

# Investor Presentation

October 30, 2025

Fiscal 2026

Second Quarter Results

## Forward Looking Statement

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 relating to, among other things, the business, financial condition and results of operations of CSW Industrials, Inc. (“CSW” or the “Company”). Any statements preceded or followed by or that include the words “believe,” “expect,” “intend,” “plan,” “should” or words, phrases or similar expressions or the negative thereof, are intended to identify forward-looking statements. These statements are made on the basis of the current beliefs, expectations and assumptions of the management of CSW. There are a number of risks and uncertainties that could cause CSW’s actual results to differ materially from the forward-looking statements included in this presentation. In light of these risks, uncertainties, assumptions, and other factors inherent in forward-looking statements, actual results may differ materially from those discussed in this presentation. Other unknown or unpredictable factors could also have a material adverse effect on CSW’s actual future results, performance, or achievements and include, without limitation, the factors described from time to time in our filings with the SEC, including the risk factors described in our Annual Report on Form 10-K. As a result of the foregoing, readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. CSW does not assume any obligation to update these forward-looking statements to reflect any new information, subsequent events or circumstances, or otherwise, except as may be required by law.

## Non-GAAP Financial Information

This presentation includes non-GAAP financial measures including Adjusted Earnings Per Share, Adjusted Net Income, Adjusted Operating Income, Adjusted EBITDA and Free Cash Flows. Reconciliations to the most directly comparable GAAP measures are included in the Appendix of this presentation. These measures should be considered in addition to results prepared in accordance with GAAP, but are not a substitute for GAAP results.



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# CSW Industrials, Inc. (NYSE: CSW)



A diversified industrial growth company with a strategic focus on providing niche, value-added products in the end markets we serve.

**Three Segments** (Segment percentages reflect TTM<sup>1</sup> Revenue)



TTM Total Revenue: \$965M

## Key Highlights

**2015**

Publicly Listed Following Spin-Off

**~\$4.1B**

Market Capitalization<sup>3</sup>

**~\$1.0B**

Investment in Acquisitions

**~43%**

TTM Gross Margin

**~\$670M**

Liquidity<sup>4</sup>

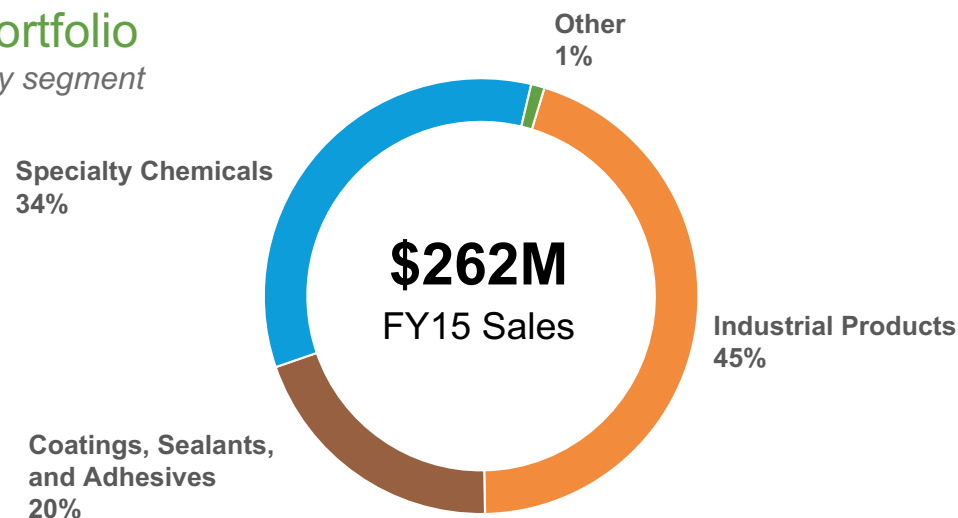


# Continuously Evolving Our Portfolio

CSW Industrials has consistently evolved through strategic acquisitions and initiatives, resulting in a proven track record of sustained growth and margin expansion.

## 2015 Portfolio

Revenue by segment



~\$500M

Market cap<sup>2</sup>

\$262M

Revenue

\$56M

EBITDA

21.4%

EBITDA margin

\$2.12

Adj. EPS<sup>4</sup>

## TTM 2Q26 portfolio<sup>1</sup>

Revenue by segment

Specialized Reliability  
Solutions  
15%

Engineered Building  
Solutions  
13%



~\$4.1B

Market cap<sup>3</sup>

\$965M

Revenue

\$243M

Adj. EBITDA

25.2%

Adj. EBITDA margin

\$10.21

Adj. EPS<sup>4</sup>

# Corporate Culture and Values

## The Goal of Our Corporate Culture is to Maximize Performance

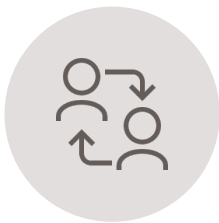
CSW is committed to recruiting great talent, offering rewarding career destinations, and recognizing team members. Our employee-centric culture features an environment where every team member belongs, is encouraged to contribute, and is provided with options to develop and expand their skill sets. CSW leaders embody and cultivate our Core Values.

Everything we do is accomplished with a focus on environmental stewardship, and the health and safety of our team members.

## Our Core Values Provide the Framework for Our Corporate Culture



Accountability



Citizenship



Teamwork



Respect



Integrity



Stewardship



Excellence

# Corporate Culture and Values

## Our Commitment to Our Core Values:

We seek to create, nurture, and sustain an inclusive and diverse environment that attracts and retains the highest caliber team members, respects the intrinsic value of each individual, and leverages their skills and expertise to serve our customers. We are dedicated to attracting, developing, and retaining high-quality individuals of all backgrounds, and to making CSW a place where everyone belongs and can contribute and grow. We at CSW believe that our values not only inspire our internal team, but also inform customer insight and service, and we are excited to have been named to Forbes 2025 America's Most Successful Midsize Companies list and certified for a third year as a Great Place To Work.



## Key Highlights:

1.2

Total Recordable Incident Rate<sup>1</sup>

~4%

Insider ownership, including ESOP<sup>2</sup>

88%

Independent Directors on our Board

38%

Diverse Directors on our Board

<sup>1</sup> TRIR is for the TTM period ended 12/31/24.

<sup>2</sup> Employee Stock Ownership Plan (ESOP).

# Compelling Investment Thesis



## Growth exceeding end markets served

- Total revenue CAGR of **14.1%** from FY16 through FY25<sup>1</sup>
- Organic revenue CAGR of **8.7%** from FY16 through FY25<sup>1</sup>
- Total adjusted EBITDA CAGR of **16.5%** from FY16 through FY25<sup>1</sup>



## Robust margin profile

- **44.1%** adjusted Gross Profit Margin annual average FY16 – FY25<sup>1</sup>
- **22.5%** adjusted EBITDA Margin annual average FY16 – FY25<sup>1</sup>



## Strong financial position

- **\$639M** available on our **\$700M** revolving credit facility, and **\$31M** cash on hand<sup>2</sup>
- **\$243.5M** TTM adjusted EBITDA, and **25.2%** adjusted EBITDA margin as a percent of revenue<sup>3</sup>



## Experienced leadership team

- Dedicated to enhancing shareholder value
- Committed to exemplifying CSW's culture and values



# Sustainable Growth in Shareholder Value

Our demonstrated track record of growth and enhancing long-term shareholder value.



## Since Inception

- **777%** market cap growth<sup>1</sup>
- **261%** Revenue growth<sup>2</sup>
- **322%** adjusted EBITDA growth<sup>3</sup>
- **\$255M** cash returned to shareholders through dividends and share repurchases<sup>4</sup>
- **710%** total shareholder return<sup>5</sup>
- **\$1.0B** investment in acquisitions<sup>6</sup>
- **15.6M** shares outstanding in Sept 2015 and **16.7M** shares outstanding today

# Strong Long-Term Free Cash Flow and Adjusted EPS Growth

## Free Cash Flow<sup>1</sup>/ Share and Adjusted EPS<sup>2</sup> (FY21 - FY25)

### Legend

- Free Cash Flow<sup>1</sup>/Share
- Adjusted EPS<sup>2</sup>

*FCF / Share FY21 - FY25 CAGR: 25.2%*

*Adjusted EPS FY21 - FY25 CAGR: 25.8%*

There were 15.5M shares outstanding at year-end FY24 and 16.8M shares outstanding at year-end FY25



# Stated Capital Allocation Principles

CSW Industrials is committed to maintaining a strong balance sheet with ample liquidity through both cash and available credit to capitalize on growth opportunities, both organically and inorganically.



Capital Allocation Policy issued in November 2018 and reaffirmed in December 2022.



CSW Industrials targets a sustained leverage ratio of 1x to 3x total debt to EBITDA with the flexibility to exceed the maximum sustained leverage ratio for a limited time to support strategic investment opportunities.

Investment to support organic growth opportunities

Investment in inorganic growth opportunities

Return of excess free cash to shareholders as appropriate through opportunistic share repurchases and dividends

# Allocating Capital Efficiently

Capital allocation decisions are prioritized on a risk-adjusted returns basis, with the ultimate goal of driving long-term shareholder value.



