

# Agenda

Introduction

Kyle Kelleher – Director, Investor Relations and Corporate FP&A

Opening Remarks & Business Update

Jugal Vijayvargiya – President and Chief Executive Officer

Financial Review

Shelly Chadwick – Vice President and Chief Financial Officer

Q&A

Question and Answer Session



# Forward-looking Statements and Non-GAAP Financial Information

These slides contain (and the accompanying oral discussion will contain, where applicable) "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements involve known and unknown risks, uncertainties and other factors that could cause our actual results to differ materially from the results expressed or implied by these statements as a result of a variety of factors. These factors include, in addition to those mentioned elsewhere herein: the global economy, including inflationary pressures, potential future recessionary conditions and the impact of tariffs and trade agreements; the impact of any U.S. Federal Government shutdowns or sequestrations; the condition of the markets which we serve, whether defined geographically or by segment; changes in product mix and the financial condition of customers; our success in developing and introducing new products and new product ramp-up rates; our success in passing through the costs of raw materials to customers or otherwise mitigating fluctuating prices for those materials, including the impact of fluctuating prices on inventory values; our success in identifying acquisition candidates and in acquiring and integrating such businesses; the impact of the results of acquisitions on our ability to fully achieve the strategic and financial objectives related to these acquisitions; our success in implementing our strategic plans and the timely and successful start-up and completion of any capital projects; other financial and economic factors, including the cost and availability of raw materials (both base and precious metals), physical inventory valuations, metal consignment fees, tax rates, exchange rates, interest rates, pension costs and required cash contributions and other employee benefit costs, energy costs, regulatory compliance costs, the cost and availability of insurance, credit availability, and the impact of the Company's stock price on the cost of incentive compensation plans; the uncertainties relat

The Company does not undertake and specifically declines any obligation to update or publicly release the results of any revisions to these forward-looking statements that may be made to reflect any future events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

To supplement our consolidated financial statements presented in accordance with GAAP, the Company considers certain financial measures that are not prepared in accordance with GAAP, including value-added sales (VA sales), adjusted earnings before interest and taxes depreciation and amortization (EBITDA), adjusted net income, adjusted earnings per diluted share and net debt (cash). The Company uses these non-GAAP financial measures, in addition to GAAP financial measures, to evaluate our operating and financial performance and to compare such performance to that of prior periods and to the performance of our competitors. Also, the Company uses these non-GAAP financial measures in making operational and financial decisions and in establishing operational goals. The Company also believes providing these non-GAAP financial measures to investors, as a supplement to GAAP financial measures, helps investors evaluate our operating and financial performance and trends in our business, consistent with how management evaluates such performance and trends. The Company also believes these non-GAAP financial measures may be useful to investors in companing its performance to the performance of other companies, although its non-GAAP financial measures are specific to the Company and the non-GAAP financial measures of other companies may not be calculated in the same manner.

It is not possible for the Company to identify the amount or significance of future adjustments associated with potential insurance and litigation claims, legacy environmental costs, acquisition and integration costs, certain income tax items, or other non-routine costs that the Company adjusts in the presentation of adjusted earnings guidance. These items are dependent on future events that are not reasonably estimable at this time. Accordingly, the Company is unable to reconcile without unreasonable effort the forecasted range of adjusted earnings guidance for the full year to a comparable GAAP range. However, items excluded from the Company's adjusted earnings guidance include the historical adjustments noted in slides 19 through 26 in the appendix.

For more information on Non-GAAP measures, please refer to the appendix.



# Opening Remarks & Business Update

Jugal Vijayvargiya
President and Chief Executive Officer



## Q3 2024 Highlights

### **Delivered Record Adjusted EBITDA Margin Despite Soft Macro**

#### Value-added (VA) sales of \$263.8 million, down 2% YoY

- Decrease due to general market softness combined with lower precision clad strip sales
  - Partially offset by strength in space and defense, improvement in semiconductor

### Adjusted EBITDA of \$56.7 million or 21.5% of VA, up 100 bps YoY

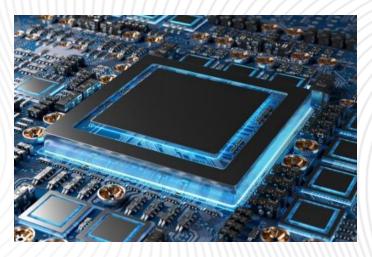
- Record adjusted EBITDA margin despite lower volume
- Strong cost management and operational performance driving margin results

