

MAGELLAN

MANAGEMENT'S DISCUSSION AND ANALYSIS

FOR THE THREE AND SIX MONTH PERIODS ENDED JUNE 30, 2020



Magellan Aerospace Corporation – Management’s Discussion & Analysis

June 30, 2020

This Management’s Discussion and Analysis (“MD&A”) of the financial condition and results of operations of Magellan Aerospace Corporation (“Magellan” or the “Corporation”) should be read in conjunction with the unaudited condensed consolidated interim financial statements and the notes thereto for the three and six month periods ended June 30, 2020, and the audited annual consolidated financial statements for the year ended December 31, 2019 (available on SEDAR at www.sedar.com). Unless otherwise noted, all financial information has been prepared in accordance with Canadian Generally Accepted Accounting Principles (“GAAP”), specifically International Accounting Standard (“IAS”) 34, *Interim Financial Reporting* as issued by the International Accounting Standards Board (“IASB”), which is within the framework of International Financial Reporting Standards (“IFRS”). This MD&A provides a review of the significant developments that have impacted the Corporation’s performance during the three month period ended June 30, 2020 relative to the three month period ended June 30, 2019. The information contained in this report is as at August 7, 2020. All financial references are in Canadian dollars unless otherwise noted.

The MD&A contains forward-looking information that represents the Corporation’s internal projections, expectations, estimates or beliefs concerning, among other things, future operating results and various components thereof or the Corporation’s future economic performance. These statements relate to future events or future performance, such as statements about the potential impacts of the COVID-19 pandemic on the Corporation’s business operations, financial results and financial position. All statements other than statements of historical facts may be forward-looking statements. In particular and without limitation there are forward looking statements under the heading “Overview”, “Results of Operations”, “Liquidity and Capital Resources”, “Risk Factors”, “Future Changes in Accounting Policies” and “Outlook”. In some cases, forward-looking statements can be identified by terminology such as “may”, “will”, “should”, “expects”, “projects”, “plans”, “anticipates”, and similar expressions. The projections, estimates and beliefs contained in such forward-looking statements are based on management’s assumptions relating to the production performance of Magellan’s assets and competition throughout the aerospace industry and continuation of the current regulatory and tax regimes in the jurisdictions in which the Corporation operates, and necessarily involve known and unknown risks and uncertainties, including the business risks discussed in this MD&A, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or results expressed or implied by such forward-looking statements. Accordingly, readers are cautioned that events or circumstances could cause results to differ materially from those predicted. Except as required by law, the Corporation does not undertake to update any forward-looking information in this document whether as to new information, future events or otherwise.

The MD&A presents certain non-IFRS financial measures to assist readers in understanding the Corporation’s performance. Non-IFRS financial measures are measures that either exclude or include amounts that are not excluded or included in the most directly comparable measures calculated and presented in accordance with GAAP. Throughout this discussion, reference is made to EBITDA (defined as net income before interest, income taxes, depreciation and amortization) and Adjusted EBITDA (earnings before interest expense, income taxes, depreciation and amortization, and restructuring), which the Corporation considers to be an indicative measure of operating performance and a metric to evaluate profitability. EBITDA and Adjusted EBITDA are not generally accepted earnings measures and should not be considered as alternatives to net income (loss) or cash flows as determined in accordance with IFRS. As there is no standardized method of calculating these measures, the Corporation’s EBITDA and Adjusted EBITDA may not be directly comparable with similarly titled measures used by other companies. Reconciliations of EBITDA and Adjusted EBITDA to net income (loss) reported in accordance with IFRS are included in this MD&A.

1. Overview

A summary of Magellan’s business and significant updates

Magellan is a diversified supplier of components to the aerospace industry. Through its wholly owned subsidiaries, Magellan designs, engineers, and manufactures aeroengine and aerostructure components for aerospace markets, advanced products for defence and space markets, and complementary specialty products. The Corporation also supports the aftermarket through supply of spare parts as well as performing repair and overhaul services.

Magellan operates substantially all of its activities in one reportable segment, Aerospace, which is viewed as one segment by the chief operating decision-makers for the purpose of resource allocations, assessing performance and strategic planning. The Aerospace segment includes the design, development, manufacture, repair and overhaul, and sale of systems and components for defence and civil aviation.

Business Update

On May 7, 2020, Magellan announced an agreement with an undisclosed customer for the supply of complex machined rotating engine components for military aircraft platforms. The contract, valued at approximately \$46.4 million, will be carried out at Magellan’s facility in Mississauga, Ontario over a five-year period commencing in 2020.

