

INVESTOR PRESENTATION

May 2023



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

Well suited to handle current leverage and adverse economic conditions

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



Strong History of Dividends

73 years of dividends and 50 consecutive years with increases
2.8% yield at 3/31/23

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

Fill-Rite

Fill-Rite expected to be accretive to current operating metrics including organic growth, gross margins, and EBITDA margins

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

Infrastructure Spending



The Pump People

COMPANY OVERVIEW

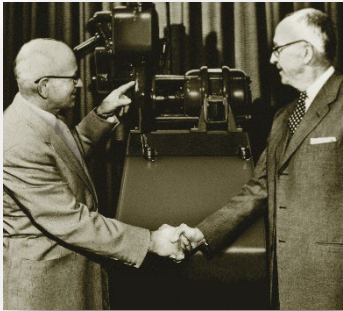
- Leading designer and manufacturer of pumps and pump systems
- Product diversity with significant presence in Fire Suppression, Municipal, Construction, Agriculture, Industrial, Petroleum and OEM markets
- Reputation for quality products and outstanding service
- Recognizable family of brands through product development and acquisitions
- Strong network of domestic and international distributors
- International sales to approximately 130 countries representing 27% of total sales
- History of returning capital to shareholders through dividends
- Acquisition of Fill-Rite on May 31, 2022



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
- Pumps are approximately 11% of water infrastructure spend
- General pricing stability due to extent of value-added products and mature competition

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 50 consecutive years of increases

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



The Pump People

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

\$152mm FY22A Revenue*

~22% FY22A 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 (expanding capacity in 2023)

Approximately 250 Employees

**FY22A includes 5 months of results prior to Gorman-Rupp ownership*

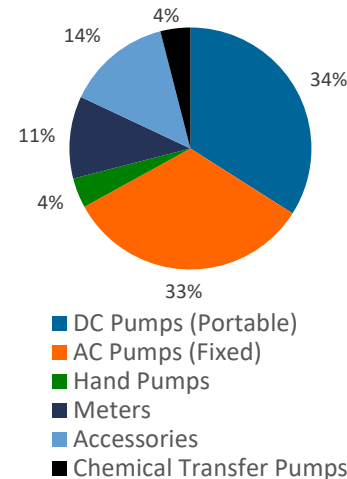


The Pump People.

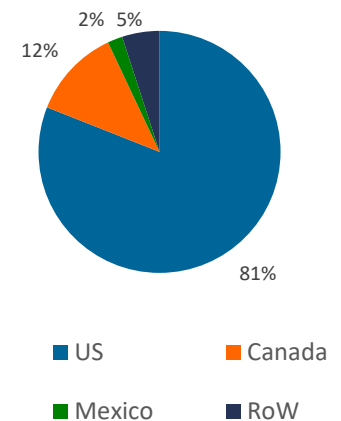
Revenue Breakdown

FY 2022A Revenue: \$152mm*

Product Mix



Geographic Mix



Select Key Channel Partners

Distributors (~50%)



Retail / E-Commerce (~50%)



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."



Mansfield, OH
Canada
South Africa
Netherlands
Belgium



Toccoa, GA
Ireland



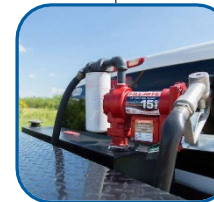
Glendale, AZ
Olive Branch, MS
Lubbock, TX



Royersford, PA



Bellville, OH



Fort Wayne, IN
Lenexa, KS



The Pump People®

OPERATING MODEL

Philosophy & Culture

- Quality products and strong market share
- 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

Corporate

- Strategic Planning
- M&A
- Information Technology
- Employee Benefits
- Treasury
- Legal
- Insurance / Risk Management
- External Reporting & Compliance
- Investor Relations

Shared

- Human Resources
- Workforce Development
- Purchasing
- Sustainability
- Customer Facing Technology

Local (Closest to Customer)

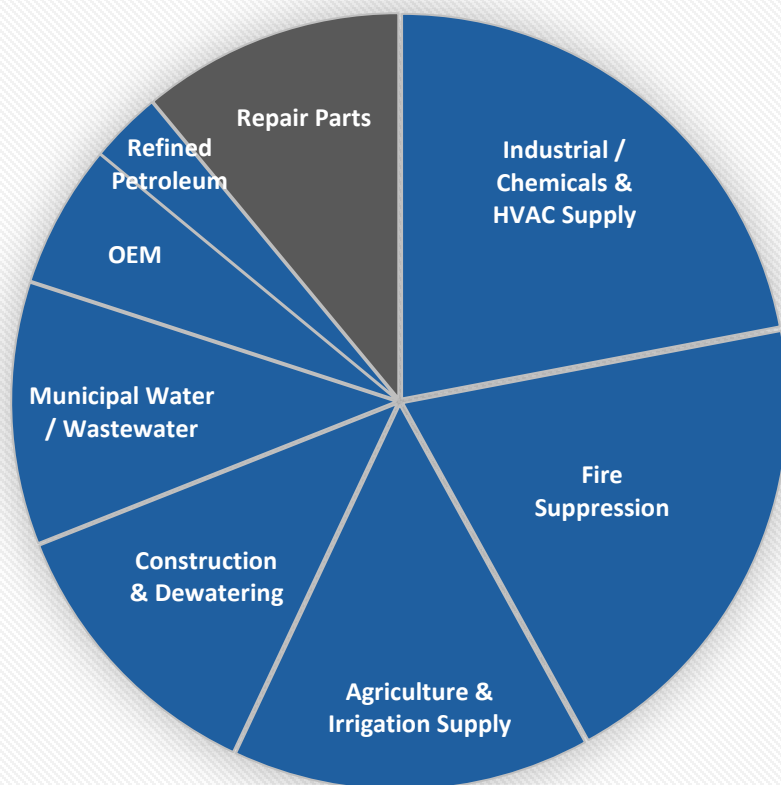
- Sales and Customer Service
- Marketing / Advertising
- Product Development / Engineering
- State of the Art Manufacturing & Testing Facilities

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%)
- Refined Petroleum (2% - 4%)
- OEM (6% - 8%)

