



September 2022
INVESTOR PRESENTATION

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.

COMPANY OVERVIEW



- Leading designer and manufacturer of pumps and pump systems
- Product diversity with significant presence in Fire Suppression, Municipal , Construction, Agriculture, Industrial, Petroleum and OEM markets
- Reputation for quality products and outstanding service
- Recognizable family of brands through product development and acquisitions
- Strong network of domestic and international distributors
- International sales to approximately 135 countries representing 31% of total sales
- History of returning capital to shareholders through dividends
- Acquisition of Fill-Rite on May 31, 2022



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 - Total of 73 years of cash dividends and 49 consecutive years of increases

2022 - Acquisition of Fill-Rite, leading provider of fixed and portable fuel transfer pumps, chemical transfer pumps, meters, and accessories



GLOBAL OPERATIONS

GORMAN-RUPP PUMPS GROUP



USA

Gorman-Rupp Pumps USA

Mansfield, OH
USA
www.grpumps.com



CANADA

Gorman-Rupp of Canada Limited

St. Thomas, Ontario
Canada
www.grpumps.ca



AFRICA

Gorman-Rupp Africa Proprietary Limited

Johannesburg, Cape Town & Durban
South Africa
www.gormanrupp.co.za



EUROPE

Gorman-Rupp Europe B.V.

Wardenburg, The Netherlands
Namur, Belgium
www.grpumps.eu

PATTERSON PUMPS GROUP



Patterson Pump Company

Toccoa, GA
USA
www.pattersonpumps.com



Patterson Pump Ireland Limited

Mullingar
Ireland
www.ie.pattersonpumps.com

NATIONAL PUMPS GROUP



National Pump Company

Glendale, AZ; Fresno, CA; Zolfo
Springs, FL; Olive Branch, MS;
Lubbock, TX; Houston, TX
USA
www.nationalpumpcompany.com

CUSTOM PUMPS GROUP



Gorman-Rupp Industries Division

Bellville, OH
USA
www.gripumps.com



AMT Pump Company

Royersford, PA
USA
www.amtpump.com

FILL-RITE GROUP



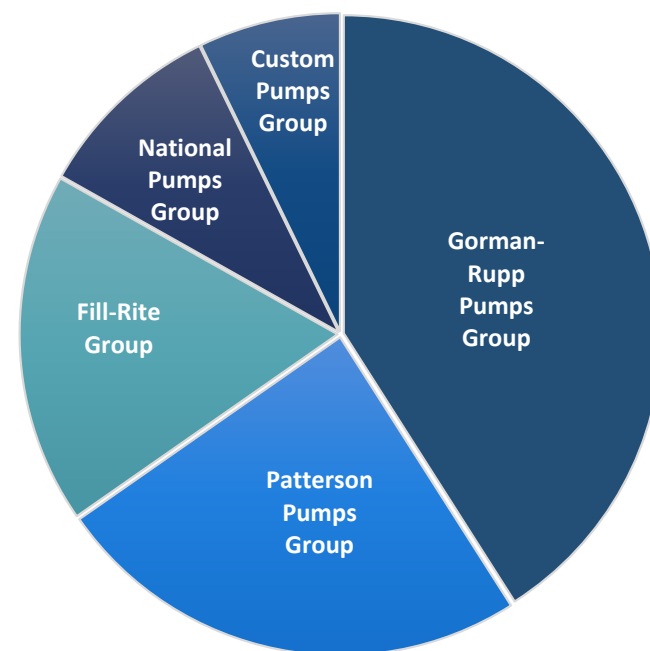
Fill-Rite Company

Fort Wayne, IN; Lenexa, KS
USA
www.fillrite.com



The Pump People®

1,400 GLOBAL EMPLOYEES



FILL-RITE OVERVIEW

Brand Overview

FILL-RITE

- Widely recognized as #1 fuel transfer pump brand in the industry
- Products include fixed and portable fuel transfer pumps, meters, and accessories, including hoses, nozzles, and attachments

SOTERA

- Rugged chemical and industrial fluid transfer pumps
- Products include pumps and meters for the safe and efficient transfer of concentrated chemicals across a wide variety of end market applications

Key Facts & Figures

\$132mm FY21A Revenue

~25% FY21A Proforma Adjusted EBITDA Margin

\$1.5bn+ Addressable Market

Across Fuel, Chemical, Water, and Fuel Management Systems

#1 Brand in Fuel Transfer Pump Industry

Network of ~2,000 Channel Partners

Across Distribution, Retail, and E-Commerce

2 Well-Invested Manufacturing Facilities

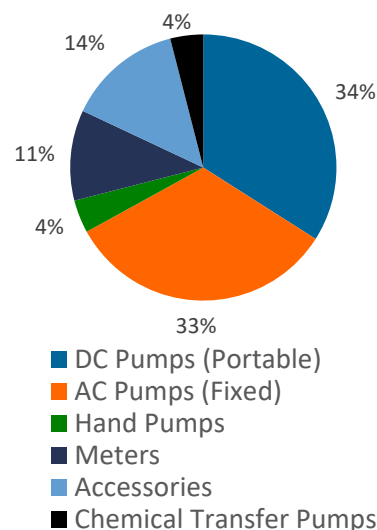
Indiana and Kansas

Approximately 250 Employees

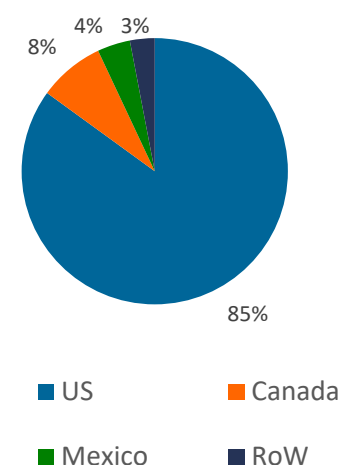
Revenue Breakdown

FY 2021A Revenue: \$132mm

Product Mix



Geographic Mix



Select Key Channel Partners

Distributors (~50%)



Retail / E-Commerce (~50%)



