

ATS

Build. Grow. Expand.

Investor Presentation
June 2021

Forward Looking Statements & Non-IFRS Measures

Notice to Reader: This presentation and the oral statements made during this meeting contain certain statements that constitute forward-looking information within the meaning of applicable securities laws ("forward-looking statements"). Such forward-looking statements involve known and unknown risks, uncertainties and other factors including those related to the COVID-19 pandemic that may cause the actual results, performance or achievements of ATS, or developments in ATS' business or in its industry, to differ materially from the anticipated results, performance, achievements or developments expressed or implied by such forward-looking statements. Forward-looking statements include all disclosure regarding possible events, conditions or results of operations that is based on assumptions about future economic conditions and courses of action. Forward-looking statements may also include, without limitation, any statement relating to future events, conditions or circumstances. ATS cautions you not to place undue reliance upon any such forward-looking statements, which speak only as of the date they are made. Forward-looking statements relate to, among other things, the BioDot transaction. The risks and uncertainties that may affect forward-looking statements include, among others, the duration and impact of the COVID-19 pandemic, general market performance, performance of the Canadian dollar, performance of the market sectors that ATS serves, success and impact of the initiatives that ATS is undertaking, and other risks and uncertainties detailed from time to time in ATS' filings with Canadian provincial securities regulators, including ATS' Annual Report and Annual Information Form for the fiscal year ended March 31, 2020. Forward-looking statements are based on management's current plans, estimates, projections, beliefs and opinions, and ATS does not undertake any obligation to update forward-looking statements should assumptions related to these plans, estimates, projections, beliefs and opinions change.

Non-IFRS Measures: This presentation uses the non-IFRS measures adjusted EBITDA, and adjusted EBITDA margin. These terms do not have any standardized meanings prescribed within IFRS and therefore may not be comparable to similar measures presented by other companies. These measures should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. Adjusted EBITDA is defined as earnings from operations excluding depreciation and amortization (which includes amortization of intangible assets and right-of-use assets) before items excluded from management's internal analysis of operating results, such as amortization expense of acquisition-related intangible assets, acquisition-related transaction and integration costs, restructuring charges, and certain other adjustments which would be non-recurring in nature. Adjusted EBITDA margin is an expression of an entity's adjusted EBITDA as a percentage of revenues. Adjusted EBITDA is used by the Company to evaluate the performance of operations. Management believes that adjusted EBITDA is an important indicator of the Company's ability to generate operating cash flows to fund continued investment in operations. Management believes that ATS shareholders and potential investors in ATS use these non-IFRS financial measures in making investment decisions and measuring operational results.

ATS at a Glance

ATA

TSX

5,000+

Employees

28

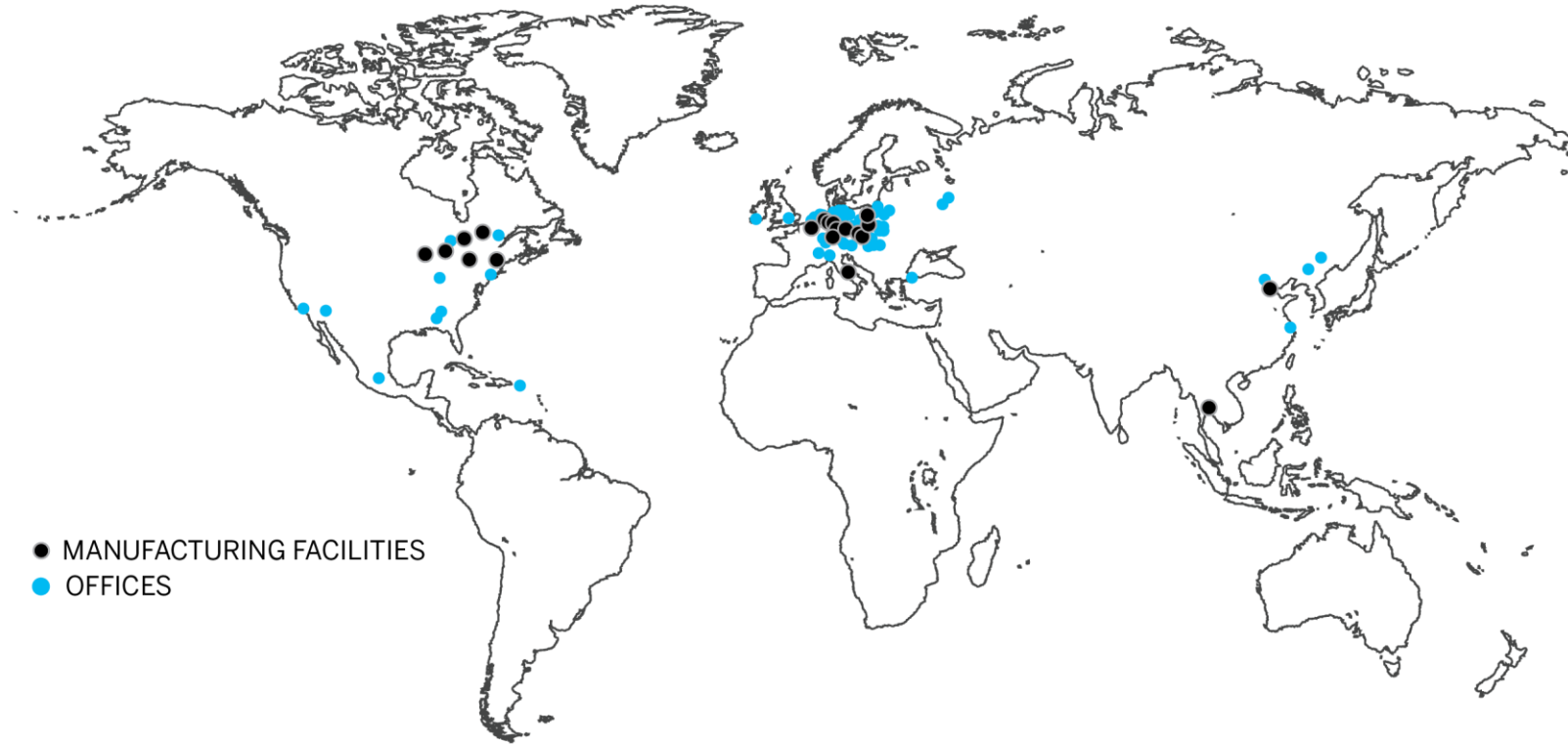
Facilities

50+

Offices

20

Countries



~C\$2.5bn

Mkt. Cap

C\$1.4bn

Revenue (TTM)

C\$201mm

Adj. EBITDA (TTM)

14.0%

Adj. EBITDA
Margin (TTM)

