

# INVESTOR PRESENTATION

July 2024



*The Pump People.*





*The Pump People®*

## FORWARD-LOOKING STATEMENTS

In connection with the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, The Gorman-Rupp Company provides the following cautionary statement: This presentation contains various forward-looking statements based on assumptions concerning The Gorman-Rupp Company’s operations, future results and prospects. These forward-looking statements are based on current expectations about important economic, political, and technological factors, among others, and are subject to risks and uncertainties, which could cause the actual results or events to differ materially from those set forth in or implied by the forward-looking statements and related assumptions. These include statements regarding estimates of future earnings and cash flows. Other uncertainties include, but are not limited to, general economic conditions, supply chain conditions and any related impact on costs and availability of materials, integration of Fill-Rite in a timely and cost effective manner, retention of supplier and customer relationships and key employees, the ability to achieve synergies and cost savings in the amounts and within the time frames currently anticipated and the ability to service and repay indebtedness incurred in connection with the transaction. Other risks and uncertainties that may materially affect Gorman-Rupp are described from time to time in its reports filed with the Securities and Exchange Commission, including Forms 10-K, 10-Q, and 8-K. Except to the extent required by law, Gorman-Rupp does not undertake and specifically declines any obligation to review or update any forward-looking statements or to publicly announce the results of any revisions to any of such statements to reflect future events or developments or otherwise.



# INVESTMENT HIGHLIGHTS

**"We take care of our customers or someone else will"**

For over 90 years now, this philosophy has created a competitive advantage by building a strong reputation for quality products and service

## Strong History of Dividends

74 years of dividends and 51 consecutive years with increases  
2.0% yield at 6/30/24



**Well suited to handle current leverage and adverse economic conditions**

Highly diversified products and markets  
History of strong cash generation even in recessions

## Growth Drivers

### Leveraging Capabilities

Incremental volumes in existing footprints improve leverage on overhead and SG&A

### Industry Growth

Pumps touch our daily lives – drinking water, wastewater, sewage, irrigation, appliances, transportation, fuel, industrial, chemical, fire suppression, construction, HVAC

### Infrastructure Spending

Fill-Rite  
Growth potential from new product development and retail expansion

### GDP Growth

### Market Share Expansion

Strong, U.S. centric, supply chain enables us to supply customers in emergency situations  
Robust product development pipeline  
Customer training and education

# INDUSTRY OVERVIEW

- Pumps touch our daily lives: drinking water, wastewater, sewage, irrigation, appliance cooling, transportation, fuel, industrial products, chemicals, fire suppression, construction, HVAC
- Many specialized pumps – due to many specialized applications
- Very fragmented industry with many niche-oriented players
- Many competitors are divisions of larger companies
- Increasing worldwide demand for water and other fluid-handling equipment
- Water infrastructure spend includes pumps
- General pricing stability due to extent of value-added products and mature competition

# COMPANY OVERVIEW

- Leading designer and manufacturer of pumps and pump systems
- Product diversity with significant presence in Fire Suppression, Industrial, Agriculture, Construction, Municipal, Petroleum and OEM markets
- Reputation for quality products and outstanding service
- Recognizable family of brands through product development and acquisitions
- Well established and knowledgeable domestic and international distributors
- International sales to approximately 140 countries representing 25% of total sales
- History of returning capital to shareholders through dividends
- Industry leading technical expertise
- Primarily U.S. based supply chain and manufacturing



# COMPANY HISTORY



- 1933** - Company founded with \$1,500 initial – and only – capital investment
- 1956** - First international expansion – established Canadian manufacturing facility
- 1968** - Publicly listed (American Stock Exchange → NYSE MKT → NYSE in 2017)
- 1988** - Acquired Patterson Pump Company, manufacturer of large volume pumps for sewage, flood control and fire suppression
- 1998** - Patterson Pump Ireland established for manufacture and sale of fire pumps in Europe
- 2010** - Acquired National Pump Company, submersible vertical turbine manufacturer serving the agricultural irrigation, municipal and petroleum markets
- 2002 - 2016** - Multiple smaller international and domestic acquisitions
- 2022** - Acquisition of Fill-Rite, leading provider of fixed and portable fuel transfer pumps, chemical transfer pumps, meters, and accessories
- 2023** - Total of 74 years of cash dividends and 51 consecutive years of increases



# GLOBAL OPERATIONS

The Pump People®



## Mission Statement

*"To provide a quality product, competitively priced, delivered on time, backed by reliable service, at a profit that provides an equitable return to our shareholders, as well as providing our employees with competitive wages and benefits."*

- J.C. Gorman and Herb Rupp - 1933



GORMAN-RUPP  
PUMPS  
Mansfield, OH  
Canada  
South Africa  
Netherlands  
Belgium

Patterson  
Toccoa, GA  
Ireland

NATIONAL PUMP  
COMPANY  
Glendale, AZ  
Olive Branch, MS  
Lubbock, TX

AMT  
Royersford, PA

GORI  
PUMPS  
Bellville, OH

FILL-RITE  
Fort Wayne, IN  
Lenexa, KS

# OPERATING MODEL

## Philosophy & Culture

- Quality products and strong reputations
- Customer focus – taking care of customers
- Customer education
- Product availability
- Available and reasonably priced repair parts
- People – training, career development, health & safety, profit sharing, inclusion & diversity
- Active in communities

## Division (Closest to Customer)

- Sales, Customer Service and Distribution Relationships
- Marketing / Advertising
- Human Resources
- Workforce Development
- Purchasing
- Sustainability
- Strategic Planning
- Acquisitions
- Capital Allocation
- Information Technology
- Employee Benefits

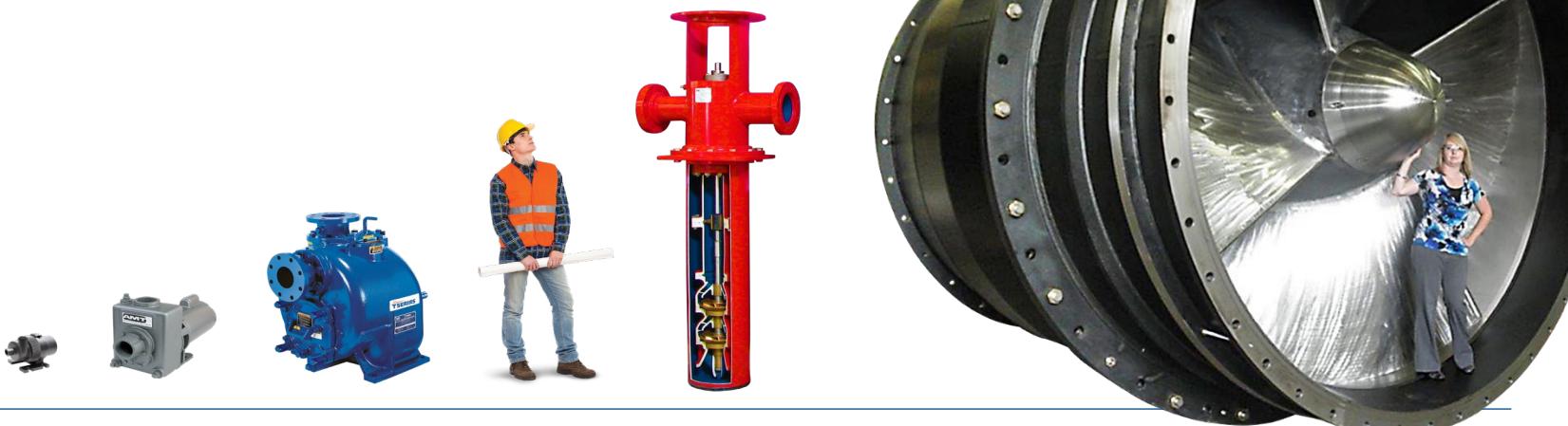
## Corporate

- Treasury
- Legal
- Insurance / Risk Management
- External Reporting & Compliance
- Investor Relations

