



**FTG CORPORATION**



**Aerospace & Defence  
Electronic Products & Subsystems**

**FTG: TSX**

July 2026

## Disclaimer

This presentation contains certain forward-looking statements. These forward-looking statements are related to, but not limited to, FTG's operations, anticipated financial performance, business prospects and strategies. Forward-looking information typically contains words such as "anticipate", "believe", "expect", "plan" or similar words suggesting future outcomes. Such statements are based on the current expectations of management of the Company and inherently involve numerous risks and uncertainties, known and unknown, including economic factors and the Company's industry, generally. The preceding list is not exhaustive of all possible factors. Such forward-looking statements are not guarantees of future performance and actual events and results could differ materially from those expressed or implied by forward-looking statements made by the Company. The reader is cautioned to consider these and other factors carefully when making decisions with respect to the Company and not place undue reliance on forward-looking statements. Other than as may be required by law, FTG disclaims any intention or obligation to update or revise any such forward-looking statements, whether as a result of new information, future events or otherwise.



# FTG Today: At-A-Glance

## Markets Served

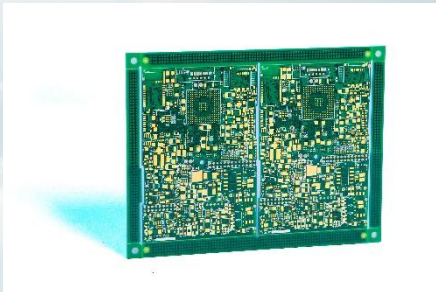


*Aerospace & Defence*

## Product Portfolio



*Cockpit and Avionics Products*



*Printed Circuit Boards*



**\$191M**

*2025  
Revenue*

**\$32M**

*2025  
Adj EBITDA*

**~25%**

*Revenue Growth  
(4-Year CAGR)*

**~\$148M**

*2025 Exit  
Backlog*

**30+ Years**

*Length of Relationship  
with key customers*

**750+ / 11**

*Employees / Global  
Offices*

**400,000+**

*Sq. Ft. of Design and  
Manufacturing Facilities*

**10**

*# of Acquisitions or  
Greenfield Operations  
(Past 15 years)*



# Capital Markets Summary

**TSX Stock Symbol:**

**Fiscal Year End:**

**Share Price:**

**Shares Outstanding:**

**52-Week Range:**

**Insider Holdings:**

**Institutional Holdings:**

**Cash & ST Investments:**

**Net Debt:**

**FTG**

**Nov. 30**

**\$23.71**

**25.2M**

**\$9.78 - \$26.63**

**~30%**

**~15%**

**~\$10.8M (Q2 26)**

**~\$3M (Q2 26)**

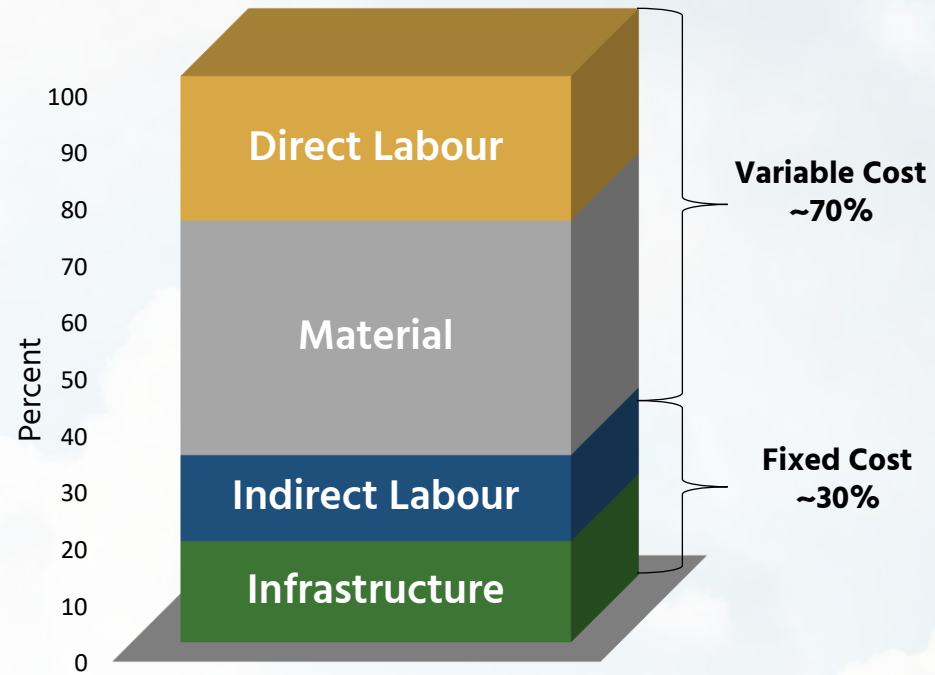
|              |  |  |  <b>BEACON</b> |  <b>CORMARK</b> |
|--------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|
| Company      | Raymond James                                                                       | Acumen                                                                              | Beacon                                                                                            | ATB Cormark                                                                                        |
| Rating       | Outperform 2                                                                        | Buy                                                                                 | Buy                                                                                               | Outperform                                                                                         |
| Target Price | \$30.00                                                                             | \$29.00                                                                             | \$30.00                                                                                           | \$30.00                                                                                            |