1.7x

PF Net Leverage¹

9.1%

4-yr Rev. CAGR

6.2%

4-yr Organic Rev. CAGR

15.8%

4-yr Adj. EBITDA CAGR

¹ Proforma leverage assumes CFT & BioDot acquisitions closed on April 1, 2020

A decentralized global technology and automation solutions provider

What We Do



Products & Components

10% of Revenue

ATS developed products & components (hardware / software)

Examples

SuperTrak™ - revolutionary pallet transport system
 Illuminate™ Factory Floor Management System
 ATS Smartvision software
 MARCO LineMaster - IoT enabled weighing scale



Automation & Integration Solutions

60% of Revenue

Standalone machines, complete systems & Enterprise programs

Examples

High speed tube filling
 Semi-autonomous food weighing & handling
 Battery & EV motor assembly and test lines
 High speed assembly lines for inhalers / IV sets



Services

30% of Revenue

Front-end design & analysis, after-market services (retooling / retrofitting, supply chain management, maintenance)

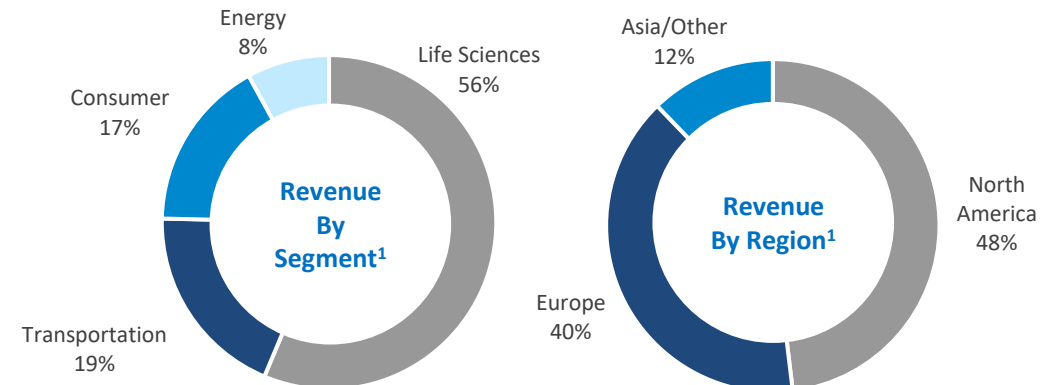
Examples

Retrofit of nuclear power plants
 Remote diagnostics
 Process optimization
 Preventative maintenance
 Emergency and on-call support

ATS Brands



Diversified Customer & Revenue Base



¹ Fiscal 2021

End-to-end solutions to transform, streamline, and optimize customer operations

Large Total Addressable Market, with Attractive Long Term Secular Trends

Strategically Positioned in Attractive Markets

	Market Size ¹	F21 Sales (C\$ mm)	LT Market Growth ¹	Focus Areas
<i>Life Sciences</i> 	\$10bn	\$805mm	MSD	<ul style="list-style-type: none"> Medical Devices Pharmaceuticals Radiopharmaceuticals Chemicals
<i>Transportation</i> 	\$11	\$272	LSD	<ul style="list-style-type: none"> EV/Hybrid Automotive Aerospace
<i>Consumer</i> 	\$25	\$238	LSD / MSD	<ul style="list-style-type: none"> Food & Beverage Warehouse Automation Personal Care Cosmetics
<i>Energy</i> 	\$16	\$114	LSD	<ul style="list-style-type: none"> Nuclear Solar
Total:	\$42bn	\$1,430mm		

Levered to Positive Secular Trends

De-risking of Manufacturing and Supply Chains

Increasing Complexity of Automation Ecosystem

Demand for Safety and Reliability

Market Size is total automation market. Not all part of current ATS addressable markets.

¹ Industrial Automation Equipment IHS 2017; ARC 2016; VDW; Intechno; Markets and Markets 2015; BCC Research 2015; Gartner 2014; BCG; Company analysis

Target growth in attractive market verticals

Diversified Customer Base



Life Sciences

Medical Devices
Chemicals

Radiopharmaceuticals
Pharmaceuticals

56%



Consumer

Food & Beverage
Personal Care

Warehouse Automation
Cosmetics

17%

Revenue by Market (F2021)

19%

Transportation

EV/Hybrid
Automotive
Aerospace



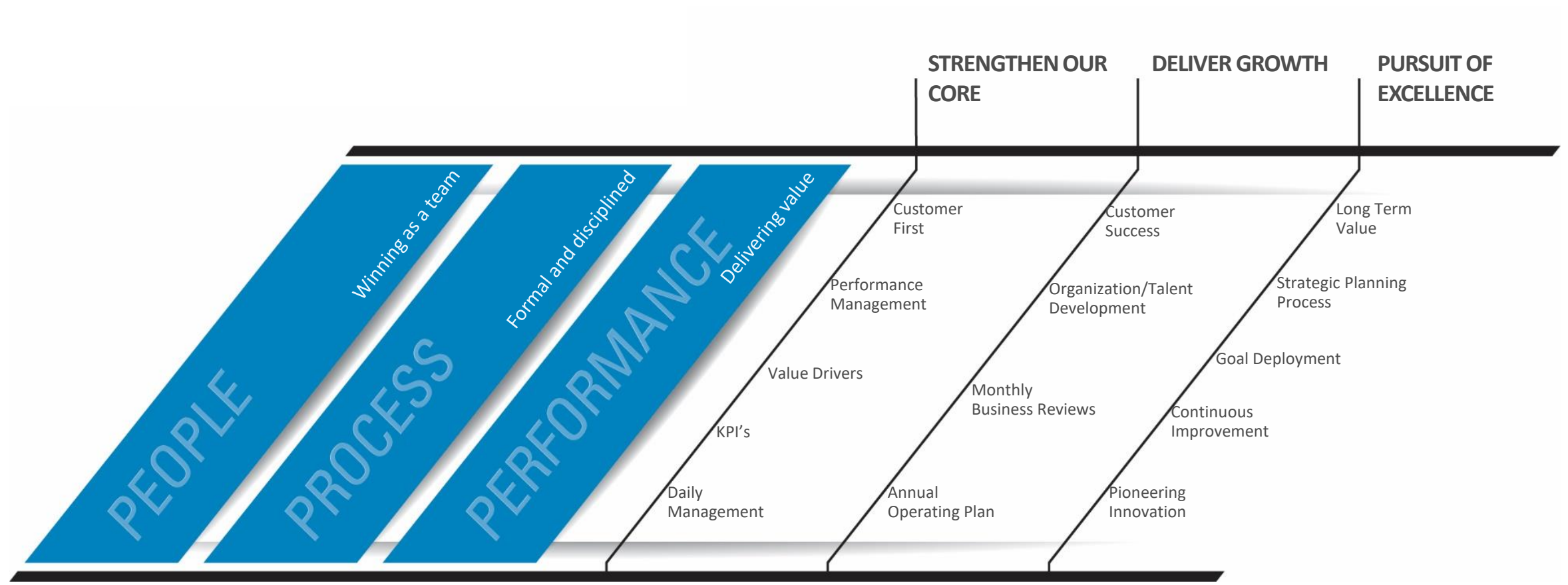
Energy

Nuclear
Solar



Repeat customers represent >85% of Order Bookings

Application of ATS Business Model (ABM) **Drives** Innovation and Operating Improvement