## Organic Growth

- Invest in enhancing innovative, value-adding products and efficiency initiatives
- Increase global sales footprint



## Inorganic Growth

- Prioritize accretive, synergistic acquisitions within current end markets
- Consider broader strategic opportunities as appropriate



## Repayment of Debt

- Continue to maintain strong balance sheet for future opportunities
- \$639M available on our \$700M revolver<sup>4</sup>



## Return of Capital to Shareholders

- Cumulative share repurchases of \$183M and 2.1M shares since 3Q18<sup>2, 3</sup>
- 27 consecutive quarters of dividends declared since first dividend in April 2019, for cumulative cash return of \$72M

## TTM Capital Allocation<sup>1</sup> (\$ in millions)

**\$437.0M**

**Capital Expenditures \$13.7**

**Acquisitions \$377.9**

**Dividends \$13.1**

**Share Repurchases \$32.4**

# Strategic, Disciplined Approach to M&A

As a diversified industrial growth company, our goal is to increase free cash flow through sustainable organic growth, accretive inorganic growth, and operational efficiencies.

## CSW Industrials Criteria:

- Long-term growth well in excess of GDP
- Strong margin contribution in-line with existing operations, and margin resiliency through cycles
- Leverage our strategy and channels to market, including our extensive distribution network
- Execute our capital allocation strategy, investing in opportunities with the highest risk-adjusted rate of return
- Expand in current markets with product introductions and meaningful acquisitions
- Maintain strong balance sheet
- Drive enhanced returns by leveraging market knowledge, and existing systems and processes



# Long Standing Track Record of Successful Acquisitions

We have a successful record of making attractive and synergistic acquisitions that support expansion of our broad portfolio of solutions.

## Acquisition Metrics

- Identify and execute accretive acquisitions that will broaden and complement our portfolio of brands and products
- Focus on commercially proven products and solutions that:
  - Are attractive in our target end markets
  - Currently have limited access to distribution channels that will benefit from our market channels
- Utilize strong free cash flow or financing to fund acquisitions

## Key Highlights

**17**

Acquisitions completed since October 2015

**\$1.0B**

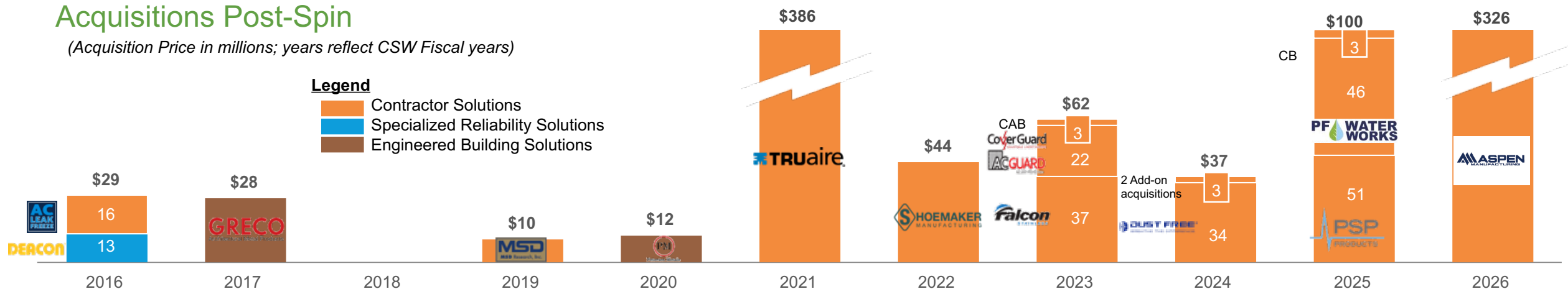
Cumulative capital deployed on acquisitions

**9.6x**

Weighted average purchase price multiple<sup>1</sup>

## Acquisitions Post-Spin

(Acquisition Price in millions; years reflect CSW Fiscal years)



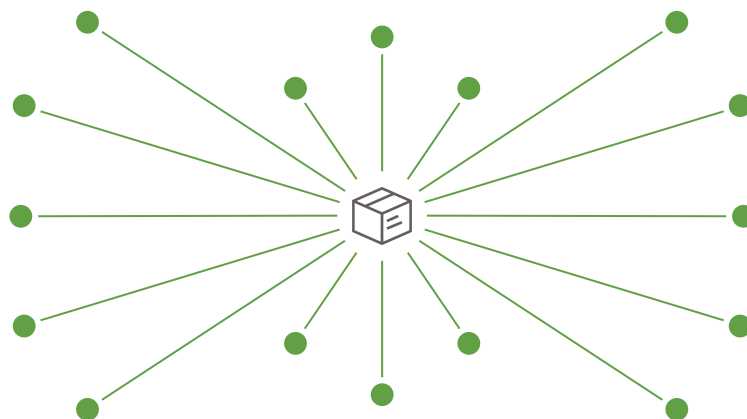
<sup>1</sup> Reflects weighted average of publicly disclosed purchase multiples; excludes 2024 plumbing acquisitions, Petersen Metals, MSD Research and Deacon acquisitions due to undisclosed multiples



# Our Distribution Channels Accelerate Growth

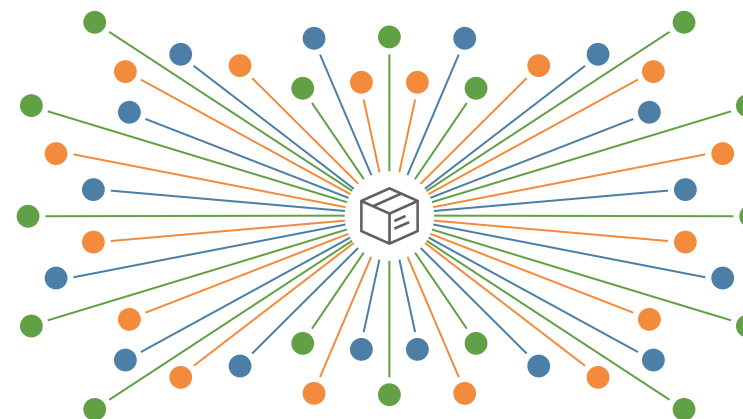
We have focused on expanding our distribution network in recent years, enhancing revenue growth from new product introductions and acquisitions.

## Without CSW: Limited Distribution



Newly designed products, while innovative & helpful for contractors, are often challenged by limited distribution

## With CSW: Broad Distribution



## The Power of Our Distribution Model

CSW sustains strong access to distributors, including through buying groups and national account relationships.

CSW can acquire or mass distribute products, resulting in sales at a faster and more cost-effective rate due to logistics leverage, supply agreements, sales staff, credit and back-office support.

# Our Guiding Objectives

At CSW, *how* we succeed matters, and accordingly we will:

## Treat Our Team Members Well

- Focus on **Safety**:
  - **Goal** is a zero-incident workplace
- Focus on **Total Rewards**:
  - **Competitive** total rewards with generous health and retirement benefits
- Focus on **Wellness**:
  - **Cigna Well-Being Award**
- **Great Place to Work Certified** for **three** years in a row

## Serve Our Customers Well

- Emphasize consistent availability and timely delivery
- Continuously evaluate inventory at both the product and category levels to meet customer demand, while optimizing working capital investments
- Focus on driving market and wallet share gains

## Manage Our Supply Chains Effectively

- Continuous improvement in material and freight costs
- Minimize freight delays and maximize supplier on-time delivery
- Proactively increased dual-sourcing on critical components
- Leverage internal manufacturing capacity

## Position CSW for Sustainable, Long-Term Growth and Profitability

- **Top-Line Growth: 17.9%** Revenue 5-Year CAGR<sup>1</sup>
- **Compelling Profitability:** 26.2%, 27.8%, and 26.4% adjusted EBITDA margin 2Q26 YTD, 2Q25 YTD, and 2Q24 YTD, respectively
- **Capital Allocation**  
**Priorities: \$75M pay-down of borrowings under our Revolving Credit Facility** since the Aspen acquisition completed in May 2025

# Business Segment Overview

# Segments Summary

## Contractor Solutions

- **\$703.3M** TTM Revenue, **\$226.1M** adjusted EBITDA, and **32.1%** adjusted EBITDA margin
- Manufactures and supplies efficiency and performance enhancing products for residential and commercial HVAC/R, electrical, and plumbing applications, designed primarily for professional tradespeople



## Specialized Reliability Solutions

- **\$147.9M** TTM Revenue, **\$25.3M** EBITDA, and **17.1%** EBITDA margin
- Provides long-established products for increasing the reliability, performance, and lifespan of industrial assets and solving equipment maintenance challenges



Shell & Whitmore  
Reliability Solutions, LLC



## Engineered Building Solutions

- **\$121.4M** TTM Revenue, **\$17.9M** EBITDA, and **14.8%** EBITDA margin
- Provides primarily code-driven products focused on life-safety that are engineered to provide aesthetically-pleasing solutions for the construction, refurbishment and modernization of commercial, institutional, and multi-family residential buildings



# Contractor Solutions Segment: Markets & Brands

## Summary:

- Highly diversified product portfolio providing industry leading products in both direct-to-customer and distributor models
- Adding value by innovating new and existing products to accelerate organic growth
- Future growth focus on new product introductions through organic innovation and inorganic additions
- Strong reputation for providing high quality products to long-standing customer base

## Contractor Solutions Brands:



## End Markets Served:



HVAC/R



Plumbing



Electrical



General Industrial



# Contractor Solutions: Products



Pipe Thread Sealant



Plumbing Products  
(Retail & Distribution Channels)