INDUSTRY OVERVIEW

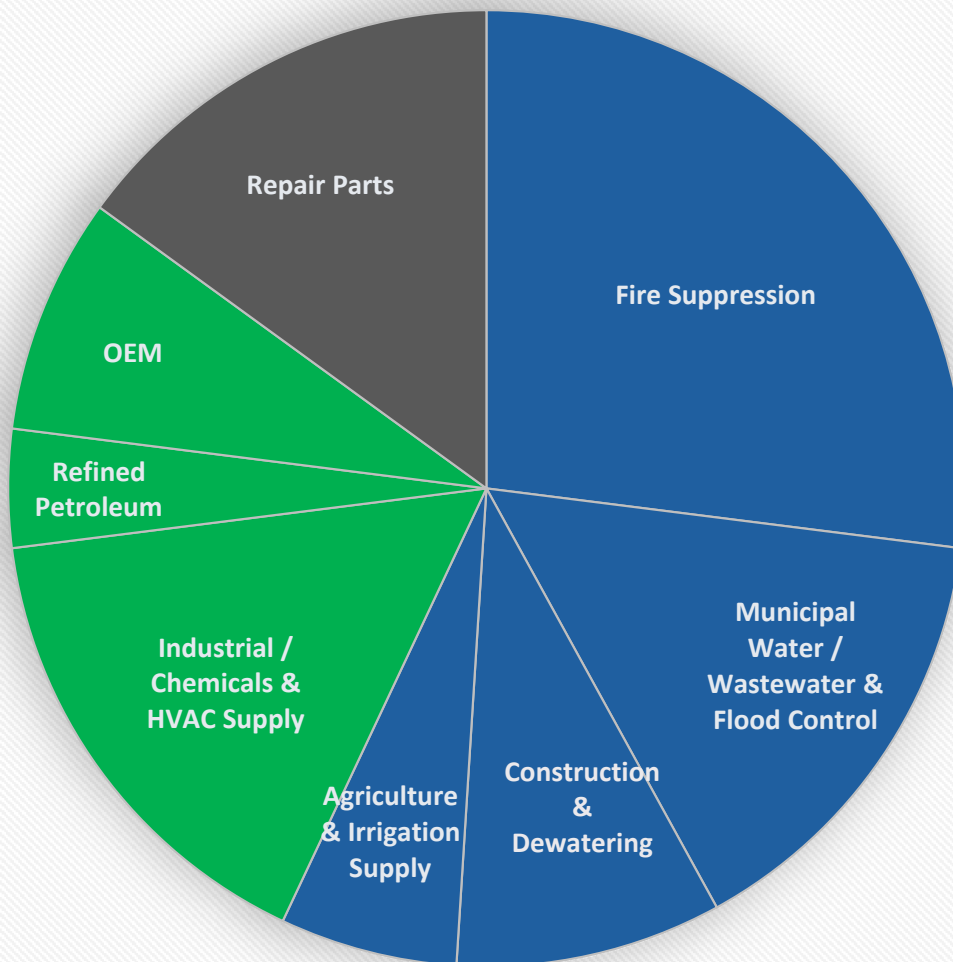


- Pumps touch our daily lives – drinking water, wastewater, sewage, irrigation, appliances, transportation, fuel, industrial, chemical, fire suppression, construction, HVAC
- Many specialized pumps – due to many specialized applications
- Very fragmented and niche oriented
- Increasing worldwide demand for water and other fluid-handling equipment
- Pumps are approximately 11% of water infrastructure needs
- Many competitors are divisions of larger companies
- General pricing stability due to extent of value-added products and mature competition

MARKET DIVERSITY – BY DESIGN

Gorman-Rupp Company Markets

(excluding Fill-Rite)



Water & Water-Related (58%)

- Fire Suppression (24% - 27%)
- Municipal Water / Wastewater & Flood Control (15% - 18%)
- Construction & Dewatering (8% - 10%)
- Agriculture & Irrigation Supply (4% - 5%)

Non-Water (29%)

- Industrial/Chemicals & HVAC Supply (16% - 18%)
- Refined Petroleum (4% - 5%)
- OEM (8% - 10%)

Repair Parts (12% - 13%)

PRODUCT DIVERSITY

GORMAN-RUPP
COMPANY

The Pump People®

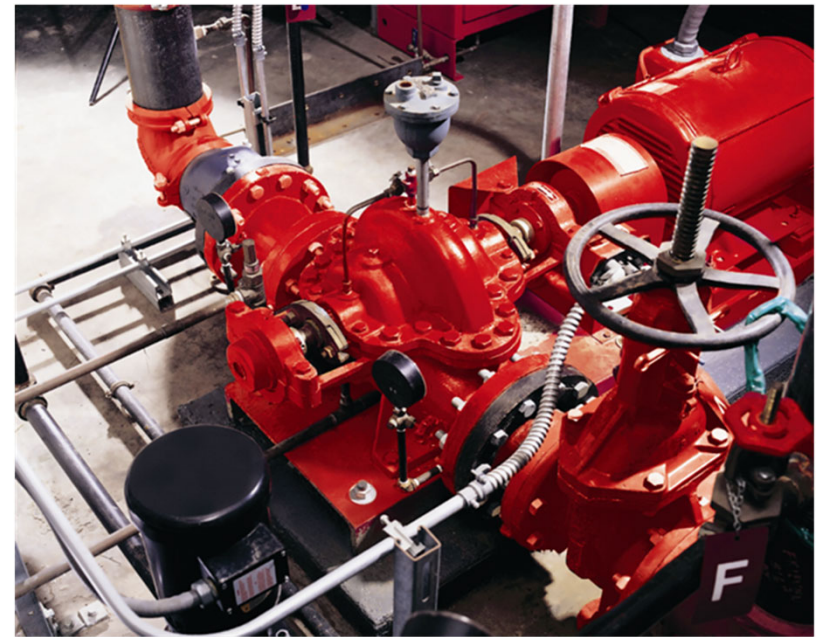


WATER MARKETS

FIRE SUPPRESSION (24% - 27%)

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

DRIVERS: *Commercial and industrial construction*



MUNICIPAL WATER & WASTEWATER (15% - 18%)

- 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
- 50th anniversary of first sewage pumping station in 2019

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



STORM WATER & FLOOD CONTROL

- Flood control pumps capable of pumping up to one million gallons per minute
- Permanent Canals Closure and Pumps Project completed in New Orleans in 2017
- Acquisition of Morrison Pump Company in 2016

DRIVERS: *Infrastructure build and re-build, natural disasters*



CONSTRUCTION & DEWATERING (8% - 10%)

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

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

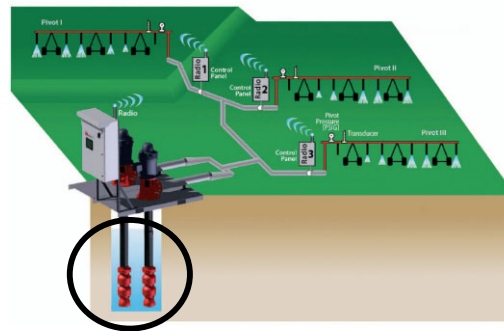


AGRICULTURE & IRRIGATION (4% - 5%)



- Irrigation pumps supplied to sprinkler installation companies
- Strategically located branch locations across the U.S.
- Pumps for animal waste, pit agitation, fuel transfer and liquid fertilizer

DRIVERS: *Grower cash flows from farm commodity prices; bank financing requirements; weather conditions*



NON-WATER MARKETS

INDUSTRIAL / CHEMICALS & HVAC SUPPLY (16% - 18%)

- Dependable pumps for manufacturing applications
- Pumps for moving heavy sludges, slurries and other viscous materials
- HVAC pump market share expanding

DRIVERS: *Industrial construction, and expansion and remodeling*



REFINED PETROLEUM (4% - 5%)

- 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

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

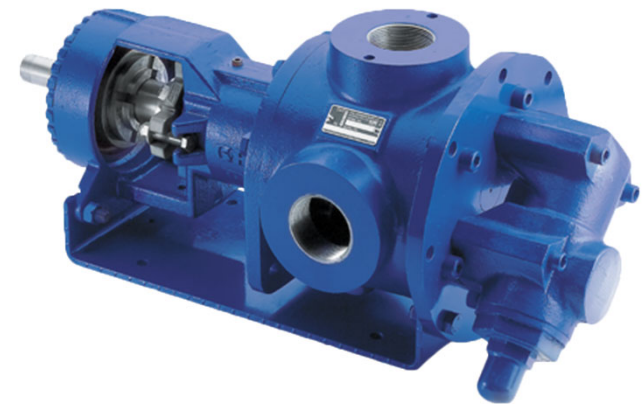


OEM (8% - 10%)