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Magellan announced on May 25, 2020 that the Toronto Stock Exchange had approved its notice of intention to make a normal course issuer bid (“the Bid”) to purchase for cancellation, from time to time, as it considers advisable, up to 2,910,450 of the Corporation’s issued and outstanding common shares (the “Shares”), being 5% of the 58,209,001 Shares outstanding as of May 25, 2020. The Bid commenced on May 27, 2020 and will terminate on the earlier of May 26, 2021 or the date on which the Corporation has acquired all of the Shares sought pursuant to the Bid.

In late June 2020, Airbus decided that, due to the COVID-19 crisis, it would cancel its plan to develop its own A320neo nacelle. Magellan had been selected by Airbus in 2017 to design, develop and manufacture exhaust systems for the A320neo PW1100G-JM nacelle with the first unit scheduled to enter into service in 2022. Revenue generated from this life-of-program contract was estimated to exceed CDN \$200 million over the first ten years of the contract.

Impact of COVID-19

In March 2020, the World Health Organization declared coronavirus (“COVID-19”) a global pandemic. Governments worldwide, including those countries in which Magellan operates, enacted emergency measures to combat the spread of the virus. These measures, which included the implementation of travel bans, self-imposed quarantine periods and social distancing, caused a material disruption to businesses globally resulting in an economic slowdown and decreased demand in the aerospace industry. Governments and central banks reacted with significant monetary and fiscal interventions designed to stabilize economic conditions; however, the long-term success of these interventions is not yet determinable.

In the second quarter of 2020, the continued disruption to air travel and commercial activities, particularly within the aerospace and commercial airline industries negatively impacted global supply, demand and distribution capabilities. In particular, the significant decrease in air travel resulting from the COVID-19 pandemic is adversely affecting Magellan’s customers and their demand for the Corporation’s products and services. The situation remains dynamic and the ultimate duration and magnitude of the impact on the economy and the financial effect on the Corporation remains unknown at this time.

Financial impacts

The current challenging economic climate may have material adverse impact on Magellan including, but not limited to significant declines in revenue similar to what Magellan experienced in the second quarter of 2020 as the Corporation’s customers are concentrated in the aerospace industry; impairment charges to our property, plant and equipment and intangible assets due to declines in revenue and cash flows; and future restructuring charges as we align our structure and personnel to the dynamic environment. Estimates and judgements made in the preparation of financial statements are increasingly difficult and subject to a higher degree of measurement uncertainty during this volatile period.

Magellan has implemented measures to align our cost structure and maximize cash preservation during the current market conditions, including headcount reductions; elimination of all non-essential travel, entertaining and other discretionary spending; and reductions to the 2020 capital expenditure plan. The Corporation also applied and received the Canada Emergency Wage Subsidy for its Canadian employees. The carrying value of the Corporation’s long-lived assets are reviewed for indications of impairment at the end of each reporting period. At June 30, 2020, the Corporation reviewed each cash-generating unit and did not identify indications of impairment.

The third quarter of 2020 will be challenging for Magellan’s revenue on a year over year basis as COVID-19 continues to impact aircraft production rates over the short and medium term. In response to this impact, in the second quarter of 2020, Magellan initiated plans to right-size our business with major restructuring charges expected to be incurred in the third quarter of 2020. Magellan continues to actively monitor the COVID-19 situation and reassesses its operating plan as program updates become available.

Operational impacts

During this pandemic, in regions where the local authorities have ordered non-essential business closures and implemented “stay at home” orders, the aerospace manufacturing industry has been classified as an “essential service”. As a result, the Corporation’s operations remained open, but at reduced levels of activity, for the majority of the second quarter of 2020.

To manage the additional safety risks presented by COVID-19, Magellan implemented standardized tools and templates to keep its employees safe and well informed. Magellan has implemented additional safety, sanitization and physical distancing procedures, including remote work sites where possible and ceased all non-essential business travel. Magellan’s procedures are in accordance with recommendations from the World Health Organization, the United States’ Centers for Disease Control and Prevention, and applicable federal, state and provincial government health authorities.

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Liquidity

During the second quarter of 2020, Magellan improved its overall liquidity position despite the challenges posed by COVID-19. The Corporation ended the quarter with a cash balance of \$61.7 million and \$70.4 million of available borrowing capacity under Magellan’s operating credit facility, providing the Corporation with \$132.1 million of total liquidity as compared with \$103.3 million at March 31, 2020. The credit facility agreement also includes a \$75 million uncommitted accordion provision that provides the Corporation with the option to increase the size of the operating credit facility to \$150 million. Magellan expects that cash provided by operations, cash on hand and its sources of financing will be sufficient to meet the Corporation’s debt obligations and fund committed and future capital expenditures.