Condensate  
overflow switches  
and clean out devices



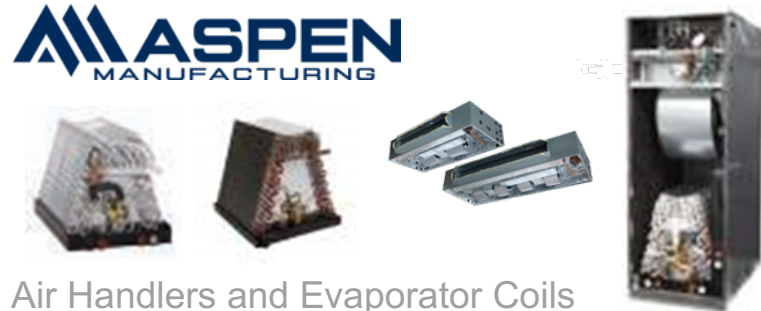
Surge Protective Devices



Grilles, Registers,  
and Diffusers (GRD)



Indoor Air Quality (IAQ) Products



Air Handlers and Evaporator Coils



Water & Gas  
Connectors



# HVAC/R Mini-Split Niche Market: Products

**Dust Free Duality**  
Germicidal UV light  
and VOC filter  
for improved IAQ

**Nokink**  
Flexible, easy  
flare line connector

**Coil-Cure**  
EPA registered  
coil cleaner  
and disinfectant.

**Aspen Pumps**  
Univolt or Silent+.  
Four discrete condensate  
pump models. White,  
Aqua, Orange, Lime.

**Mighty Bracket**  
Support tool - allows single person  
evaporator installation or repair

**Desolv**  
Cleaning Kit and Aerosol  
protect walls and floors

**Safe-T-Switch**  
Primary drain pan  
overflow protection.

**Novent**

Code compliant, locking caps protect against refrigerant  
theft and inhalation. A2L refrigerant compatible

**Surge Protection**

Protects equipment from  
electrical surges and other  
voltage disturbances

**Condenser brackets**  
Powdercoat and stainless

**EZ Trap**  
Waterless in-line  
condensate trap

**AC Leak Freeze with UV**  
Leak stop sealant,  
non clogging, non reactive  
polymer-free nano formula  
**A2L**  
COMPATIBLE

**Slimduct, Fortress,  
Cover Guard**  
Lineset duct and fitting  
systems, 7 sizes, 4 colors

**Flaretite**  
Flare gasket against leaks for  
common fittings, 45° copper  
stamping with coating

**PRO-Fit Flaring & Swaging  
Tool Bit Kits**  
Create precise and fast  
standard 45° flare or swage

# Specialized Reliability Solutions Segment: Markets & Brands

## Summary:

- Our product portfolio allows us to compete and capture enhanced margins relative to larger peers
- Focus on end markets with sustainable growth trends, offering products that serve niche solutions
- Established reputation for solving equipment maintenance challenges and increasing the reliability, performance, and lifespan of industrial assets utilized in the most demanding environments and extreme conditions
- Innovating new and existing products to accelerate organic growth
- Growth focus on new product introductions through organic innovation and inorganic additions
- Two centuries of combined operations manufacturing and supplying our trusted specialty lubricants, compounds, sealants, coatings, desiccant breather filtration, and lubrication management systems

## End Markets Served:



Rail Transport



Energy



Mining



General Industrial

## Specialized Reliability Solutions Brands:



**DEACON**

**JET-LUBE**

**WHITMORE**

 **OilSafe**



# Specialized Reliability Solutions: Products





# Specialized Reliability Solutions: Shell Whitmore JV Products



# Engineered Building Solutions Segment: Markets & Brands

## Summary:

- Market leader in providing unique solutions to architects and contractors that meet code requirements, while adding functionality, performance, and aesthetically-pleasing designs
- Decades of experience creating products that protect lives
- Endless use cases for construction, refurbishments, and modernization of buildings
- Multiple manufacturing locations provide efficiency to meet the needs of general contractors and architects
- Continuous engineering improvement to produce best in class products
- Design, manufacture and install stainless steel and other architectural metal product railings for interior and exterior end uses

## End Markets Served:



Smoke & Fire Protection



Safety Railings



Expansion Joints



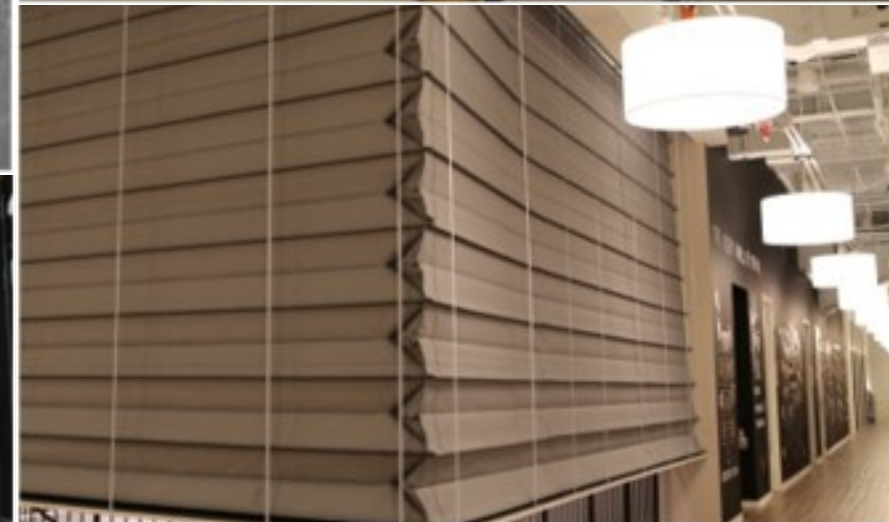
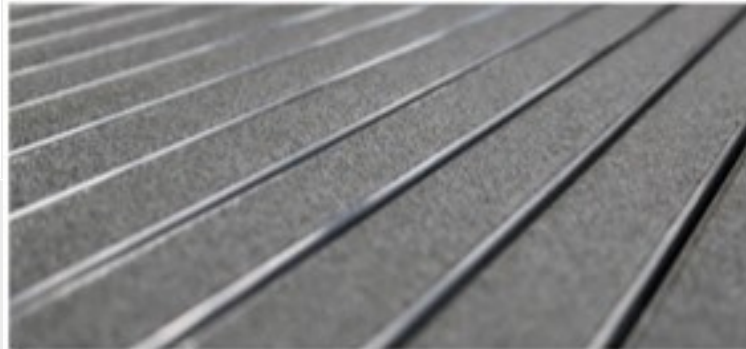
Safety Egress

## Engineered Building Solutions Brands:





# Engineered Building Solutions: Products



# Fiscal 2026 Second Quarter Summary of Financial Results

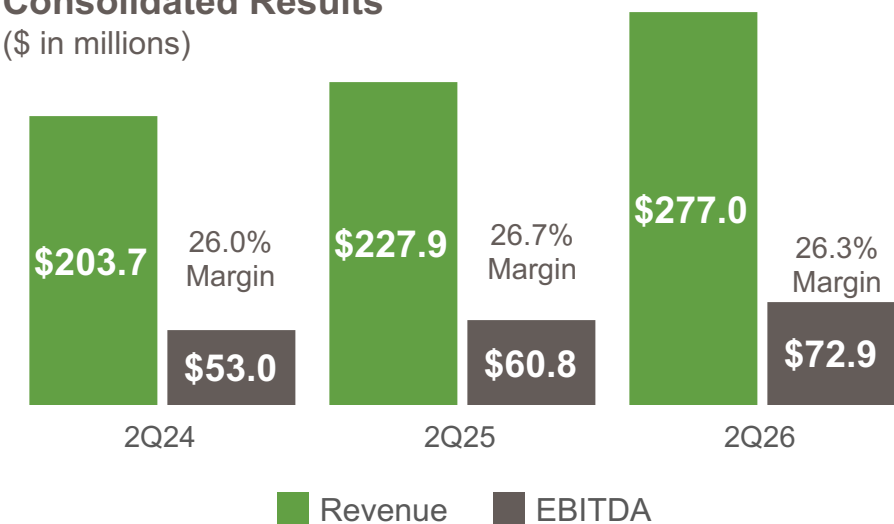


# Consolidated Results: 2Q26 Summary

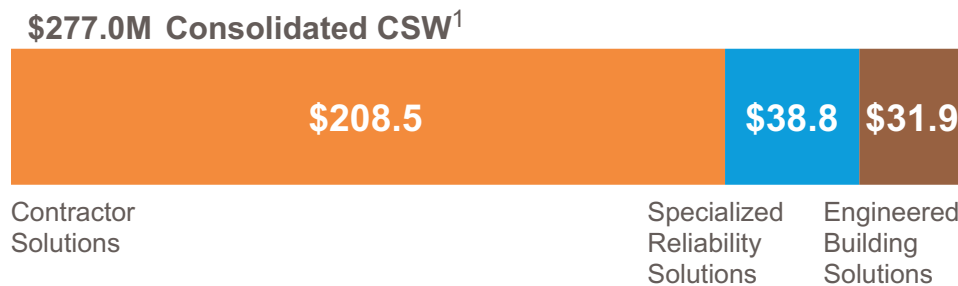
## Consolidated Financial Highlights (2Q26 vs 2Q25):