REPAIR PARTS (9% - 12%)

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

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

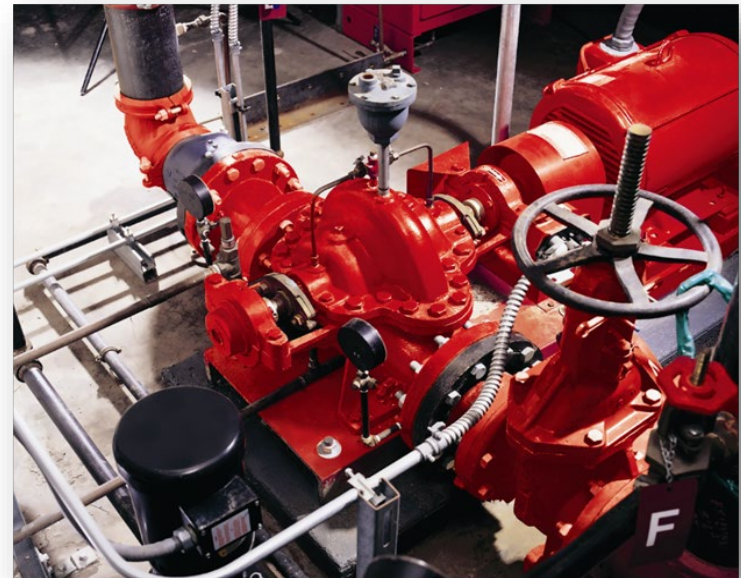
DRIVERS: Industrial construction, expansion and remodeling



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

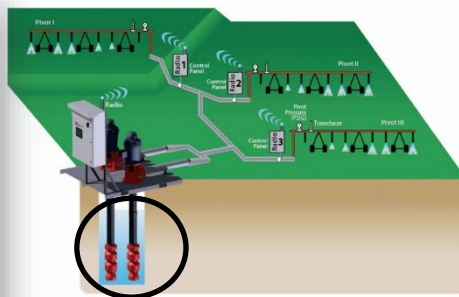
DRIVERS: *Commercial and industrial construction*



AGRICULTURE & IRRIGATION (14% - 16%)

- 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 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
- 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*



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

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
 - Permanent Canals Closure and Pumps Project in New Orleans
- Storm water management
- Wetland restoration

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

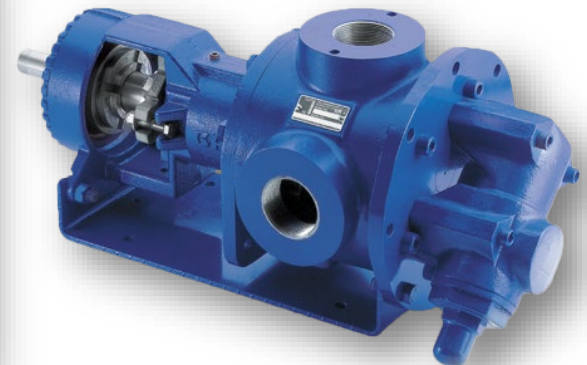


OEM (6% - 8%)

OEM

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

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

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



REPAIR PARTS

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

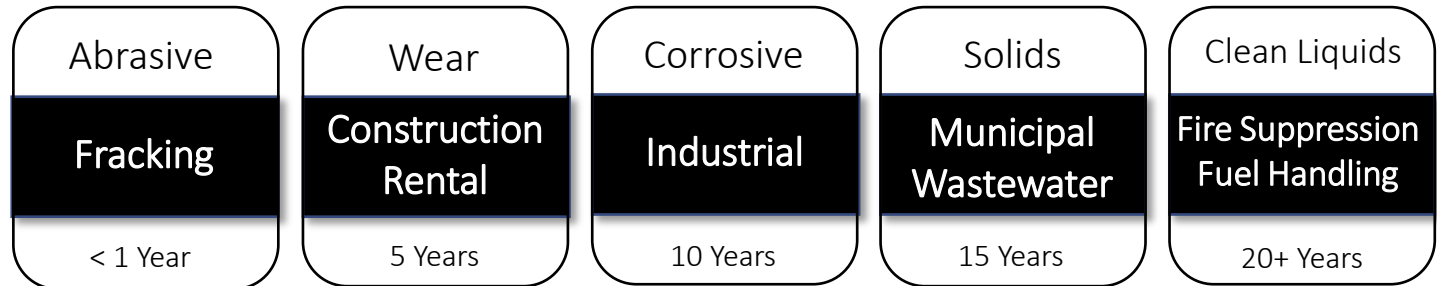


HOW LONG DO PUMPS LAST?

Many Variables



The Right Pump for the job!



DIVISIONS / MARKETS

End Markets



Industrial/Chemicals & HVAC Supply	•	•	•	•	•	•
Fire Suppression		•				
Agriculture & Irrigation Supply	•		•		•	•
Construction & Dewatering	•				•	•
Municipal Water, Wastewater & Flood Control	•	•	•		•	
Refined Petroleum	•		•			
Original Equipment Manufacturer (OEM)	•		•	•	•	



The Pump People



COMPETITION



NOTABLE PUMP COMPETITORS

	GORMAN-RUPP MARKETS							
<u>Company</u>	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
XYLEM (XYL) – (\$5.5B; Pumps/Services \$4.1B, 75%)								
▪ Flygt		✓	✓	✓	✓	✓		✓
▪ Goulds		✓		✓	✓	✓	✓	
▪ AC Fire Pump	✓					✓		
▪ Bell & Gossett		✓				✓		✓
▪ Godwin Pumps		✓	✓	✓				
FlowServe (FLS) – (\$3.6B; Flow/Pumps \$2.5B, 69%)								
▪ Worthington	✓	✓	✓	✓	✓	✓	✓	✓
▪ Durco and IDP		✓		✓	✓	✓	✓	✓
▪ FlowServe	✓	✓	✓	✓	✓	✓	✓	✓
IDEX (IEX) – (\$3.2B; Flow/Pumps \$1.2B, 37%)								
▪ 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) – (\$4.1B; 100% Flow/Pumps)								
▪ Hydromatic		✓				✓		✓
▪ Aurora	✓	✓				✓		✓
▪ Fairbanks Nijhuis	✓	✓	✓	✓	✓	✓	✓	✓
Franklin Electric (FELE) – (\$2.0B; Flow/Pumps \$1.2B, 60%)								
▪ Pioneer Pump		✓		✓	✓	✓		✓
Dover Corporation (DOV) – (\$8.5B; Fluids \$3.6B, 42%)								
▪ Blackmer						✓	✓	✓
▪ Wilden						✓	✓	✓
Ingersoll Rand (IR) – (\$5.9B; <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-Burell, Power Team, Gerstenberg Schoder, Bran+Luebbe)						✓		