For additional information, please refer to the “Management’s Discussion and Analysis” section of the Corporation’s 2019 Annual Report available on www.sedar.com.

2. Results of Operations

A discussion of Magellan’s operating results for second quarter ended June 30, 2020

The Corporation reported revenue in the second quarter of 2020 of \$162.2 million, a \$101.9 million decrease from the second quarter of 2019 of \$264.1 million. Gross profit and net income for the second quarter of 2020 were \$25.3 million and \$6.1 million, respectively, in comparison to gross profit of \$45.1 million and net income of \$21.7 million for the second quarter of 2019.

Consolidated Revenue

Expressed in thousands of dollars	Three month period ended June 30			Six month period ended June 30		
	2020	2019	Change	2020	2019	Change
Canada	83,595	96,185	(13.1%)	177,838	186,886	(4.8%)
United States	45,288	83,128	(45.5%)	110,006	167,947	(34.5%)
Europe	33,284	84,769	(60.7%)	113,136	179,133	(36.8%)
Total revenues	162,167	264,082	(38.6%)	400,980	533,966	(24.9%)

Revenues in Canada decreased 13.1% in the second quarter of 2020 in comparison to the same period in 2019 primarily due to decreased volumes across a number of programs and lower proprietary product sales, partially offset by higher repair and overhaul sales and the strengthening of the United States dollar relative to the Canadian dollar when compared to the same period in the prior year.

Revenues in United States decreased by 45.5% in the second quarter of 2020 when compared to the second quarter of 2019, largely due to volume decreases for single aisle aircraft, specifically the Boeing 737 MAX, offset in part by favourable foreign exchange impact due to the strengthening of the United States dollar against the Canadian dollar.

European revenues decreased 60.7% in the second quarter of 2020 compared to the corresponding period in 2019 primarily driven by build rate reductions for both single aisle and wide body aircrafts.

Gross Profit

Expressed in thousands of dollars	Three month period ended June 30			Six month period ended June 30		
	2020	2019	Change	2020	2019	Change
Gross profit	25,343	45,090	(43.8%)	62,115	87,911	(29.3%)
Percentage of revenues	15.6%	17.1%		15.5%	16.5%	

Gross profit of \$25.3 million for the second quarter of 2020 was \$19.7 million lower than the second quarter of 2019 gross profit of \$45.1 million, and gross profit as a percentage of revenues of 15.6% for the second quarter of 2020 was lower than the second quarter of 2019 of 17.1%. The lower gross profit in the current quarter when compared to the same quarter in 2019 was primarily driven by decreased volumes in a number of commercial programs, offset in part by production efficiencies realized on certain programs and the recognition of \$7.9 million in subsidies from the Canada Emergency Wage Subsidy (“CEWS”) program.

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Administrative and General Expenses

Expressed in thousands of dollars	Three month period ended June 30			Six month period ended June 30		
	2020	2019	Change	2020	2019	Change
Administrative and general expenses	12,597	16,290	(22.7%)	28,273	31,590	(10.5%)
Percentage of revenues	7.8%	6.2%		7.1%	5.9%	

Administrative and general expenses as a percentage of revenues of 7.8% for the second quarter of 2020 were 1.6% higher than the same period of 2019. Administrative and general expenses decreased \$3.7 million to \$12.6 million in the second quarter of 2020 compared to \$16.3 million in the second quarter of 2019 mainly due to lower discretionary expenses, lower salary and salary related expenses, subsidies of \$0.7 million received from the CEWS program and cost reductions across the majority of the expense categories to align with current business volumes.

Restructuring and Other

Expressed in thousands of dollars	Three month period ended June 30		Six month period ended June 30	
	2020	2019	2020	2019
Restructuring	709	—	709	—
Foreign exchange loss (gain)	1,006	(1,106)	(4,779)	(653)
(Gain) loss on disposal of property, plant and equipment	(62)	38	(43)	(47)
Other	—	815	(172)	1,005
Total restructuring and other	1,653	(253)	(4,285)	305

Total restructuring and other for the second quarter of 2020 included a \$0.7 million restructuring cost related to one-time cost of streamlining operations, and a \$1.0 million foreign exchange loss compared to a \$1.1 million foreign exchange gain in the same period of 2019, mainly driven by the movements in balances denominated in foreign currencies and the fluctuations of the foreign exchange rates.

Interest Expense

Expressed in thousands of dollars	Three month period ended June 30		Six month period ended June 30	
	2020	2019	2020	2019
Interest on bank indebtedness and long-term debt	79	166	145	126
Accretion charge for borrowings, lease liabilities and long-term debt	795	628	1,609	1,173
Discount on sale of accounts receivable	234	497	554	1,060
Total interest expense	1,108	1,291	2,308	2,359

Total interest expense of \$1.1 million in the second quarter of 2020 was \$0.2 million lower than the second quarter of 2019 amount of \$1.3 million mainly due to lower discount on sale of accounts receivables offset by higher accretion charge on lease liabilities.