- **Record** quarterly revenue of **\$277.0M**, a **22% increase**
  - **\$61.9M increase** in inorganic revenue from recent acquisitions
  - **\$12.9M decrease** in organic revenue mostly in Contractor Solutions as a result of decreased volumes due to softer demand in the residential HVAC/R market
  - Increased revenue in the HVAC/R, electrical, plumbing, general industrial, and mining end markets
- **Record** quarterly adjusted **EBITDA** of **\$72.9M**, a **20% increase**
  - Adjusted EBITDA increase resulting from increased revenue from acquisitions
  - Adjusted EBITDA margin **declined 40** basis points to **26.3%** primarily due to a contraction in gross margin as a result of the inclusion of Aspen acquisition, and inflation of material costs, including the direct and indirect impact of tariffs
- **Record** quarterly adjusted **EPS** of **\$2.96**, a **15% increase**
  - Increased adjusted EPS due to increased revenue, offset somewhat by increased shares outstanding resulting from the follow-on equity offering in September 2024

Summary Quarterly Consolidated Results  
(\$ in millions)

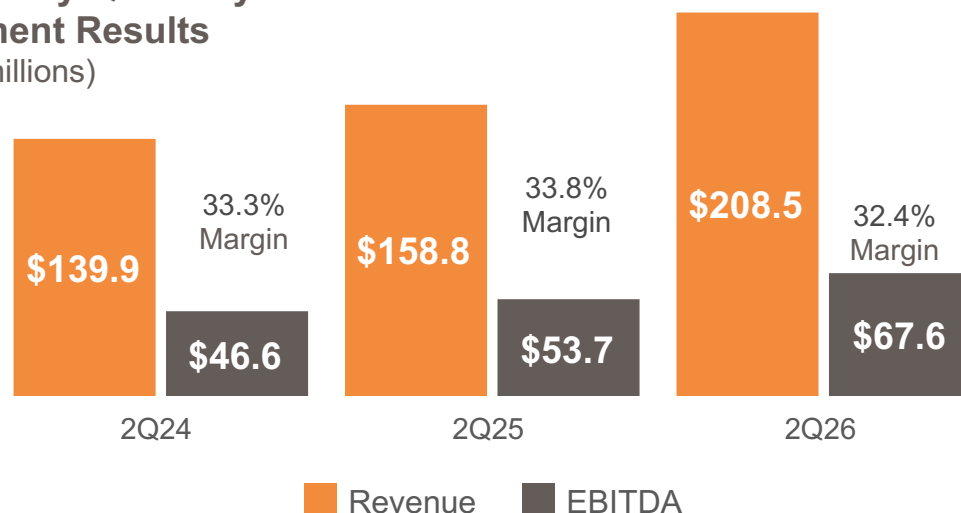


2Q26 Revenue  
(\$ in millions)

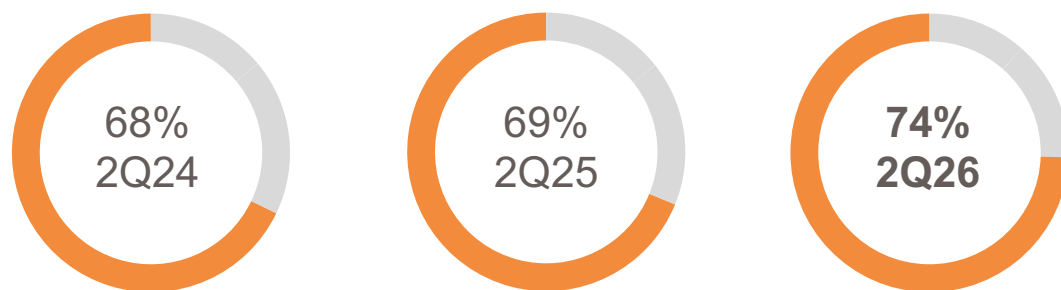


# Contractor Solutions: 2Q26 Segment Summary

## Summary Quarterly Segment Results (\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



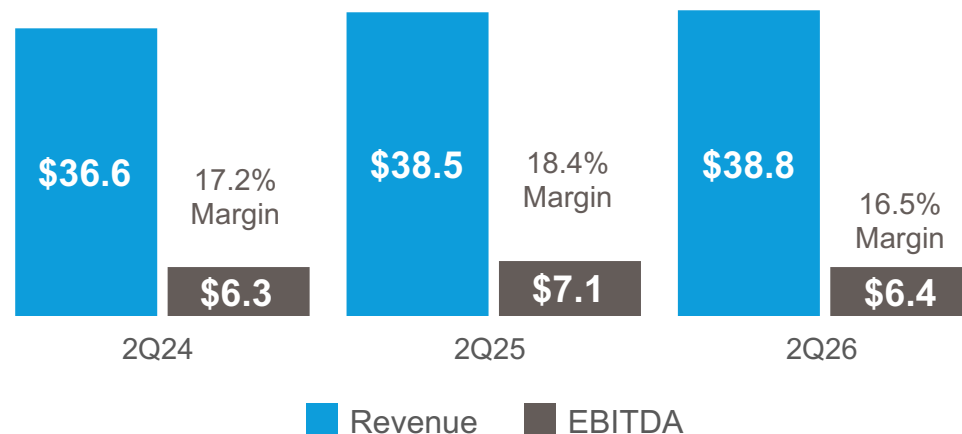
## Segment Financials (2Q26 vs 2Q25):

- Segment Revenue of **\$208.5M**, a **31% increase**
  - Inorganic revenue of **\$61.9M**, due to recent acquisitions
  - Organic revenue **decrease** of **\$12.3M or 7.7%**, due to a **decrease** in unit volumes mostly in products related to housing activity
- Segment adjusted EBITDA **increased 26%** to **\$67.6M**, and adjusted EBITDA margin **decreased 140 bps** to **32.4%**
  - Adjusted EBITDA increase driven mainly by incremental profit from the inclusion of recent acquisitions, pricing initiatives, and lower ocean freight, partially offset by the impact of lower organic sales, unfavorable sales mix, and the impact of tariffs
- Expect to outperform the end markets served and execute on the implementation of our acquisition growth strategy, and manage the impact of tariffs through pricing actions

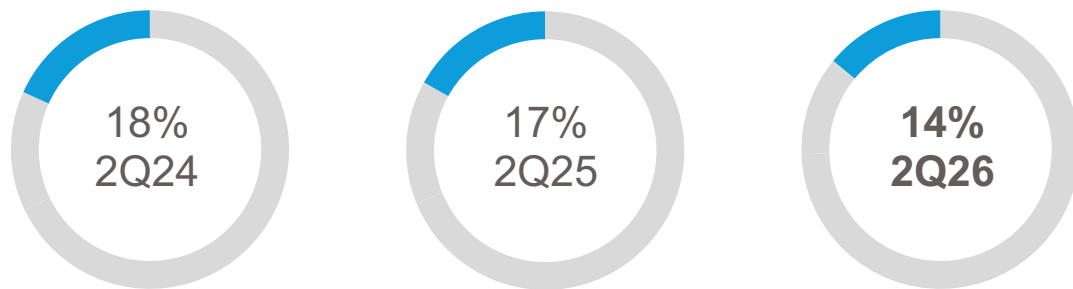


# Specialized Reliability Solutions: 2Q26 Segment Summary

## Summary Quarterly Segment Results (\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



## Segment Financials (2Q26 vs 2Q25):

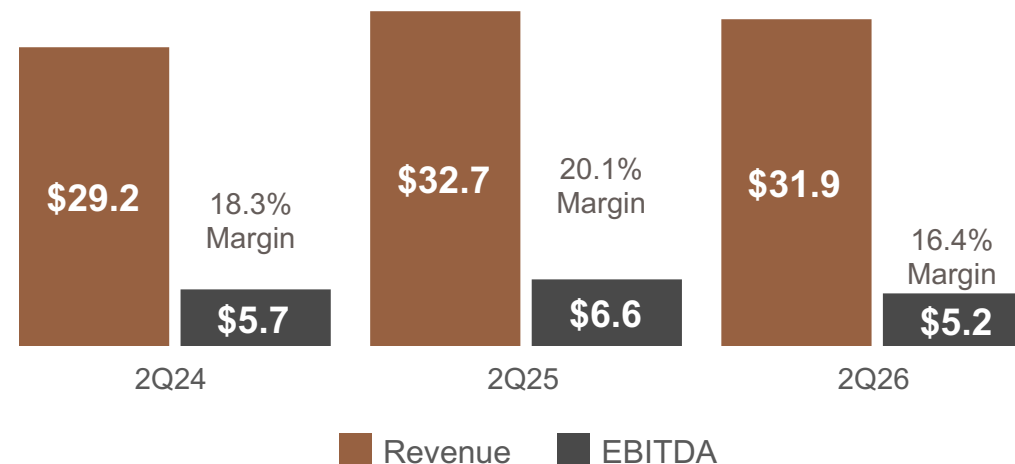
- Segment Revenue of **\$38.8M**, a **0.7% increase**
  - Revenue growth in the general industrial and mining end markets, offset by a contraction in the energy and rail end markets
- Segment EBITDA **decreased 10%** to **\$6.4M**, and EBITDA margin **decreased 190 bps**
  - EBITDA and EBITDA margin decrease was driven by a decrease in gross margins due to an escalation in material costs, indirectly driven by tariffs, as well as increased freight costs to support incremental growth of international shipments
- Developing new sales channels, managing material cost increases through pricing actions, and working on establishing new customers amidst current economic conditions. Our niche products, high value solutions, and new product introductions will help this segment to outpace growth the end markets we participate in.