**TSX: FTG**

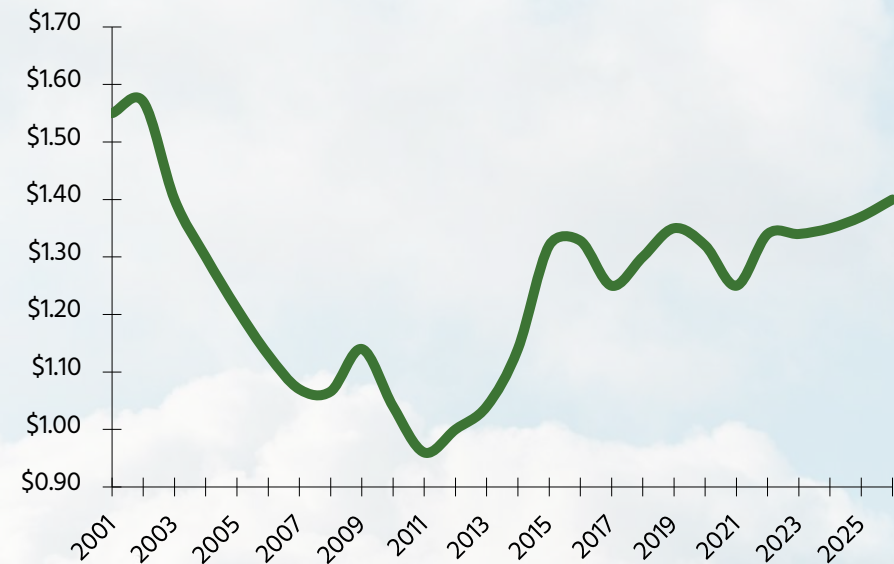
# FTG Scalable Economics

Top Line Drives Bottom Line



Contribution Margin of ~30% on incremental revenue

## CAD/USD Exchange Rate

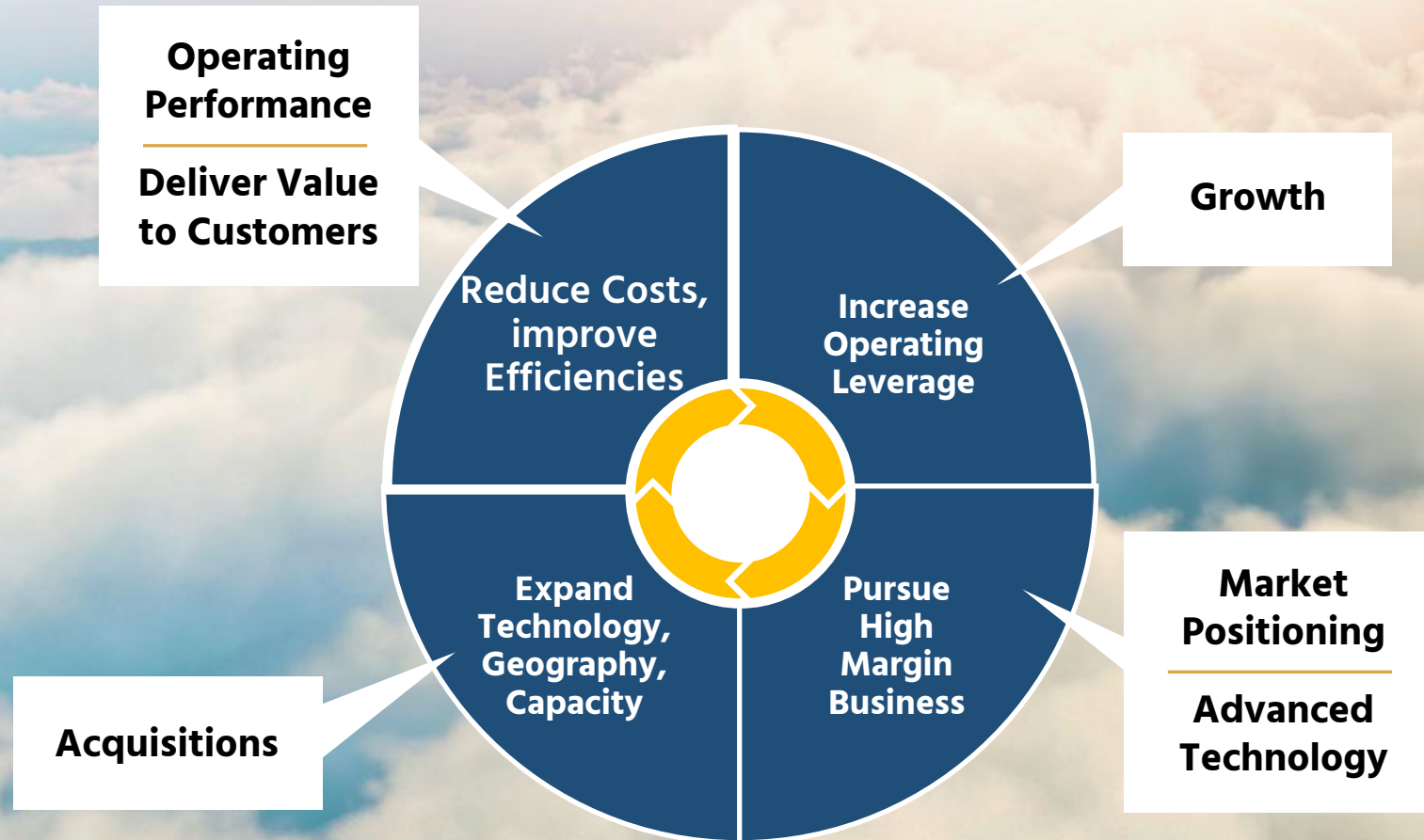


Over 90% of FTG's revenue denominated in USD



TSX: FTG

# FTG Strategic Initiatives



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# Experienced Leadership Team Driving Performance



**Brad Bourne**  
*President & CEO*

- Seasoned Aerospace & Defense leader
- Held senior positions with Spar Aerospace Limited



**Drew Knight**  
*EVP & CFO*

- Joined in 2025
- 25+ years of progressive multinational management experience including Magna Intl, Dexterra Group, and Exco Technologies



**Peter Dimopoulos**  
*Vice President Business Dev*

- Peter was appointed Vice President of Business Development in 2010 after overseeing sales in Canada and China markets



**Marko Viinikka**  
*EVP Aerospace*

- Joined in 2025
- Marko brings over 20 years of executive leadership experience, including senior roles in new aircraft development programs for major aerospace OEMs.