### Outperformed mid-term adjusted EBITDA margin target of 20%

Electronic Materials margins exceeded 20% with 290 bps margin expansion YoY

#### Adjusted EPS of \$1.41

Announcing sale of non-core large area targets business for architectural glass in Albuquerque, New Mexico; \$10M VA Sales







### **End Market Performance**

Q3 2024										
Market	VA Sales	vs. Q3 2023	Q3 Comments							
Semiconductor	\$65.7	10%	Improving demand across advanced logic and memory applications							
Consumer Electronics	\$52.0	-16%	<ul> <li>Decrease due to lower precision clad strip sales</li> <li>Soft market demand across household appliance and other consumer applications</li> </ul>							
Aerospace & Defense	\$48.4	35%	<ul> <li>Fourteenth consecutive quarter of YoY growth in Aerospace led by significant contribution from emerging Space market</li> <li>Seventh consecutive quarter of YoY growth in Defense</li> </ul>							
Industrial	\$41.0	-3%	<ul> <li>Up 9% excluding beryllium-nickel spring material</li> <li>Remaining business experienced fourth consecutive quarter of improvement</li> </ul>							
Energy	\$17.6	-10%	<ul> <li>Decrease driven by weakness in smart glass demand</li> <li>Partially offset by Oil &amp; Gas sales improvement</li> </ul>							
Automotive	\$16.4	-10%	General market weakness, specifically in Europe							
Life Sciences	\$9.4	10%	Slight increase due to order timing							

# Focused Actions Position Company for Stronger Performance

### New Business Wins

- Selected as technology partner for major global semi equipment supplier in development of their new deposition technology
- SupremEX material selected for use on prototype for U.S. army's future long-range tiltrotor aircraft
- AyontEX alloy selected for a new telescope mirror that will be tested by NASA

# Optimizing Our Portfolio

- Announcing sale of non-core large area targets business for architectural glass in Albuquerque, New Mexico
  - Includes sale of 1 US site and closure of a related facility
- Consolidating operations in Asia to drive scale and efficiency
  - Closed site in Suzhou, China; optimizing footprint at two additional sites
- Accelerating Precision Optics transformation with appointment of new president
  - Overall cost structure and footprint under review

# Cost Initiatives

- Optimizing the organization through targeted reductions and back-office consolidation
- Reduced ~150 positions across the company
- Controlling discretionary spending



## **Key Takeaways**

### **Record Quarterly Adjusted EBITDA Margin**

- Outperformed mid-term adjusted EBITDA margin target of 20%
- Electronic Materials YTD margins expand 360 bps with business improvement actions contributing

### Taking Strategic Actions to Reduce Costs and Deliver Strong Results

- Portfolio actions further aligning the company to higher growth profitable businesses
- Focus on driving operational efficiencies throughout our facilities
- Optimizing the company cost structure through headcount actions and discretionary spend control

### **Q4 Outlook**

- Sequential VA improvement despite ongoing end market softness
- Continue delivery of 20% adjusted EBITDA margins
- Continue focus on operational excellence; delivering on targeted cost improvement actions
- Strong emphasis on cash generation



### **Financial Review**

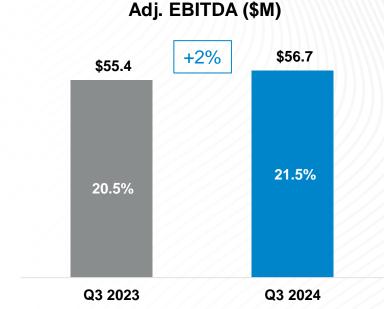
Shelly Chadwick
Vice President and Chief Financial Officer

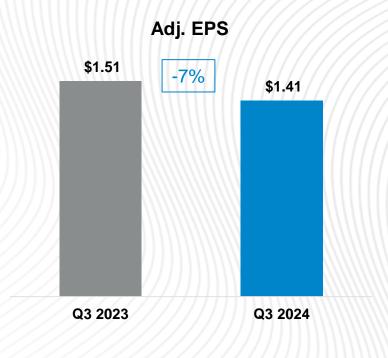


# Q3 2024 Operating Performance

### Value-added Sales (\$M)







#### Value-added sales were \$263.8 million

- Decrease due to general market softness combined with lower precision clad strip sales
- Partially offset by strength in space and defense and improvement in semiconductor