OEM

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

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



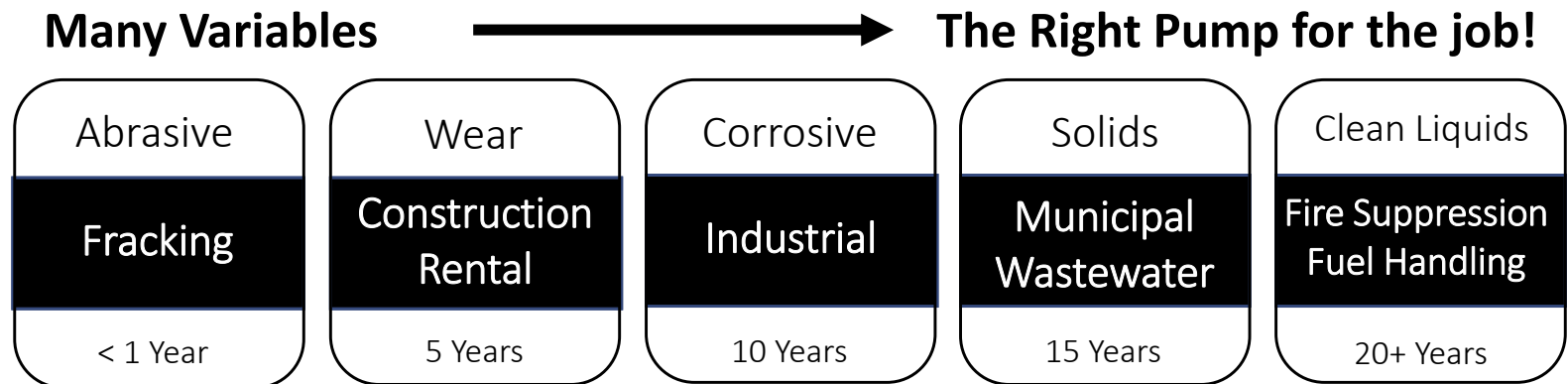
REPAIR PARTS



- Most parts ship within 24 hours
- Consolidated 12% - 13%
- Large range – from 30% for Construction/Industrial to minimal for Fire Suppression
- About 17% - 18% adjusted for markets with minimal repairs



HOW LONG DO PUMPS LAST?



DIVISIONS / MARKETS



End Markets	 Gorman-Rupp Pumps Group				Patterson Pumps Group		National Pumps Group	Custom Pumps Group		Fill-Rite Group
	USA	CANADA	EUROPE	AFRIA						
<i>Fire Suppression</i>					•	•				
<i>Municipal Water, Wastewater & Flood Control</i>	•	•	•	•	•	•	•		•	
<i>Construction & Dewatering</i>	•	•	•	•					•	•
<i>Agriculture & Irrigation Supply</i>	•			•			•		•	•
<i>Industrial/Chemicals & HVAC Supply</i>	•	•	•	•	•		•		•	•
<i>Refined Petroleum</i>	•	•		•			•			
<i>Original Equipment Manufacturer (OEM)</i>	•	•			•		•	•	•	
<i>International</i>	•	•	•	•	•	•	•	•	•	

COMPETITION

NOTABLE PUMP COMPETITORS

	GORMAN-RUPP MARKETS							
<u>Company</u>	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
XYLEM (XYL) – (\$5.2B; Pumps/Services \$3.9B, 74%)								
▪ Flygt		✓	✓	✓	✓	✓		✓
▪ Goulds		✓		✓	✓	✓	✓	
▪ AC Fire Pump	✓					✓		
▪ Bell & Gossett		✓				✓		✓
▪ Godwin Pumps		✓	✓	✓				
FlowServe (FLS) – (\$3.5B; Flow/Pumps \$2.5B, 70%)								
▪ Worthington	✓	✓	✓	✓	✓	✓	✓	✓
▪ Durco and IDP		✓		✓	✓	✓	✓	✓
▪ FlowServe	✓	✓	✓	✓	✓	✓	✓	✓
IDEX (IEX) – (\$2.8B; Flow/Pumps \$1.0B, 36%)								
▪ Viking and MicroPump						✓	✓	✓
▪ Pulsafeeder		✓				✓	✓	☞

NOTABLE PUMP COMPETITORS

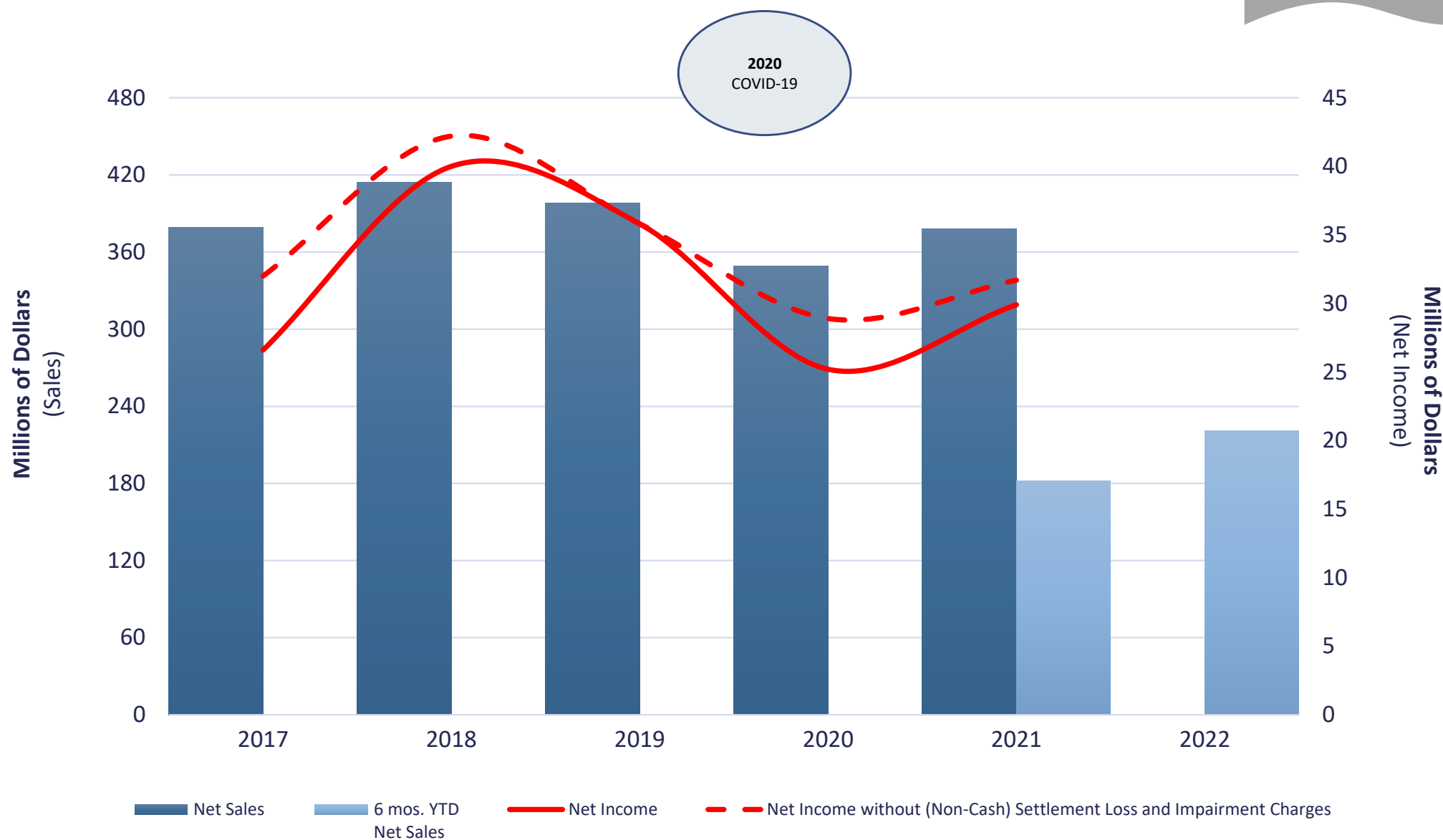
	GORMAN-RUPP MARKETS							
<u>Company</u>	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
Pentair (PNR) – (\$3.8B; 100% Flow/Pumps)								
▪ Hydromatic		✓				✓		✓
▪ Aurora	✓	✓				✓		✓
▪ Fairbanks Nijhuis	✓	✓	✓	✓	✓	✓	✓	✓
Franklin Electric (FELE) – (\$1.7B; Flow/Pumps \$1.0B, 58%)								
▪ Pioneer Pump		✓		✓	✓	✓		✓
Dover Corporation (DOV) – (\$7.9B; Fluids \$3.3B, 42%)								
▪ Blackmer						✓	✓	✓
▪ Wilden						✓	✓	✓
Ingersoll Rand (IR) – (\$5.2B; <15% Flow/Pumps)								
▪ ARO						✓	✓	
▪ Seepex		✓				✓	✓	
▪ Albin Pump								
▪ Milton Roy		✓				✓	✓	
▪ Thomas						✓		