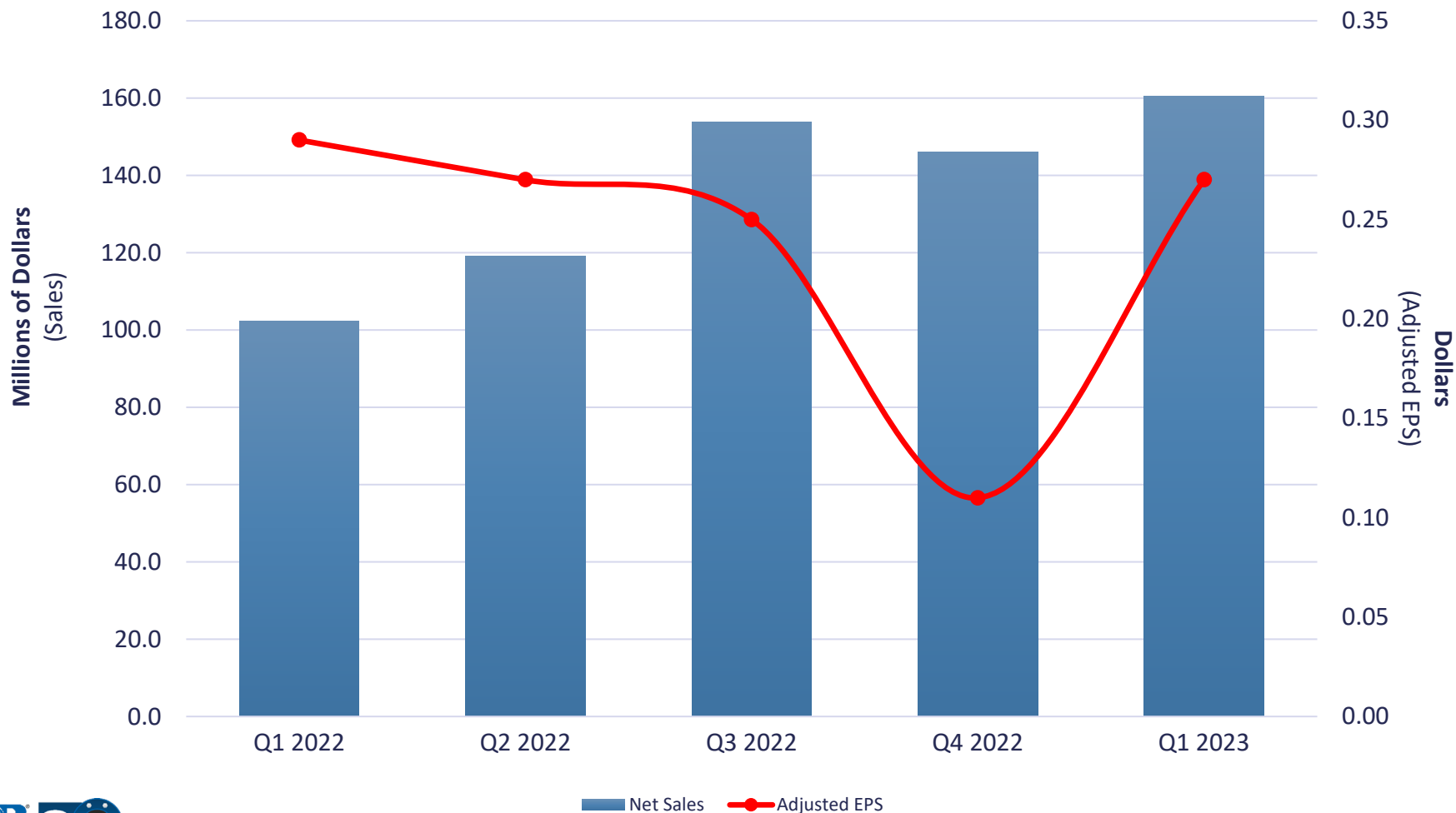


FINANCIAL SUMMARY



NET SALES & ADJUSTED EPS

LIFO Expense per share	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
	\$0.05	\$0.13	\$0.11	\$0.25	\$0.06