Provision for Income Taxes

Expressed in thousands of dollars	Three month period ended June 30		Six month period ended June 30	
	2020	2019	2020	2019
Current income tax (recovery) expense	(1,152)	2,506	895	5,311
Deferred income tax expense	5,034	3,540	8,747	6,221
Income tax expense	3,882	6,046	9,642	11,532
Effective tax rate	38.9%	21.8%	26.9%	21.5%

Income tax expense for the three months ended June 30, 2020 was \$3.9 million, representing an effective income tax rate of 38.9% compared to 21.8% for the same period of 2019. The change in effective tax rate and current and deferred income tax expenses year over year was primarily due to change in mix of income and loss across the different jurisdictions in which the Corporation operates.

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3. Selected Quarterly Financial Information

A summary view of Magellan’s quarterly financial performance

Expressed in millions of dollars, except per share amounts	2020				2019			2018
	Jun 30	Mar 31	Dec 31	Sep 30	Jun 30	Mar 31	Dec 31	Sep 30
Revenues	162.2	238.8	246.7	235.6	264.1	269.9	254.4	226.5
Income before taxes	10.0	25.8	11.7	19.6	27.8	25.9	38.5	23.4
Net Income	6.1	20.1	9.4	15.8	21.7	20.4	29.5	18.6
Net Income per share								
Basic and diluted	0.10	0.34	0.16	0.27	0.37	0.35	0.51	0.32
EBITDA ¹	24.8	41.5	27.9	34.1	42.7	40.5	50.7	35.5

¹ EBITDA is not an IFRS financial measure. Please see the “Reconciliation of Net Income to EBITDA” section for more information.

Revenues and net income reported in the quarterly financial information were impacted by the movements in the Canadian dollar relative to the United States dollar and British pound, when the Corporation translates its foreign operations to Canadian dollars. Further, the movements in the United States dollar relative to the British pound impact the Corporation’s United States dollar exposures in its European operations. During the periods reported, the average quarterly exchange rate of the United States dollar relative to the Canadian dollar fluctuated between a high of 1.3859 in the second quarter of 2020 and a low of 1.3069 in the third quarter of 2018. The average quarterly exchange rate of the British pound relative to the Canadian dollar moved from a high of 1.7315 in the first quarter of 2019 to a low of 1.6280 in the third quarter of 2019. The average quarterly exchange rate of the British pound relative to the United States dollar reached its high of 1.3037 in the third quarter of 2018 and hit a low of 1.2327 in the third quarter of 2019.

Revenue for the second quarter of 2020 of \$162.2 million was lower than that in the second quarter of 2019. The average quarterly exchange rate of the United States dollar relative to the Canadian dollar in the second quarter of 2020 was 1.3859 versus 1.3375 in the same period of 2019. The average quarterly exchange rate of the British pound relative to the Canadian dollar moved from 1.7190 in the second quarter of 2019 to 1.7203 during the current quarter. The average quarterly exchange rate of the British pound relative to the United States dollar decreased from 1.2852 in the second quarter of 2019 to 1.2388 in the current quarter. Had the foreign exchange rates remained at levels experienced in the second quarter of 2019, reported revenues in the second quarter of 2020 would have been lower by \$4.2 million.

As discussed above, net income reported in the quarterly information was impacted by the foreign exchange movements. In the fourth quarter of 2018, the Corporation recorded a net gain of \$9.7 million related to prior acquisitions. The fourth quarter of 2019 was impacted by volume decrease in Europe, production inefficiencies in certain operating divisions and an accrual recorded in relation to the wind-down of the A380 program. Results for the second quarter of 2020 were impacted by volume decreases in a number of commercial programs due to COVID-19. In addition, the Corporation recognized a \$8.6 million government subsidy relating to the CEWS program in order to reduce the expense that the grant is intended to offset.

4. Reconciliation of Net Income to EBITDA and Adjusted EBITDA

A description and reconciliation of certain non-IFRS measures used by management

In addition to the primary measures of earnings and earnings per share (basic and diluted) in accordance with IFRS, the Corporation includes EBITDA (earnings before interest expense, income taxes and depreciation and amortization) and Adjusted EBITDA (earnings before interest expense, income taxes, depreciation and amortization, and restructuring) in this quarterly statement. The Corporation has provided these measures because it believes this information is used by certain investors to assess financial performance and that EBITDA and Adjusted EBITDA are useful supplemental measures as they provide an indication of the results generated by the Corporation’s principal business activities prior to consideration of how these activities are financed and how the results are taxed in the various jurisdictions. Each of the components of these measures is calculated in accordance with IFRS, but EBITDA and Adjusted EBITDA are not recognized measures under IFRS, and the Corporation’s method of calculation may not be comparable with that of other companies. Accordingly, EBITDA and Adjusted EBITDA should not be used as an alternative to net income as determined in accordance with IFRS or as an alternative to cash provided by or used in operations.