# Engineered Building Solutions: 2Q26 Segment Summary

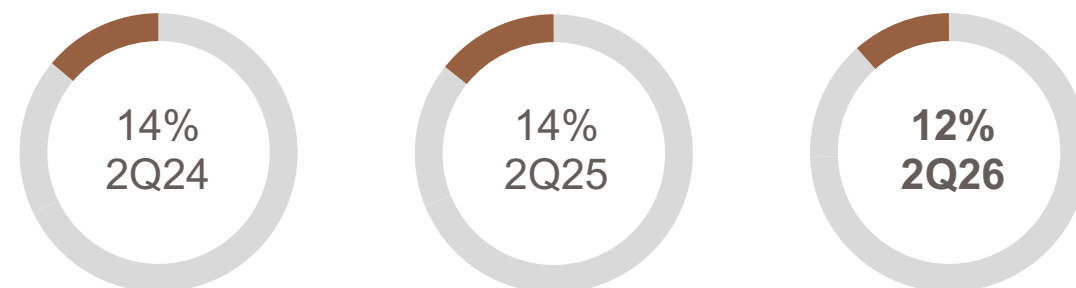
## Segment Financials (2Q26 vs 2Q25):

- Segment Revenue of **\$31.9M**, a **2% decrease**
  - Decrease primarily due to the softness in the market
- Segment EBITDA **decreased 20%**, and EBITDA margin **decreased 370 bps**
  - Decrease in EBITDA and EBITDA margin driven by increased material costs indirectly related to tariffs and strategic pricing to address competitive pressures
- Backlog quality improving with better margin products
  - Product development investment for future booking opportunities
  - New products have improved margin profiles

## Summary Quarterly Segment Results (\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



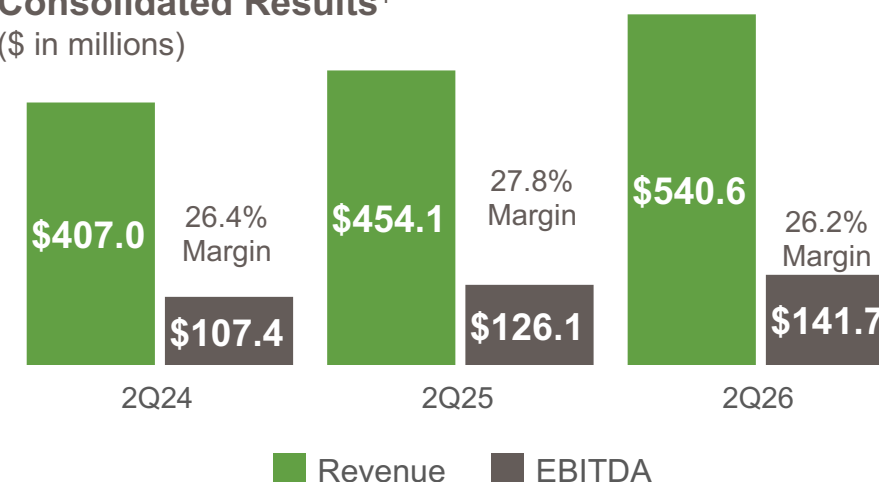
# Fiscal Year-to-Date 2Q26 Summary of Financial Results

# Consolidated Results: Fiscal Year 2026 YTD Summary

## Consolidated Financial Highlights (2Q26 YTD vs 2Q25 YTD):

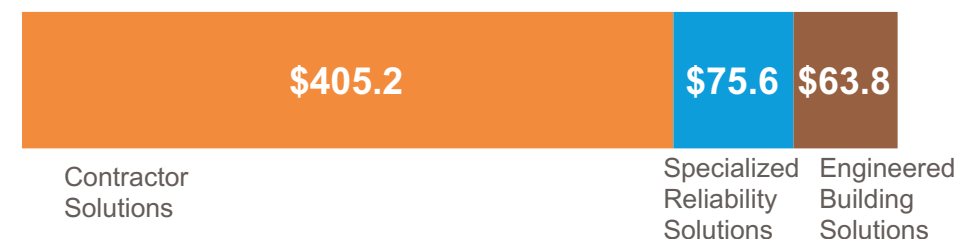
- **Record 1H Revenue of \$540.6M, a 19% increase**
  - Inorganic revenue of **\$105.6M** from the recent acquisitions
  - **\$19.1M** organic **decrease** due primarily to unit volume decline driven by softer demand in the residential HVAC/R market
- **Adjusted EBITDA of \$141.7M, or 12% growth**
  - Adjusted EBITDA margin **decreased 160 bps** due to gross margin contraction from inclusion of recent acquisitions, increases in tariffs and material costs, and unfavorable revenue mix
- **Adjusted EPS of \$5.81, a 9% increase, compared to \$5.35**
  - Increased adjusted EPS due to increased revenue and lower interest expense, offset somewhat by increased shares outstanding resulting from the follow-on equity offering in September 2024
- **Returned \$32.1M of cash to shareholders, including \$23.0M through share repurchases and \$9.1M in dividends**

Summary 2Q26 YTD  
Consolidated Results<sup>1</sup>  
(\$ in millions)



2Q26 YTD Revenue  
(\$ in millions)

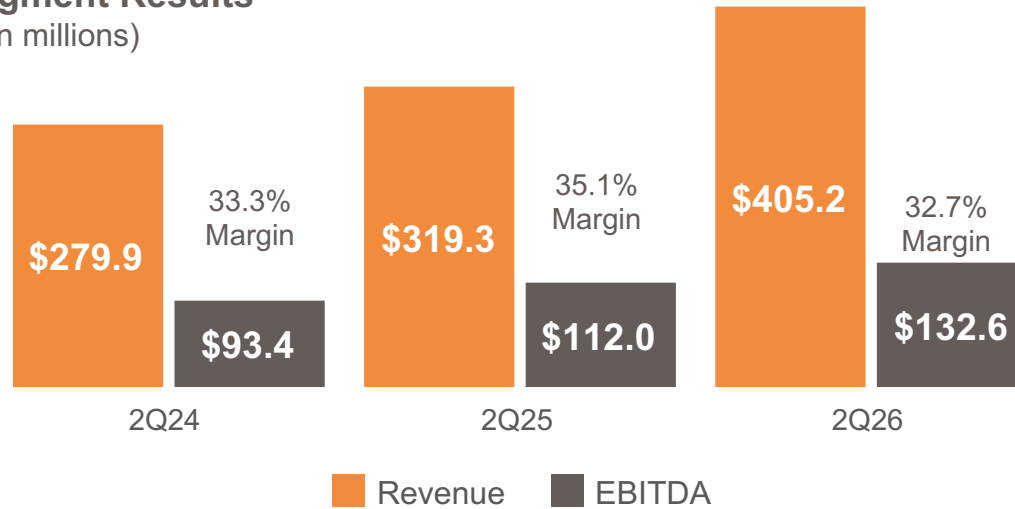
**\$540.6M Consolidated CSW<sup>1</sup>**