**Bill Sezate**  
*EVP Circuits*

- Joined in 2025
- Bill has over 20 years of executive experience in manufacturing operations, excelling in sales, quality, engineering, and cost control.

## Board of Directors

**Edward Hanna** – *Chairman*

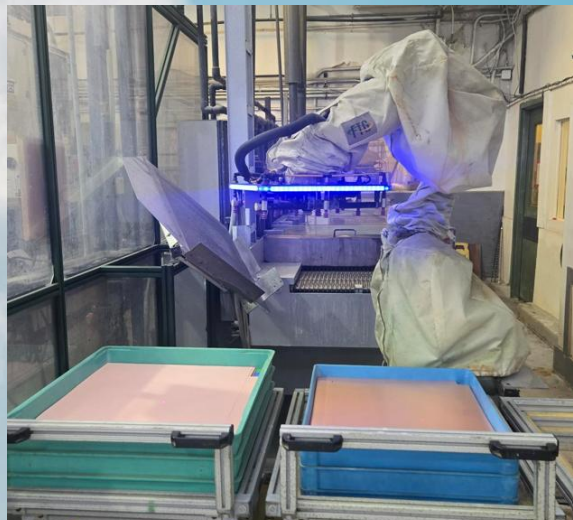
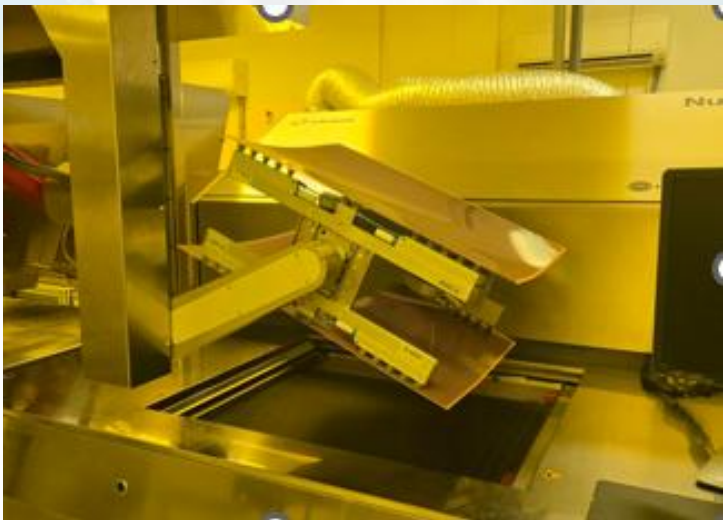
**Brad Bourne** – *Director*

**Michael Andrade** – *Director*

**Robert Beutel** – *Director*

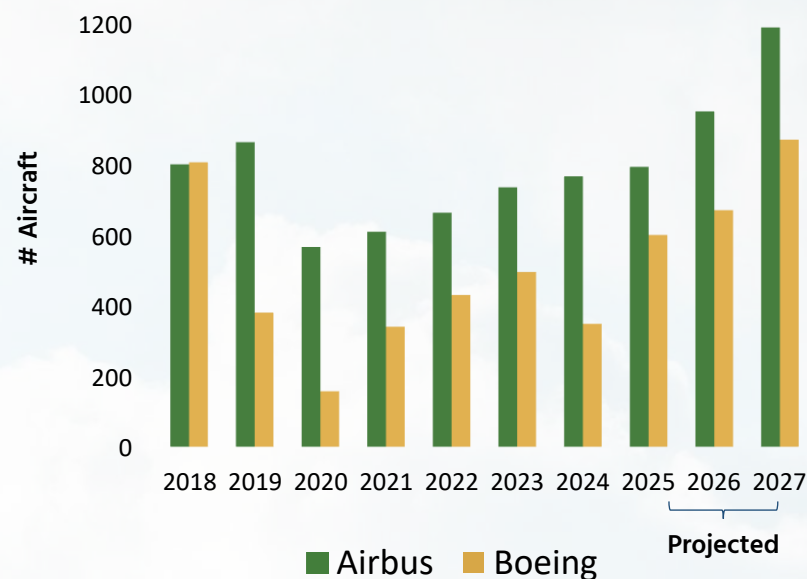
**Christine Forget** – *Director*

**Russell David** – *Director*



# Strong End Market Demand – Commercial and Defence

## COMMERCIAL AIRCRAFT DELIVERIES



**Airbus is gaining market share**

Airbus total backlog

**9,037**

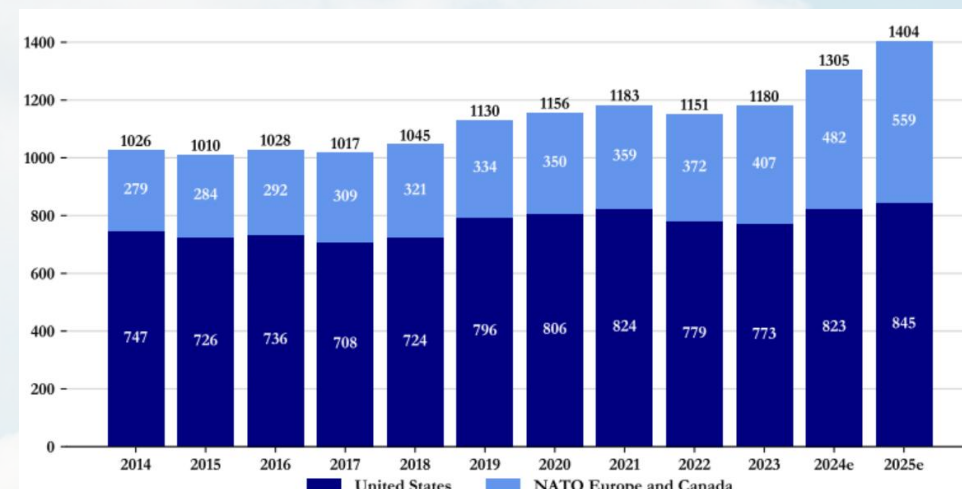
AIRCRAFT

Boeing total backlog

**6,807**

AIRCRAFT

## DEFENCE BUDGETS



**NATO defence spending increased from 37% to 66% of the US spending**

**All sectors are growing**



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# FTG's Multiple Levers For Continued Growth