NOTABLE PUMP COMPETITORS

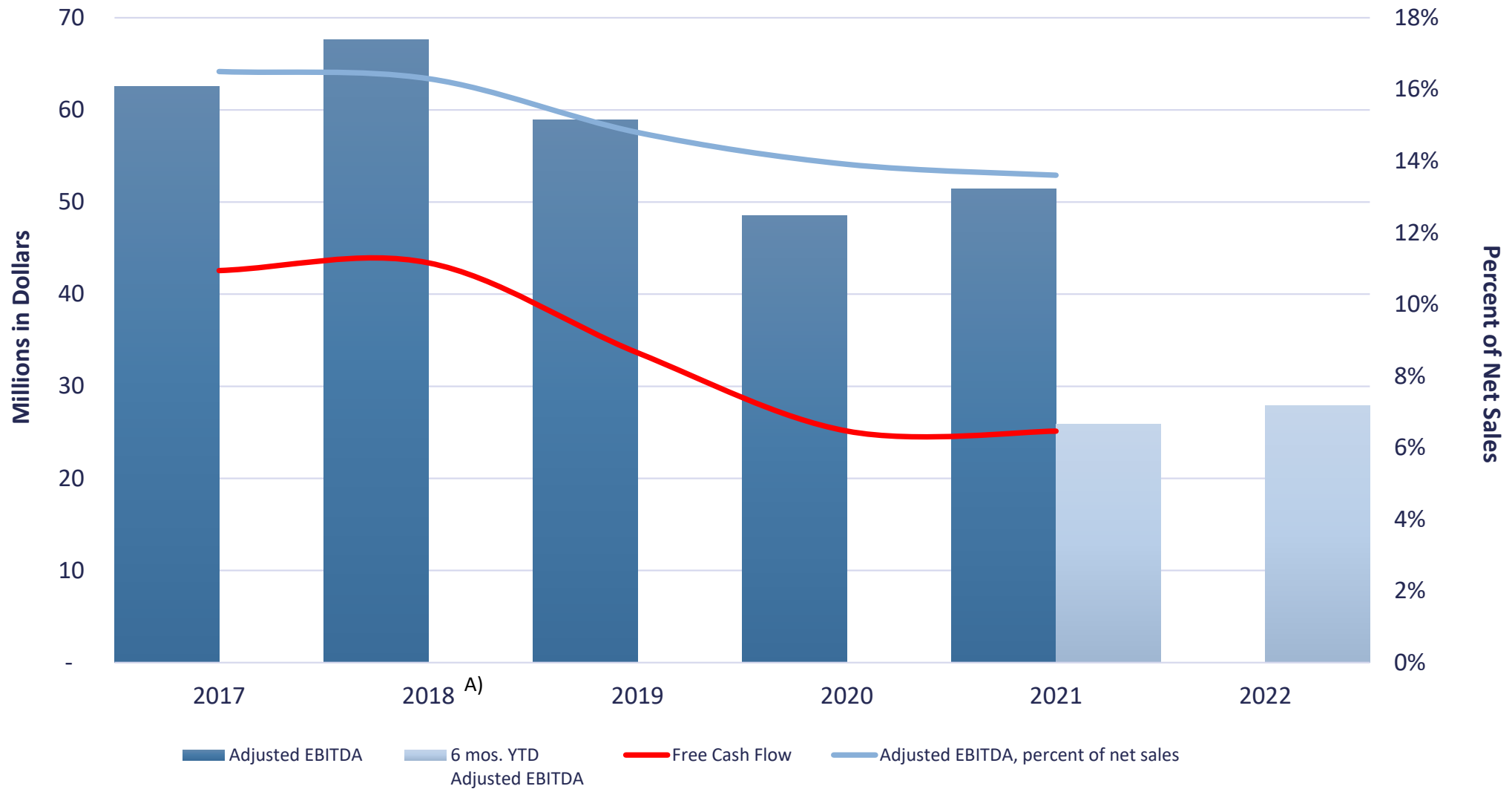
	GORMAN-RUPP MARKETS							
<u>Company</u>	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
Host of private companies/divisions								
▪ Smith & Loveless		✓						
▪ BJM / Stancor		✓		✓	✓	✓		
▪ Thompson Pumps		✓	✓	✓	✓	✓		✓
▪ Zoeller Pumps		✓		✓		✓		
▪ Vaughan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

FINANCIAL SUMMARY

NET SALES & NET INCOME



STRONG EBITDA & FREE CASH FLOW

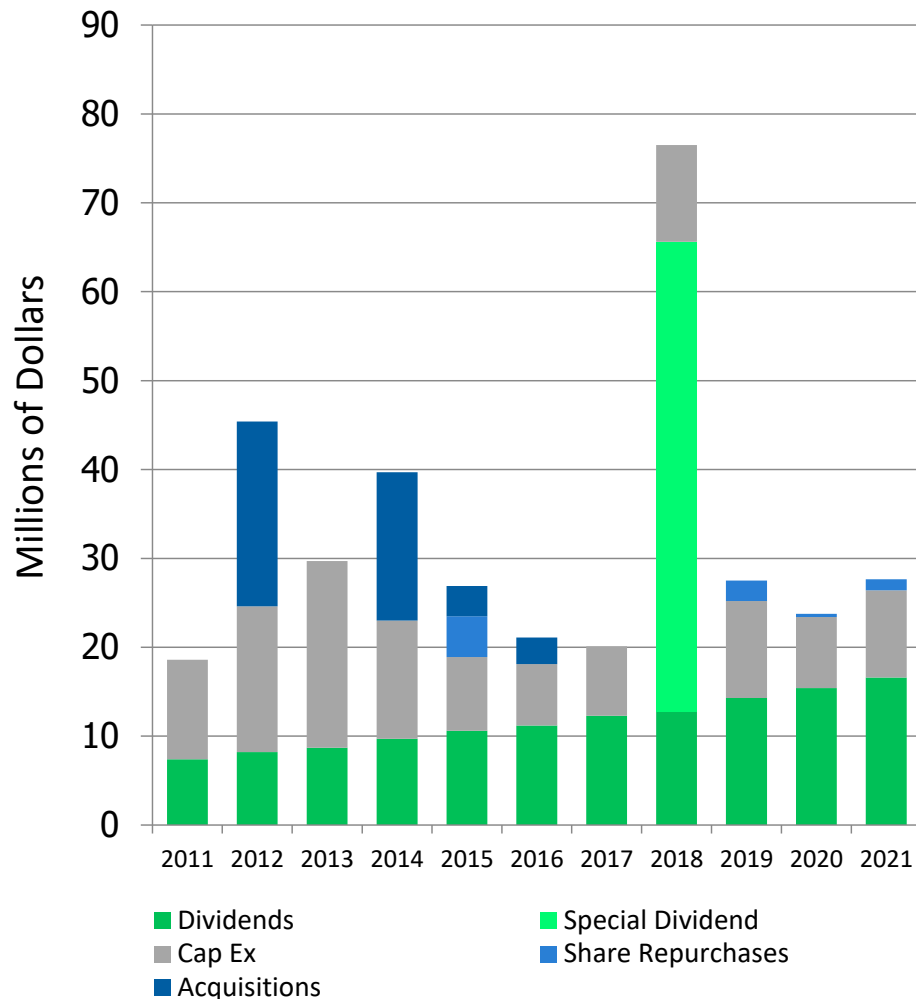


A) 2018 Free Cash Flow excludes \$52.2 million special dividend.