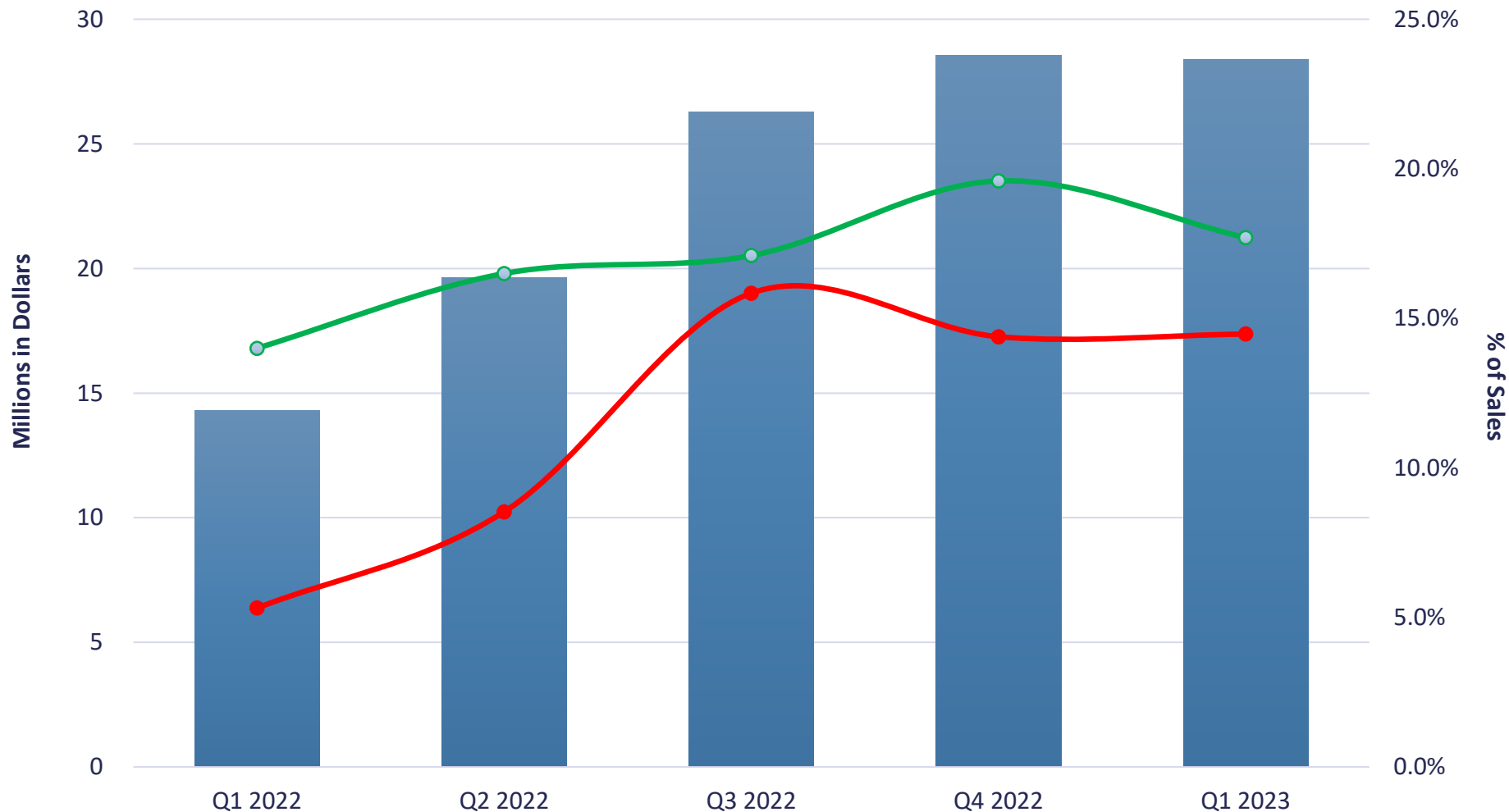


See appendix for non-GAAP reconciliations.