## Market / Industry Growth

- Air Transport growing fast
- Defence growing fast
- Other segments all growing



## Operational Performance

- Provide value to customers
- Meet Quality and Delivery expectations of customers



## New Programs Wins

- Insource Satcom and WQAR production
- Weather Radar HMI
- Orion Panels
- Blue Origin PCBs
- Classified Defence Programs (2) PCBs
- Blast Exposure Monitoring PCBs
- Electronic warfare PCBs
- MV-75 PCBs



## Further Global Expansion

- Europe
- Hyderabad Aerospace – greenfield
- Established in Canada, USA and China



## Accretive Acquisitions

- Looking to Europe for either business
- 7 Acquisitions and 3 greenfield projects in past 15 years

- ✓ **TSX: FTG**
- ✓ **FTG growth consistently exceeds industry**
- ✓ **Suppliers who perform win more work**
- ✓ **New program wins, in development phase, are best opportunity to grow market share**
- ✓ **Global footprint aligns with Aerospace industry**
- ✓ **Acquisitions add capacity, capability, geography**



**TSX: FTG**

## Barriers to Entry – Drive Margins



Technology/Capabilities



Government certifications



Customer certifications and approvals



Customer Relationships



Operational Performance

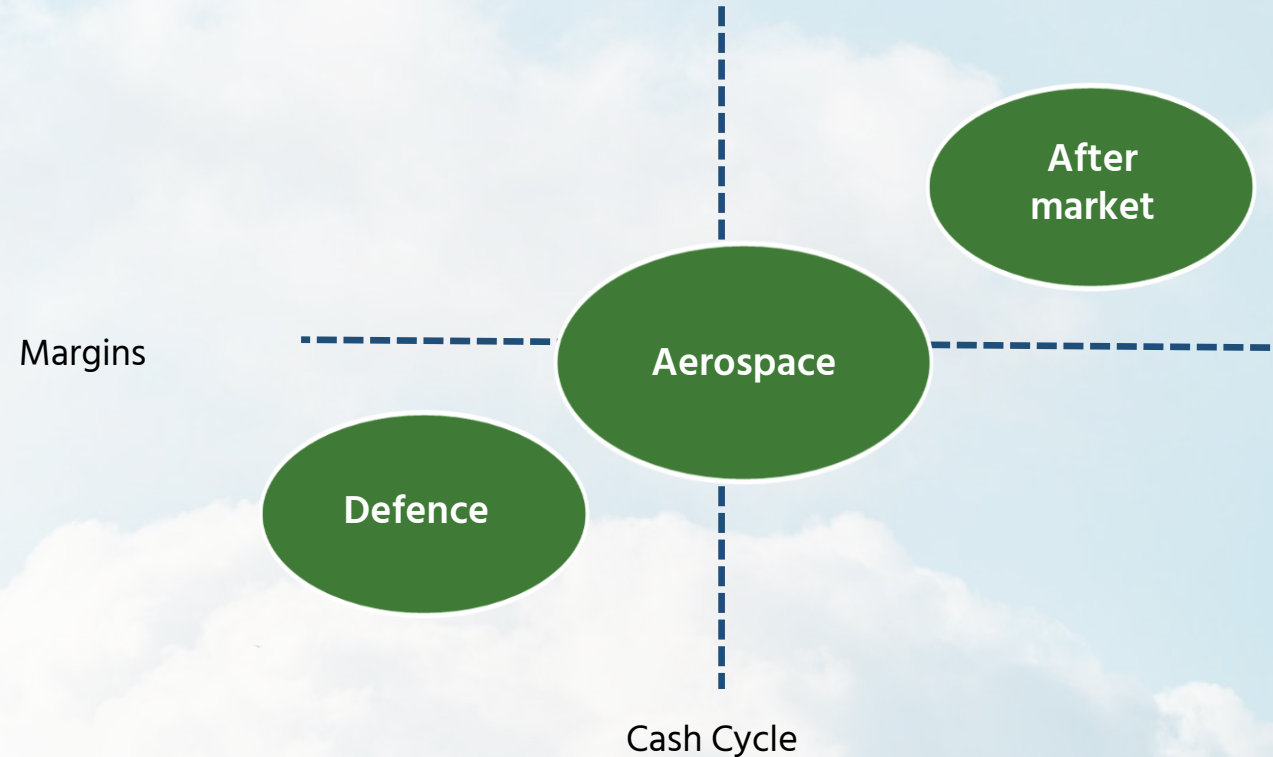


Financial Strength



Global Footprint

## Market Positioning– Drive Margins



Future investment decisions will drive FTG towards higher margin business



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# Technology Growth