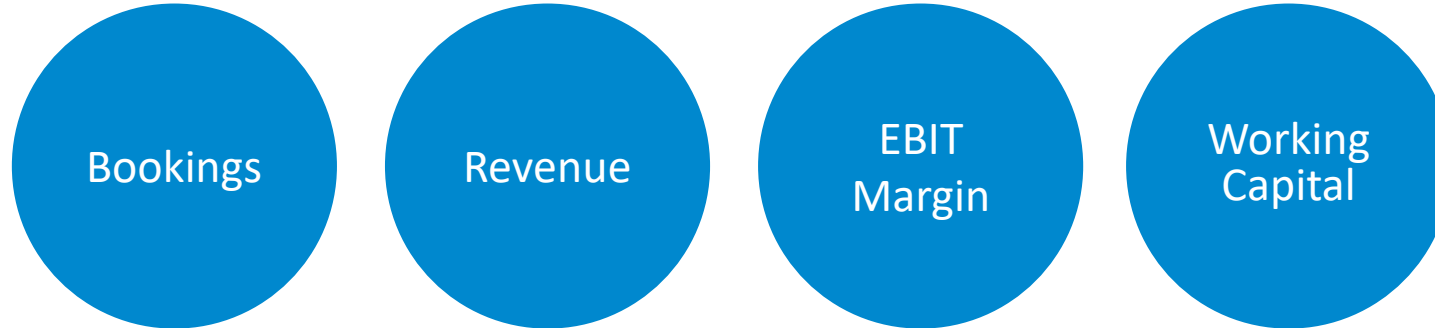


Repeatable model to drive performance and growth

Application of ATS Business Model (ABM) **Drives** Innovation and Operating Improvement

The 8 Value Drivers

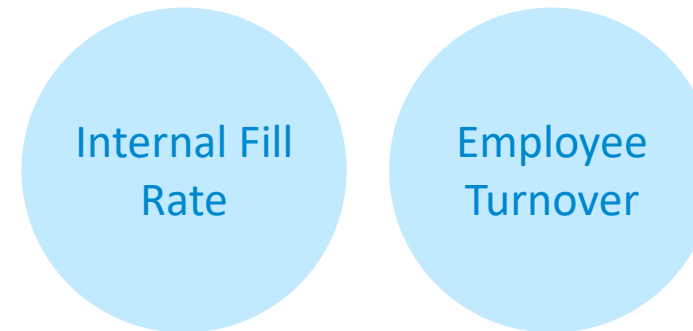
Financial:



Customer:



People:



Continuous Improvement

Standardized performance measurement across all business units

Expanding Presence in Strategic Core Markets

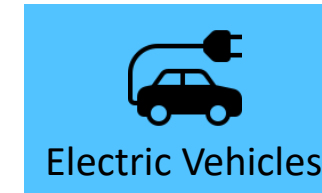
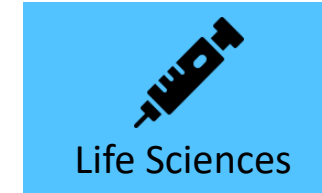
Attractive Markets

Barriers to Entry:

- Regulated environments
- Technologically intense
- Complex processes
- Quality critical

Market Dynamics:

- Life Sciences: demographics, new treatments, new ailments, disposables
- Food: government regs, quality, demographics
- EV: government regs, CO² reduction
- New frontiers, factory optimization, digitization



Enablers



INNOVATION

Differentiated technologies / products



DIGITAL GROWTH

IIOT, serialization, predictive maintenance, real-time optimization



STRATEGIC M&A

Strengthen and expand portfolio

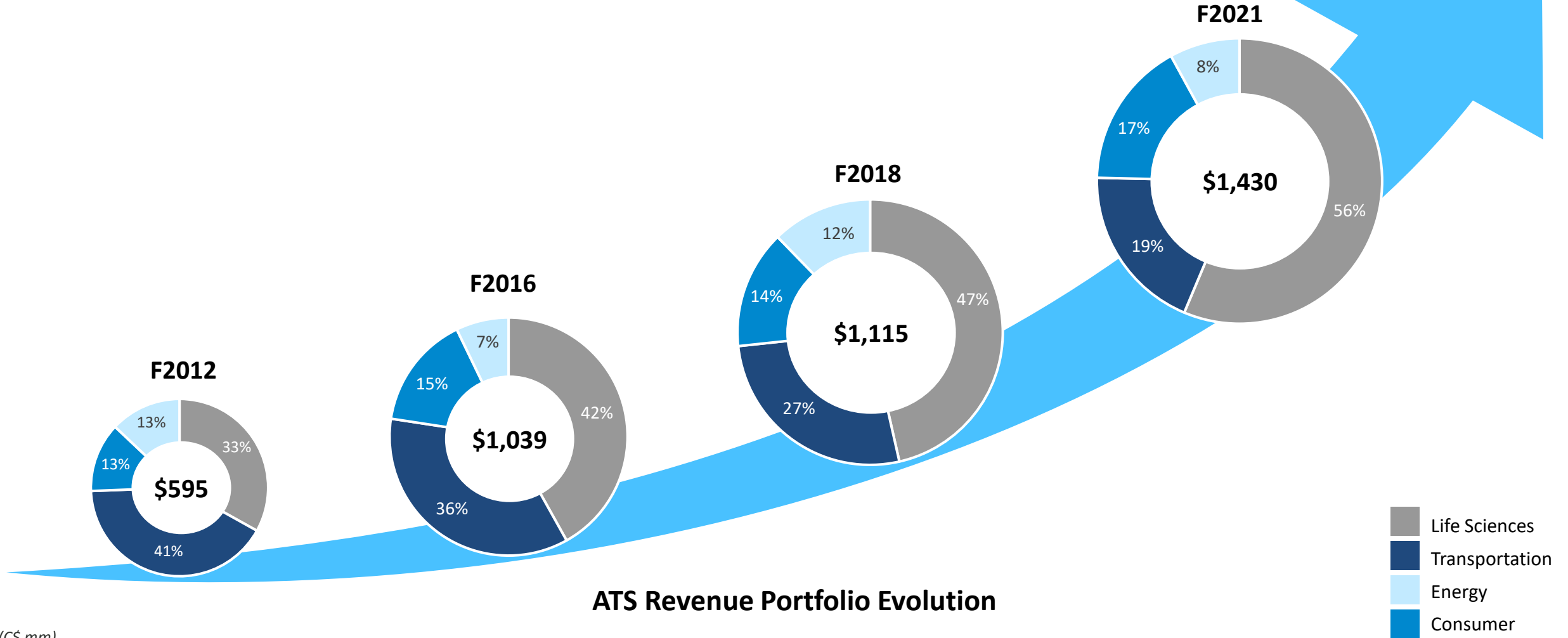


MARGIN IMPROVEMENT

Standardization, supply chain, operational leverage, after-sales services growth, ABM