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Expressed in thousands of dollars	Three month period ended June 30		Six month period ended June 30	
	2020	2019	2020	2019
Net income	6,103	21,716	26,177	42,125
Add back:				
Interest	1,108	1,291	2,308	2,359
Taxes	3,882	6,046	9,642	11,532
Depreciation and amortization	13,723	13,622	28,232	27,152
EBITDA	24,816	42,675	66,359	83,168
Add back:				
Restructuring	709	—	709	—
Adjusted EBITDA	25,525	42,675	67,068	83,168

Adjusted EBITDA decreased \$17.2 million or 40.2% to \$25.5 million for the second quarter of 2020, compared to \$42.7 million in the second quarter of 2019 mainly as a result of lower net income and taxes driven by volume decreases.

5. Liquidity and Capital Resources

A discussion of Magellan’s cash flow, liquidity, credit facilities and other disclosures

The Corporation’s liquidity needs can be met through a variety of sources including cash on hand, cash provided by operations, short-term borrowings from its credit facility and accounts receivable securitization program, and long-term debt and equity capacity. Principal uses of cash are for operational requirements, capital expenditures and dividend payments. Based on current funds available and expected cash flow from operating activities, management believes that the Corporation has sufficient funds available to meet its liquidity requirements at any point in time. However, if cash from operating activities is lower than expected or capital projects exceed current estimates, or if the Corporation incurs major unanticipated expenses, it may be required to seek additional capital in the form of debt or equity or a combination of both.

Cash Flow from Operations

Expressed in thousands of dollars	Three month period ended June 30		Six month period ended June 30	
	2020	2019	2020	2019
Decrease (increase) in accounts receivable	55,627	9,020	25,694	(13,686)
Decrease (increase) in contract assets	2,508	(6,588)	(4,205)	(18,324)
Increase in inventories	(16,278)	(5,962)	(29,827)	(8,024)
Decrease (increase) in prepaid expenses and other	4,135	(590)	(286)	(3,416)
(Decrease) increase in accounts payable, accrued liabilities and provisions	(24,439)	(8,030)	(27,273)	4,344
Changes in non-cash working capital balances	21,553	(12,150)	(35,897)	(39,106)
Cash provided by operating activities	46,739	25,585	27,747	33,641

For the three months ended June 30, 2020 the Corporation generated \$46.7 million from operating activities, compared to \$25.6 million in the second quarter of 2019, mainly driven by a favourable working capital change offset by lower net income. The favourable movement of non-cash working capital balances was largely due to decreases in accounts receivable from lower revenues, lower contract assets from the timing of production and billing related to products transferred over time, and lower prepaid expenses. This was in part offset by an increase in inventories driven by production delays, and decreases in accounts payable, accrued liabilities and provisions mainly due to the reduced level of purchases and timing of payments.

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Investing Activities

	Three month period ended June 30		Six month period ended June 30	
	2020	2019	2020	2019
Expressed in thousands of dollars				
Business combination, net of cash acquired	—	—	—	(2,661)
Purchase of property, plant and equipment	(2,475)	(8,839)	(6,685)	(18,346)
Proceeds from disposal of property, plant and equipment	107	124	107	359
Increase in intangible and other assets	(4,216)	(3,163)	(7,207)	(9,229)
Cash used in investing activities	(6,584)	(11,878)	(13,785)	(29,877)

Investing activities used \$6.6 million in cash for the second quarter of 2020 compared to \$11.9 million in the same quarter of the prior year, a reduction of \$5.3 million primarily due to lower levels of investment in property, plant and equipment.