## Aerospace Products



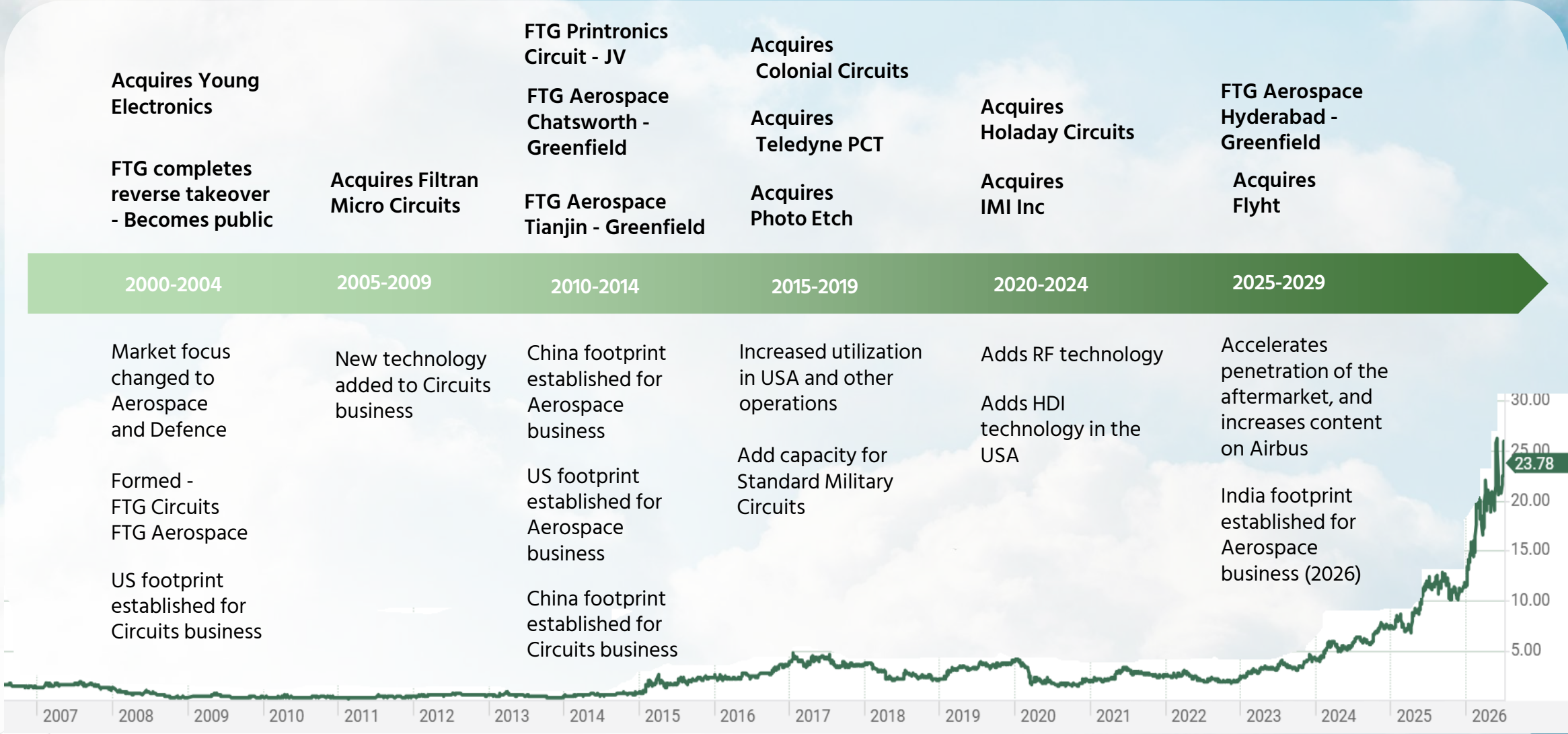
Move up value Chain to drive revenue growth

## Circuits Products



Alignment with customer's needs – drives margins

# Corporate Development Milestones



# Capital Allocation

## Capital allocation plans include:

1. Invest organically to ramp throughput and drive technology
2. Pursue corporate development opportunities
3. Pay down debt
4. We have an NCIB to buy back up to 5% of outstanding shareholder stock
  - 616,400 shares repurchased since 2022

**Deploy cash available to improve profitability and shareholder returns**



# FLYHT (now FTG Aerospace Calgary) Acquisition

## Products



### ● **Satcom communications via Iridium Satellite system (AFIRS 228)**

- ◆ Backup aircraft safety communications system
- ◆ Aircraft data transmission system for enhanced operations management
- ◆ In service for many years, with design update just completed
- ◆ Factory option for all Airbus aircraft – via licencing arrangement – 200-300 installed annually
  - Licencing revenue to resume in 2026
- ◆ Hardware sales and satellite data service sales



### ● **Wireless Quick Access Recorder (WQAR) (Edge and Edge +)**

- ◆ 5G wireless connection from aircraft to airline flight operations
- ◆ Collect data in flight and transmit aircraft data while at an airport
- ◆ Development complete – for two versions
- ◆ Hardware sales and wireless service sales