### Adjusted EBITDA at \$56.7 million, margin of 21.5%, up 100 bps YoY

- Record quarterly adjusted EBITDA margin
- Outperformed mid-term adjusted EBITDA margin target of 20%
- Increase driven by strong cost management and operational performance despite lower volume

#### Adjusted EPS of \$1.41

 Interest expense headwind of ~\$.05/share YoY



## Q3 2024 Financial Comparison

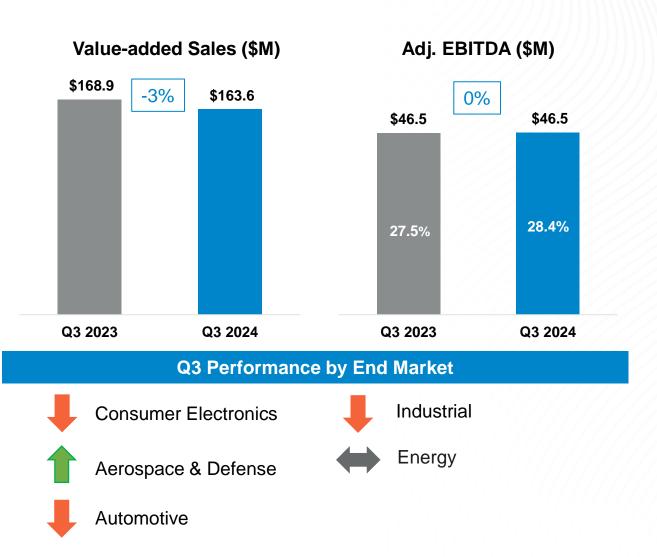
### Adjusted EBITDA of \$56.7 million, or 21.5% of VA Sales, up 100 bps YoY

- Outperformed the midterm adjusted EBITDA margin target of 20%
- Record adjusted EBITDA margin for any quarter
- Increase driven by continued cost management and operational performance offsetting lower volume and weaker price/mix
- Cost management includes impact of lower incentive compensation





# Performance Materials Segment



#### Value-added sales of \$163.6 million

- Decrease due to general market softness combined with lower precision clad strip and hydroxide sales
- Partially offset by strength in space and defense

#### Adjusted EBITDA of \$46.5 million

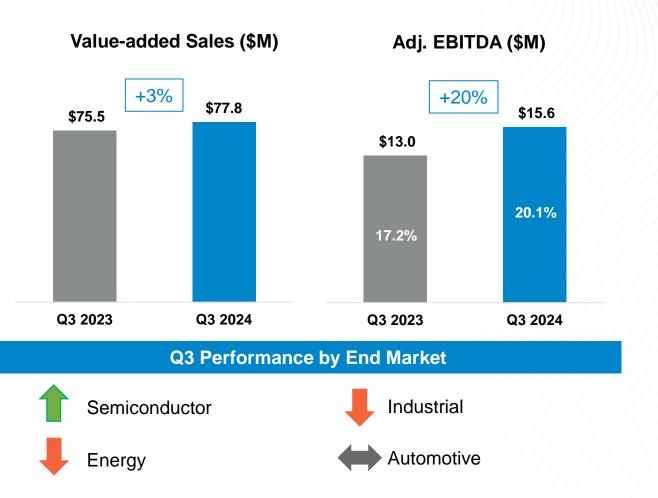
- Strong operational performance and cost management helping offset volume decline and unfavorable price/mix
- 90 bps of YoY margin expansion on lower sales
- Sequential margin improvement of 350 bps

#### Q4 Outlook:

- Continued strong demand in space & defense
- Industrial market improvement from BeNi demand
- Weaker automotive market outlook



## **Electronic Materials Segment**



#### Value-added sales of \$77.8 million, up 3% YoY

- Increase driven by semiconductor demand
- Partially offset by industrial and energy market weakness