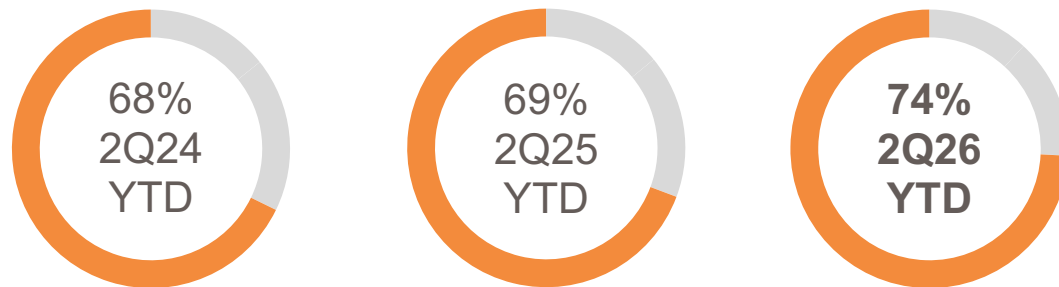


# Contractor Solutions: Fiscal Year 2026 YTD Segment Summary

## Summary 2Q26 YTD Segment Results (\$ in millions)



## Segment as a % of Consolidated CSW Revenue:

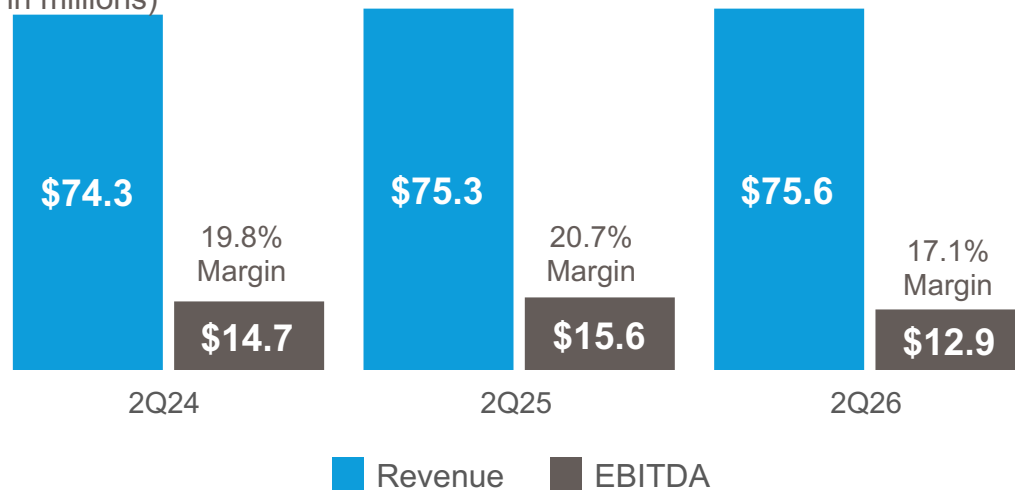


## Segment Financials (2Q26 YTD vs 2Q25 YTD):

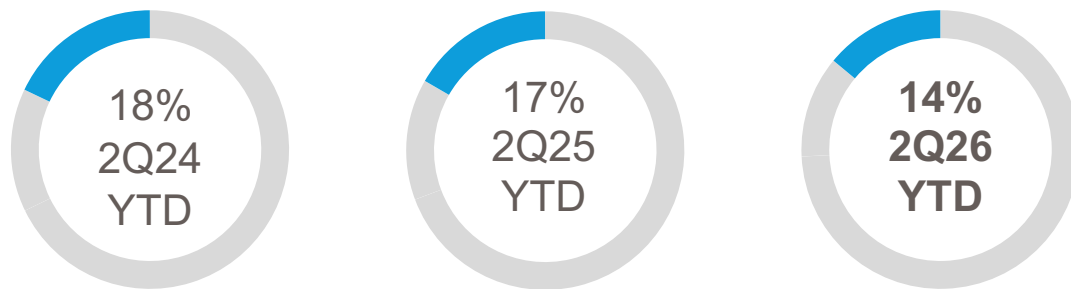
- Segment Revenue increased **27%** to **\$405.2M**, primarily driven by:
  - Inorganic growth of **\$105.6M** from recent acquisitions
  - Organic **decrease** of **\$19.6M** or **6%**, primarily driven by a decrease in unit volumes
- Segment adjusted EBITDA increased **18%** to **\$132.6M**
  - Segment adjusted EBITDA margin **decreased 230** basis points driven mainly by the inclusion of recent acquisitions, unfavorable revenue mix, and an increase in tariffs, partially offset by pricing actions and lower ocean freight
- Contractor Solutions' growth continues to outpace the end markets served, and we will continue to integrate our recently acquired business, while continuing to look for other great acquisition targets and managing the impact of tariffs through pricing actions

# Specialized Reliability Solutions: Fiscal Year 2026 YTD Segment Summary

## Summary 2Q26 YTD Segment Results (\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



## Segment Financials (2Q26 YTD vs 2Q25 YTD):

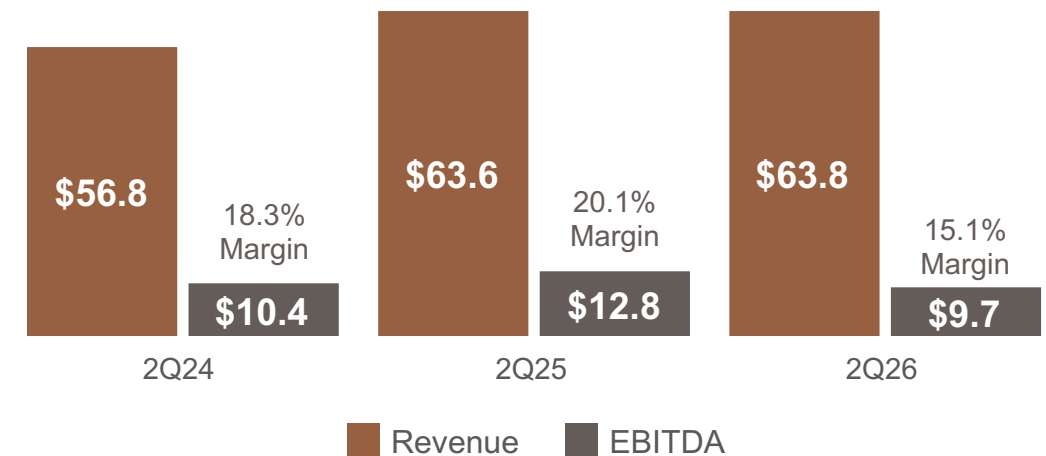
- Segment Revenue **increased 0.4%**, to **\$75.6M**, primarily driven by:
  - Growth coming from the mining and general industrial end markets was mostly offset by a contraction in the energy and rail end markets
- Segment EBITDA **decreased 17%** to **\$12.9M** and EBITDA margin **decreased 360** basis points
  - EBITDA and EBITDA margin decrease was driven by a decrease in gross margins due to sales mix favoring lower margin products, escalated material costs related to tariffs and commodity pricing, and one-time additional expenses associated with the consolidation of a manufacturing facility into our primary Texas facility
- Some of our end markets served have seen contraction, especially in oil and gas, however, the consumable nature of our specialty products allow us to continue to sell during a challenged economic period and manage material cost increases through pricing actions

# Engineered Building Solutions: Fiscal Year 2026 YTD Segment Summary

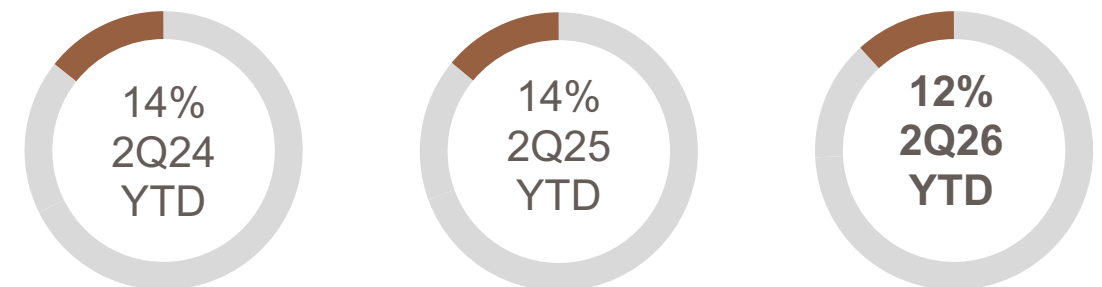
## Segment Financials (2Q26 YTD vs 2Q25 YTD):

- Segment Revenue **increased 0.4%** to **\$63.8M**
- Segment EBITDA **decreased 24%** to **\$9.7M**
  - Segment EBITDA margin **decreased 500** basis points over the prior year, driven by gross margin contraction due to increased material costs, higher warranty expenses and strategic pricing in response to competitive pressures.
- Actions provide future confidence
  - Bidding and re-bidding trends have been strong
  - Backlog quality continues to improve with better margin products

## Summary 2Q26 YTD Segment Results (\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



# Appendix



# CSW Executive Team

Veteran leadership with broad industry experience, dedicated to enhancing shareholder value.



**Joseph B. Armes**

**Chairman, CEO  
and President**

Joe has served as the Company's Chairman of the Board of Directors & CEO since September 2015, & President since February 2018. Prior to the Company's September 2015 spin-off from Capital Southwest Corporation, a capital provider to middle market companies, Mr. Armes served as the Chairman, CEO & President of Capital Southwest Corporation from June 2013 to September 2015.



**James E. Perry**

**Executive VP and CFO**

James has been EVP and CFO since May 2020. From 2004 to 2019, he served in financial roles with Trinity Industries, a publicly held, diversified industrial company, and served as its CFO from 2010 to 2019. From 2001 to 2004, Mr. Perry was a senior financial executive at RMH Teleservices, including serving as CFO. He previously held positions at JP Morgan Chase & Co. and Ernst & Young LLP.



**Donal J. Sullivan**

**Executive VP and  
Chief Strategy Officer**

Donal has served as EVP & Chief Strategy Officer since April 2024, and previously served as EVP & General Manager, Contractor Solutions since May 2020. Prior to that Mr. Sullivan served as SVP, Industrial Products since January 2016, and was appointed as an executive officer of the Company in March 2019. He has previously held roles at Goodman Global and Carrier Corporation.



**Luke E. Alverson**

**Senior VP, General  
Counsel and Secretary**

Luke has served as SVP, General Counsel & Secretary since February 2016. From May 2008 to February 2016, Mr. Alverson held roles of increasing responsibility with Flowserve Corporation, a leading global manufacturer of fluid motion control products and provider of related services, serving most recently as VP, Corporate Legal Services & Assistant Secretary.



**Danielle R. Garde**

**Senior VP and  
Chief People Officer**

Danielle has served as SVP and Chief People Officer since October 2022. From June 2020 to September 2022, she was the Chief Human Resources Officer at PlayPower, Inc., a privately-held producer of recreation equipment. From March 2014 to February 2020, Ms. Garde held roles of increasing responsibility with KidKraft Inc., a privately-held producer of children's toys and furniture, last serving as VP, Human Resources.



**Jeff A. Underwood**

**Senior VP and GM,  
Contractor Solutions**

Jeff has served as SVP & General Manager, Contractor Solutions since April 2024, and previously served as SVP, Sales & Marketing for the Company's RectorSeal operating subsidiary within the Contractor Solutions segment since May 2021. Mr. Underwood joined the Company in September 2018 as VP of Sales for RectorSeal. He previously held roles at Goodman Manufacturing and Bain & Company.