Financing Activities

	Three month period ended June 30		Six month period ended June 30	
	2020	2019	2020	2019
Expressed in thousands of dollars				
Decrease in debt due within one year	(951)	(1,600)	(3,948)	(8,484)
Decrease in long-term debt	(646)	(802)	(1,238)	(1,449)
Lease liability payments	(1,709)	(783)	(3,467)	(1,684)
Decrease in long-term liabilities and provisions	(547)	(144)	(802)	(179)
Increase (decrease) in borrowings subject to specific conditions, net	10	(822)	39	(822)
Common share repurchases	(486)	—	(486)	—
Common share dividend	(6,110)	(5,821)	(12,222)	(11,642)
Cash used in financing activities	(10,439)	(9,972)	(22,124)	(24,260)

The Corporation has a Bank Credit Facility Agreement with a syndicate of lenders, under which there were no drawings as of June 30, 2020. The Bank Credit Facility Agreement provides for a multi-currency global operating credit facility to be available to Magellan in a maximum aggregate amount of \$75 million. The Bank Credit Facility Agreement also includes a \$75 million uncommitted accordion provision, which provides Magellan with the option to increase the size of the operating credit facility to \$150 million. Under the terms of the Bank Credit Facility Agreement, the operating credit facility expires on September 13, 2021. Any extensions of the operating credit facility are subject to mutual consent of the lenders and the Corporation.

The Corporation used \$10.4 million in financing activities in the second quarter of 2020 mainly to repay debt due within one year, long-term debt, lease liabilities, and the payment of dividends.

As at June 30, 2020, the Corporation had made contractual commitments to purchase \$14.1 million of capital assets.

Dividends

During the first and second quarter of 2020, the Corporation declared and paid quarterly cash dividends of \$0.105 per common shares representing an aggregating dividend payment of \$12.2 million.

Subsequent to June 30, 2020, the Corporation announced that its Board of Directors had declared a quarterly cash dividend on its common shares of \$0.105 per common share. The dividend will be payable on September 30, 2020 to shareholders of record at the close of business on September 16, 2020.

Normal Course Issuer Bid

On May 25, 2020, the Toronto Stock Exchange (“TSX”) accepted the Corporation’s intention to commence a normal course issuer bid (“NCIB”) which allows the Corporation to repurchase up to 2,910,450 of the Corporation’s issued and outstanding common shares in the open market or otherwise permitted by the TSX. Common shares purchased by the Corporation are cancelled. The program commenced on May 27, 2020 and will terminate on May 26, 2021, or on such earlier date as the Corporation completes its purchase pursuant to the NCIB. During the three-month period ended June 30, 2020, 78,160 common shares were purchased for cancellation for \$0.5 million at a volume weighted average price paid of \$6.21 per share.

Outstanding Share Information

The authorized capital of the Corporation consists of an unlimited number of Preference Shares, issuable in series, and an unlimited number of common shares. As at August 7, 2020, 58,130,841 common shares were outstanding and no preference shares were outstanding.

6. Financial Instruments

A summary of Magellan’s financial instruments

Derivative Contracts

The Corporation operates internationally, which gives rise to a risk that its income, cash flows and shareholders’ equity may be adversely impacted by fluctuations in foreign exchange rates. Currency risk arises because the amount of the local currency receivable or payable for transactions denominated in foreign currencies may vary due to changes in exchange rates and because the non-Canadian dollar denominated financial statements of the Corporation’s subsidiaries may vary on consolidation into the reporting currency of Canadian dollars. The Corporation from time to time may use derivative financial instruments to help manage foreign exchange risk with the objective of reducing transaction exposures and the resulting volatility of the Corporation’s earnings. The Corporation does not trade in derivatives for speculative purposes. Under these contracts the Corporation is obligated to purchase specified amounts at predetermined dates and exchange rates. These contracts are matched with anticipated cash flows in United States dollars. The counterparties to the foreign currency contracts are all major financial institutions with high credit ratings. As at June 30, 2020, there were no foreign exchange contracts outstanding.

Off Balance Sheet Arrangements

The Corporation does not have any off-balance sheet arrangements that have or reasonably are likely to have a material effect on its financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources. As a result, the Corporation is not exposed materially to any financing, liquidity, market or credit risk that could arise if it had engaged in these arrangements.

7. Related Party Transactions

A summary of Magellan’s transactions with related parties

For the three and six month periods ended June 30, 2020, the Corporation had no material transactions with related parties as defined in IAS 24 *Related Party Disclosures*.

8. Risk Factors

A summary of risks and uncertainties facing Magellan

The Corporation manages a number of risks in each of its businesses in order to achieve an acceptable level of risk without hindering the ability to maximize returns. Management has procedures to help identify and manage significant operational and financial risks.

In March 2020 the World Health Organization declared coronavirus COVID-19 a global pandemic. This contagious disease outbreak, which has continued to spread, has resulted in governments worldwide enacting emergency measures to combat the spread of the virus. These measures, which include travel bans, self-imposed quarantine periods and social distancing, have caused material disruption to businesses globally resulting in an economic slowdown.