Targeting attractive markets with high barriers to entry and strong secular growth drivers

Deliberate Portfolio Transformation towards High Growth and Low Cyclical End Markets



(C\$ mm)

Steady and high growth life sciences business represents majority of sales and backlog

Targeting End Markets with Favourable Tailwinds

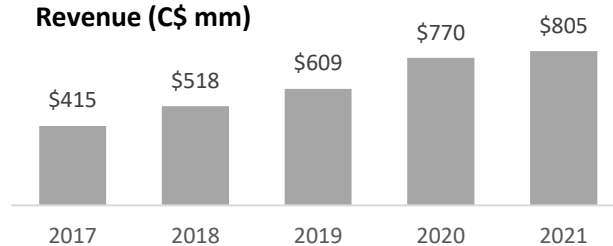


Life Sciences – 56% of F2021 sales

Trends / Opportunities

- Favorable demographics
- Robust new product pipeline
- Focus on quality, cost rationalization and efficiency

Revenue (C\$ mm)

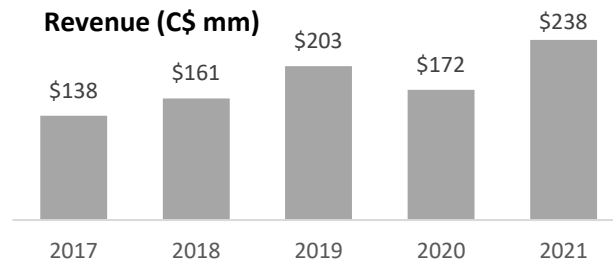


Consumer – 17% of F2021 sales

Trends / Opportunities

- Growing middle class (emerging markets)
- New products/rapid design and scale
- Significant investment in production capacity

Revenue (C\$ mm)

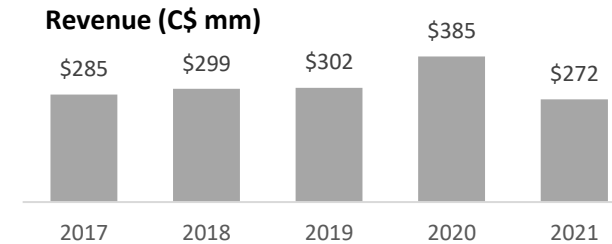


Transportation – 19% of F2021 sales

Trends / Opportunities

- EV shift (75% of ATS' Transport business is levered to EV)
- Record number of launches
- Standardized automation globally

Revenue (C\$ mm)

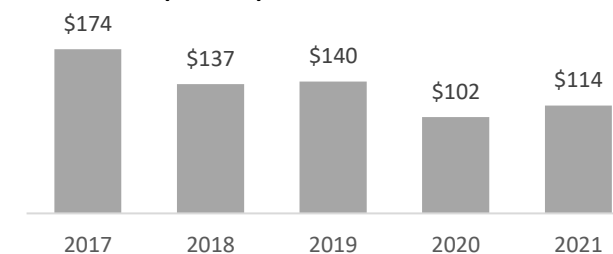


Energy – 8% of F2021 sales

Trends / Opportunities

- Increasing global demand for clean energy
- Major tooling and equipment life cycle management
- Nuclear decommissioning and solar

Revenue (C\$ mm)



Numerous opportunities across segments for stable growth

Capital Allocation Focused on Expanding Positions in Regulated Markets & Compounding Growth Through M&A

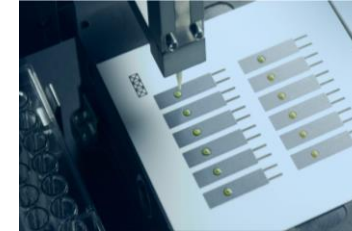
What We Look For

Targeting Value Creation in Attractive Markets	Attractive Markets	<ul style="list-style-type: none"> ■ Growth orientated ■ Low cyclicalty ■ Regulated spaces
	Strategic Value	<ul style="list-style-type: none"> ■ Differentiated technology ■ Innovative products ■ Niche applications ■ Geographic penetration
	Operational Fit	<ul style="list-style-type: none"> ■ Ability to manage ■ Synergy potential ■ ABM implementation
	Financial Returns	<ul style="list-style-type: none"> ■ ROIC > Cost of capital ■ Strong EBITDA potential ■ Recurring revenue ■ EPS accretion

Recent Acquisitions

B I O D O T

Acquired: Jun 2021
Price: US\$84mm



✓ Life Sciences



Acquired: Mar 2021
Price: ~C\$260mm



✓ Food



Acquired: Feb 2019
Price: €113mm



✓ Life Sciences

Other Acquisitions

MARCO

Food yield control solutions
Acquired: Dec 2019

KMW

EV micro assembly solutions
Acquired: Nov 2018

inimco

Digital and analytic solutions
Acquired: Nov 2020

IAP

Process Automation solutions
Acquired: Oct 2019

Disciplined approach to deploy capital for strategic M&A

M&A Success Story – COMECER

Background:

- Acquired in Feb 2019
- Leading manufacturer of shielding equipment for radio-pharma & aseptic production
- HQ in Castel-Bolognese, Italy
- Purchase price €113mm, 2018 Sales of €67mm

Acquisition Rationale:

- New & highly complementary technological capabilities
- Comecer – Strong in isolation; ATS – Strong in automation
- Entry into the regulated Radio-pharma and Pharma sectors
- Opportunities for cost & revenue synergies

Performance Since Acquisition⁽¹⁾

Book-to-Bill⁽²⁾

+20%



Cross-Selling Opportunities

Operating Margin

+300bps



ABM Driving Execution and Synergies

Aftermarket⁽³⁾

+200bps



Expanding Aftermarket Services

¹ Based on LTM figures (period ending Oct 31, 2020)