# Reconciliation of Fiscal Second Quarter Segment Operating Income to Segment Adjusted EBITDA

| (Amounts in thousands)           | (unaudited)<br>Three months ended September 30, 2025 |                 |                 |                   |                 | (unaudited)<br>Three months ended September 30, 2024 |                 |                 |                   |                 | (unaudited)<br>Three months ended September 30, 2023 |                 |                 |                   |                 |
|----------------------------------|------------------------------------------------------|-----------------|-----------------|-------------------|-----------------|------------------------------------------------------|-----------------|-----------------|-------------------|-----------------|------------------------------------------------------|-----------------|-----------------|-------------------|-----------------|
|                                  | CS                                                   | SRS             | EBS             | Other             | CSW             | CS                                                   | SRS             | EBS             | Other             | CSW             | CS                                                   | SRS             | EBS             | Other             | CSW             |
| Revenue, net                     | \$208,468                                            | \$38,806        | \$31,914        | \$ (2,236)        | \$276,951       | \$158,834                                            | \$38,534        | \$32,673        | \$ (2,115)        | \$227,926       | \$139,902                                            | \$36,614        | \$29,211        | \$ (2,075)        | \$203,653       |
| Operating Income                 | \$53,375                                             | \$ 5,093        | \$ 4,832        | \$ (6,519)        | \$56,780        | \$46,254                                             | \$ 5,819        | \$ 6,082        | \$ (6,606)        | \$51,550        | \$39,025                                             | \$ 4,829        | \$ 5,233        | \$ (7,095)        | \$41,993        |
| Adjusting Items:                 |                                                      |                 |                 |                   |                 |                                                      |                 |                 |                   |                 |                                                      |                 |                 |                   |                 |
| Transaction expenses             | 1,550                                                | —               | —               | 209               | 1,759           | —                                                    | —               | —               | —                 | —               | —                                                    | —               | —               | —                 | —               |
| <b>Adjusted Operating Income</b> | <b>\$54,925</b>                                      | <b>\$ 5,093</b> | <b>\$ 4,832</b> | <b>\$ (6,310)</b> | <b>\$58,539</b> | <b>\$46,254</b>                                      | <b>\$ 5,819</b> | <b>\$ 6,082</b> | <b>\$ (6,606)</b> | <b>\$51,550</b> | <b>\$39,025</b>                                      | <b>\$ 4,829</b> | <b>\$ 5,233</b> | <b>\$ (7,095)</b> | <b>\$41,993</b> |
| % Revenue                        | 26.3 %                                               | 13.1 %          | 15.1 %          |                   | 21.1 %          | 29.1 %                                               | 15.1 %          | 18.6 %          |                   | 22.6 %          | 27.9 %                                               | 13.2 %          | 17.9 %          |                   | 20.6 %          |
| Adjusting Items:                 |                                                      |                 |                 |                   |                 |                                                      |                 |                 |                   |                 |                                                      |                 |                 |                   |                 |
| Other income (expense), net      | 133                                                  | (19)            | (40)            | (67)              | 8               | (543)                                                | (121)           | (12)            | (2)               | (678)           | 575                                                  | (54)            | 3               | 1,402             | 1,926           |
| Depreciation & amortization      | 12,555                                               | 1,347           | 440             | 49                | 14,392          | 8,002                                                | 1,409           | 494             | 45                | 9,951           | 7,045                                                | 1,505           | 453             | 42                | 9,045           |
| <b>Adjusted EBITDA</b>           | <b>\$67,613</b>                                      | <b>\$ 6,421</b> | <b>\$ 5,233</b> | <b>\$ (6,328)</b> | <b>\$72,939</b> | <b>\$53,713</b>                                      | <b>\$ 7,108</b> | <b>\$ 6,564</b> | <b>\$ (6,562)</b> | <b>\$60,823</b> | <b>\$46,645</b>                                      | <b>\$ 6,280</b> | <b>\$ 5,690</b> | <b>\$ (5,651)</b> | <b>\$52,964</b> |
| % Revenue                        | 32.4 %                                               | 16.5 %          | 16.4 %          |                   | 26.3 %          | 33.8 %                                               | 18.4 %          | 20.1 %          |                   | 26.7 %          | 33.3 %                                               | 17.2 %          | 19.5 %          |                   | 26.0 %          |

# Reconciliation of Fiscal Year 2026 YTD Segment Operating Income to Segment Adjusted EBITDA

| (Amounts in thousands)           | (unaudited)                         |                 |                |                    |                  | (unaudited)                         |                 |                 |                    |                  | (unaudited)                         |                 |                 |                    |                  |
|----------------------------------|-------------------------------------|-----------------|----------------|--------------------|------------------|-------------------------------------|-----------------|-----------------|--------------------|------------------|-------------------------------------|-----------------|-----------------|--------------------|------------------|
|                                  | Six Months ended September 30, 2025 |                 |                |                    |                  | Six Months ended September 30, 2024 |                 |                 |                    |                  | Six Months ended September 30, 2023 |                 |                 |                    |                  |
|                                  | CS                                  | SRS             | EBS            | Other              | CSW              | CS                                  | SRS             | EBS             | Other              | CSW              | CS                                  | SRS             | EBS             | Other              | CSW              |
| Revenue, net                     | \$405,208                           | \$75,611        | \$63,810       | \$ (4,033)         | \$540,597        | \$319,252                           | \$75,325        | \$63,566        | \$ (4,041)         | \$454,103        | \$279,856                           | \$74,326        | \$56,798        | \$ (3,967)         | \$407,013        |
| Operating Income                 | \$106,134                           | \$10,335        | \$8,831        | \$ (13,643)        | \$111,656        | \$96,138                            | \$12,970        | \$11,806        | \$ (14,304)        | \$106,610        | \$78,692                            | \$11,794        | \$9,493         | \$ (12,780)        | \$87,199         |
| Adjusting Items:                 |                                     |                 |                |                    |                  |                                     |                 |                 |                    |                  |                                     |                 |                 |                    |                  |
| Transaction expenses             | 1,550                               | —               | —              | 209                | 1,759            | —                                   | —               | —               | —                  | —                | —                                   | —               | —               | —                  | —                |
| <b>Adjusted Operating Income</b> | <b>\$107,684</b>                    | <b>\$10,335</b> | <b>\$8,831</b> | <b>\$ (13,434)</b> | <b>\$113,415</b> | <b>\$96,138</b>                     | <b>\$12,970</b> | <b>\$11,806</b> | <b>\$ (14,304)</b> | <b>\$106,610</b> | <b>\$78,692</b>                     | <b>\$11,794</b> | <b>\$9,493</b>  | <b>\$ (12,780)</b> | <b>\$87,199</b>  |
| % Revenue                        | 26.6 %                              | 13.7 %          | 13.8 %         |                    | 21.0 %           | 30.1 %                              | 17.2 %          | 18.6 %          |                    | 23.5 %           | 28.1 %                              | 15.9 %          | 16.7 %          |                    | 21.4 %           |
| Adjusting Items:                 |                                     |                 |                |                    |                  |                                     |                 |                 |                    |                  |                                     |                 |                 |                    |                  |
| Other Income (Expense)           | 831                                 | (94)            | (32)           | (168)              | 536              | (147)                               | (183)           | (19)            | (68)               | (418)            | 747                                 | (91)            | 11              | 1,573              | 2,240            |
| Depreciation & amortization      | 24,095                              | 2,684           | 856            | 94                 | 27,730           | 15,985                              | 2,832           | 979             | 87                 | 19,883           | 13,940                              | 3,035           | 895             | 90                 | 17,960           |
| <b>Adjusted EBITDA</b>           | <b>\$132,609</b>                    | <b>\$12,924</b> | <b>\$9,655</b> | <b>\$ (13,508)</b> | <b>\$141,681</b> | <b>\$111,976</b>                    | <b>\$15,619</b> | <b>\$12,766</b> | <b>\$ (14,285)</b> | <b>\$126,075</b> | <b>\$93,380</b>                     | <b>\$14,738</b> | <b>\$10,398</b> | <b>\$ (11,117)</b> | <b>\$107,399</b> |
| % Revenue                        | 32.7 %                              | 17.1 %          | 15.1 %         |                    | 26.2 %           | 35.1 %                              | 20.7 %          | 20.1 %          |                    | 27.8 %           | 33.4 %                              | 19.8 %          | 18.3 %          |                    | 26.4 %           |