As an emerging risk, the duration and full financial effect of the COVID-19 pandemic is unknown at this time, as is the efficacy of the government and central bank interventions, the Corporation’s business continuity plan and other mitigating measures. Any estimate of the length and severity of these developments is therefore subject to significant uncertainty, and accordingly estimates of the extent to which the COVID-19 pandemic may materially and adversely affect the Corporation’s operations, financial results and condition in future periods are also subject to significant uncertainty. Therefore, uncertainty about judgments, estimates and assumptions made by management during the preparation of the Corporation’s consolidated financial statements related to potential impacts of the COVID-19 outbreak on revenue, expenses, assets, liabilities, and note disclosures could result in a material adjustment to the carrying value of the asset or liability affected.

The Corporation’s customers and supply chain in the commercial aerospace sector were negatively affected in the second quarter. The Corporation will continue to closely monitor the COVID-19 situation and should the duration, spread or intensity of the pandemic further develop in 2020, the supply chain and customer demand will likely be further affected. These factors may further impact the Corporation’s operating plan, its liquidity and cash flows.

For more information in relation to the risks inherent in Magellan’s business, reference is made to the information under “Risk Factors” in the Corporation’s Management’s Discussion and Analysis for the year ended December 31, 2019 and to the

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information under “Risks Inherent in Magellan’s Business” in the Corporation’s Annual Information Form for the year ended December 31, 2019, which have been filed with SEDAR at www.sedar.com.

9. Changes in Accounting Policies

A description of accounting standards adopted in the current year

The Corporation has adopted the new and amended pronouncements issued by International Financial Reporting Standards (“IFRS”) and the International Financial Reporting Interpretations Committees (“IFRIC”) as listed below as at January 1, 2020, in accordance with the transitional provisions outlined in the respective standards.

- Amendments to IAS 1, *Presentation of Financial Statements* and IAS 8, *Accounting Policies, Changes in Accounting Estimates and Errors*, clarifying the definition of “material”.
- Amendments to IFRS 3, *Business Combination*, to help entities determine whether an acquired set of activities and assets is a business or not.
- On May 28, 2020, the IASB published 'Covid-19-Related Rent Concessions (Amendment to IFRS 16, *Leases*)' amending the standard to provide lessees with an exemption from assessing whether a COVID-19-related rent concession is a lease modification. The amendment is effective for annual reporting periods beginning on or after June 1, 2020.

The IASB has issued new standards and amendments to existing standards. These changes are not yet adopted by the Corporation and could have an impact on future periods.

- On January 23, 2020, the IASB issued amendments to IAS 1 *Presentation of Financial Statements* (the “amendments”) to clarify the requirements for classifying liabilities as current or non-current. More specifically, the amendments specify that the conditions which exist at the end of the reporting period are those which will be used to determine if a right to defer settlement of a liability exists; management expectations about events after the balance sheet date, for example on whether a covenant will be breached, or whether early settlement will take place, are not relevant; and the amendments clarify the situations that are considered settlement of a liability. The new guidance will be effective for annual periods starting on or after January 1, 2022.
- On May 14, 2020, the IASB issued amendments to IAS 16, *Property, Plant and Equipment – Proceeds before Intended Use*, regarding proceeds from selling items produced while bringing an asset into the location and condition necessary for it to be capable of operating in the manner intended by management. The amendments are effective for annual reporting periods beginning on or after January 1, 2022.
- On May 14, 2020, the IASB issued amendments to IAS 37, *Provisions, Contingent Liabilities and Contingent Assets*, clarifying the standard regarding costs a company should include as the cost of fulfilling a contract when assessing whether a contract is onerous. The amendments are effective for annual reporting periods beginning on or after January 1, 2022.

10. Critical Accounting Estimates

A description of accounting estimates that are critical to determining Magellan’s financial results

In the 2019 audited annual consolidated financial statements and management’s discussion and analysis, the Corporation identified the accounting policies and estimates that are critical to the understanding of the business and results of operations. Please refer to note 1 to the audited consolidated financial statements for the year ended December 31, 2019 for a discussion regarding the critical accounting estimates.

11. Controls and Procedures

A description of Magellan’s disclosure controls and internal controls over financial reporting

Based on the current Canadian Securities Administrators (the “CSA”) rules under National Instrument 52-109 *Certification of Disclosure in Issuers’ Annual and Interim Filings*, the Chief Executive Officer and Chief Financial Officer (or individuals performing similar functions as a chief executive officer or chief financial officer) are required to certify as at June 30, 2020 that they are responsible for establishing and maintaining disclosure controls and procedures and internal control over financial reporting.