HISTORICAL CAPITAL ALLOCATION



- Return of capital to shareholders through dividends
- Maintenance capital ~ \$15 million per year



- ▶ **Current annualized dividend rate of \$0.68 per share**
- ▶ **Special dividend of \$2.00 per share in 2018**
- ▶ **Capital Expenditures**
 - National Pump Building Expansions
 - \$2.4 Million 2012; \$2 Million 2014
 - Patterson Ireland Expansion 2014-2015
 - \$4.5 Million
 - Continual Investments in M & E
- ▶ **Acquisitions**
 - GR Africa – 2012
 - American Turbine Pumps – 2012
 - Bayou City Pump – 2014
 - GR Belgium – 2015
 - Morrison Pump – 2016
 - Fill-Rite - 2022

CAPITAL ALLOCATION PRIORITIES



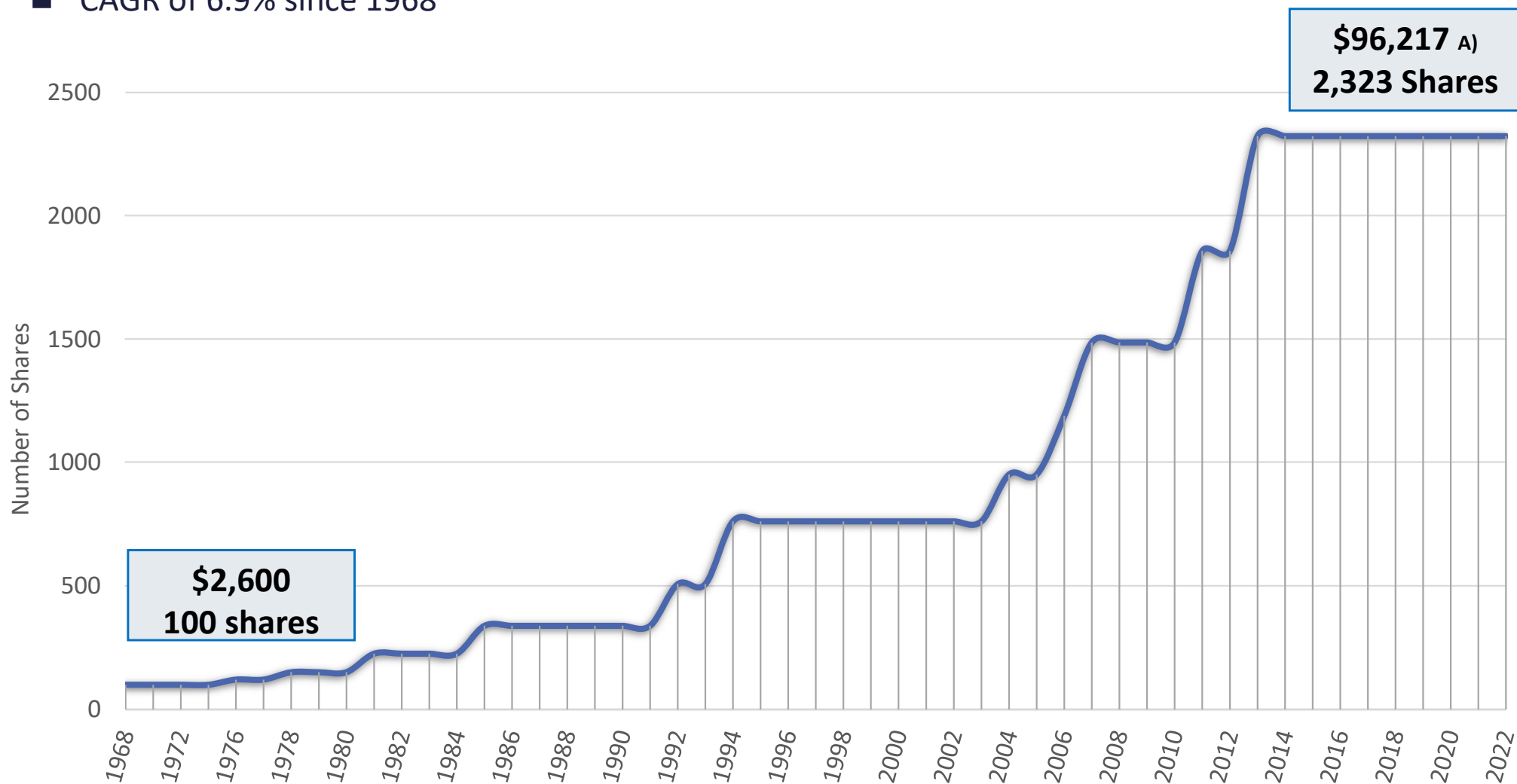
- ✓ Our maintenance capital expenditures are expected to be ~\$15mm per year
- ✓ We have a proud history of returning capital to shareholders through dividends and expect to maintain our dividend practices while achieving our leverage target
- ✓ We are focused on deleveraging with targeted leverage of less than 3.5x by the end of 2024
- ✓ 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 ~\$20mm of cash on the balance sheet and a \$100mm revolving credit facility