#### Adjusted EBITDA of \$15.6 million, up 20% YoY

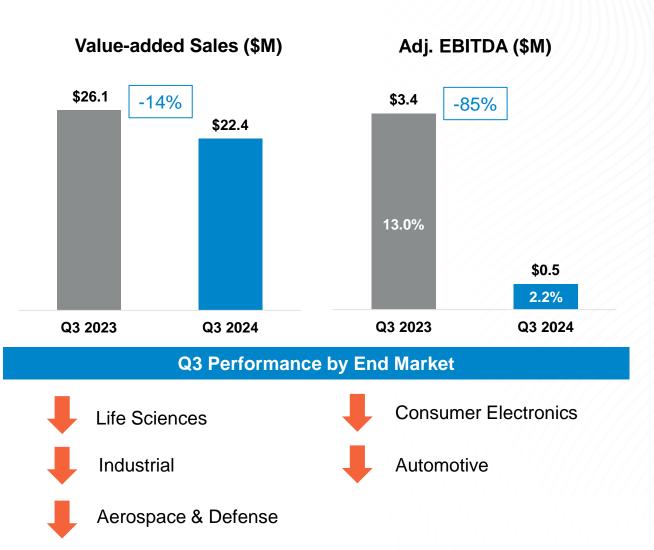
- Increase driven by higher volume, cost management and strong operational performance
- Delivered 290 bps of margin expansion YoY

#### Q4 Outlook:

- Semiconductor market recovery slower than previous expectations, comparable to Q3
- Continued benefit from strong cost management



## **Precision Optics Segment**



#### Value-added sales of \$22.4 million

 Decrease due to defense order timing and market weakness across automotive and industrial

#### Adjusted EBITDA of \$0.5 million

- Lower volume and unfavorable price/mix driving YoY decrease
- Partially offset by cost management

#### Q4 Outlook:

- Expect the top line to remain comparable to Q3
- Expect slight margin improvement through continued cost management



# Cash, Debt and Liquidity

(\$M)	Q3 2023	Q3 2024
Short-term Debt	\$38.6	\$37.5
Long-term Debt	\$422.4	\$457.8
Total Debt	\$461.0	\$495.3
Cash & Cash Equivalents	\$16.4	\$17.9
Net Debt (Cash)	\$444.6	\$477.4
TTM Adjusted EBITDA	\$220.0	\$213.1
Net Debt (Cash) / TTM Adj. EBITDA	2.0x	2.2x

# Leverage at midpoint of target range of 1.5x – 3x Approximately \$127 million available on existing revolving credit facility

Adequate liquidity remains to support growth initiatives

### No share buyback activity in the quarter

Board authorization in place for up to \$50M worth of shares with \$8.3M remaining

### Balanced capital allocation approach, prioritizing organic investment

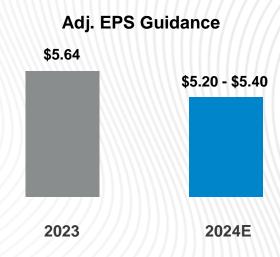
Expect debt pay down in Q4, ending year at ~2.0X leverage



### Full Year 2024 Guidance

#### 2024 Guidance

- Full year adjusted EPS of \$5.20 \$5.40
- Significant market weakness offset by continued cost, portfolio and footprint actions



2024 Modeling Assumptions			
Capital Expenditures	\$75M	Interest Expense	\$34M
Precision Clad Strip Plant – Phase Two	\$20M	Effective Tax Rate	13-14%
HCS-Electronic Materials	\$15M	Mine Development – New Pit Opening	\$11M
Normal Segment Capex	\$40M	Depreciation and Amortization	\$68M
		Acquisition Amortization	\$12M



# Invest in Materion as We Advance Our Strategy



Becoming a global leader in high-performing advanced materials serving diverse and attractive markets well aligned with megatrends



Building robust pipeline with investments in R&D as we focus on developing innovative solutions for our customers



Leveraging strong cash flow and deploying a disciplined, strategic approach toward profitable growth opportunities, both organic and inorganic



Energized management team laser focused on execution and increasing value for all stakeholders