- Customer Facing Technology

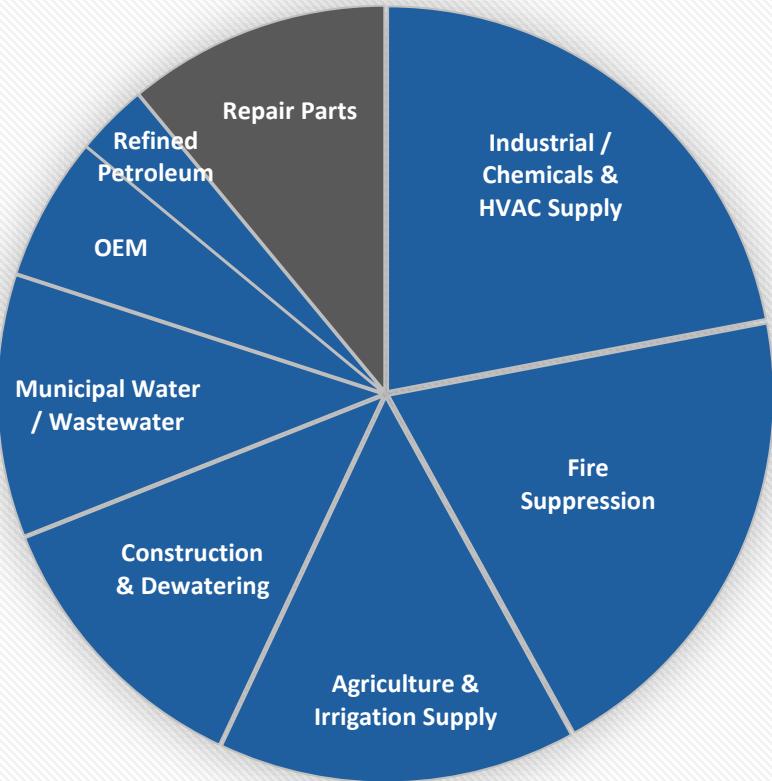
- Product Development / Engineering
- State of the Art Manufacturing & Testing Facilities

# PRODUCT DIVERSITY



# MARKET DIVERSITY – BY DESIGN

## Gorman-Rupp Company Markets



## MARKETS

- Industrial/Chemicals & HVAC Supply (21% - 23%)
- Fire Suppression (19% - 22%)
- Agriculture & Irrigation Supply (14% - 16%)
- Construction & Dewatering (11% - 13%)
- Municipal Water / Wastewater (10% - 12%)
- OEM (6% - 8%)
- Refined Petroleum (2% - 4%)

## REPAIR PARTS (9% - 12%)

## INDUSTRIAL / CHEMICALS & HVAC SUPPLY (21% - 23%)

- Dependable pumps for manufacturing applications
- Pumps for moving waste streams, chemicals, viscous materials, and heating/cooling fluids
- HVAC pump market share expanding

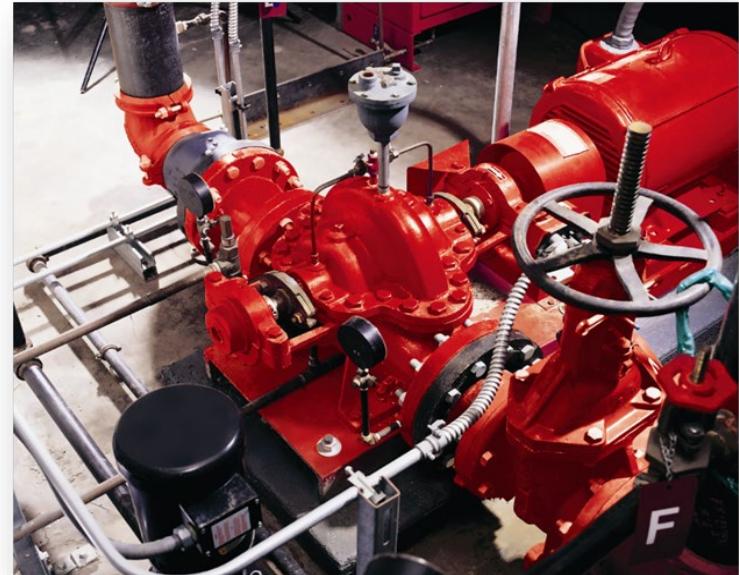
**MARKET DRIVERS:** *Industrial construction, expansion and remodeling*



# FIRE SUPPRESSION (19% - 22%)

- Booster pumps for sprinkler systems in large commercial structures
- Fire pumps are UL/FM Global approved and an industry standard
- Manufacturing facility in Ireland for increased capacity
- Domestic and international market leader

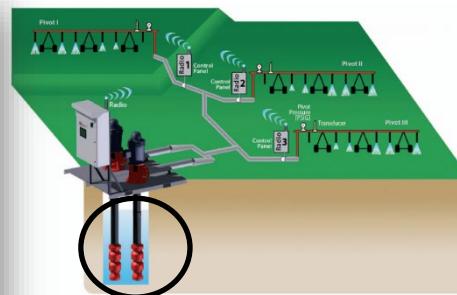
**MARKET DRIVERS:** Commercial and industrial construction



# AGRICULTURE & IRRIGATION (14% - 16%)

- Irrigation pumps - strategically located branch locations across the U.S.
- Pumps for fuel transfer, animal waste, pit agitation, and liquid fertilizer

**MARKET DRIVERS:** Grower cash flows from farm commodity prices and weather conditions



# CONSTRUCTION & DEWATERING (11% - 13%)

- Self-priming and vacuum prime-assisted centrifugal pumps for dewatering foundations, quarries, ditches and streams
- Diaphragm pumps to remove mud and sand-laden water at construction sites
- Rotory vane fuel transfer pumps, meters, and accessories for contractors
- Support of fracking industry

**MARKET DRIVERS:** Infrastructure and other exterior construction; commercial rental activity and inventory turnover; mining



# MUNICIPAL WATER & WASTEWATER (10% - 12%)

- Pumps and wastewater stations
- Pre-engineered turn-key systems
- Custom design capabilities, above and below ground installation
- Booster pumps and deep-well line shaft pumps provide clean drinking water
- Municipal water and sewer funding is typically service fee based, not tax based
- Over 50 years of providing wastewater pumping stations

**MARKET DRIVERS:** Commercial and residential construction; infrastructure build and re-build



# LARGE CUSTOM MUNICIPAL PUMPS

- Flood control pumps capable of pumping up to one million gallons per minute
  - Numerous coastal flood protection installations
- Storm water management
- Wetland restoration

**MARKET DRIVERS:** *Infrastructure build and re-build; natural disasters*



# OEM (6% - 8%)

## OEM

- Pump supplier to a variety of manufacturers
- Range of applications from transportation, appliances, food processing, chemical processing and electronics
- Military applications

**MARKET DRIVERS:** Growth and new products in numerous commercial, medical and retail sectors; power generation demands



# REFINED PETROLEUM (2% - 4%)

- Leader in aircraft refueler market
- Refinery and pipeline applications
- Vertical turbine pumps for barge loading and unloading
- American Petroleum Institute certified pumps
- Safe bulk handling of volatile fuels

**MARKET DRIVERS:** Petroleum refinery production, storage and distribution; petroleum transportation expansion



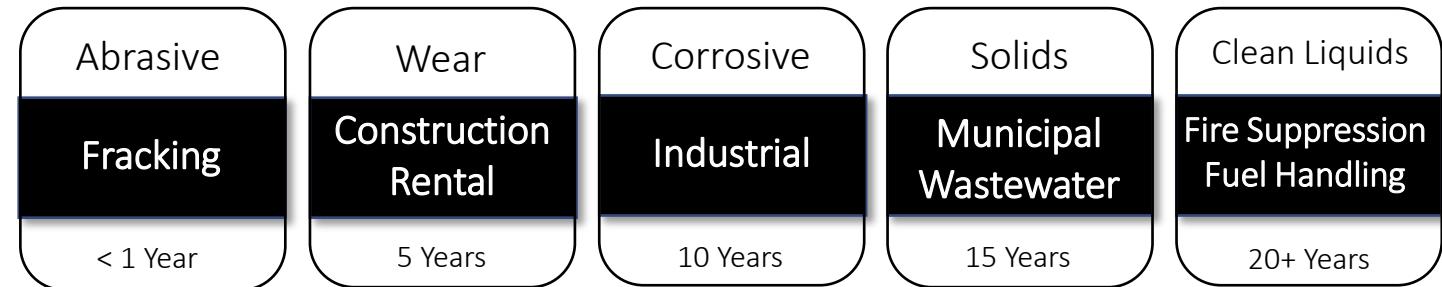
# REPAIR PARTS

- Most parts ship within 24 hours
- Consolidated 9% - 12%
- Large range by market and application – from 30% for Construction/Industrial to minimal for Fire Suppression
- Approximately 20% adjusted for markets with minimal repairs