GROWTH OF 100 SHARES

- Share growth through stock dividends and splits
- CAGR of 6.9% since 1968



The Pump People®



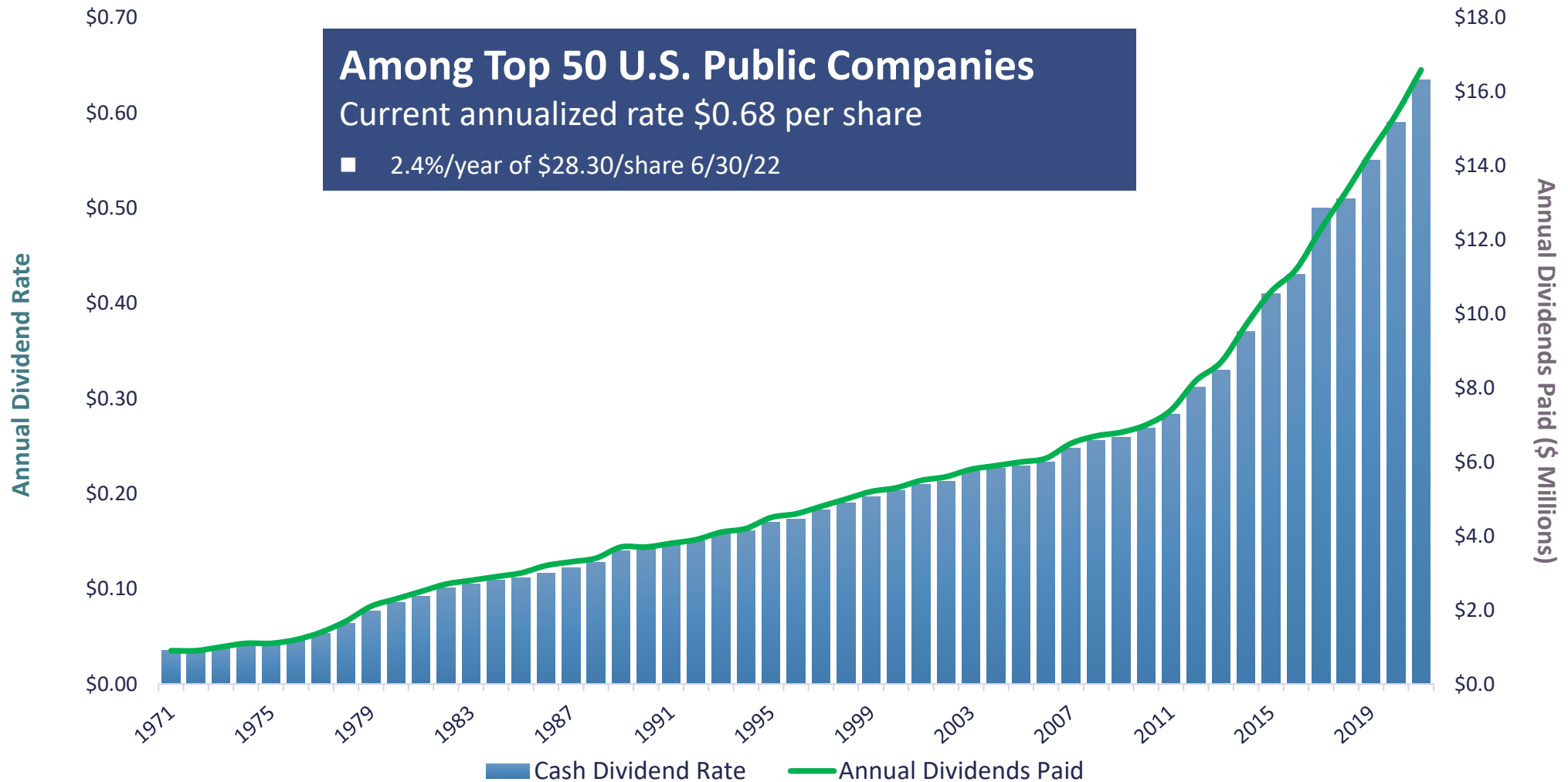
A) As of 6/30/22, value of \$65,741 at \$28.30/share and cash dividends received of \$30,476.

HISTORY OF INCREASING DIVIDENDS

- 290 Consecutive quarters of cash dividends
- 49 Consecutive years of increased cash dividends



The Pump People®



Q2 2022 P&L



- Completed acquisition of Fill-Rite
- Adjusted EPS was \$0.27 per share compared \$0.32 for Q2 2021
 - Results included an unfavorable LIFO impact of \$0.13 and \$0.02 per in 2022 and 2021, respectively
- Sales increased 28.0% or \$26.1 million, a 13.4% increase excluding Fill-Rite
- Gross margin included \$1.6 million of inventory step up and acquired customer backlog amortization
 - 2022 gross margin also included an increase in the unfavorable impact of LIFO of \$3.6 million
- Operating income also included \$6.9 million in acquisition costs
- Incoming orders increased 44.5% compared to Q2 2021, 33.7% excluding Fill-Rite

(\$ in millions)	Q2 2022		Q2 2021	
	Dollars	% of Net Sales	Dollars	% of Net Sales
Net Sales	\$119.1		\$93.0	
Gross Profit	28.2	23.7%	24.7	26.5%
SG&A	24.1	20.3%	13.9	14.9%
Amortization	1.2	1.0%	0.2	0.2%
Operating Income	2.9	2.4%	10.6	11.4%
Interest Expense	2.3	2.0%	-	-
Adjusted Net Income¹	7.0	5.9%	8.5	9.1%
Adjusted EPS¹	\$0.27		\$0.32	
Adjusted EBITDA¹	\$15.4	12.9%	\$13.6	14.6%

(1) See appendix for non-GAAP reconciliations.

SIX MONTHS ENDED JUNE 30, 2022 P&L

- Adjusted EPS of \$0.56 compared to \$0.61 for 2021
 - Results included unfavorable LIFO impacts of \$0.18 and \$0.04 in 2022 and 2021, respectively
- Sales increased 21.5% or \$39.2 million, a 14.1% increase excluding Fill-Rite
- Gross margin included \$1.4 million of inventory step up amortization, \$0.2 million of acquired customer backlog amortization
 - 2022 gross margin also included an increase in the unfavorable impact of LIFO of \$4.7 million
- Operating income also included \$6.9 million in acquisition costs
- Incoming orders YTD increased 28.5% compared to the same period last year, an increase of 22.7% excluding Fill-Rite
- Backlog improved to \$264.7 million at June 30, 2022 compared to \$153.0 million at June 30, 2021 and \$186.0 million at December 31, 2021 with Fill-Rite adding \$14.7 million at June 30, 2022

(\$ in millions)	Six Months Ended June 30, 2022		Six Months Ended June 30, 2021	
	Dollars	% of Net Sales	Dollars	% of Net Sales
Net Sales	\$221.2		\$182.0	
Gross Profit	53.7	24.3%	47.7	26.2%
SG&A	39.9	18.1%	27.8	15.3%
Amortization	1.4	0.6%	0.4	0.2%
Operating Income	12.4	5.6%	19.6	10.8%
Interest Expense	2.3	1.0%	-	-
Adjusted Net Income¹	14.5	6.6%	15.9	8.7%
Adjusted EPS¹	\$0.56		\$0.61	
Adjusted EBITDA¹	\$27.9	12.6%	\$25.9	14.2%

(1) See appendix for non-GAAP reconciliations.

BALANCE SHEET

- Fill-Rite acquisition decreased cash, and increased debt, goodwill and intangibles and net working capital



(\$ in millions)	June 30, 2022	December 31, 2021		June 30, 2022	December 31, 2021
ASSETS			LIABILITIES & SHAREHOLDERS' EQUITY		
Cash and cash equivalents	\$16.8	\$125.2	Current portion of long-term debt	\$17.5	-
Accounts receivable, net	90.4	58.5	Goodwill and Intangible Assets		\$33.1
Inventories, net	101.1	85.6	Other current liabilities	74.6	19.3
Prepaid and other	15.2	7.9	Pension and postretirement benefits	37.3	36.7
Total current assets	\$223.5	\$277.2	Long-term debt, net of current portion	414.9	
Property, plant and equipment, net	130.0	104.3	Other long-term liabilities	2.6	1.7
Goodwill and intangible assets, net	511.5	33.1	Total liabilities	\$546.9	\$90.8
Other assets	9.3	6.2	Total shareholders' equity	327.4	330.0
Total assets	\$874.3	\$420.8	Total liabilities & shareholders' equity	\$874.3	\$420.8

PILLARS FOR GROWTH

PILLARS FOR GROWTH



The Pump People®



WELL POSITIONED FOR ORGANIC GROWTH



- Robust new product development pipeline
- Broad network of global distributors
- Over two million square feet of design, manufacturing and distribution space worldwide, with capacity for growth