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Management does not expect disclosure controls and procedures and internal control over financial reporting to prevent all errors, misstatements or fraud. In addition, internal control over financial reporting that management has designed and established may be circumvented and rendered ineffective as a result of unauthorized acts of individuals through collusion or management override. A system of control, no matter how well conceived and operated, can provide only reasonable, but not absolute, assurance that control objectives are met. Due to the inherent limitations in a system of control, there is no absolute assurance that all controls issues, which may result in errors, misstatements, or fraud, can be prevented or detected. The inherent limitations include, amongst other things: (i) management’s assumptions and judgements could ultimately prove to be incorrect under varying conditions and circumstances; (ii) the impact of isolated errors; (iii) assumptions about the likelihood of future events.

No changes were made in the Corporation’s internal control over financial reporting during the Corporation’s most recent interim period, that have materially affected, or are reasonably likely to materially affect, the Corporation’s internal control over financial reporting.

12. Outlook

The outlook for Magellan’s business in 2020

The current extreme economic uncertainty resulting from the ongoing COVID-19 pandemic renders it difficult to issue a specific outlook concerning industry and market conditions over the next 12 months and as such, the following market information is subject to a high degree of risk.

According to the International Air Transport Association (“IATA”), the number of daily commercial flights worldwide hit a low point in April 2020 at just below 20% of pre-pandemic levels. By June 2020, the numbers improved by 10% with Asia Pacific and North America leading a slow rebound. Forecasters have published various scenarios for market recovery suggesting that 2019 traffic volumes may not be experienced again until 2024 or 2025 and they speculate that some permanent downward adjustment in demand for new aircraft might occur. Considering the drastic drop in air travel, airlines are cutting their workforces, downsizing fleets, and cancelling and deferring new aircraft orders. According to media reports, commercial aircraft order deferrals in the second half of 2020 ranged from just under one year to almost 3.5 years depending upon the aircraft.

Airbus’ order backlog increased in the first half of 2020 from 7,482 to 7,584 aircraft following deliveries of 196 aircraft and net orders of 298 aircraft. Order cancellations in the period totaled 67 aircraft. Boeing’s order backlog decreased in the first half of 2020 from 5,625 to 5,232 aircraft following deliveries of 70 aircraft and net order cancellations of 323 aircraft. A total of 382 Boeing orders were cancelled in the period, of which 373 cancellations were for 737 MAX.

Airbus has published A320 build rates of 40 aircraft per month effective through the balance of 2020, which compares to a rate of 60 to 64 aircraft per month pre-pandemic. Their A330 rates are down to 2 aircraft per month from 4 aircraft per month and A350 rates down to 6 aircraft per month from 9 aircraft per month. Boeing resumed production of its 737 aircraft in May 2020. The build rate is currently planned at 7 aircraft per month through the end of 2020. The rate is expected to reach 10 aircraft per month by early 2021, then 17 per month by mid-2021 and 28 per month by early 2022. The Federal Aviation Administration and Boeing completed the first 737 MAX recertification flight tests in early July 2020. The aircraft return-to-service date is not expected to be earlier than September 2020. Meanwhile, Boeing is building its 777 aircraft at 5 aircraft per month, down from 7 aircraft per month and is expected to reduce it to 2 aircraft per month in 2021 and return to 3.5 per month mid-2022. The 787 rate is down from 14 to 10 aircraft per month, and will drop to 6 aircraft per month in 2021. There remains a high degree of risk that build rates will change given the difficulties airlines face in resizing their businesses to align with uncertain levels of air travel and given the difficulties in predicting the timing of market recovery.

Defence markets have been mostly unaffected by the pandemic to date as spending was advanced on various programs to help support vulnerable supply chains through the crisis. While this has been positive for the aerospace market, as time goes on, growing fiscal deficits will likely necessitate a re-prioritization of government funds to other areas.

Supply chain and logistics disruptions due to the pandemic have affected Lockheed Martin’s F-35 program. Lockheed anticipates delivering 18 to 24 jets short of the 141 scheduled for delivery in 2020 and aims to accelerate production again as soon as possible.

The bid response deadline for Canada’s Future Fighter replacement program with its three remaining competitors was delayed to the end of July 2020. A down selection is expected in 2020 or 2021 followed by the identification of the selected bidder, which is expected in early 2022. The first aircraft delivery is planned to be in 2025.

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The third quarter of 2020 will be challenging for Magellan’s revenue on a year over year basis as COVID-19 continues to impact aircraft production rates over the short and medium term. In response to this impact, in the second quarter of 2020, Magellan initiated plans to right-size our business with major restructuring charges expected in the third quarter of 2020.

Limited market visibility continues to be problematic during this very dynamic period. Any estimate of the length and severity of market impact is subject to significant uncertainty. The Corporation continues to closely monitor the COVID-19 situation and reassess its operating plan as program updates become available.