## HOW LONG DO PUMPS LAST?

**Many Variables by Application** → **The Right Pump for the job!**



# DIVISIONS / MARKETS

## End Markets

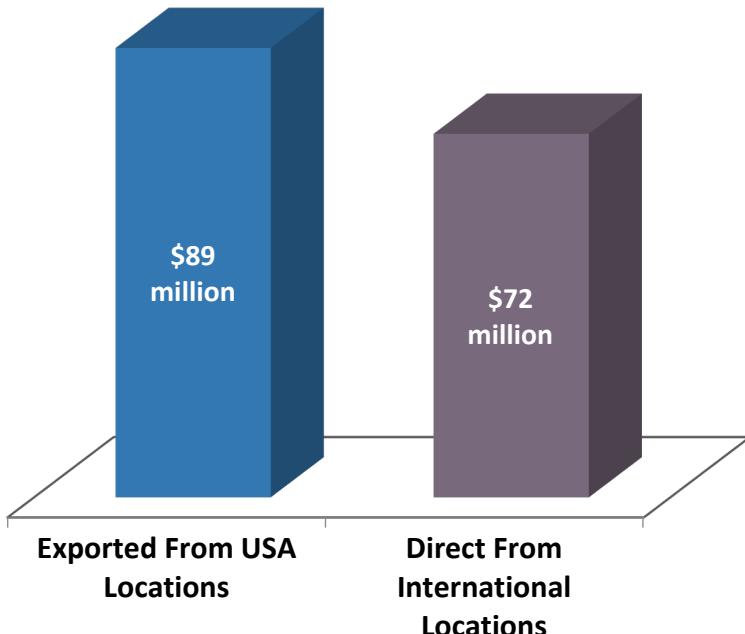


End Markets	GORMAN-RUPP PUMPS	HANSON	NATIONAL PUMP COMPANY	GORI™ GORMAN-RUPP INDUSTRIES	AMT	FILL-RITE® A GORMAN-RUPP COMPANY
Industrial/Chemicals & HVAC Supply	•	•	•	•	•	•
Fire Suppression		•				
Agriculture & Irrigation Supply	•		•		•	•
Construction & Dewatering	•				•	•
Municipal Water, Wastewater & Flood Control	•	•	•		•	
Refined Petroleum	•		•			•
Original Equipment Manufacturer (OEM)	•		•	•	•	

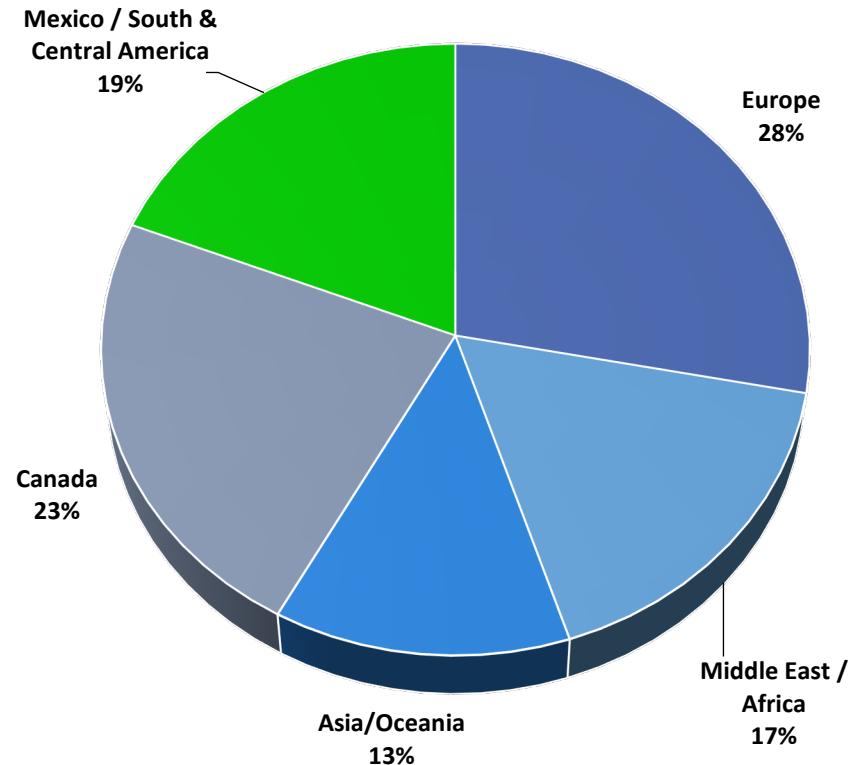
# INTERNATIONAL DISTRIBUTION CAPABILITY

- International sales represent approximately 25% of total company sales annually

2023  
International Sales

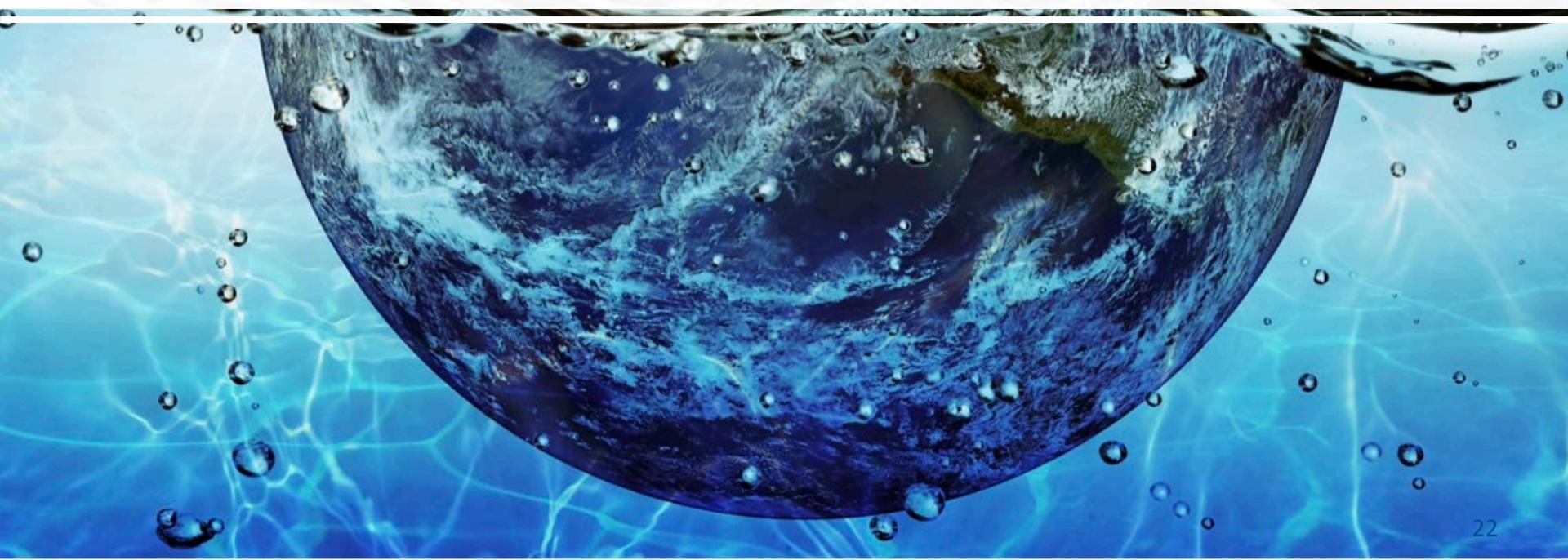


Total International  
Sales Mix





# COMPETITION



# NOTABLE PUMP COMPETITORS

<u>Company</u>	GORMAN-RUPP MARKETS							
	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
XYLEM (XYL) – (\$7.4B; Pumps/Services \$4.8B, 65%)								
▪ Flygt		✓	✓	✓	✓	✓		✓
▪ Goulds		✓		✓	✓	✓	✓	
▪ AC Fire Pump	✓						✓	
▪ Bell & Gossett		✓					✓	✓
▪ Godwin Pumps		✓	✓	✓				
FlowServe (FLS) – (\$4.3B; Flow/Pumps \$3.1B, 72%)								
▪ Worthington	✓	✓	✓	✓	✓	✓	✓	✓
▪ Durco and IDP		✓		✓	✓	✓	✓	✓
▪ FlowServe	✓	✓	✓	✓	✓	✓	✓	✓
INDEX (IEX) – (\$3.3B; Flow/Pumps \$1.2B, 36%)								
▪ Viking and MicroPump						✓	✓	✓
▪ Pulsafeeder		✓				✓	✓	✓