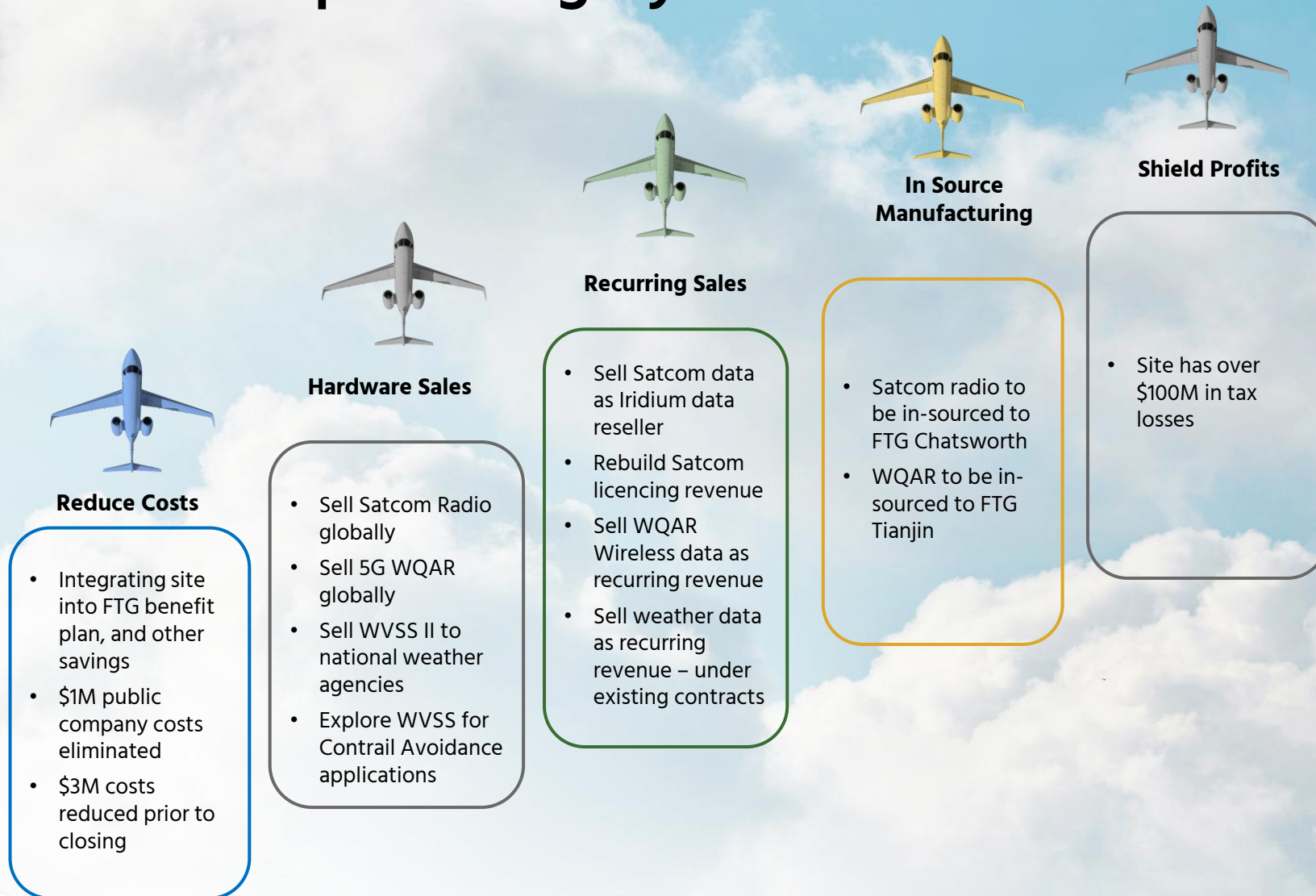
### ● **Weather - Water Vapour Sensing System (WVSS II)**

- ◆ Systems installed on aircraft to collect high altitude weather and water vapour data
- ◆ System update complete
- ◆ Data sold to National weather agencies such as NOAA
- ◆ Hardware and weather data sales



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# FTG Aerospace Calgary Value Creation



- ✓ **TSX: FTG**
- ✓ **Reduce costs**
- ✓ **Get approvals to sell products on key platforms**
- ✓ **Sell 3 existing products**
- ✓ **Sell recurring data-related revenue for all 3 products**
- ✓ **In source product manufacturing to FTG sites**
- ✓ **Shield profits from tax via tax losses**



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# Future M&A Considerations

## Future Acquisitions

### Key criteria for future acquisitions include:

- Aligned with FTG market and product focus
- Expand technology offering
- Expand geographic coverage
  - Europe for commercial aerospace
  - Europe, India, other top ten countries outside of US for defence
- Accelerate FTG's penetration of the aftermarket segment
- Drive up plant utilization
- Attractive price, attractive multiple
- Accretive to earnings