# Reconciliation of TTM Segment Operating Income to Segment Adjusted EBITDA

|                                                         |                                                 |                                   |                               |                    |                     |
|---------------------------------------------------------|-------------------------------------------------|-----------------------------------|-------------------------------|--------------------|---------------------|
|                                                         | (unaudited)                                     |                                   |                               |                    |                     |
| (Amounts in thousands)                                  | Trailing Twelve Months Ended September 30, 2025 |                                   |                               |                    |                     |
|                                                         | Contractor<br>Solutions<br>CS                   | Specialized<br>Reliability<br>SRS | Engineered<br>Building<br>EBS | Corporate<br>Other | Consolidated<br>CSW |
| <b>Revenue, net</b>                                     | <b>\$ 703,287</b>                               | <b>\$ 147,927</b>                 | <b>\$ 121,363</b>             | <b>\$ (7,782)</b>  | <b>\$ 964,795</b>   |
| <b>Operating Income</b>                                 | <b>\$ 175,889</b>                               | <b>\$ 20,037</b>                  | <b>\$ 16,212</b>              | <b>\$ (25,844)</b> | <b>\$ 186,294</b>   |
| Adjusting Items:                                        |                                                 |                                   |                               |                    |                     |
| Fair value change in contingent consideration liability | 2,100                                           | —                                 | —                             | —                  | 2,100               |
| Transaction expenses                                    | 3,844                                           | —                                 | —                             | 209                | 4,053               |
| <b>Adjusted Operating Income</b>                        | <b>\$ 181,833</b>                               | <b>\$ 20,037</b>                  | <b>\$ 16,212</b>              | <b>\$ (25,635)</b> | <b>\$ 192,447</b>   |
| % Revenue                                               | 25.0 %                                          | 13.5 %                            | 13.4 %                        |                    | 19.9 %              |
| Adjusting Items:                                        |                                                 |                                   |                               |                    |                     |
| Other income (expense), net                             | 607                                             | (144)                             | (6)                           | (365)              | 92                  |
| Depreciation & amortization                             | 42,776                                          | 5,405                             | 1,703                         | 184                | 50,069              |
| Reversal of tax indemnification receivable              | 858                                             | —                                 | —                             | —                  | 858                 |
| <b>Adjusted EBITDA</b>                                  | <b>\$ 226,074</b>                               | <b>\$ 25,298</b>                  | <b>\$ 17,909</b>              | <b>\$ (25,815)</b> | <b>\$ 243,466</b>   |
| % Revenue                                               | 32.1 %                                          | 17.1 %                            | 14.8 %                        |                    | 25.2 %              |



# Reconciliation of Fiscal Year Company Net Income to Adjusted EBITDA

| (Amounts in thousands)                                          | Year Ended<br>3/31/2025 | Year Ended<br>3/31/2024 | Year Ended<br>3/31/2023 | Year Ended<br>3/31/2022 | Year Ended<br>3/31/2021 | Year Ended<br>3/31/2020 | Year Ended<br>3/31/2015 |
|-----------------------------------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| Net Income attributable to CSW                                  | 136,652                 | 101,648                 | 96,435                  | 66,385                  | 40,099                  | 44,656                  | 29,705                  |
| Plus: Income attributable to Redeemable Noncontrolling Interest | 832                     | 891                     | 139                     | 934                     | —                       | —                       | —                       |
| <b>Net Income</b>                                               | <b>137,484</b>          | <b>102,539</b>          | <b>96,574</b>           | <b>67,319</b>           | <b>40,099</b>           | <b>44,656</b>           | <b>29,705</b>           |
| Adjusting Items:                                                |                         |                         |                         |                         |                         |                         |                         |
| Interest Expense                                                | 269                     | 12,723                  | 13,197                  | 5,449                   | 2,383                   | 1,331                   | 611                     |
| Income Tax Expense                                              | 42,633                  | 37,942                  | 29,338                  | 24,146                  | 10,769                  | 12,732                  | 15,223                  |
| Depreciation & Amortization                                     | 42,223                  | 38,289                  | 34,958                  | 36,408                  | 22,718                  | 15,587                  | 10,515                  |
| Transaction Costs & Other Professional Fees                     | 2,294                   | —                       | —                       | —                       | 10,360                  | 200                     | —                       |
| Reversal of Indemnification Receivable                          | 858                     | 8,519                   | —                       | —                       | 5,000                   | —                       | —                       |
| Pension Termination                                             | —                       | —                       | —                       | —                       | —                       | 6,488                   | —                       |
| Gain on Sale of Property                                        | —                       | —                       | —                       | —                       | —                       | (776)                   | —                       |
| Fair value change in contingent consideration liability         | 2,100                   | —                       | —                       | —                       | —                       | —                       | —                       |
| <b>Adjusted EBITDA</b>                                          | <b>227,860</b>          | <b>200,011</b>          | <b>174,067</b>          | <b>133,323</b>          | <b>91,329</b>           | <b>80,217</b>           | <b>56,054</b>           |
| % Revenue                                                       | 25.9 %                  | 25.2 %                  | 23.0 %                  | 21.3 %                  | 21.8 %                  | 20.8 %                  | 21.4 %                  |

# Reconciliation of Fiscal Year Company Gross Profit to Adjusted Gross Profit

| (Amounts in thousands)       | Year Ended<br>3/31/2025 | Year Ended<br>3/31/2024 | Year Ended<br>3/31/2023 | Year Ended<br>3/31/2022 | Year Ended<br>3/31/2021 | Year Ended<br>3/31/2020 | Year Ended<br>3/31/2019 |
|------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| Revenue, net                 | 878,301                 | 792,840                 | 757,904                 | 626,435                 | 419,205                 | 385,871                 | 350,155                 |
| Cost of Revenue              | 484,989                 | 442,095                 | 439,690                 | 370,473                 | 234,655                 | 209,034                 | 188,787                 |
| <b>Gross Profit</b>          | <b>393,312</b>          | <b>350,745</b>          | <b>318,214</b>          | <b>255,962</b>          | <b>184,551</b>          | <b>176,837</b>          | <b>161,368</b>          |
| Adjusting Items:             |                         |                         |                         |                         |                         |                         |                         |
| Purchase Accounting Effect   | —                       | —                       | —                       | 3,919                   | 2,963                   | —                       | —                       |
| Gain on Sale of Property     | —                       | —                       | —                       | —                       | —                       | (776)                   | (2,047)                 |
| <b>Adjusted Gross Profit</b> | <b>393,312</b>          | <b>350,745</b>          | <b>318,214</b>          | <b>259,881</b>          | <b>187,514</b>          | <b>176,061</b>          | <b>159,321</b>          |
| % Revenue                    | 44.8 %                  | 44.2 %                  | 42.0 %                  | 41.5 %                  | 44.7 %                  | 45.6 %                  | 45.5 %                  |

# Reconciliation of Fiscal Year Company Operating Cash Flow to Free Cash Flow/Share

| (Amounts in thousands)                    | Year Ended<br>3/31/2025 | Year Ended<br>3/31/2024 | Year Ended<br>3/31/2023 | Year Ended<br>3/31/2022 | Year Ended<br>3/31/2021 | Year Ended<br>3/31/2020 |
|-------------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| Net Cash Provided by Operating Activities | 168,362                 | 164,332                 | 121,453                 | 69,089                  | 66,254                  | 71,397                  |
| Less: Capital Expenditures                | (16,266)                | (16,575)                | (13,951)                | (15,653)                | (8,833)                 | (11,437)                |
| <b>Free Cash Flows</b>                    | <b>152,096</b>          | <b>147,757</b>          | <b>107,502</b>          | <b>53,436</b>           | <b>57,421</b>           | <b>59,960</b>           |
| Diluted Shares                            | 16,314                  | 15,581                  | 15,546                  | 15,807                  | 15,126                  | 15,206                  |
| <b>Free Cash Flow/Share</b>               | <b>9.32</b>             | <b>9.48</b>             | <b>6.92</b>             | <b>3.38</b>             | <b>3.80</b>             | <b>3.94</b>             |
| FCF/Adjusted EBITDA                       | 66.7 %                  | 73.9 %                  | 61.8 %                  | 40.1 %                  | 62.9 %                  | 74.7 %                  |

# Reconciliation of Fiscal Year Company EPS to Adjusted EPS<sup>1</sup>

| (Amounts in thousands)                                                | Year Ended<br>3/31/2025 | Year Ended<br>3/31/2024 | Year Ended<br>3/31/2023 | Year Ended<br>3/31/2022 | Year Ended<br>3/31/2021 | Year Ended<br>3/31/2020 |
|-----------------------------------------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| Net Income attributable to CSW                                        | 136,652                 | 101,648                 | 96,435                  | 66,385                  | 40,099                  | 44,656                  |
| Diluted Shares                                                        | 16,314                  | 15,581                  | 15,546                  | 15,807                  | 15,126                  | 15,206                  |
| <b>GAAP EPS</b>                                                       | <b>8.38</b>             | <b>6.52</b>             | <b>6.20</b>             | <b>4.20</b>             | <b>2.65</b>             | <b>2.94</b>             |
| Adjusting Items:                                                      |                         |                         |                         |                         |                         |                         |
| Amortization of acquisition-related intangibles and inventory step-up | 1.29                    | 1.10                    | 1.07                    | 0.98                    | 0.51                    | 0.34                    |
| Transaction Costs & Other Professional Fees                           | 0.10                    | —                       | —                       | —                       | 0.58                    | 0.01                    |
| Reversal of Indemnification Receivable                                | —                       | 0.49                    | —                       | —                       | (0.02)                  | —                       |
| Purchase Accounting Effect                                            | —                       | —                       | —                       | 0.19                    | 0.15                    | —                       |
| Pension Termination                                                   | —                       | —                       | —                       | —                       | —                       | 0.32                    |
| Gain on Sale of Property                                              | —                       | —                       | —                       | —                       | —                       | (0.04)                  |
| Fair value change in contingent consideration liability               | 0.10                    | —                       | —                       | —                       | —                       | —                       |
| Uncertain tax position accrual release                                | (0.16)                  | —                       | —                       | —                       | —                       | —                       |
| Other Misc. Items                                                     | —                       | —                       | —                       | —                       | —                       | (0.04)                  |
| <b>Adjusted EPS<sup>1</sup></b>                                       | <b>9.70</b>             | <b>8.11</b>             | <b>7.27</b>             | <b>5.37</b>             | <b>3.87</b>             | <b>3.53</b>             |





**CSW**  
INDUSTRIALS