² Current vs. average book-to-bill from 2014 to 2018

³ Pre-COVID-19 basis

Recent Acquisition of CFT is the Next Step in Executing ATS' M&A Strategy



- CFT Group is a global supplier of processing and packaging automation equipment
- Strongly positioned in attractive fresh produce sorting, processing, and packaging niches
- Adds complementary technologies that can be combined to create unique market offerings
- Attractive deal economics with strong synergy potential
- **Purchase Price:** €4.60 per share, Enterprise value €166mm (~C\$260mm)
- **Transaction Close:** March 2021



CFT Overview

Business Overview

- Established in 1945 and based in Parma, Italy
- Global supplier of processing and packaging equipment to the Food & Beverage industry
- Leading brands in attractive market segments
- Global operations with 8 facilities in Italy, Spain, Germany and Ukraine
- 900+ employees

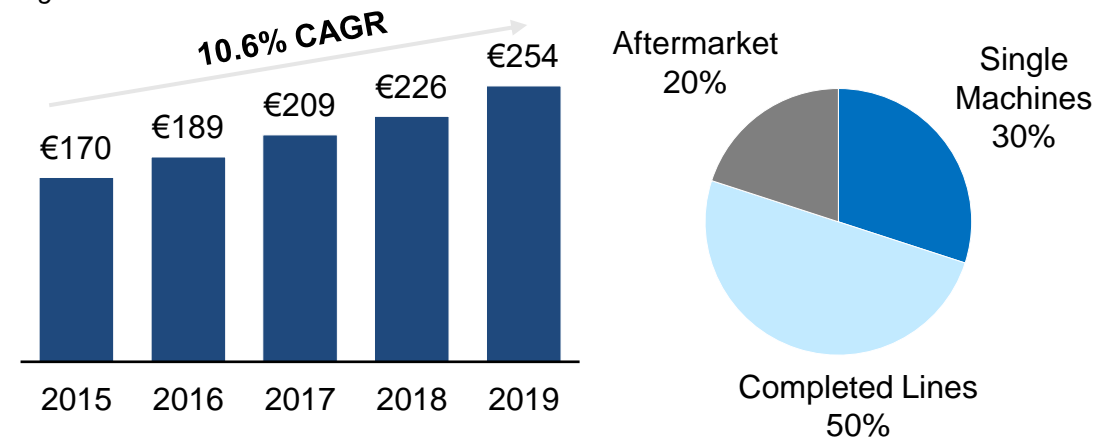
Strong Brand Portfolio



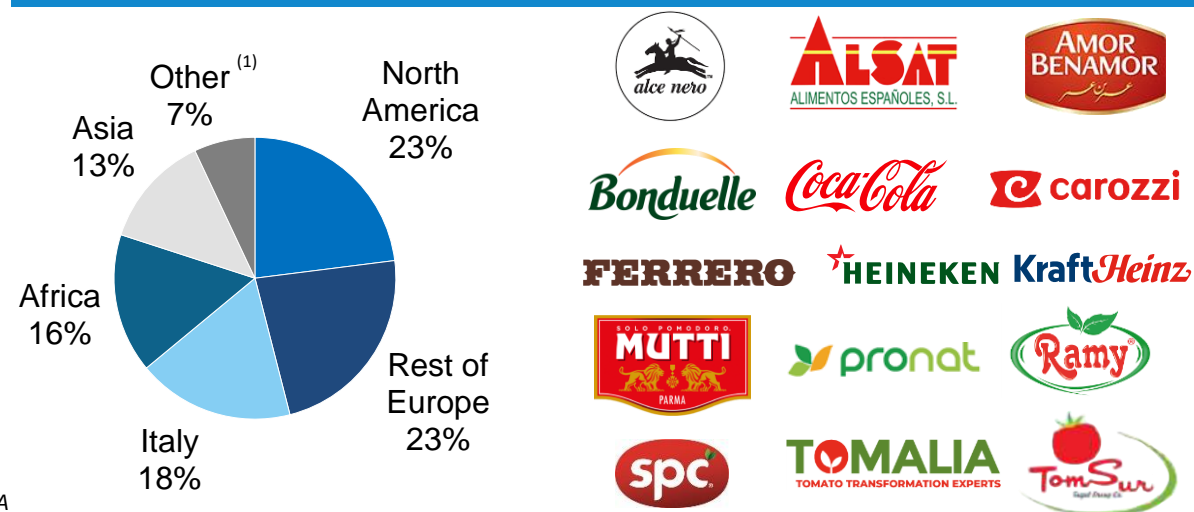
Note: CFT financial information presented herein is for illustrative purposes only & has been derived solely from publicly available information of CFT & includes certain adjustments. As a result, CFT's EBITDA is not directly comparable to ATS' EBITDA/Adj. EBITDA and is not indicative of anticipated ATS EBITDA/Adj. EBITDA if acquisition is consummated. Pro Forma Leverage should not be relied upon as reflective of what actual leverage of ATS would have been if acquisition had occurred at beginning of relevant period.

Attractive Revenue Profile

Figures in Millions



Diversified Customer & Revenue Base



¹ Other includes Central & South America (6%) and Oceania (1%)

Growing business focused on attractive markets

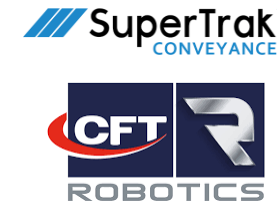
Compelling Strategic Rationale

Strategic Rationale

- Platform acquisition into attractive Food & Beverage market
- Technological leadership in niche market areas
 - 140 patents
- Access to multiple elements of the value chain, creating cross-selling opportunities
- Synergies through technology sharing and joint development
- Opportunities to significantly enhance margins
 - Application of ATS Business Model to drive supply chain and operational synergies