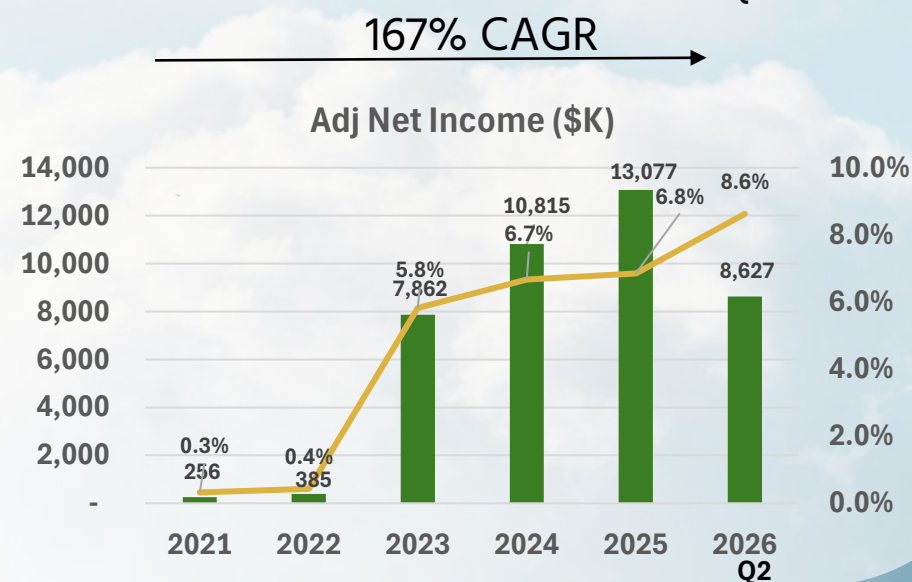
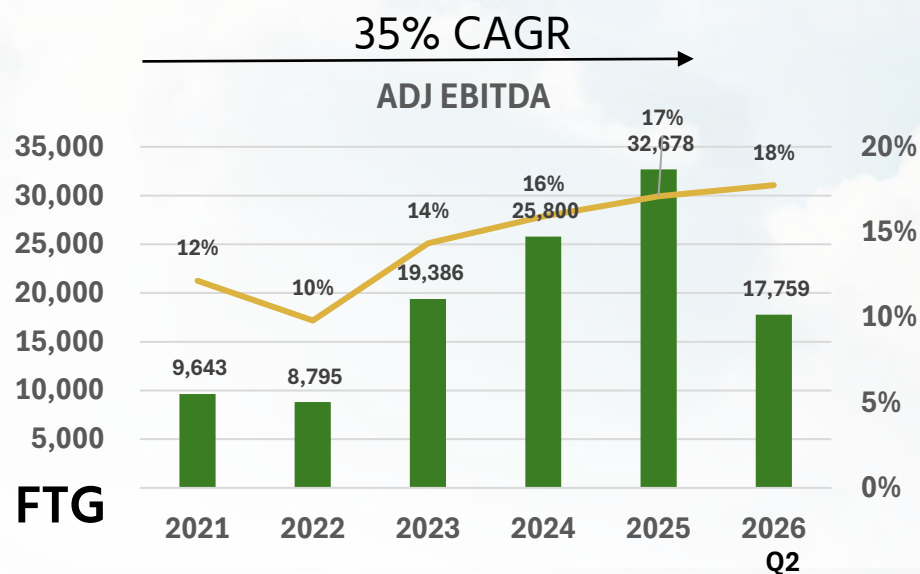
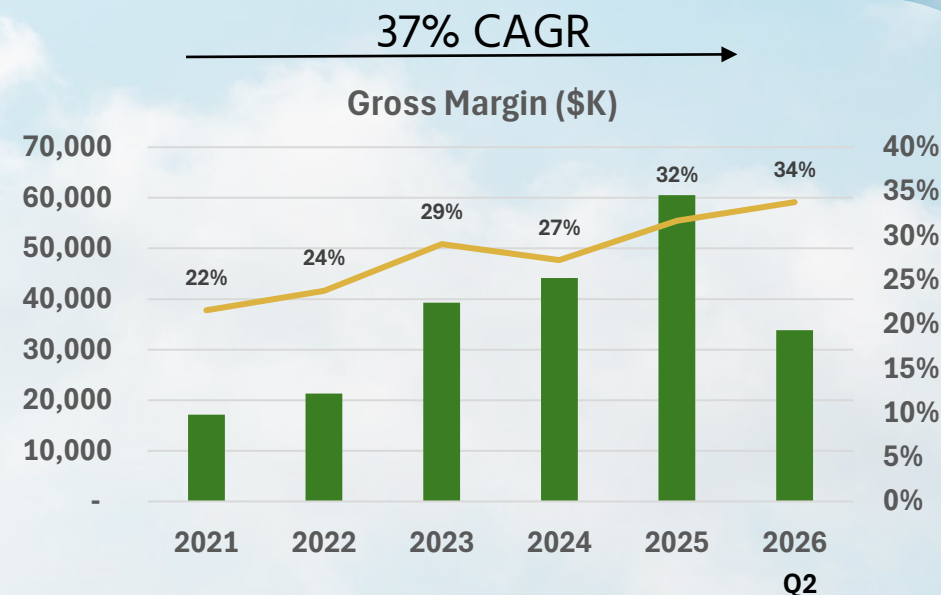
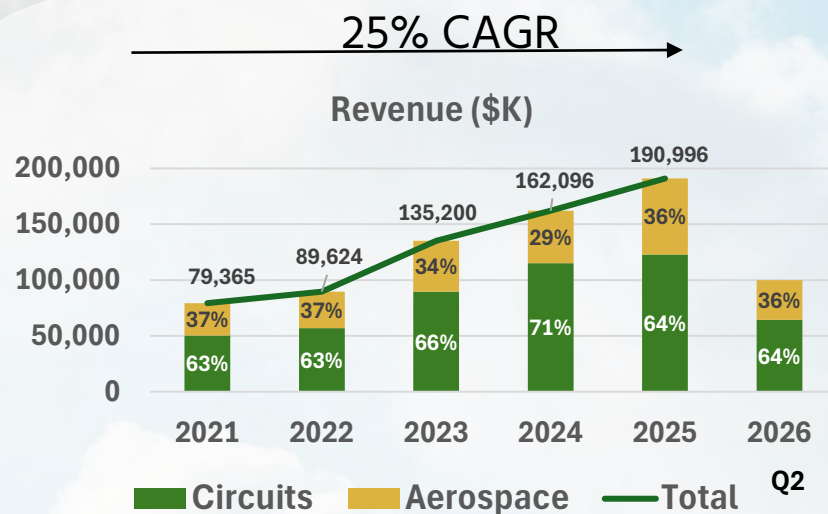
# US Tariffs

- The US Administration is implementing tariffs on imports into the US
- FTG sales include approximately \$58M in sales to the US from Canada or China
- Mitigation plans include:
  - ◆ The US-based acquisitions by FTG in 2019 and 2023 have expanded our US manufacturing capacity
  - ◆ The acquisition of FLYHT in December 2024 reduces our exposure to tariffs as their largest customer is in Canada and they sell globally
  - ◆ The recent win of cockpit assemblies on the DeHavilland Canadair 515 water bomber will be Canadian revenue generated in our Canadian aerospace site
  - ◆ The ramp up of the C919 aircraft production in China will create a revenue stream not impacted by US tariffs
  - ◆ It will take time for the Aerospace and Defence supply chain to move sources of supply so any negative impact to FTG would be felt over time
  - ◆ We are moving to be more locally focused with US sites selling into US customers and non- US sites selling to non-US customers
  - ◆ FTG's non-US sites will target increased market share from Airbus
  - ◆ FTG has plans to add sales resources in Canada, Europe and Asia
  - ◆ FTG's plans to open a facility in Hyderabad India will help open a new non-US market
- Input costs are now being impacted by tariffs as much material comes from Asia and ships to or via the USA
  - ◆ We are working to pass these tariff costs on to customers