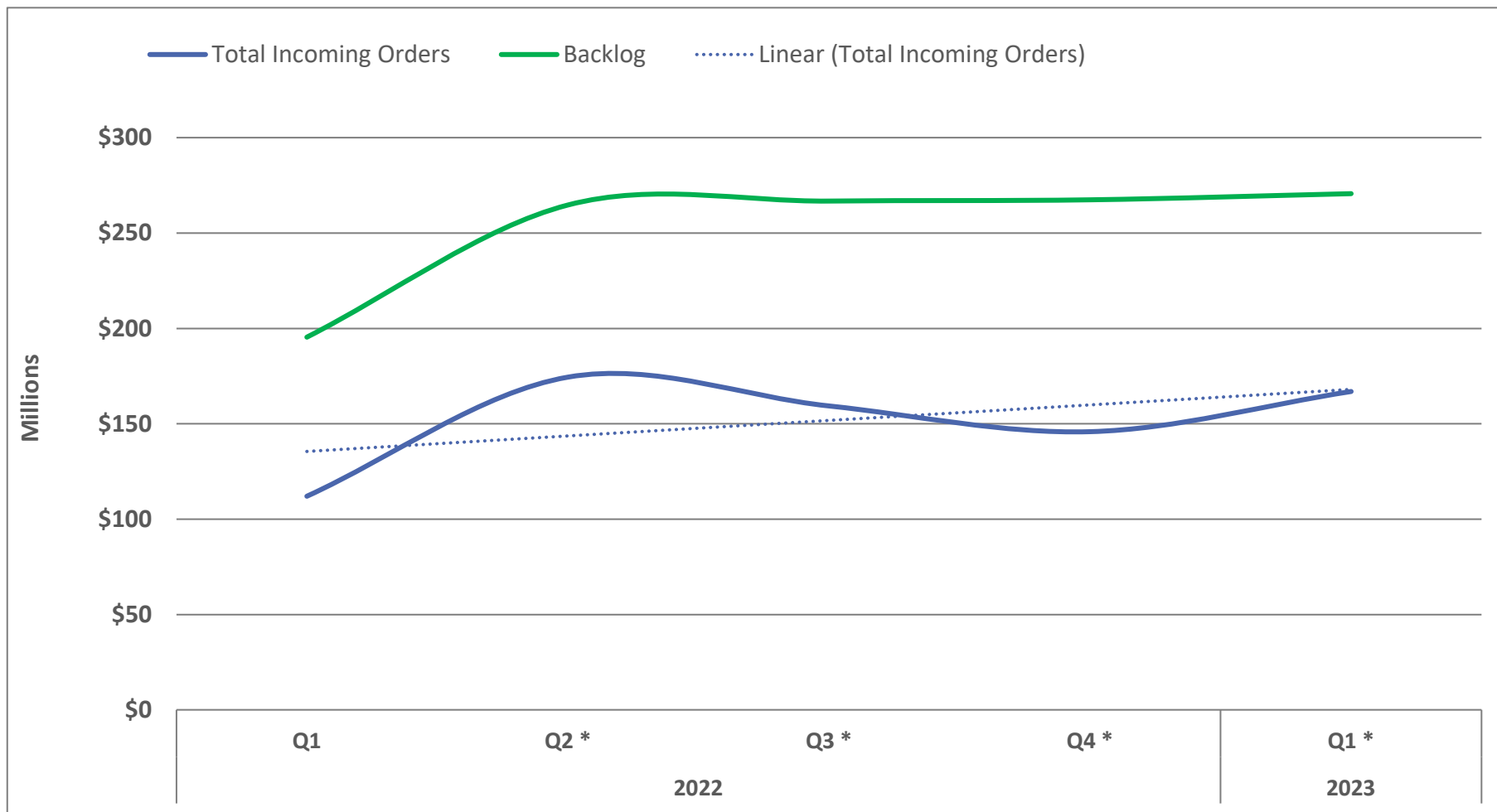
The Pump People

STRONG ADJUSTED EBITDA & FREE CASH FLOW



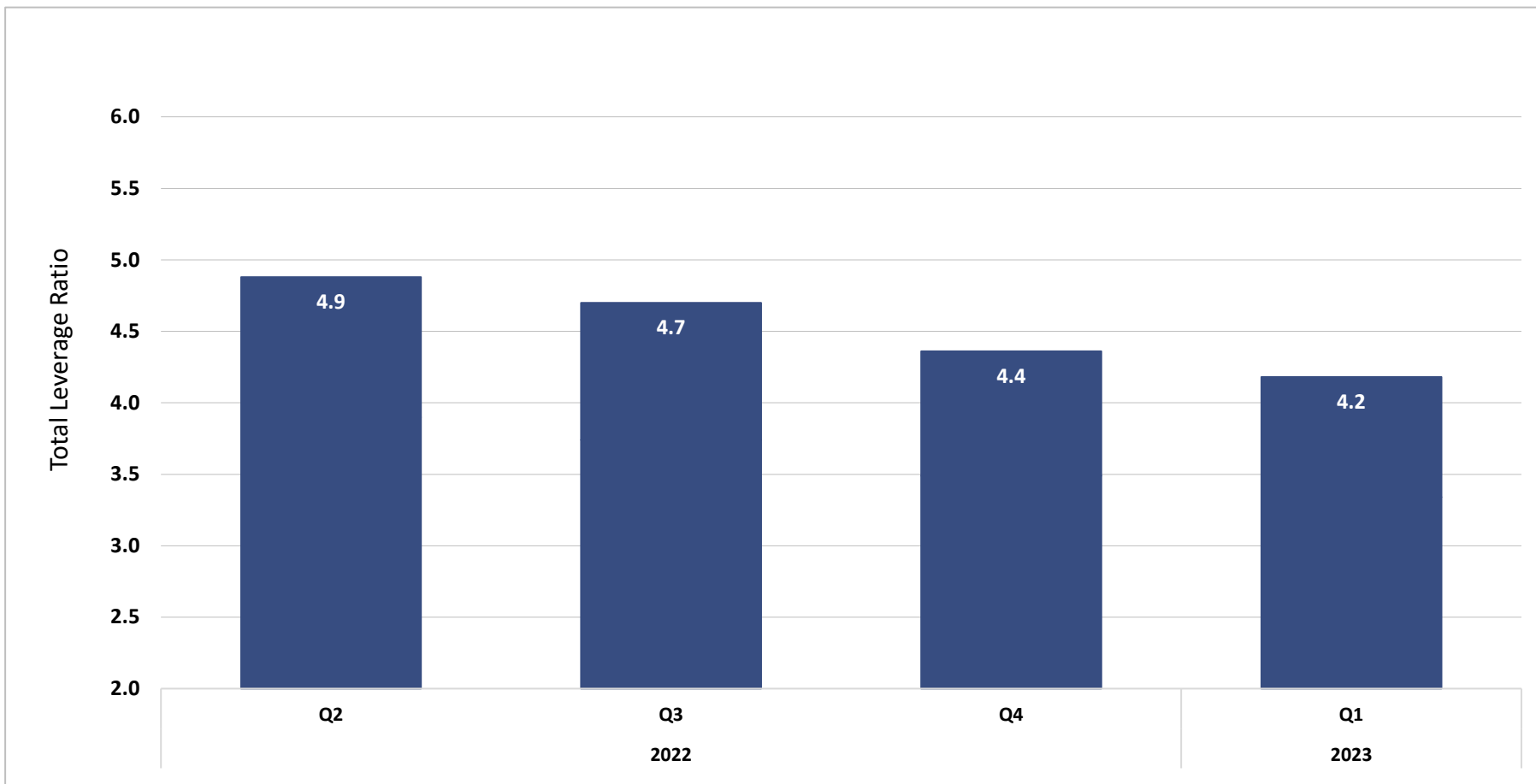
See appendix for non-GAAP reconciliations.