Selected Synergy Opportunities

Material Handling



ATS automation expertise to accelerate CFT's robotics development

Optical Sorting and Inspection



MARCO and Raytec's commercial overlap drives customer opportunities

Liquid Filling



Leverage CFT aseptic filling across multiple ATS platforms

 **BUSINESS MODEL**

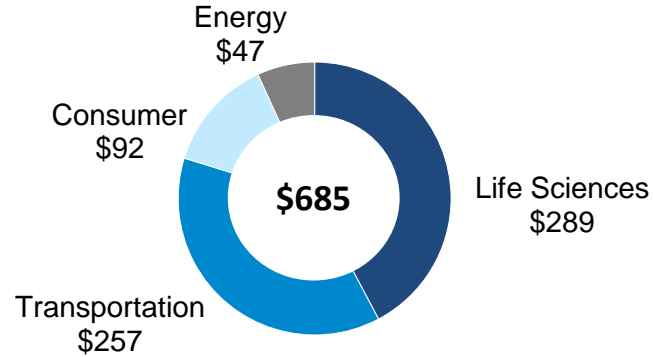
Drive Continuous Improvement Mindset

Numerous levers to drive significant value creation

On the Move to Higher Value and Higher Growth

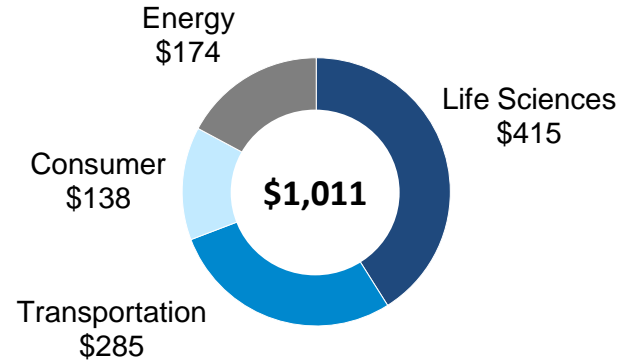
2013 Revenue Profile (1)

Figures in C\$ mm



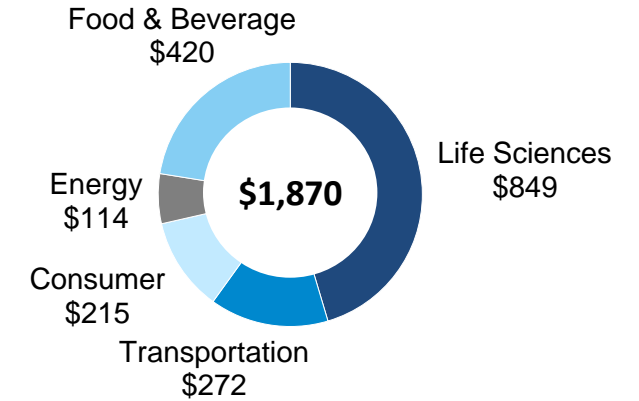
2016 Revenue Profile (1)

Figures in C\$ mm



ATS Pro-Forma Today (1)

Figures in C\$ mm



¹ 2013/2016 split based on ATS F2014/F2017 financials. Pro-Forma split based on latest ATS, CFT and BioDot's financials.

Acquisitions

Life Sciences

Food & Beverage

Figures in C\$ mm

2013 - 2015

- PA SOLUTIONS for ~\$355mm
- IWK for ~\$137mm
- Exit ATS-Wickel

2018

- COMECER for ~\$172mm

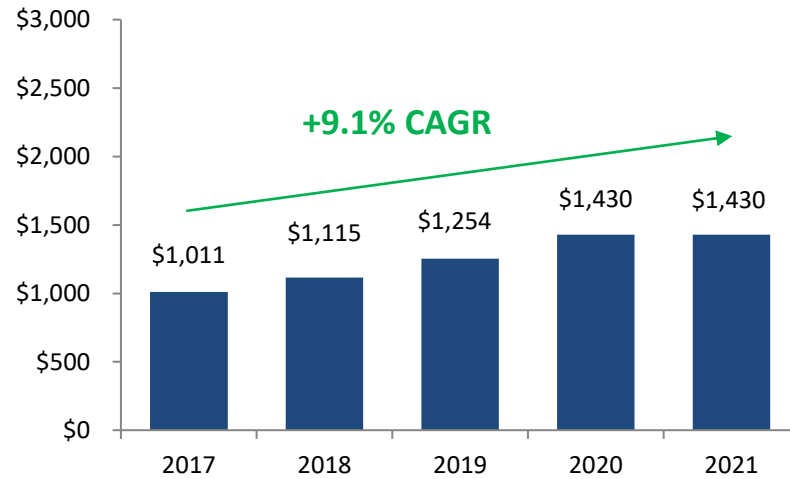
2019 - Today

- B I O D O T for ~\$106mm
- CFT for ~\$260mm
- MARCO for ~\$57mm
- Exit ATW Germany

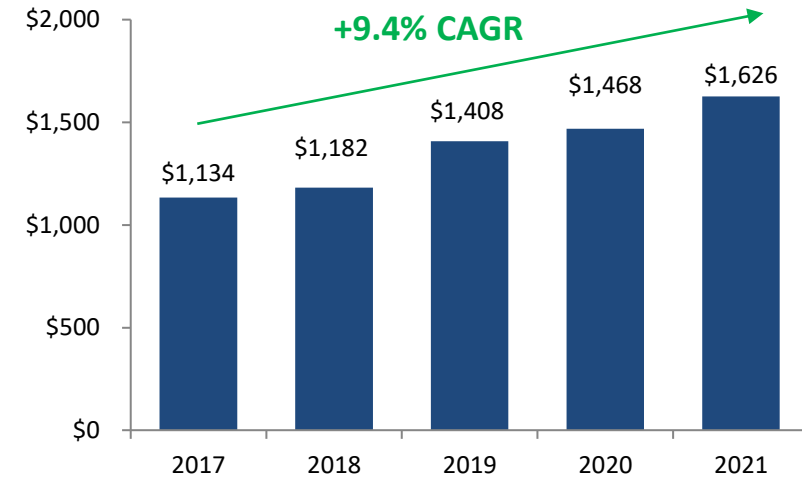
Focused on growing and resilient end markets

Strong Track Record of Revenue Growth and Margin Expansion, with Low Capex Requirements

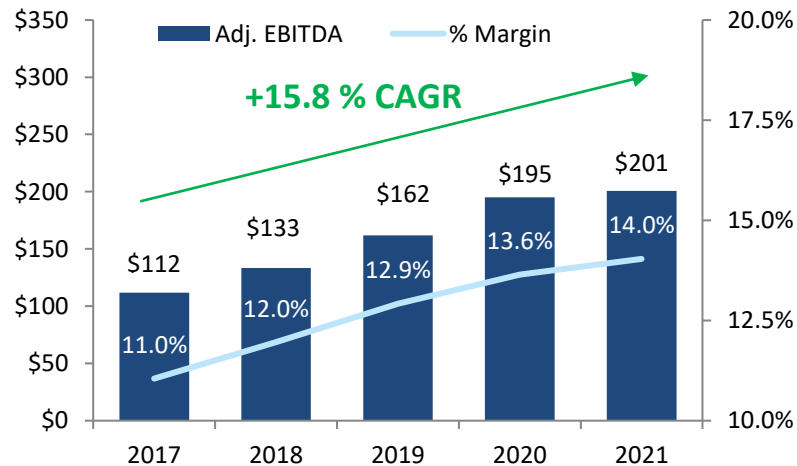
Revenues (C\$ mm)