# NOTABLE PUMP COMPETITORS

<u>Company</u>	GORMAN-RUPP MARKETS							
	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
Pentair (PNR) – (\$4.1B; 100% Flow/Pumps)								
▪ Hydromatic	✓					✓		✓
▪ Aurora	✓	✓				✓		✓
▪ Fairbanks Nijhuis	✓	✓	✓	✓	✓	✓	✓	✓
Franklin Electric (FELE) – (\$2.1B; Flow/Pumps \$1.2B, 57%)								
▪ Pioneer Pump	✓		✓	✓	✓	✓		✓
Dover Corporation (DOV) – (\$8.4B; Fluids \$3.5B, 42%)								
▪ Blackmer						✓	✓	✓
▪ Wilden						✓	✓	✓
Ingersoll Rand (IR) – (\$6.9B; <15% Flow/Pumps)								
▪ ARO						✓	✓	
▪ Seepex	✓					✓	✓	
▪ Albin Pump								
▪ Milton Roy	✓					✓	✓	
▪ Thomas						✓		

# NOTABLE PUMP COMPETITORS

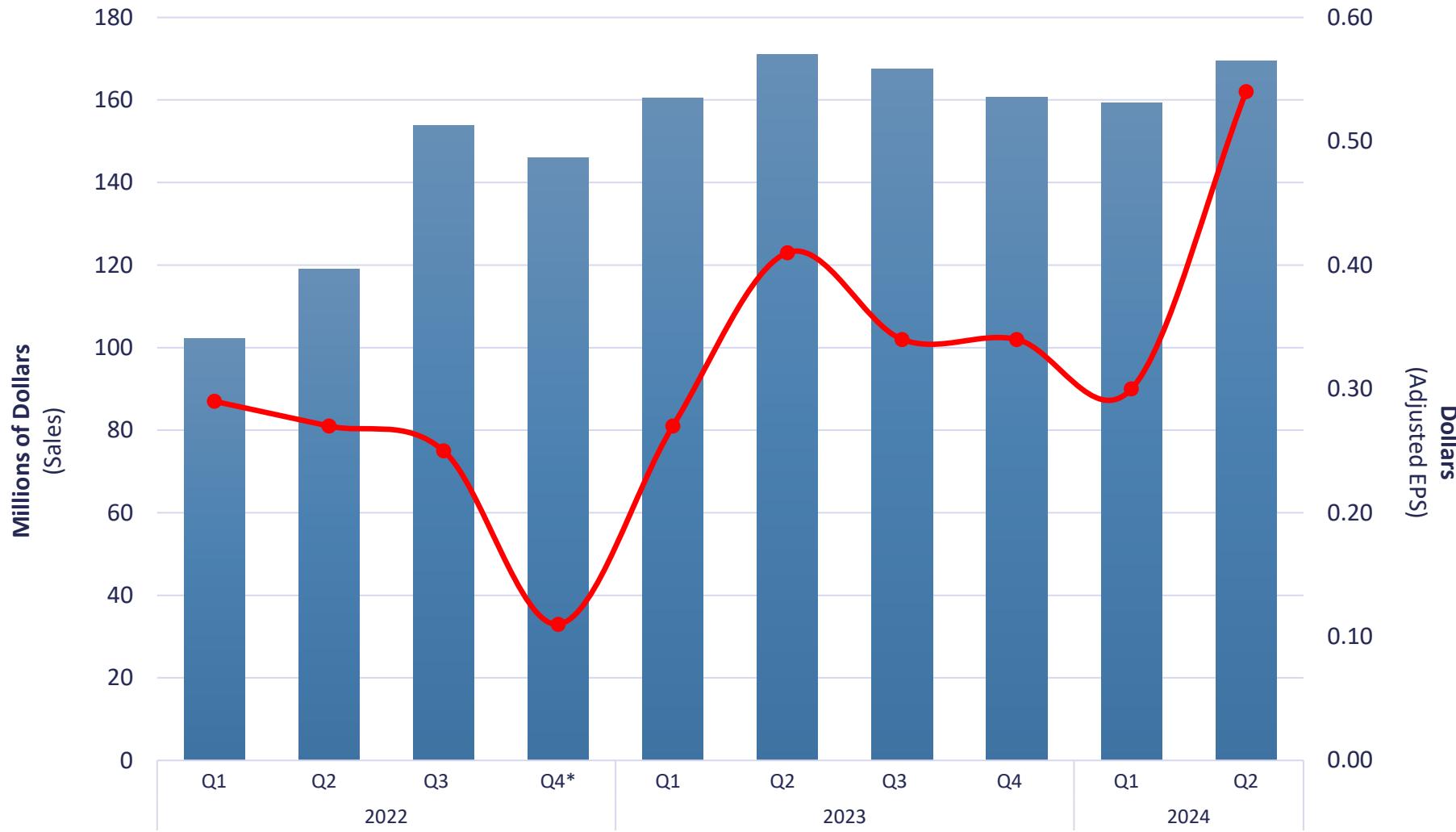
<u>Company</u>	GORMAN-RUPP MARKETS							
	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
Hundreds of private companies/divisions								
▪ Smith & Loveless	✓							
▪ Industrial Flow Solutions	✓		✓	✓	✓	✓		
▪ Thompson Pumps	✓	✓	✓	✓	✓	✓		✓
▪ Zoeller Pumps	✓		✓			✓		
▪ Vaughan Pumps	✓		✓			✓		
▪ GPI			✓		✓			
▪ Cornell	✓				✓	✓	✓	✓
▪ SPX Flow (Johnson Pump, Wauckesha Cherry-Burrell, Power Team, Gerstenberg Schoder, Bran+Luebbe)						✓		