# Appendix



### Reconciliation for Value-added Sales

	Third Quarter Ended						
(Millions)	September 27, 2024		September 29, 2023				
Net Sales							
Performance Materials	\$	177.4	\$	184.6			
Electronic Materials		236.9		192.3			
Precision Optics		22.4		26.2			
Other		_		_			
Total	\$	436.7	\$	403.1			
Less: Pass-through Metal Cost							
Performance Materials	\$	13.8	\$	15.7			
Electronic Materials		159.1		116.8			
Precision Optics		_		0.1			
Other		_		_			
Total	\$	172.9	\$	132.6			
Value-added Sales (non-GAAP)							
Performance Materials	\$	163.6	\$	168.9			
Electronic Materials		77.8		75.5			
Precision Optics		22.4		26.1			
Other		_		_			
Total	\$	263.8	\$	270.5			



### Reconciliation for Non-GAAP Measures

	Third Quarter Ended			
(Millions)	Septer 2	nber 27, 024	September 29, 2023	
Operating Profit/(Loss)				
Performance Materials	\$	34.2	\$	38.9
Electronic Materials		7.8		6.0
Precision Optics		(3.0)		0.3
Other		(7.7)		(8.7)
Total	s	31.3	\$	36.5
Non-Operating (Income)/Expense				
Performance Materials	\$	0.1	\$	0.2
Electronic Materials		_		_
Precision Optics		(0.1)		(0.2)
Other		(0.6)		(0.7)
Total	s	(0.6)	\$	(0.7)
Depreciation, Depletion, and Amortization				
Performance Materials	S	10.7	\$	7.7
Electronic Materials		4.5		4.1
Precision Optics		2.9		2.8
Other		0.5		0.5
Total	s	18.6	S	15.1
Segment EBITDA				
Performance Materials	\$	44.8	\$	46.4
Electronic Materials		12.3		10.1
Precision Optics		_		3.3
Other		(6.6)		(7.5)
Total	s	50.5	\$	52.3



### Reconciliation for Non-GAAP Measures

	Third Quarter Ended						
(Millions)	September 27, 2024		September 29, 2023				
Segment EBITDA							
Performance Materials	\$	44.8	\$	46.4			
Electronic Materials		12.3		10.1			
Precision Optics		_		3.3			
Other		(6.6)		(7.5)			
Total	\$	50.5	\$	52.3			
Special Items <sup>(2)</sup>							
Performance Materials	s	1.7	\$	0.1			
Electronic Materials		3.3		2.9			
Precision Optics		0.5		0.1			
Other		0.7		_			
Total	\$	6.2	\$	3.1			
Adjusted EBITDA Excluding Special Items							
Performance Materials	\$	46.5	\$	46.5			
Electronic Materials		15.6		13.0			
Precision Optics		0.5		3.4			
Other		(5.9)		(7.5)			
Total	\$	56.7	\$	55.4			



	Third Quarter Ended					
(Millions)	September 27, 2024		% of VA	September 29, 2023		% of VA
Net sales	\$	436.7		\$	403.1	
Pass-through metal cost		172.9			132.6	
Value-added sales	\$	263.8		\$	270.5	
Net income	\$	22.3	8.5 %	\$	26.6	9.8 %
Income tax expense		0.8	0.3 %		3.0	1.1 %
Interest expense - net		8.8	3.3 %		7.6	2.8 %
Depreciation, depletion and amortization		18.6	7.1 %		15.1	5.6 %
Consolidated EBITDA	\$	50.5	19.1 %	\$	52.3	19.3 %
Special items						
Restructuring and cost reduction	\$	1.6	0.6 %	\$	3.1	1.2 %
Electronic Materials inventory adjustment		2.8	1.1 %		_	— %
Business transformation costs		0.6	0.2 %		_	— %
Additional start up resources and scrap		1.2	0.5 %		_	— %
Merger, acquisition and divestiture related costs		_	- %		_	- %
Total special items		6.2	2.4 %		3.1	1.2 %
Adjusted EBITDA	\$	56.7	21.5 %	\$	55.4	20.5 %