- ISO Certified 9001, 14001 – GR Pumps USA, Patterson, National Pump and GR Industries
- State of the art testing facilities
- Customer first culture
- 1,400 employees worldwide with experience of over 10 years on average
- Gorman-Rupp Continuous Improvement program at all locations
- Market diversity helps minimize impact of downturns



ORGANIC GROWTH DRIVERS



- Aging U.S. infrastructure –

U.S. Infrastructure Report Card⁽¹⁾

Drinking Water	C-
Wastewater	D+
Storm Water	D

- Infrastructure bill including investment in water, wastewater and flood control
 - Bill needed to address estimated \$2.6 trillion gap⁽¹⁾ in required infrastructure spending over the next 10 years
- Oil and gas markets recovery
- Well positioned to capitalize on agriculture market
- High value of retained customers – service, repairs and replacements
- Increasing regulatory requirements related to environmental, quality and energy efficiency
- Investment in R&D – history of innovation
- Emphasis on customer training and education

(1) American Society of Civil Engineers 2021 Infrastructure Report Card

PRODUCT INNOVATION



- Majority of products continue to be made in the USA
- Strong team of experienced engineers providing project-specific engineering expertise and new product development
- Continued advancements in challenging applications like clogged sewage systems or abrasive materials
- Advanced monitoring and control with IoT will continue to develop
- Advancements in pump efficiency, reduced emissions and alternative power sources

European Stage 5 Hydrogenated Vegetable Oil Engine Driven Units

Technology reduces CO2 emissions by 89% vs. fossil fuels



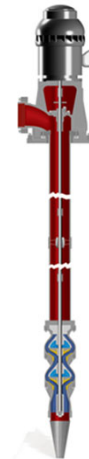
Flow Smart and Eradicator

Clog sensing and clearing control technology for lift stations



NSF61 Drinking Water Certification

Registered full pump including the “can”



INTEGRITY series TM
Tuned for performance, stability and longevity.



Integrity Series Smart Pumps

Brushless DC mag drive centrifugal pumps with IoT

PROCESS INNOVATION

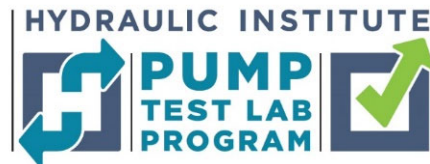


- Focus on customer facing technology with ability to research, configure and order
- Easy on-line access to customer specific pump specifications, user manuals and parts ordering
- Integration of 3D printing capabilities into new product develop and factory productivity improvements
- State of the art test labs allowing difficult field conditions to be duplicated in house

REVOLUTION^{PC}

Revolution (NPC)

Pricing software has allowed rapid quotations/ordering fostering improved margins



Hydraulic Institute Certified Test Lab

Patterson test lab certified to HI Pump test lab approval program 40.7 standard



Serial Number Specific QR Codes

Provides customer with easy access to individual pump specifications, user manuals and drawings

CUSTOMER TRAINING AND EDUCATION



Customer visits
and plant tours
are part of sales
process



Increased use
of technology
to deliver
virtual training



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

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

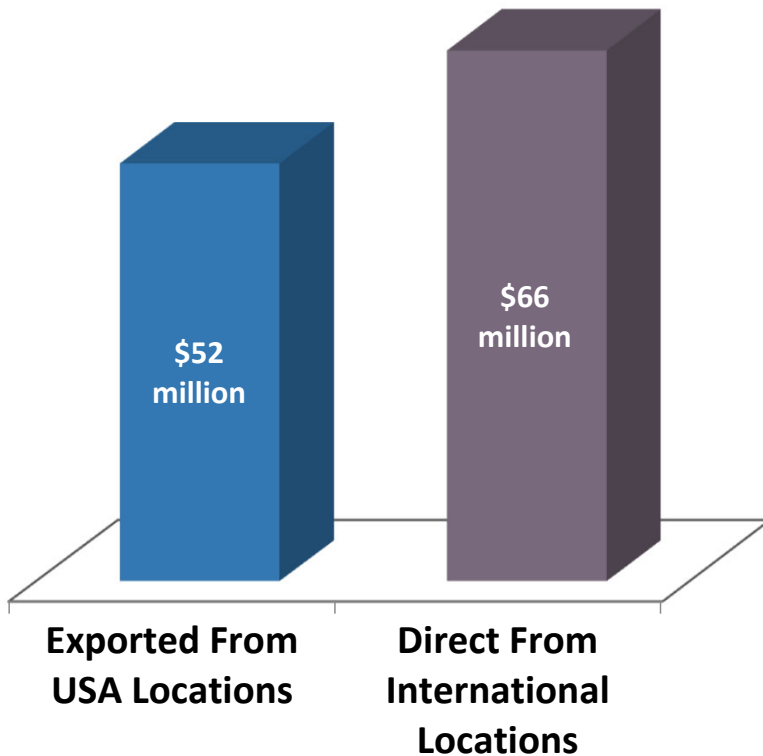


Mobile training
equipment
supports
customer site
training

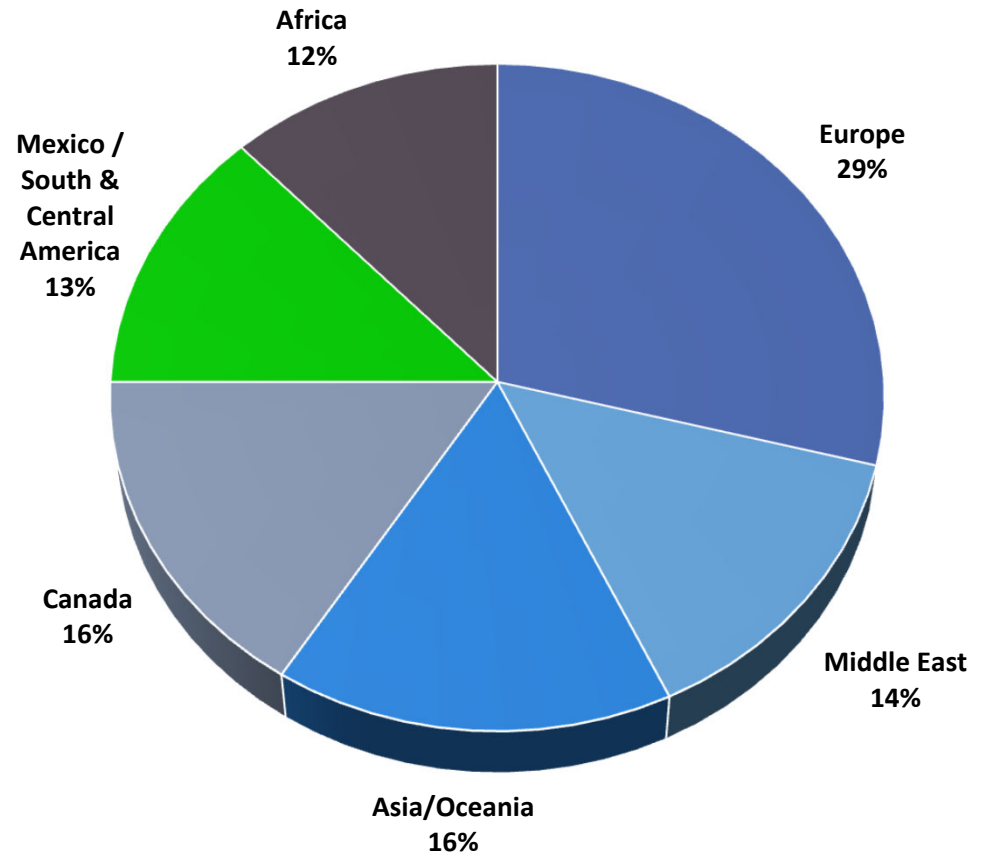
INTERNATIONAL DISTRIBUTION CAPABILITY

- International sales represent approximately 31% of total company sales annually