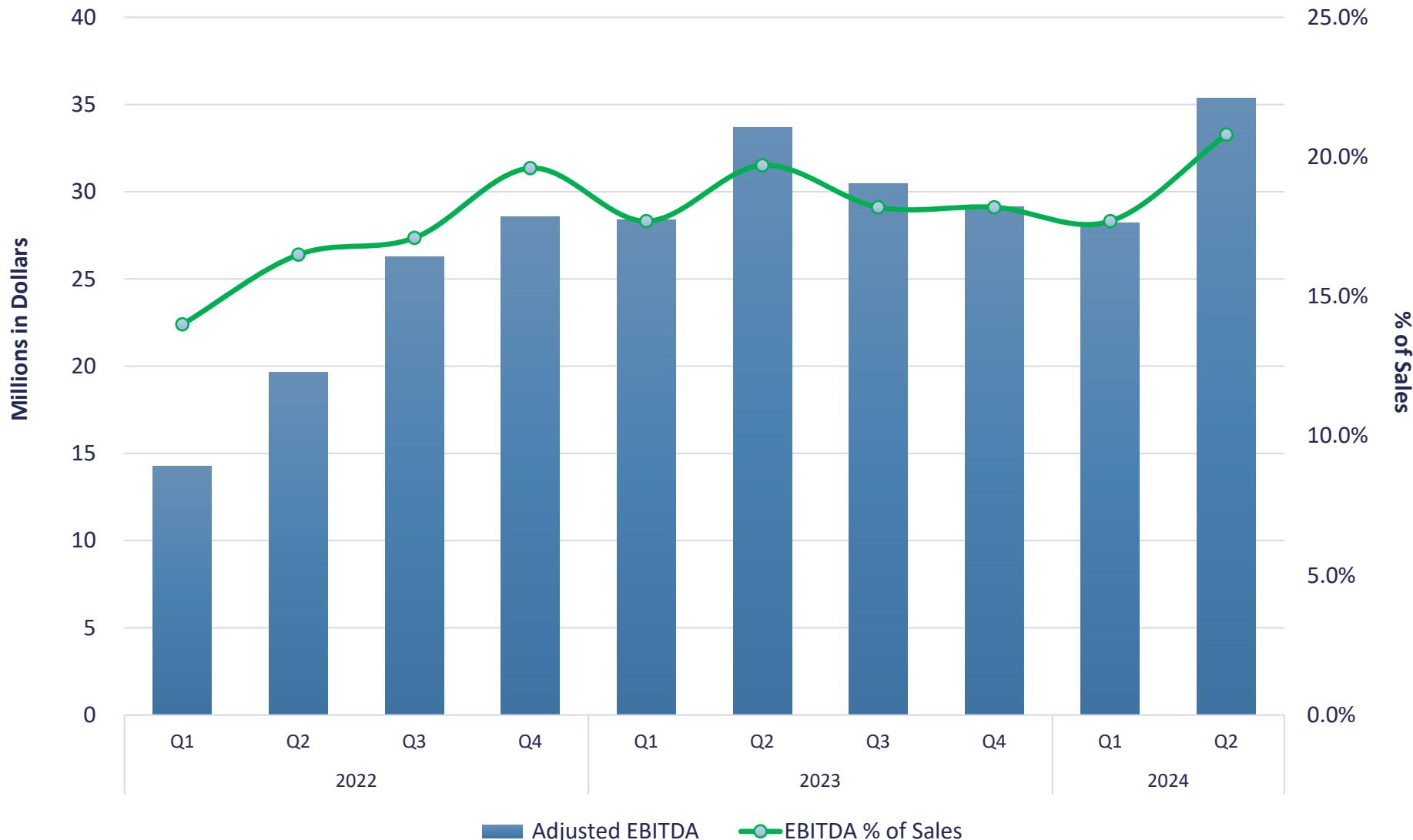
# FINANCIAL SUMMARY



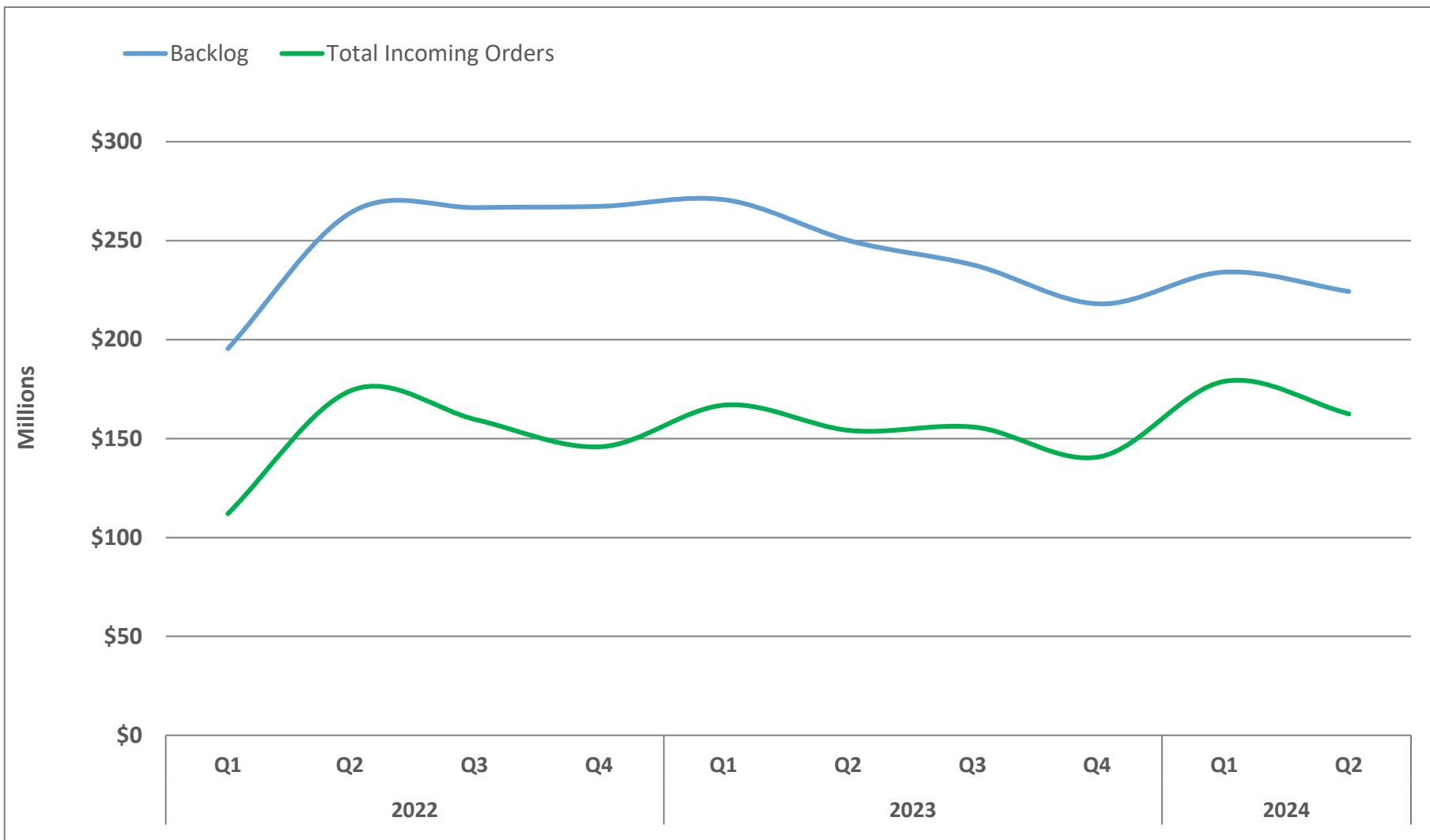
# NET SALES & ADJUSTED EPS



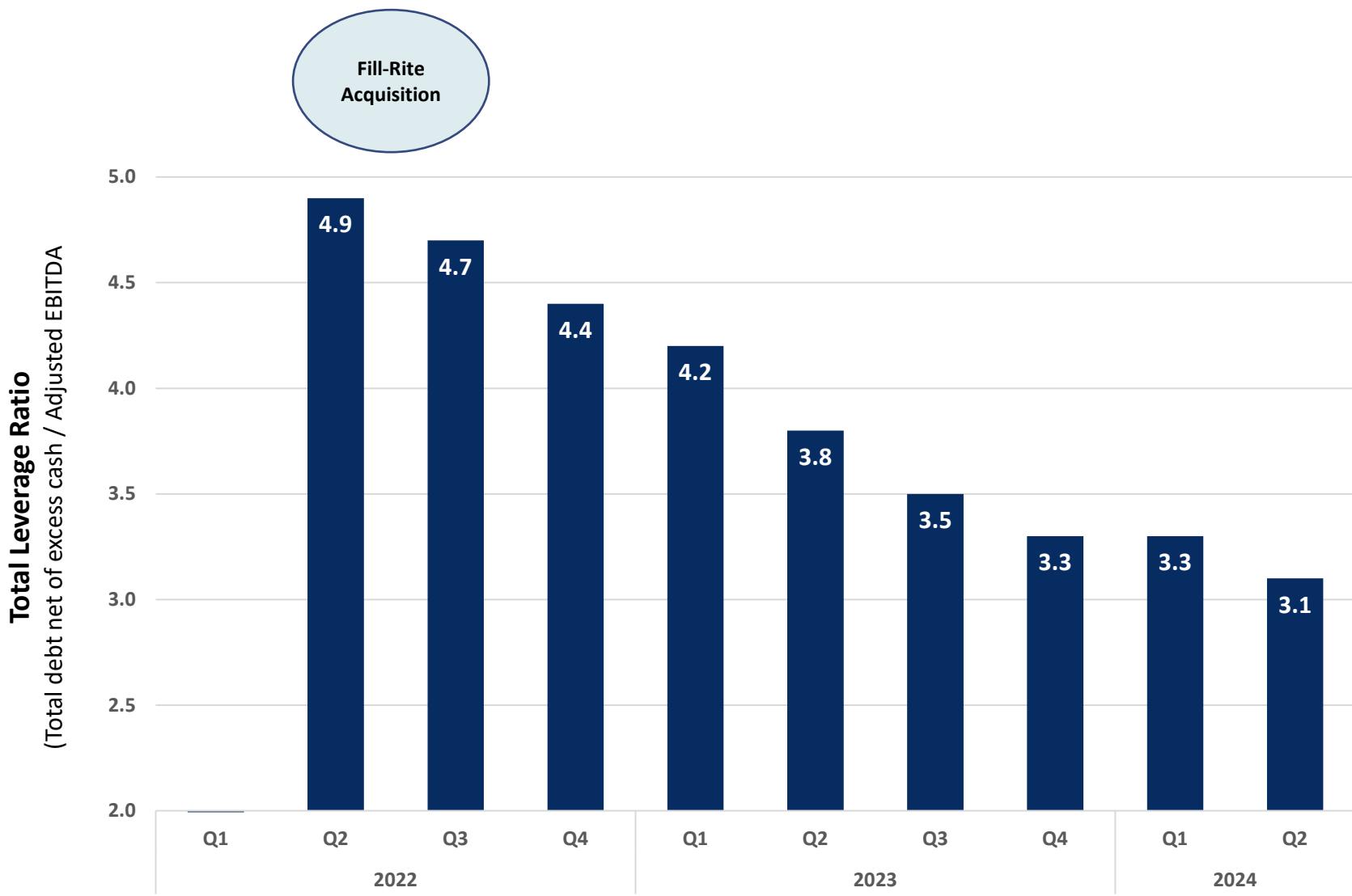
# STRONG ADJUSTED EBITDA



# INCOMING & BACKLOG TREND



# LEVERAGE RATIO



# DEBT REFINANCING

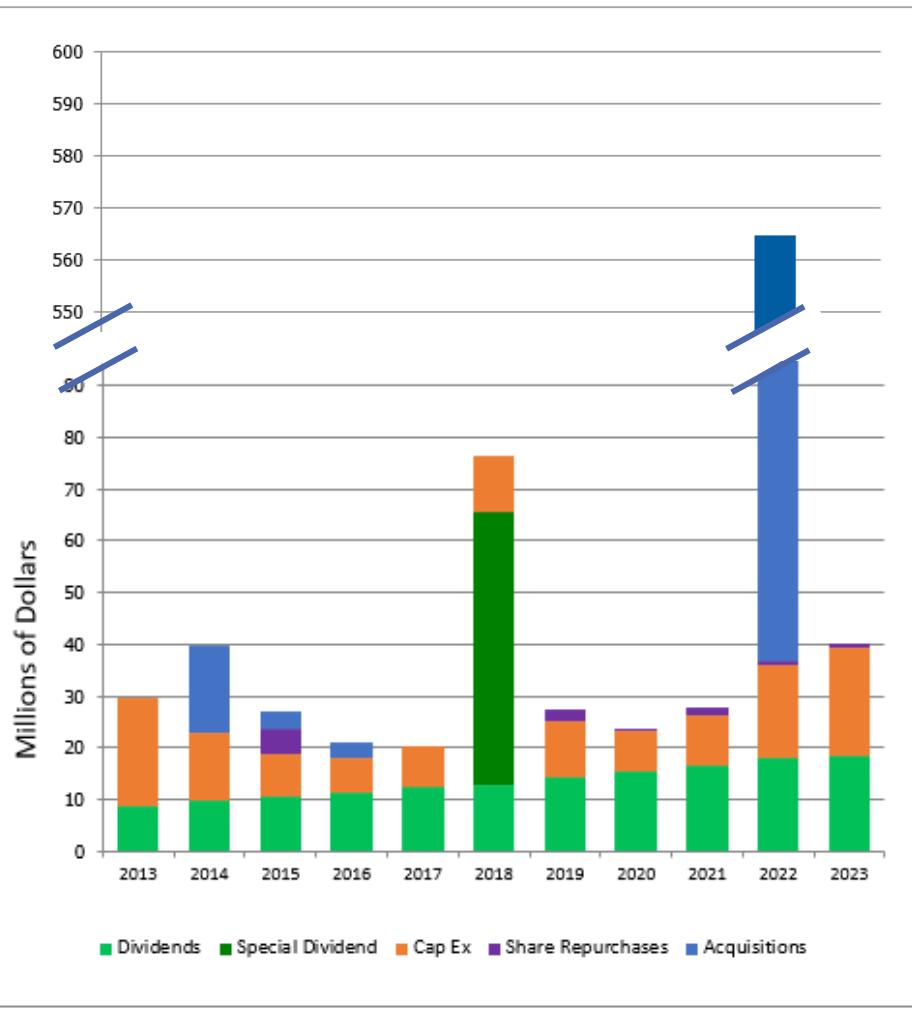
(in millions)

	<b>June 30, 2024</b>		<b>March 31, 2024</b>	
	<b>Balance</b>	<b>Terms</b>	<b>Balance</b>	<b>Terms</b>
Senior Term Loan	\$370.0	Due May 2029, SOFR+2.25%	\$319.4	Due May 2027, SOFR+2.25%
Credit Facility	-	Due May 2029	-	Due May 2027
6.40% Notes	30.0	Due May 2031, 6.4%	-	-
Subordinated Credit Facility	-		90.0	Due Dec. 2027, SOFR+9.1%
<b>Total Debt</b>	<b>\$400.0</b>		<b>\$409.4</b>	

- Upsized, amended and extended Senior Term Loan
- Amended and extended Credit Facility
- Issued \$30.0 million of new 6.40% Notes with 7-year term
- Retired the existing \$90.0 million Subordinated Credit Facility
- Q2 results include \$1.8 million prepayment penalty, \$1.3 million in one-time transaction related expenses, and a \$4.4 million non-cash charge to write off previously deferred unamortized transaction fees

# CAPITAL ALLOCATION

## Historical



## Current Priorities

- Our maintenance capital expenditures are expected to be ~\$15mm per year
- We expect to maintain our dividend practices while achieving our leverage target
- Continue to focus on deleveraging
  - Leverage as of June 30, 2024 was 3.1
- Once we delever, acquisitions will remain an important part of our growth strategy, and we will monitor opportunities to complement our existing businesses or expand our core competencies
- We expect to maintain ample liquidity for our operations, including cash on the balance sheet and a \$100mm revolving credit facility

# HISTORY OF INCREASING DIVIDENDS

- 298 Consecutive quarters of cash dividends
- 51 Consecutive years of increased cash dividends



# Q2 2024 P&L

- Net sales of \$169.5 million decreased 0.9%, or \$1.5 million, compared to the second quarter of 2023
- Second quarter net income was \$8.3 million, or \$0.32 per share, compared to a net income of \$10.5 million, or \$0.40 per share, for the second quarter of 2023.