INCOMING & BACKLOG TREND

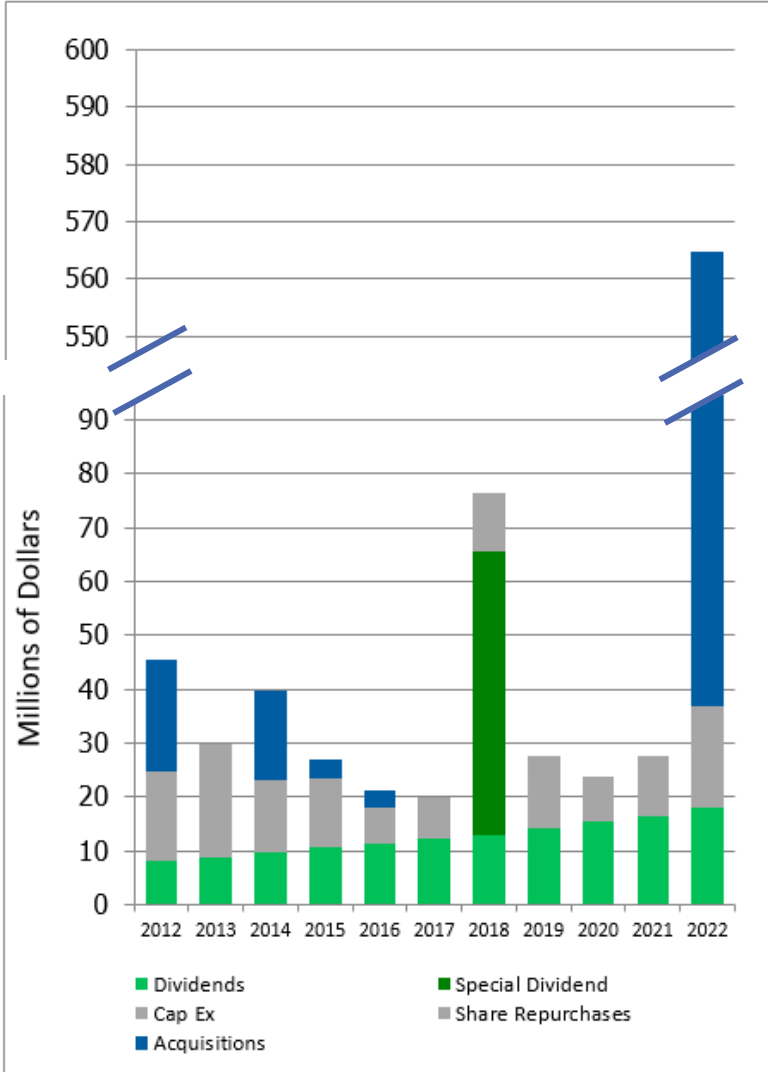


* Amounts include Fill-Rite as of June 2022.

LEVERAGE RATIO



HISTORICAL CAPITAL ALLOCATION



- ▶ **Current annualized dividend rate of \$0.70 per share**
- ▶ **Special dividend of \$2.00 per share in 2018**
- ▶ **Maintenance capital ~ \$15 million per year**
- ▶ **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
 - ✓ Leverage as of March 31, 2023 was 4.2
- ✓ 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

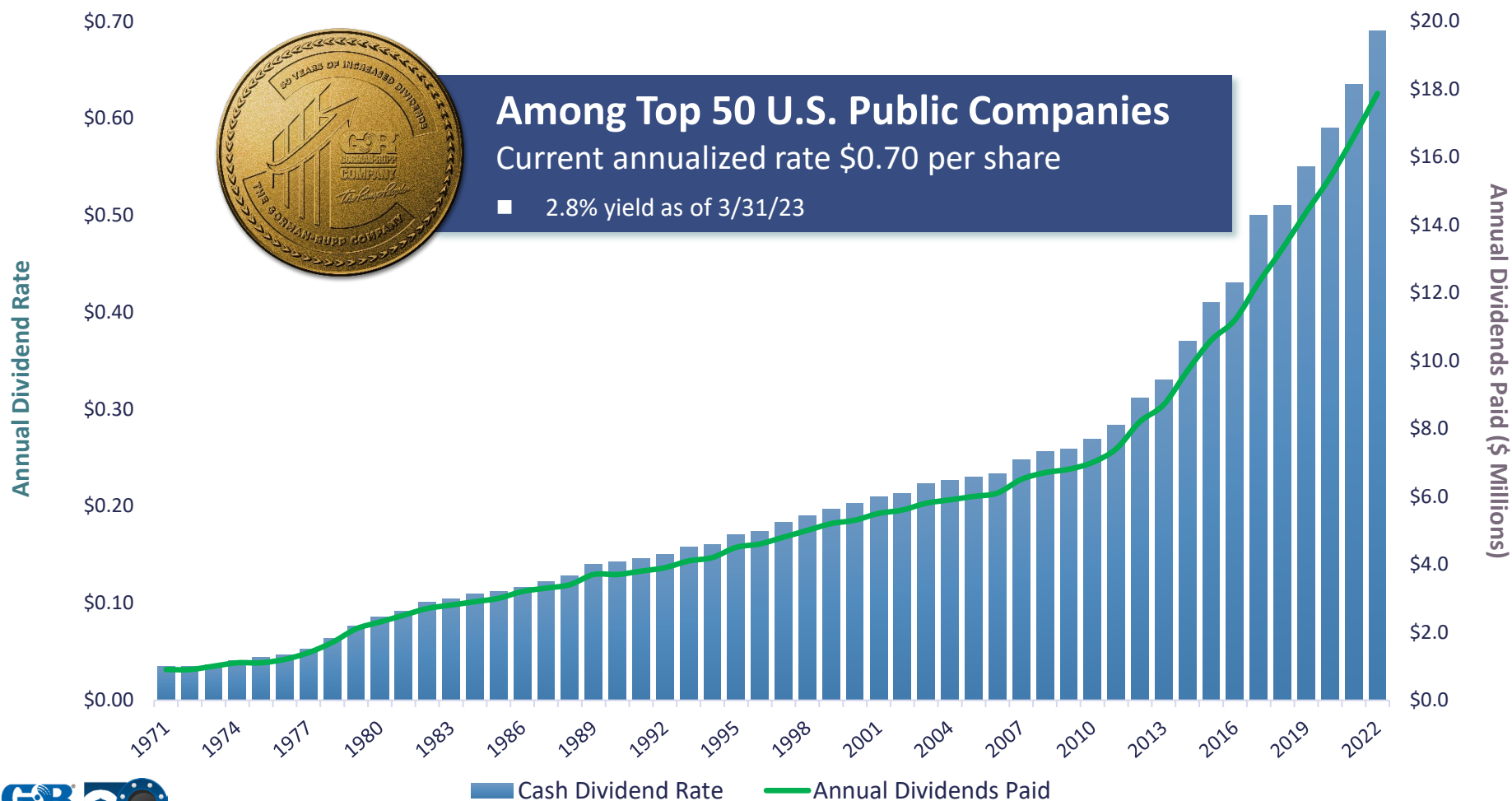
- 293 Consecutive quarters of cash dividends
- 50 Consecutive years of increased cash dividends



Among Top 50 U.S. Public Companies

Current annualized rate \$0.70 per share

■ 2.8% yield as of 3/31/23



The Pump People

Q1 2023 P&L

- Net sales of \$160.5 million increased 57.1%, or \$58.3 million, compared to the first quarter of 2022, a 17.9% increase excluding sales from Fill-Rite which was acquired in May 2022
- First quarter net income was \$6.5 million, or \$0.25 per share, compared to net income of \$7.5 million, or \$0.29 per share, for the first quarter of 2022
 - Adjusted earnings per share¹ for the first quarter of 2023 and 2022 were \$0.27 and \$0.29, respectively
- Adjusted EBITDA¹ of \$28.4 million for the first quarter of 2023 increased \$14.1 million, or 98.7%, from \$14.3 million for the same period in 2022
- Incoming orders of \$167.0 million increased 49.1% when compared to the same period in 2022, an increase of 12.3% excluding Fill-Rite