**TSX: FTG**

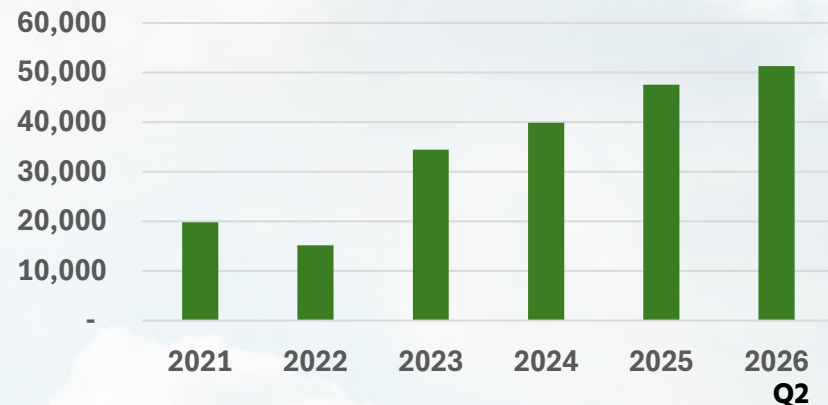
# Financial Highlights – Revenue and Earnings



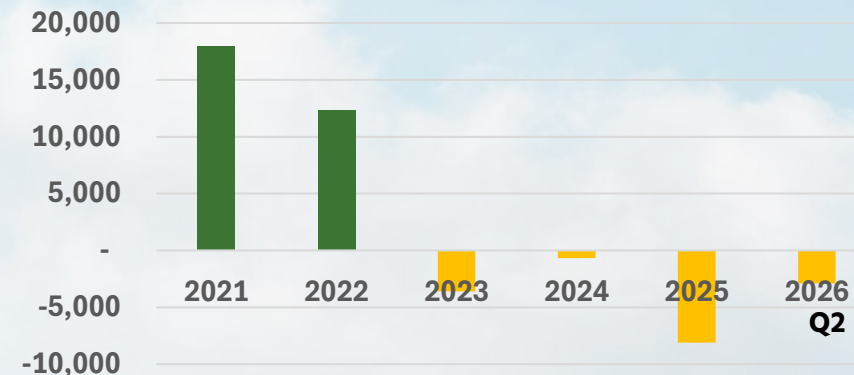
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# Financial Highlights – Balance Sheet and Investments

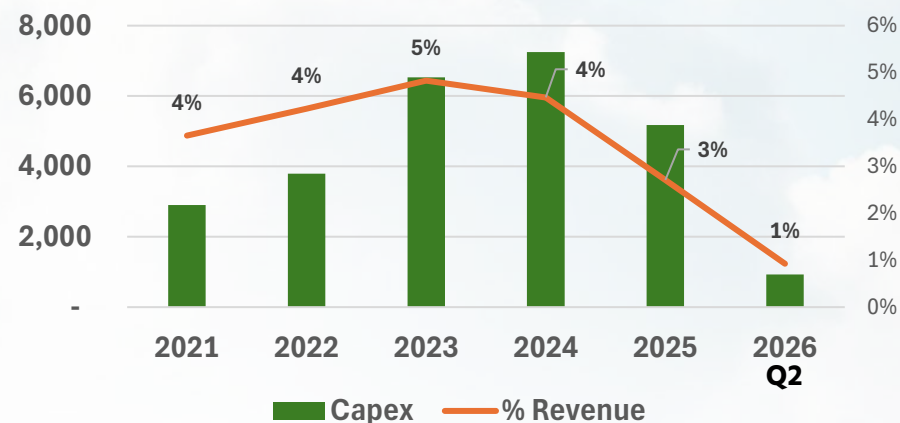
## Working Capital (excl Cash)



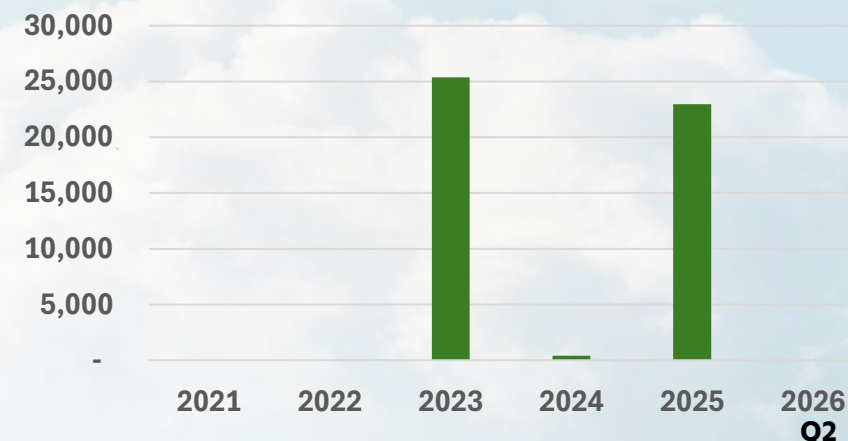
## Cash



## Capex Spending



## Acquisitions



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Strong working capital and low debt levels – support future investments

# ESG at FTG

## Focus On Environmental, Social & Governance Factors Across All Operations



**Environment:** Reduction of impact on the environment in areas such as water recycling, higher efficiency equipment, and committed further investments, with the support of the Canadian and Ontario Governments.



**Social:** FTG is committed to having a safe, secure and diverse workforce. We proactively review and improve all aspects of safety at our sites.



**Governance:** Increased board diversity, robust business ethics policies, strong risk management practices.



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