  - Adjusted earnings per share<sup>1</sup> for the second quarters of 2024 and 2023 were \$0.54 and \$0.41, respectively
- Incoming orders of \$162.5 million are up \$8.4 million, or 5.5%, compared to the second quarter of 2023
- Refinanced debt expected to reduce interest expense by over \$7.0 million annually
- Record Adjusted EBITDA<sup>1</sup> of \$35.4 million for the second quarter of 2024 increased \$1.7 million, or 4.9%, from \$33.7 million for the same period in 2023

(\$ in millions)	Q2 2024		Q2 2023	
	Dollars	% of Net Sales	Dollars	% of Net Sales
<b>Net Sales</b>	<b>\$169.5</b>		<b>\$171.0</b>	
Gross Profit	54.0	31.9%	51.7	30.2%
SG&A	24.9	14.7%	24.2	14.1%
Amortization	3.1	1.8%	3.2	1.9%
Operating Income	26.0	15.4%	24.3	14.2%
Interest Expense	9.0	5.3%	10.5	6.1%
Adjusted Earnings <sup>1</sup>	\$14.3	8.4%	\$10.8	6.3%
Adjusted EPS <sup>1</sup>	\$0.54		\$0.41	
Adjusted EBITDA <sup>1</sup>	\$35.4	20.8%	\$33.7	19.7%



(1) See appendix for non-GAAP reconciliations.

# SIX MONTHS ENDED JUNE 30, 2024 P&L

- Net sales of \$328.8 million decreased 0.8%, or \$2.7 million, compared to 2023
- Net income was \$16.2 million, or \$0.62 per share, compared to net income of \$17.0 million, or \$0.65 per share, in 2023
  - Adjusted earnings per share<sup>1</sup> for 2024 and 2023 were \$0.84 and \$0.68, respectively
- Gross margin improved 190 basis points
- Adjusted EBITDA<sup>1</sup> of \$63.6 million for 2024 increased \$1.5 million, or 2.4%, from \$62.1 million in 2023

(\$ in millions)	Six months ended		Six months ended	
	Dollars	% of Net Sales	Dollars	% of Net Sales
<b>Net Sales</b>	<b>\$328.8</b>		<b>\$331.5</b>	
<b>Gross Profit</b>	<b>102.5</b>	<b>31.2%</b>	<b>97.2</b>	<b>29.3%</b>
<b>SG&amp;A</b>	<b>49.8</b>	<b>15.2%</b>	<b>47.4</b>	<b>14.3%</b>
<b>Amortization</b>	<b>6.2</b>	<b>1.9%</b>	<b>6.4</b>	<b>1.9%</b>
<b>Operating Income</b>	<b>46.5</b>	<b>14.1%</b>	<b>43.4</b>	<b>13.1%</b>
<b>Interest Expense</b>	<b>19.1</b>	<b>5.8%</b>	<b>20.7</b>	<b>6.2%</b>
<b>Adjusted Earnings<sup>1</sup></b>	<b>\$22.1</b>	<b>6.8%</b>	<b>\$17.9</b>	<b>5.4%</b>
<b>Adjusted EPS<sup>1</sup></b>	<b>\$0.84</b>		<b>\$0.68</b>	
<b>Adjusted EBITDA<sup>1</sup></b>	<b>\$63.6</b>	<b>19.4%</b>	<b>\$62.1</b>	<b>18.7%</b>

(1) See appendix for non-GAAP reconciliations.