(\$ in millions)	Q1 2023		Q1 2022	
	Dollars	% of Net Sales	Dollars	% of Net Sales
Net Sales	\$160.5		\$102.2	
Gross Profit	45.5	28.4%	25.5	25.0%
SG&A	23.2	14.5%	15.9	15.5%
Amortization	3.2	2.0%	0.2	0.2%
Operating Income	19.1	11.9%	9.5	9.3%
Interest Expense	10.2	6.3%	-	-
Adjusted Net Income¹	7.0	4.3%	\$7.5	7.4%
Adjusted EPS¹	\$0.27		\$0.29	
Adjusted EBITDA¹	\$28.4	17.7%	\$14.3	14.0%

(1) See appendix for non-GAAP reconciliations.



The Pump People®

YEAR ENDED DECEMBER 31, 2022 P&L

- Sales increased 37.7% or \$142.7 million (14.6% excluding Fill-Rite, which was acquired in May 2022)
- Adjusted EPS was \$0.94 per share compared to \$1.21 for 2021
 - Results included non-cash LIFO expense of \$0.56 and \$0.20 per share in 2022 and 2021, respectively
- 2022 gross margin included \$1.4 million of inventory step up amortization, \$1.5 million of acquired customer backlog amortization, and non-cash LIFO expense of \$18.0 million
- SG&A and Operating Income also included \$7.1 million in acquisition costs
- Incoming orders increased 30.6% compared to last year, an increase of 11.2% excluding Fill-Rite

(\$ in millions)	Year Ended		Year Ended	
	December 31, 2022		December 31, 2021	
	Dollars	% of Net Sales	Dollars	% of Net Sales
Net Sales	\$521.0		\$378.3	
Gross Profit	130.9	25.1%	95.9	25.3%
SG&A	83.1	16.0%	56.0	14.8%
Amortization	7.6	1.5%	0.5	0.1%
Operating Income	40.2	7.7%	39.4	10.4%
Interest Expense	19.2	3.7%	-	-
Adjusted Net Income¹	\$24.5	4.7%	\$31.7	8.4%
Adjusted EPS¹	\$0.94		\$1.21	
Adjusted EBITDA¹	\$88.7	17.0%	\$58.1	15.4%

(1) See appendix for non-GAAP reconciliations.

BALANCE SHEET

- Inventory increased as planned during the quarter to support order volume and backlog. We expect a reduction in inventory levels during the second half of the year.

(\$ in millions)	March 31, 2023	December 31, 2022		March 31, 2023	December 31, 2022
ASSETS			LIABILITIES & SHAREHOLDERS' EQUITY		
Cash and cash equivalents	\$12.2	\$6.8	Current portion of long-term debt	\$17.5	\$17.5
Accounts receivable, net	97.5	93.1	Other current liabilities	77.8	67.7
Inventories, net	116.8	111.1	Pension and postretirement benefits	32.1	31.8
Prepaid and other	10.9	14.5	Long-term debt, net of current portion	418.6	419.3
Total current assets	\$237.4	\$225.5	Other long-term liabilities	7.6	5.3
Property, plant and equipment, net	132.2	128.6	Total liabilities	\$553.6	\$541.6
Goodwill and intangible assets, net	503.9	507.1	Total shareholders' equity	331.4	331.2
Other assets	11.5	11.6	Total liabilities & shareholders' equity	\$885.0	\$872.8
Total assets	\$885.0	\$872.8			



PILLARS FOR GROWTH



PILLARS FOR GROWTH



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
 - Expanding Fill-Rite capacity in 2023

- 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 approximately 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

■ Increasing regulatory requirements related to environmental, quality and energy efficiency

■ High value of retained customers – service, repairs and replacements

■ Expanding Fill-Rite capacity to support growth

■ Well positioned to capitalize on agriculture market

■ 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

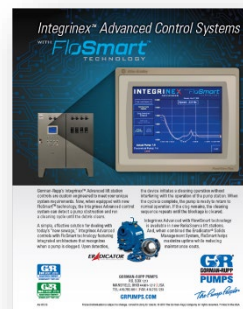
European Stage 5 Hydrogenated Vegetable Oil Engine Driven Units

Technology reduces CO2 emissions by 89% vs. fossil fuels



Flow Smart and Eradicator Plus

Clog sensing and clearing control technology for lift stations



NSF61 Drinking Water Certification

Registered full pump including the "can"

Fill-Rite nextec Intelligence™ DC & AC Models

Energy efficient, continuous duty



INTEGRITY^{series}™

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 development 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, which fosters 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



The Pump People

CUSTOMER TRAINING AND EDUCATION



**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**

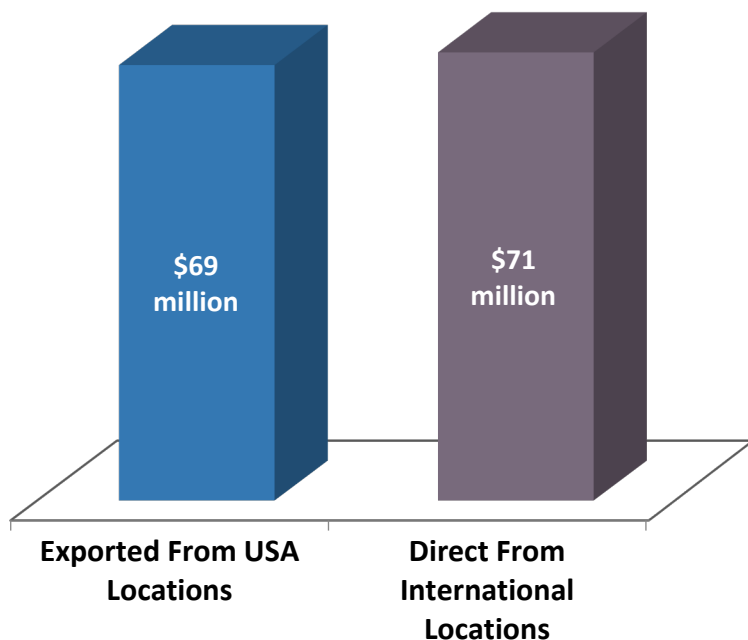
**Long history of
product
education and
training of both
distribution and
customers**



