and Industrial operating segments accordingly.

The Company accounts for inter-segment sales and transfers as arm's length transactions at current market rates. The Company ensures that the measurement and policies are consistently followed among the Company's reportable segments for sales, operating earnings, net earnings and assets.

The Company derives revenue from the transfer of goods and services at a point in time and over time in the following operating segments. These segments best depict how economic factors affect the nature, amount, timing and uncertainty of revenue and cash flows.

## Notes to Consolidated Interim Financial Statements

For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars, except where otherwise noted)

		Three Months Ended June 30, 2024			Six Months Ended June 30, 2024		
	Sales to external	Inter-segment	Operating	Sales to external	Inter-segment	Operating	
	customers	sales	earnings (loss)	customers	sales	earnings (loss)	
	\$	\$	\$	\$	\$	\$	
Mobility	1,962,049	12,521	116,794	3,955,343	26,046	246,285	
Industrial	886,607	3,181	154,751	1,615,209	6,307	294,485	
Total	2,848,656	15,702	271,545	5,570,552	32,353	540,770	

	Three Months Ended June 30, 2023			Six Months Ended June 30, 2023		
	Sales to external	Inter-segment	Operating	Sales to external	Inter-segment	Operating
	customers	sales	earnings (loss)	customers	sales	earnings (loss)
	\$	\$	\$	\$	\$	\$
Mobility	1,775,509	13,617	74,304	3,483,190	27,089	146,353
Industrial	777,325	2,850	139,765	1,362,306	5,690	244,655
Total	2,552,834	16,467	214,069	4,845,496	32,779	391,008

The Company operates in four geographic segments. The sales to external customers in Canada, Rest of North America, Asia Pacific and Europe are as follows:

	Three Months Ended June 30		Six Months Ended June 30	
	2024 \$	2023 \$	2024 \$	2023 \$
Canada	1,587,243	1,426,486	3,026,204	2,691,795
Rest of North America	516,856	316,924	1,045,920	632,503
Asia Pacific	131,476	162,444	264,369	284,122
Europe	613,081	646,980	1,234,059	1,237,076
Total	2,848,656	2,552,834	5,570,552	4,845,496

## 13 Business Acquisitions

### (i) Bourgault

On February 1, 2024, the Company acquired 100% of the equity interest of Bourgault Industries Ltd. ("Bourgault"), headquartered in St. Brieux, Saskatchewan, Canada. The acquisition will expand the Company's agricultural portfolio into broad acre seeding. The preliminary purchase price is \$618,450.

Due to the timing of the close and complexities associated with these transactions, the determination of the fair value of the purchase price, assets acquired and liabilities assumed, is not yet complete and are subject to further adjustments. The Company has recorded a preliminary amount of \$175,095 to goodwill as the current unallocated portion of the purchase price. The Company will update this balance and disclose the finalized purchase price allocation when the determination of the fair value is complete. The following table summarizes the consideration paid for the Bourgault's acquired net assets, recognized at the acquisition date, which has been accounted for as a business combination.

### Notes to Consolidated Interim Financial Statements

For the six months ended June 30, 2024 and June 30, 2023 (Unaudited) (in thousands of Canadian dollars, except where otherwise noted)

Preliminary summary of identifiable assets acquired and liabilities assumed after acquisition completed on February 1, 2024:

	\$
Current assets	218,419
Non-current assets	384,556
Goodwill	175,095
Total assets acquired	778,070
Current liabilities	93,615
Non-current liabilities	66,005
Total liabilities assumed	159,620
Preliminary net identifiable assets acquired	618,450

The goodwill is attributable to expanding the Company's capabilities and further diversifies the Company's end markets. The acquisition further positions the Company as a global agricultural equipment manufacturer. The goodwill arising from this acquisition is not deductible for tax purposes.

The sales included in the consolidated statements of earnings from February 1, 2024 to June 30, 2024 contributed by Bourgault were \$200,520. Bourgault also contributed net earnings of \$11,970 over the same period. Bourgault is included in the Industrial segment.

### (ii) Battery Enclosures Business

On August 3, 2023, the Company acquired three battery enclosures facilities from Dura-Shiloh ("Battery Enclosures Business") through the acquisition of certain assets and shares. As at June 30, 2024, the determination of the fair value of the purchase price, assets acquired and liabilities assumed, is not yet complete and are subject to further adjustments.

### (iii) Chassis and Suspension Business

On October 31, 2023, the Company acquired the substantial portion of the US-based assets from Mobex Fourth and 1, LLC ("Chassis and Suspension Business") and certain of its affiliates. As at June 30, 2024, the determination of the fair value of the purchase price, assets acquired and liabilities assumed, is not yet complete and are subject to further adjustments.