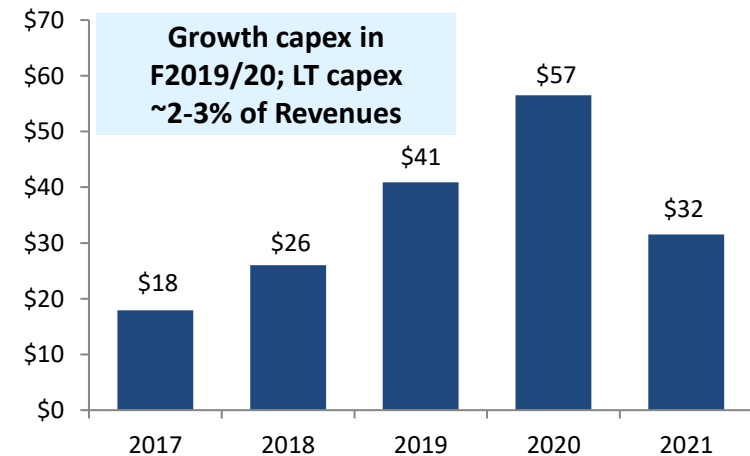
Order Bookings (C\$ mm)



Adj. EBITDA¹ (C\$ mm)



Capex² (C\$ mm)

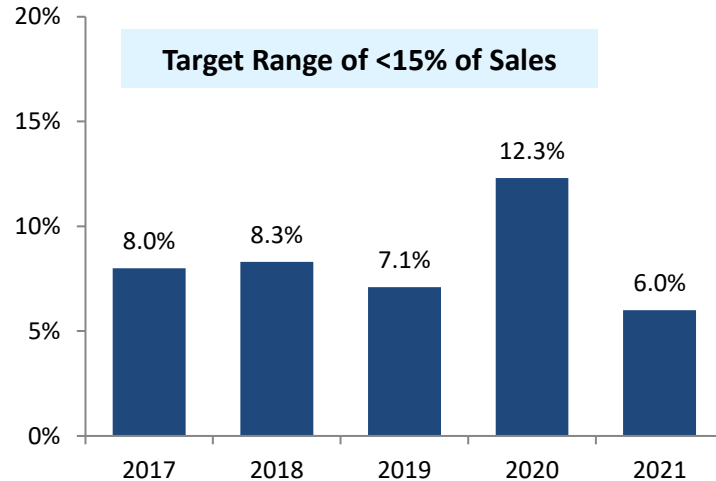


¹ Adjusted EBITDA is adjusted for items excluded from management's internal analysis of operating results. ² Includes capex and acquisition of intangibles.

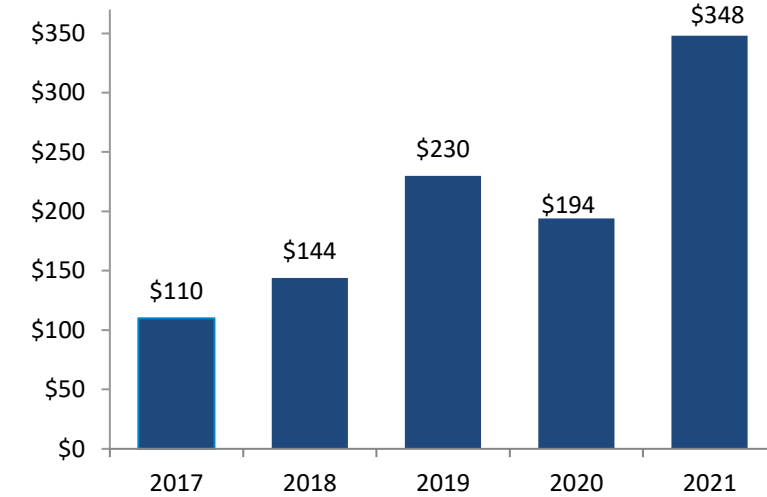
Supported by strong balance sheet

Strong Track Record of Revenue Growth and Margin Expansion, with Low Capex Requirements

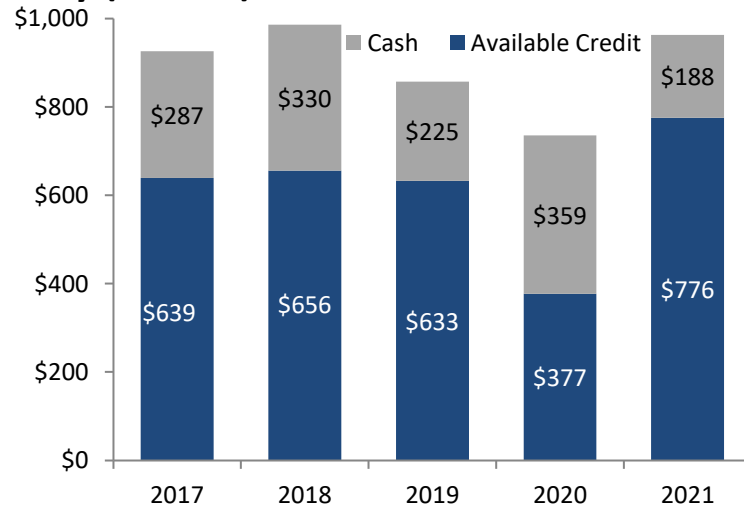
Working Capital as a % of Revenues



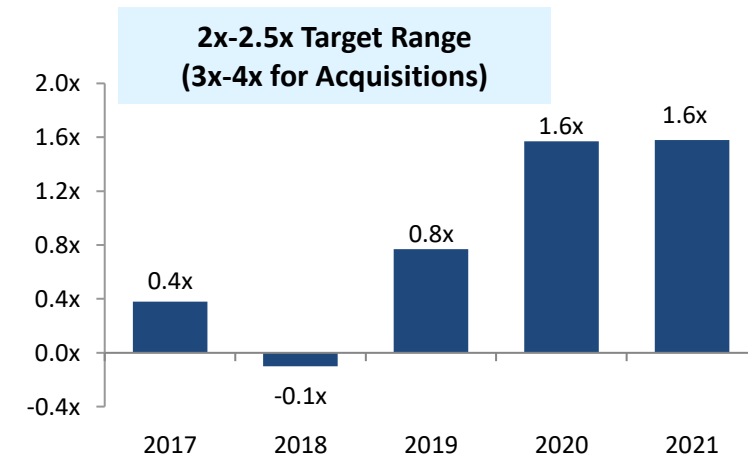
Cumulative FCF Since 2017¹ (C\$ mm)



Liquidity (C\$ mm)



Historical Leverage (Net Debt/Adj. EBITDA²)



¹ FCF defined as earnings from operations less capex less acquisition of intangibles. ² Adjusted EBITDA is adjusted for items excluded from management's internal analysis of operating results.