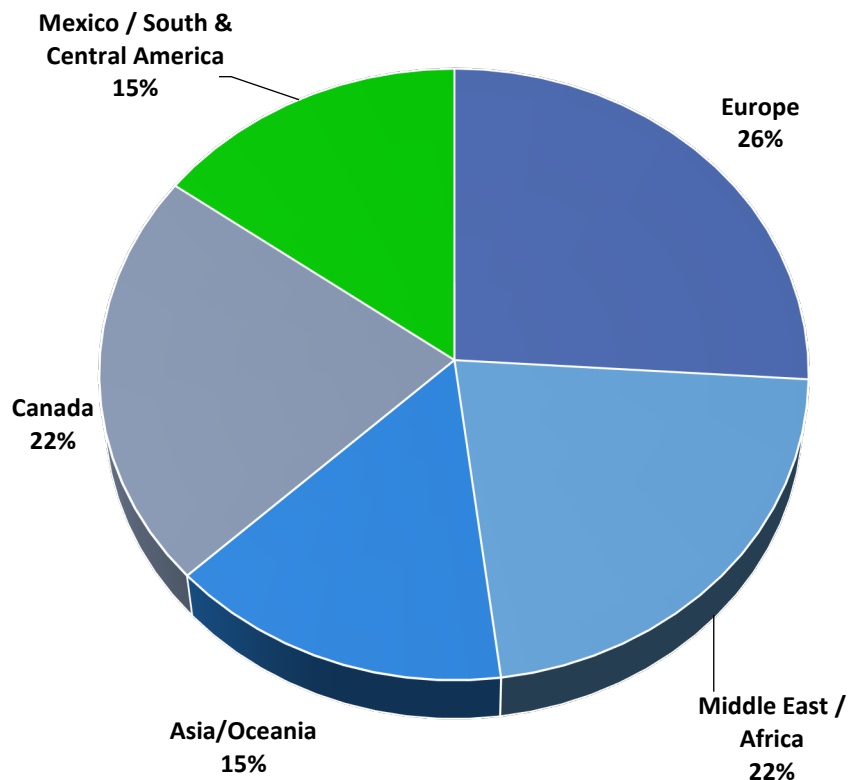
INTERNATIONAL DISTRIBUTION CAPABILITY

- International sales represent approximately 27% of total company sales annually

2022 International Sales



Proforma Total International Sales Mix



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
- Potential to increase Fill-Rite international sales

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

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

INVESTMENT HIGHLIGHTS

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

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

Well suited to handle current leverage and adverse economic conditions

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



Strong History of Dividends

73 years of dividends and 50 consecutive years with increases
2.8% yield at 3/31/23

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

Fill-Rite

Fill-Rite expected to be accretive to current operating metrics including organic growth, gross margins, and EBITDA margins

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

Infrastructure Spending



The Pump People

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.



The Pump People

APPENDIX

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, adjusted earnings before interest, taxes, depreciation and amortization, referred to as “adjusted EBITDA”, and free cash flow. 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. 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, amortization of customer backlog, and non-cash LIFO expense. Free cash flow is adjusted EBITDA less capital expenditures and dividends. 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 March 31,		Year Ended December 31,	
	2023	2022	2022	2021
Net Income – GAAP basis	\$6.5	\$7.5	\$11.2	\$29.9
Plus pension settlement charge	-	-	5.2	1.8
Plus one-time acquisition costs	-	-	5.7	-
Plus amortization of step up in value of acquired inventories	-	-	1.1	-
Plus amortization of acquired customer backlog	0.5	-	1.3	-
Adjusted Net Income	\$7.0	\$7.5	\$24.5	\$31.7

	Three Months Ended March 31,		Year Ended December 31,	
	2023	2022	2022	2021
Earnings per share – GAAP basis	\$0.25	\$0.29	\$0.43	\$1.14
Plus pension settlement charge	-	-	0.20	0.07
Plus one-time acquisition costs	-	-	0.22	-
Plus amortization of step up in value of acquired inventories	-	-	0.04	-
Plus amortization of acquired customer backlog	0.02	-	0.05	-
Adjusted Earnings per share	\$0.27	\$0.29	\$0.94	\$1.21

NON-GAAP RECONCILIATION

	Three Months Ended March 31,		Year Ended December 31,	
	2023	2022	2022	2021
Adjusted earnings before interest, taxes, depreciation and amortization:				
Reported net income – GAAP basis	\$6.5	\$7.5	\$11.2	\$29.9
Plus interest expense	10.2	-	19.2	-
Plus provision for income taxes	2.0	2.0	2.7	7.4
Plus depreciation and amortization expense	7.0	3.0	21.2	11.9
Non-GAAP earnings before interest, taxes, depreciation and amortization	25.7	12.5	54.3	49.2
Plus pension settlement charge	-	-	6.4	2.3
Plus one-time acquisition costs	-	-	7.1	-
Plus amortization of step up in value of acquired inventories	-	-	1.4	-
Plus amortization of acquired customer backlog	0.7	-	1.5	-
Plus non-cash LIFO expense	2.0	1.8	18.0	6.6
Non-GAAP adjusted earnings before interest, taxes, depreciation and amortization	<u>\$28.4</u>	<u>\$14.3</u>	<u>\$88.7</u>	<u>\$58.1</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,		Year Ended December 31,	
	2023	2022	2022	2021
Non-GAAP adjusted earnings before interest, taxes, depreciation and amortization:	\$28.4	\$14.3	\$88.7	\$58.1
Less capital expenditures	(6.4)	(3.5)	(17.9)	(9.7)
Less regular cash dividends	(4.6)	(4.4)	(17.9)	(16.6)
Non-GAAP free cash flow	<u>\$17.4</u>	<u>\$6.4</u>	<u>\$52.9</u>	<u>\$31.8</u>



The Pump People



The Pump People®



The Pump People®