# BALANCE SHEET

- Total debt, net of cash, decreased \$17.5 million during the first six months of 2024

(\$ in millions)	June 30, 2024	December 31, 2023		June 30, 2024	December 31, 2023
<b>ASSETS</b>			<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>		
Cash and cash equivalents	\$34.2	\$30.5	Current portion of long-term debt	\$18.5	\$21.9
Accounts receivable, net	97.0	89.6	Other current liabilities	82.3	78.7
Inventories, net	101.7	104.2	Pension and postretirement benefits	34.1	34.3
Prepaid and other	13.6	11.8	Long-term debt, net of current portion	376.9	382.6
<b>Total current assets</b>	<b>\$246.5</b>	<b>\$236.1</b>	<b>Other long-term liabilities</b>	<b>20.7</b>	<b>23.4</b>
Property, plant and equipment, net	133.8	134.9	<b>Total liabilities</b>	<b>\$532.5</b>	<b>\$540.9</b>
Goodwill and intangible assets, net	488.3	494.6	<b>Total shareholders' equity</b>	<b>358.6</b>	<b>349.5</b>
Other assets	22.5	24.8	<b>Total liabilities &amp; shareholders' equity</b>	<b>\$891.1</b>	<b>\$890.4</b>
<b>Total assets</b>	<b>\$891.1</b>	<b>\$890.4</b>			



# STRATEGIC PILLARS



# PILLARS FOR GROWTH

“We take care of our customers or someone else will”

High-Performing Culture	Organic Growth	Operational Excellence	Acquisitions
<ul style="list-style-type: none"><li>• Focus on customers</li><li>• Profit sharing</li><li>• Employee development</li><li>• Strong safety record</li><li>• Community involvement</li><li>• Continuous improvement</li><li>• Strong corporate governance</li></ul>	<ul style="list-style-type: none"><li>• Expand market share</li><li>• Benefit from infrastructure spending</li><li>• New product development</li><li>• Customer training and education</li><li>• International growth</li></ul>	<ul style="list-style-type: none"><li>• High quality products</li><li>• Product availability</li><li>• Highly trained distribution network</li><li>• On-going capital investment &amp; automation</li><li>• Working capital management</li><li>• Customer facing technology</li><li>• Industry leading technical expertise</li></ul>	<ul style="list-style-type: none"><li>• Pumps, pumping related equipment and systems</li><li>• Leading brands/positions in niche markets</li><li>• U.S. and International</li></ul>

# HIGH-PERFORMING CULTURE



- Employees empowered to take care of customers
- Profit sharing at all levels of the organization drives owner like behavior
- Employee development and training results in promote-from-within culture and leads to long tenure employees – average employee has over 10 years experience
- Strong safety record – ongoing investment in safety awareness and initiatives
- Active involvement in communities – employer of choice in many communities we operate in
- Gorman-Rupp Continuous Improvement program at all locations
- Strong Corporate Governance

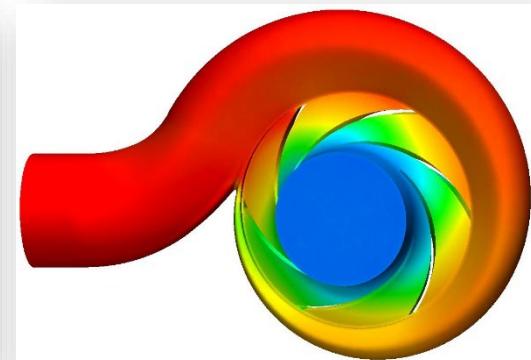


Gorman-Rupp: G-R Academy

# EXPAND MARKET SHARE



- High value of retained customers – service, repairs and replacements
- Well positioned for infrastructure opportunities:
  - Replacement/upgrades to aging U.S. infrastructure
  - Infrastructure bill investment in water, wastewater and flood control
  - Increased demand for flood control and storm water management
- On-going investment in R&D – history of innovation
- Increasing regulatory requirement related to environmental, quality and energy efficiency
- Fill-Rite expanding market share through retail and ecommerce channels
- Training and Education – employees, distribution network, customers



# NEW PRODUCT DEVELOPMENT

- Industry leading team of experienced engineers providing solutions to complex problems through project-specific engineering and new product development
- New products focused on:
  - Continued advancements in challenging applications like clogged sewage systems or abrasive materials
  - Advancements in pump efficiency, reduced emissions and alternative power sources



**INTEGRITY<sup>series</sup>**™  
Tuned for performance, stability and longevity.



## Integrity Series Smart Pumps

Brushless DC mag drive centrifugal  
pumps with IoT

# CUSTOMER TRAINING AND EDUCATION

Organic  
Growth

Operational  
Excellence

High  
Performing  
Culture

Acquisitions



Long history of product education and training of both distribution and customers

Customer visits and plant tours are part of sales process



In-house training and testing facilities that can simulate field conditions



Increased use of technology to deliver virtual training



Mobile training equipment supports customer site training

# INTERNATIONAL GROWTH

Organic  
Growth

- Well positioned international facilities provide for local customization
- Capacity for growth-leverage existing GRC footprint

Operational  
Excellence

High  
Performing  
Culture

Acquisitions



Gorman-Rupp Canada

Gorman-Rupp Africa

Gorman-Rupp Europe

Gorman-Rupp Belgium

Patterson Pump Ireland

- Capitalize on favorable market drivers
  - Population growth and urbanization increasing infrastructure needs
  - Accelerating need for water recycling and water & wastewater treatment systems
  - Increasing industrial and agricultural needs
  - Increasing international regulations
- Expand existing distribution network in Europe, Africa, South America and Australia
- Continue to focus on distributor education and training
- Leverage Ireland facility and Patterson's leading brand in fire pumps
- Fill-Rite primarily focused on North American today, opportunity for international expansion

# OPERATIONAL EXCELLENCE

Operational Excellence

Acquisitions

Organic Growth

High-Performing Culture

- High quality products – designed, engineered, manufactured, and tested
  - We hold #1 market share positions in many of the markets where we operate
- Well established and knowledgeable distribution network
- Sales, customer service, and product development handled at the division level
- Over two million square feet of design, manufacturing and distribution space worldwide, with capacity for growth
- Regular investment in machinery & equipment, including automation, that improve efficiency and expand capacity
- ISO Certified 9001, 14001 – GR Pumps USA, Patterson, National Pumps and GR Industries
- State of the art test labs allow difficult field conditions to be duplicated in-house
- Strategically stock inventory to meet customer demand, including emergency needs
- Ongoing improvement of customer facing technology with ability to research, configure and order
- Industry leading technical expertise

# HISTORY OF GROWTH THROUGH ACQUISITIONS

- Gorman-Rupp has successfully grown through acquisitions
- Approach to acquisitions remains disciplined and selective



## Acquisitions since 2010:

Year	Company	Locations	Key Markets
2010	National Pump Company	AZ, CA, TX, MS, FL	Agriculture, Municipal, Petroleum, Industrial
2012	American Turbine	TX, CA	Agriculture
2012	Pumptron	Johannesburg, South Africa	Municipal, Industrial
2015	Hydro & Hydro+	Namur, Belgium	Municipal, Industrial, Construction
2016	Morrison	FL	Municipal, Flood Control
2022	Fill-Rite	IN and KS	Agriculture, Construction, Industrial

# DISCIPLINED ACQUISITION CRITERIA



Criteria	Preferences
Products	<ul style="list-style-type: none"> <li>▪ Pumps, pumping related equipment and systems that existing product lines</li> </ul>
Markets	<ul style="list-style-type: none"> <li>▪ Chemical / Fuels</li> <li>▪ Municipal</li> <li>▪ Alternative Energy</li> <li>▪ Marine</li> <li>▪ Food / BEV / Pharma</li> <li>▪ HVAC</li> <li>▪ OEM</li> <li>▪ Industrial</li> <li>▪ Dredging</li> </ul>
Culture	<ul style="list-style-type: none"> <li>▪ Customer-Focused</li> <li>▪ Employee Focused</li> <li>▪ Quality-Focused</li> </ul>
Regions	<ul style="list-style-type: none"> <li>▪ U.S., Europe, Asia</li> </ul>
Competitive Landscape	<ul style="list-style-type: none"> <li>▪ Leading Brands/Positions in Niche Markets</li> </ul>
Condition of Business	<ul style="list-style-type: none"> <li>▪ Not a turnaround situation</li> </ul>
Structure	<ul style="list-style-type: none"> <li>▪ Bolt-on with compatible management that is retained post acquisition</li> </ul>
Financial Performance	<ul style="list-style-type: none"> <li>▪ Attractive profitability, growing, accretive near term, meets IRR requirements</li> </ul>
Size	<ul style="list-style-type: none"> <li>▪ \$25MM to \$150MM in Revenue</li> </ul>