Supported by strong balance sheet

Appendix: Reconciliation of Non-IFRS Measures to IFRS Measures

Notice to reader: Non-IFRS measures and additional IFRS measures

Throughout this presentation management uses certain non-IFRS measures to evaluate the performance of the Company. The terms “adjusted EBITDA”, “adjusted EBITDA margin”, “non-cash working capital”, “Order Bookings” and “Order Backlog” do not have any standardized meaning prescribed within IFRS and therefore may not be comparable to similar measures presented by other companies. Such measures should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. Adjusted EBITDA is defined as earnings from operations excluding depreciation and amortization (which includes amortization of intangible assets and right-of-use assets) before items excluded from management’s internal analysis of operating results, such as amortization expense of acquisition-related intangible assets, acquisition-related transaction and integration costs, restructuring charges, and certain other adjustments which would be non-recurring in nature (“adjustment items”). Adjusted EBITDA margin is an expression of the Company’s adjusted EBITDA as a percentage of revenues. Non-cash working capital is defined as the sum of accounts receivable, costs and earnings in excess of billing on contracts in progress, inventories, deposits, prepaids and other assets, less accounts payable, accrued liabilities, provisions and billings in excess of costs and earnings on contracts in progress. Order Bookings represent new orders for the supply of automation systems, services and products that management believes are firm. Order Backlog is the estimated unearned portion of revenues on customer contracts that are in process and have not been completed at the specified date.

Adjusted EBITDA and adjusted EBITDA margin are used by the Company to evaluate the performance of its operations. Management believes that adjusted EBITDA is an important indicator of the Company’s ability to generate operating cash flows to fund continued investment in its operations. The adjustment items used by management to arrive at these metrics are not considered to be indicative of the business’ ongoing operating performance. Management uses the measure non-cash working capital as a percentage of revenues to evaluate the Company’s management of its investment in non-cash working capital. Management calculates non-cash working capital as a percentage of revenues using period-end non-cash working capital divided by trailing two fiscal quarter revenues annualized. Order Bookings provide an indication of the Company’s ability to secure new orders for work during a specified period, while Order Backlog provides a measure of the value of Order Bookings that have not been completed at a specified point in time. Both Order Bookings and Order Backlog are indicators of future revenues the Company expects to generate based on contracts that management believes to be firm. Management believes that ATS shareholders and potential investors in ATS use these additional IFRS measures and non-IFRS financial measures in making investment decisions and measuring operational results.

A reconciliation of Order Bookings and Order Backlog to total Company revenues are contained in this presentation. A reconciliation of adjusted EBITDA to net income, is contained in this presentation.

Appendix: Reconciliation of Non-IFRS Measures to IFRS Measures

Measure (C\$ mm)	F2017	F2018	F2019	F2020	F2021
Adjusted EBITDA	111.7	133.3	161.9	195.1	200.7
Restructuring charges	2.3	11.2	-	26.6	14.3
Share purchase allowance	2.9	-	-	-	-
Gain on sale of facility	-	-	-	-	(5.3)
Contingent consideration adjustment	-	-	-	-	(5.6)
Acquisition-related transaction costs	-	-	4.7	1.5	6.7
EBITDA	106.5	122.1	157.2	167.0	190.6
Less: depreciation and amortization expense	34.6	36.6	42.4	71.4	71.0
Earnings from operations	71.9	85.5	114.8	95.6	119.6
Less: net finance costs	25.6	23.8	20.9	28.1	40.1
Less: provision for income taxes	11.3	14.5	23.1	14.6	15.4
Net income	35.0	47.2	70.8	52.9	64.1

Measure (C\$ mm)	F2017	F2018	F2019	F2020	F2021
Opening Order Backlog	652	681	746	904	942
Revenues	(1,011)	(1,115)	(1,254)	(1,430)	(1,430)
Order Bookings	1,134	1,182	1,408	1,468	1,626
Order Backlog Adjustments	(94)	(2)	4	-	22
Ending Order Backlog	681	746	904	942	1,160

Measure (C\$ mm)	F2017	F2018	F2019	F2020	F2021
Cash and cash equivalents	286.7	330.2	224.5	358.6	187.5
Bank indebtedness	(1.4)	(2.7)	(2.0)	(4.6)	(1.1)
Current portion of long-term debt	(1.3)	(0.4)	(18.6)	(0.1)	(0.1)
Long-term debt	(326.0)	(315.1)	(328.2)	(598.0)	(430.6)
Net cash (debt) prior to IFRS 16	(42.0)	12.0	(124.2)	(244.1)	(244.3)
Lease liabilities	-	-	-	(62.9)	(73.0)
Net cash (debt)	(42.0)	12.0	(124.2)	(307.0)	(317.3)
Measure (C\$ mm)	F2017	F2018	F2019	F2020	F2021
Net Debt	(42.0)	12.0	(124.2)	(307.0)	(317.3)
Adjusted EBITDA	111.7	133.3	161.9	195.1	200.7
Historical Leverage (Net Debt/Adj. EBITDA)	0.4x	-0.1x	0.8x	1.6x	1.6x

Appendix: Reconciliation of Non-IFRS Measures to IFRS Measures

Measure (C\$ mm)	F2017	F2018	F2019	F2020	F2021
Accounts receivable	166.1	213.0	222.2	294.8	294.1
Net contract assets	48.2	69.0	52.4	113.8	54.5
Inventories	47.9	58.5	68.0	68.4	135.0
Deposits, prepaids and other assets	16.1	22.5	28.7	31.2	37.8
Accounts payable and accrued liabilities	(183.8)	(246.4)	(262.0)	(292.4)	(400.2)
Provisions	(14.1)	(20.9)	(13.9)	(32.1)	(29.0)
Working Capital	80.4	95.7	95.4	183.7	92.2
Revenue run rate = (prior + current quarter) x 2	1,006.1	1,152.0	1,340.0	1,498.6	1,539.3
Working Capital %	8.0%	8.3%	7.1%	12.3%	6.0%

Measure (C\$ mm)	F2017	F2018	F2019	F2020	F2021
Cash flows provided by operating activities	127.9	59.7	127.6	20.3	185.2
Acquisition of property, plant and equipment	(9.9)	(19.9)	(21.1)	(45.4)	(21.5)
Acquisition of intangible assets	(8.0)	(6.1)	(19.8)	(11.1)	(10.0)
Free Cash Flow	110.0	33.7	86.7	(36.2)	153.7
Cumulative Free Cash Flow	110.0	143.7	230.4	194.2	347.9