2021 International Sales



Total International Sales Mix (excluding Fill-Rite)



GORMAN-RUPP INTERNATIONAL LOCATIONS



- Well positioned international facilities
- Capacity for growth

DIVISION	LOCATION
Gorman-Rupp Canada	Ontario, Canada
Gorman-Rupp Africa	Johannesburg, South Africa
Gorman-Rupp Europe	Waardenburg, The Netherlands
Gorman-Rupp Belgium	Namur, Belgium
Patterson Pump Ireland	County Westmeath, Ireland



Gorman-Rupp Canada



Gorman-Rupp Africa



Gorman-Rupp Europe



Gorman-Rupp Belgium



Patterson Pump Ireland

DRIVERS OF INTERNATIONAL GROWTH



- Population growth and urbanization increasing infrastructure needs
- Industrialization in developing countries
- Accelerating need for water recycling and water & wastewater treatment systems
- Increasing industrial and agriculture needs
- Sanitation needs – lack of access to proper sanitation worldwide
- Drinking water – millions of people worldwide lack access to safe drinking water
- Water scarcity – by 2025, as much as two-thirds of the world's population could be living in areas where water is in short supply, according to the United Nations

HISTORY OF GROWTH THROUGH ACQUISITIONS



- Gorman-Rupp has successfully grown through acquisitions
- Financial strength to continue 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
2014	Bayou City Pump	TX	Industrial, Petroleum
2015	Hydro & Hydro+	Namur, Belgium	Municipal, Industrial, Construction
2016	Morrison	FL	Municipal, Flood Control
2022	Fill-Rite	IN and KS	Agriculture, Construction

FILL-RITE ALIGNS WITH GORMAN-RUPP'S DISCIPLINED M&A CRITERIA

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

Fill-Rite acquisition

- ✓ Premier fuel and chemical transfer pumps across agriculture, construction, mining, marine, fleets, and municipalities
- ✓ High-quality operations with outstanding culture and demand for excellence in business and service
- ✓ #1 brand in the 0-35 GPM fuel transfer pump industry
- ✓ Strong and experienced management team committed to continuing in current roles
- ✓ Steady revenue growth complemented by a strong margin and cash flow profile that is expected to contribute double digit percentage accretion in 2023
- ✓ Potential for commercial synergies

FILL-RITE EXPANDS PORTFOLIO OF MISSION-CRITICAL PUMPS AND SYSTEMS



Key highlights

- ✓ Complements and expands Gorman-Rupp's portfolio of products in mission-critical applications and adjacent end markets
- ✓ Agriculture and construction end markets set to benefit from rising demand in equipment spend, harvesting and infrastructure activity
- ✓ Enhances brand recognition with the #1 brand in fuel transfer pump industry
- ✓ Strong collective of distribution partners with added exposure and opportunity in retail and e-Commerce channels, and international expansion
- ✓ Adds capabilities in lower flow rate, consumer-facing pumps
- ✓ Pipeline of new product development



SUSTAINABILITY



Gorman-Rupp companies are committed to advancing the health, safety and wellness of our employees, customers and communities by:

- Making a positive impact on our communities through philanthropy and social engagement;
- Reducing our impact on the environment through resource conservation and waste prevention;
- Treating employees fairly, with dignity, and without discrimination – and maintaining similar expectations of our supply chain partners; and
- Providing training and development programs that attract diverse, motivated employees and help them reach their full potential.



INVESTMENT HIGHLIGHTS



- Over 85 years of innovation and quality pump leadership
- Consistent management team with proven results
- Product and market diversification
- Well positioned for long-term sustainable growth
- History of returning capital to shareholders
- Fill-Rite is expected to be accretive to current operating metrics including organic growth, gross margins, and EBITDA margins



Jeffrey S. Gorman, Executive Chairman

Jeff has been 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 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 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.



The Gorman-Rupp Company Non-GAAP Measures

This presentation includes certain non-GAAP financial data and measures such as adjusted net income, adjusted earnings per share and adjusted earnings before interest, taxes, depreciation and amortization, referred to as “adjusted EBITDA”. Adjusted net income is net income excluding non-cash pension settlement charges, one-time acquisition costs, amortization of step up in value of acquired inventories, and amortization of customer backlog. Adjusted earnings per share is earnings per share excluding non-cash pension settlement charges per share, one-time acquisition costs per share, amortization of step up in value of acquired inventories per share, and amortization of customer backlog per share and adjusted EBITDA is net income (loss) excluding interest, taxes, depreciation and amortization, adjusted to exclude non-cash pension settlement charges, one-time acquisition costs, amortization of step up in value of acquired inventories, and amortization of customer backlog. 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. 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,	
	2022	2021	2022	2021
Net Income (loss) – GAAP basis	(\$1.0)	\$7.1	\$6.5	\$14.5
Plus pension settlement charge	1.3	1.4	1.3	1.4
Plus one-time acquisition costs	5.4	-	5.4	-
Plus amortization of step up in value of acquired inventories	1.1	-	1.1	-
Plus amortization of acquired customer backlog	0.2	-	0.2	-
Adjusted Net Income	\$7.0	\$8.5	\$14.5	\$15.9

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Earnings (loss) per share – GAAP basis	(\$0.04)	\$0.27	\$0.25	\$0.56
Plus pension settlement charge	0.05	0.05	0.05	0.05
Plus one-time acquisition costs	0.21	-	0.21	-
Plus amortization of step up in value of acquired inventories	0.04	-	0.04	-
Plus amortization of acquired customer backlog	0.01	-	0.01	-
Adjusted Earnings per share	\$0.27	\$0.32	\$0.56	\$0.61

NON-GAAP RECONCILIATION



	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Adjusted earnings (loss) before interest, taxes, depreciation and amortization:				
Reported net income (loss) – GAAP basis	(\$1.0)	\$7.1	\$6.5	\$14.5
Plus interest expense	2.3	-	2.3	-
Plus provision (benefit) for income taxes	(0.3)	1.8	1.7	3.7
Plus depreciation and amortization expense	4.3	3.0	7.3	6.0
Non-GAAP earnings before interest, taxes, depreciation and amortization	5.3	11.9	17.8	24.2
Plus pension settlement charge	1.6	1.7	1.6	1.7
Plus on-time acquisition costs	6.9	-	6.9	-
Plus amortization of step up in value of acquired inventories	1.4	-	1.4	-
Plus amortization of acquired customer backlog	0.2	-	0.2	-
Non-GAAP adjusted earnings before interest, taxes, depreciation and amortization	<u>\$15.4</u>	<u>\$13.6</u>	<u>\$27.9</u>	<u>\$25.9</u>

The following table reconciles adjusted earnings before interest, income taxes and depreciation and amortization as reconciled above to free cash flow:

	Three Months Ended March 31,		Six Months Ended June 30,	
	2022	2021	2022	2021
Non-GAAP adjusted earnings before interest, taxes, depreciation and amortization:	\$15.4	\$13.6	\$27.9	\$25.9
Less capital expenditures	(4.9)	(2.6)	(8.4)	(3.5)
Less regular cash dividends	(4.5)	(4.1)	(8.9)	(8.1)
Non-GAAP free cash flow	<u>\$6.0</u>	<u>\$6.9</u>	<u>\$10.6</u>	<u>\$14.3</u>

The Pump People®