# INVESTMENT HIGHLIGHTS

**"We take care of our customers or someone else will"**

For over 90 years now, this philosophy has created a competitive advantage by building a strong reputation for quality products and service

## Strong History of Dividends

74 years of dividends and 51 consecutive years with increases  
2.0% yield at 6/30/24



**Well suited to handle current leverage and adverse economic conditions**

Highly diversified products and markets  
History of strong cash generation even in recessions

## Growth Drivers

### Leveraging Capabilities

Incremental volumes in existing footprints improve leverage on overhead and SG&A

### Industry Growth

Pumps touch our daily lives – drinking water, wastewater, sewage, irrigation, appliances, transportation, fuel, industrial, chemical, fire suppression, construction, HVAC

### Infrastructure Spending

Growth potential from new product development and retail expansion

### GDP Growth

### Market Share Expansion

Strong, U.S. centric, supply chain enables us to supply customers in emergency situations  
Robust product development pipeline  
Customer training and education

# BIOS

## **Jeffrey S. Gorman, Executive Chairman**

Jeff was elected Executive Chairman in January 2022 after previously serving as Chairman of the Board since 2019. He previously served as CEO from 1998 to 2021 and President from 1998 to 2020. He was elected to the Board of Directors for The Gorman-Rupp Company in 1989. In 1978, he started working on the factory floor and has progressed through many positions including Sales, Corporate Secretary, Assistant and General Manager, and Senior Vice President of the corporation.

Mr. Gorman completed his Bachelor of Science degree in business administration in 1974 with majors in business management and economics. Jeff is active in his community and was the past Chairman of the Ohio Chamber of Commerce. In addition, he sits on the Board of Advisors for Ashland University's John M. Ashbrook Center for Public Affairs, the Board of Directors of Mechanics Bank, and the Richland Community Development Group. He also serves as Chairman of the City of Mansfield Airport Commission and holds an Airline Transport Pilot rating.

## **Scott A. King, President and Chief Executive Officer**

Scott was promoted to Chief Executive Officer in January 2022 in addition to his role as President. He served as President and Chief Operating Officer from January 2021 to December 2021. Prior to that he was Vice President and Chief Operating Officer since April 2019 and was previously Vice President of Operations. He was elected to the Board of Directors for The Gorman-Rupp Company in 2021. In 2004, he joined the Gorman-Rupp Pumps USA division as Manufacturing Manager and progressed through multiple positions including Director of Manufacturing, and General Manager.

Mr. King completed his Bachelor of Science degree in Mechanical Engineering from the University of Minnesota in 1996 and Masters in Business Administration from the University of Michigan in 2002. In addition, Mr. King is active in his community. He is the past President of the Rotary Club of Mansfield, OH and a Board member of the Club's Foundation; past President of the Regional Manufacturing Coalition; and a member of the Board of Directors for the Hydraulic Institute.

## **James C. Kerr, Executive Vice President and Chief Financial Officer**

Jim joined the company in July 2016. Prior to joining The Gorman-Rupp Company, Mr. Kerr served for nine years as the Chief Financial Officer for a retail chain with over \$2 billion in annual sales. Mr. Kerr has served in various financial leadership positions with several multi-billion dollar companies, primarily in the consumer products sector. Prior to that, Jim had experience in public accounting as an Audit Manager with Arthur Andersen & Co. Mr. Kerr's experience includes working with both public and privately held companies.

Mr. Kerr has experience in strategic planning, profit improvement, mergers & acquisitions, financing, risk management and information systems planning and implementation. Jim holds a Bachelors Degree in Accounting from Baldwin Wallace University.

## **Ronald Stoops, Director of Financial Reporting**

Ron joined the company in July 2020 managing financial reporting, strategic planning, investor relations, mergers & acquisitions, and income tax compliance. Prior to joining The Gorman-Rupp Company, Ron was employed as an SEC Reporting Manager for Mettler Toledo, a publicly held multinational manufacturer with over \$3 billion in annual sales. Prior to that, Ron had experience in public accounting as an Audit Senior Manager with KPMG working with both public and privately held companies. Ron holds a Bachelor's Degree in Accounting from The Ohio State University.

# APPENDIX

## The Gorman-Rupp Company Non-GAAP Measures

This presentation includes certain non-GAAP financial data and measures such as adjusted earnings, adjusted earnings per share, and adjusted earnings before interest, taxes, depreciation and amortization, referred to as “adjusted EBITDA”. Adjusted earnings is net income excluding amortization of customer backlog, non-cash write-off of unamortized previously deferred debt financing fees, and refinancing costs. Adjusted earnings per share is earnings per share excluding amortization of customer backlog per share, non-cash write-off of unamortized previously deferred debt financing fees per share, and refinancing costs per share. Adjusted EBITDA is net income (loss) excluding interest, taxes, depreciation and amortization, adjusted to exclude amortization of customer backlog, non-cash write-off of unamortized previously deferred debt financing, refinancing costs, and non-cash LIFO expense. Management utilizes these adjusted financial data and measures to assess comparative operations against those of prior periods without the distortion of non-comparable factors. The inclusion of these adjusted measures should not be construed as an indication that the Company's future results will be unaffected by unusual or infrequent items or that the items for which the Company has made adjustments are unusual or infrequent or will not recur. Further, the impact of the LIFO inventory costing method can cause results to vary substantially from company to company depending upon whether they elect to utilize LIFO and depending upon which method they may elect. The Gorman-Rupp Company believes that these non-GAAP financial data and measures also will be useful to investors in assessing the strength of the Company's underlying operations from period to period. These non-GAAP financial measures are not intended to replace GAAP financial measures, and they are not necessarily standardized or comparable to similarly titled measures used by other companies. Following is a reconciliation of non-GAAP measures, which includes descriptions of actual adjustments made in the current period and the corresponding prior period.

# NON-GAAP RECONCILIATION

	Three months ended June 30,		Six months ended June 30,	
	2024	2023	2024	2023
<b>Net Income – GAAP basis</b>	\$8.4	\$10.5	\$16.2	\$17.0
Amortization of acquired customer backlog	-	0.3	-	0.9
Write-off of unamortized deferred debt financing fees	3.5	-	3.5	-
Refinancing Costs	2.4	-	2.4	-
<b>Adjusted Earnings</b>	<u><u>\$14.3</u></u>	<u><u>\$10.8</u></u>	<u><u>\$22.1</u></u>	<u><u>\$17.9</u></u>

	Three months ended June 30,		Six months ended June 30,	
	2024	2023	2024	2023
<b>Earnings per share – GAAP basis</b>	\$0.32	\$0.40	\$0.62	\$0.65
Amortization of acquired customer backlog	-	0.01	-	0.03
Write-off of unamortized deferred debt financing fees	0.13	-	0.13	-
Refinancing Costs	0.09	-	0.09	-
<b>Adjusted Earnings per share</b>	<u><u>\$0.54</u></u>	<u><u>\$0.41</u></u>	<u><u>\$0.84</u></u>	<u><u>\$0.68</u></u>

# NON-GAAP RECONCILIATION

	Three months ended June 30,		Six months ended June 30,	
	<u>2024</u>	<u>2023</u>	<u>2024</u>	<u>2023</u>
<b>Adjusted earnings before interest, taxes, depreciation and amortization:</b>				
Reported net income – GAAP basis	\$8.3	\$10.5	\$16.2	\$17.0
Interest expense	9.0	10.5	19.1	20.7
Provision for income taxes	2.4	2.8	4.6	4.7
Depreciation and amortization expense	7.0	7.1	14.1	14.2
Non-GAAP earnings before interest, taxes, depreciation and amortization	26.7	30.9	54.0	56.6
Amortization of acquired customer backlog	-	0.4	-	1.1
Write-off of unamortized deferred debt refinancing fees	4.4	-	4.4	-
Refinancing Costs	3.1	-	3.1	-
Non-cash LIFO expense	1.1	2.4	2.1	4.4
<b>Non-GAAP adjusted earnings before interest, taxes, depreciation and amortization</b>	<u><u>\$35.3</u></u>	<u><u>\$33.7</u></u>	<u><u>\$63.6</u></u>	<u><u>\$62.1</u></u>



*The Pump People*<sup>®</sup>