Performance Materials							
	Third Quarter Ended						
(Millions)	ptember 9, 2024	% of VA		eptember 29, 2023	% of VA		
Net sales	\$ 177.4		\$	184.6			
Pass-through metal cost	13.8			15.7			
Value-added sales	\$ 163.6		\$	168.9			
EBITDA	\$ 44.8	27.4 %	\$	46.4	27.5 %		
Restructuring and cost reduction	0.1	0.1 %		0.1	<b>-</b> %		
Additional start up resources and scrap	1.2	0.7 %		_	<b>—</b> %		
Business transformation costs	0.4	0.2 %		_	— %		
Adjusted EBITDA	\$ 46.5	28.4 %	\$	46.5	27.5 %		

#### Electronic Materials

	Third Quarter Ended						
(Millions)		ptember 9, 2024			% of VA		
Net sales	\$	236.9		\$	192.3		
Pass-through metal cost		159.1			116.8		
Value-added sales	\$	77.8		\$	75.5		
EBITDA	\$	12.3	15.8 %	\$	10.1	13.4 %	
Restructuring and cost reduction		0.5	0.7 %		2.9	3.8 %	
Electronic Materials inventory adjustment		2.8	3.6 %		_	— %	
Adjusted EBITDA	\$	15.6	20.1 %	\$	13.0	17.2 %	

#### **Precision Optics**

		Third Quarter Ended						
(Millions)	Sep 29	tember , 2024	% of VA	September 29, 2023		% of VA		
Net sales	\$	22.4		\$	26.2			
Pass-through metal cost		_			0.1			
Value-added sales	\$	22.4		\$	26.1			
EBITDA	\$	_	— %	\$	3.3	12.6 %		
Restructuring and cost reduction		0.5	2.2 %		0.1	0.4 %		
Adjusted EBITDA	\$	0.5	2.2 %	\$	3.4	13.0 %		

#### Other

	Third Quarter Ended						
(Millions)	tember , 2024	% of VA		ember 2023	% of VA		
EBITDA	\$ (6.6)		\$	(7.5)			
Restructuring and cost reduction	0.5			_			
Business transformation costs	0.2			_			
Merger, acquisition and divestiture related costs							
Adjusted EBITDA	\$ (5.9)		\$	(7.5)			



	Third Quarter Ended						
(Millions)		tember , 2024	Diluted EPS	September 29, 2023	Diluted EPS		
Net income and EPS	\$	22.3	\$ 1.07	\$ 26.6	\$ 1.27		
Special items							
Restructuring and cost reduction		1.6		3.1			
Electronic Materials inventory adjustment		2.8		_			
Business transformation costs		0.6		_			
Additional start up resources and scrap		1.2		_			
Merger, acquisition and divestiture related costs		_		_			
Provision for income taxes <sup>(1)</sup>		(1.4)		(0.6)	)		
Total special items		4.8	0.22	2.5	0.12		
Adjusted net income and adjusted EPS	\$	27.1	\$ 1.29	\$ 29.1	\$ 1.39		
Acquisition amortization (net of tax)		2.5	0.12	2.5	0.12		
Adjusted net income and adjusted EPS excl. amortization	s	29.6	\$ 1.41	\$ 31.6	\$ 1.51		



(\$ in millions)	Q3 2024		Q3 2023		Q3 2024 TTM		Q3 2023 TTM	
GAAP as Reported								
Net income	\$	22.3	\$	26.6	\$	74.2	\$	105.0
Income tax expense (benefit)		0.8		3.0		7.1		16.5
Interest expense		8.8		7.6		34.4		30.4
Depreciation, depletion, and amortization		18.6		15.1		66.4		60.7
Consolidated EBITDA		50.5	\$	52.3	\$	182.1	\$	212.6
Special Items								
Restructuring and cost reduction	\$	1.6	\$	3.1	\$	14.9	\$	6.9
Electronic Materials inventory adjustment		2.8		<u> </u>		2.8		//// <del>/</del> /
Business transformation costs		0.6		<u> </u>		0.6		
Merger, acquisition and divestiture related costs		/// <u>-</u> //		<u> </u>		0.7		1.0
Pension settlement		/// <del>/</del> //		/// <del>_</del> ///		0.2		(0.5)
Additional start-up resources and scrap		1.2		///_//		11.7		
Total Special Items	77777	6.2		3.1		31.0		7.4
Adjusted EBITDA	\$	56.7	\$	55.4	\$	213.1	\$	220.0



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**Materion Corporation** +1 216.486.4200 http://www.materion.com

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