



Second Quarter 2025 Earnings

August 6, 2025

Safe Harbor

Certain statements contained in this presentation contain forward-looking statements within the meaning of the Securities Act of 1933, as amended, the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Such statements relate to, among other things, income, earnings, cash flows, changes in operations, operating improvements, businesses in which we operate, anticipated benefits from the TerraSource acquisition, the United States and global economies and guidance for fiscal 2025. Statements in the presentation that are not historical are hereby identified as "forward-looking statements" and may be indicated by words or phrases such as "anticipates", "supports", "plans", "projects", "expects", "believes", "should", "would", "could", "hope", "forecast", "management is of the opinion", use of the future tense and similar words or phrases. These forward-looking statements are based largely on management's expectations, which are subject to a number of known and unknown risks, uncertainties and other factors discussed and described in our most recent Annual Report on Form 10-K, including those risks described in Part I, Item 1A thereof, and in other reports subsequently filed by us with the Securities and Exchange Commission, including those risks described in Part II, Item 1A in our most recent Quarterly Report on Form 10-Q, which may cause actual results, financial or otherwise, to be materially different from those anticipated, expressed or implied by the forward-looking statements. All forward-looking statements included in this document are based on information available to us on the date hereof, and we assume no obligation to update any such forward-looking statements to reflect future events or circumstances, except as required by law.

NON-GAAP MEASURES

In an effort to provide investors with additional information regarding the Company's results, the Company refers to various GAAP (U.S. generally accepted accounting principles) and non-GAAP financial measures which management believes provide useful information to investors. These non-GAAP measures have no standardized meaning prescribed by U.S. GAAP and therefore are unlikely to be comparable to the calculation of similar measures for other companies. Management of the Company does not intend these items to be considered in isolation or as a substitute for the related GAAP measures. Nonetheless, this non-GAAP information can be useful in understanding the Company's operating results and the performance of its core business. Management of the Company uses both GAAP and non-GAAP financial measures to establish internal budgets and targets and to evaluate the Company's financial performance against such budgets and targets. A reconciliation of these non-GAAP measures to the most directly comparable GAAP measure is included in the appendix.

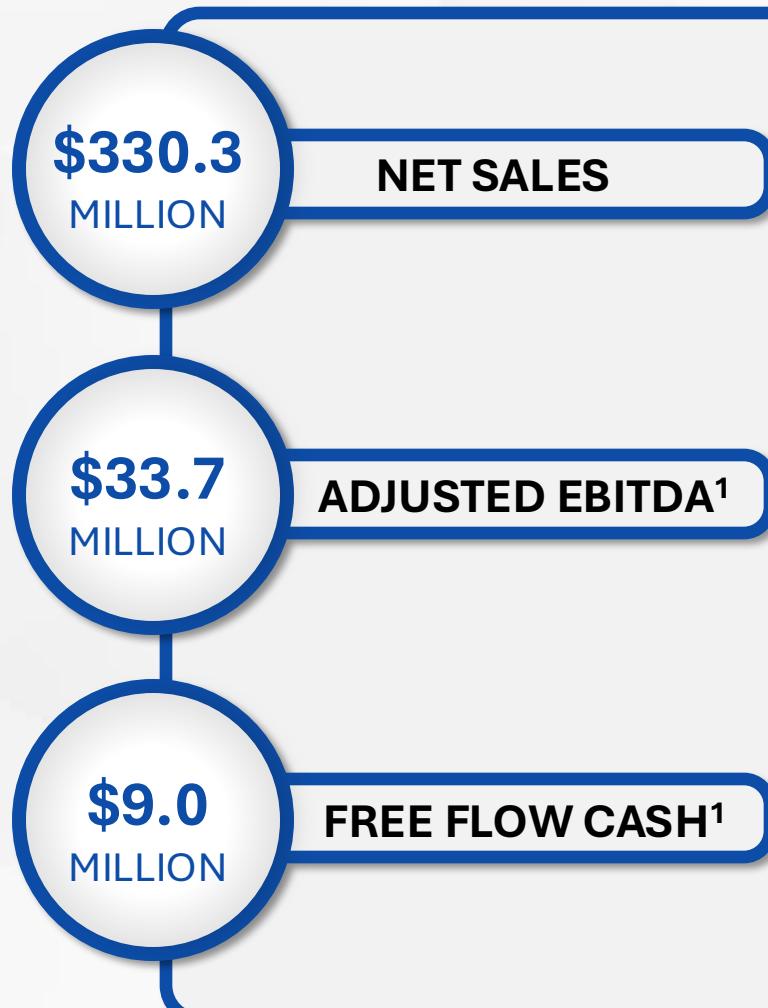
When we provide guidance for adjusted EBITDA we do not provide a reconciliation of the U.S. GAAP measures as we are unable to predict with a reasonable degree of certainty the actual impact of the non-GAAP adjustment items. By their very nature, non-GAAP adjusted items are difficult to anticipate with precision because they are generally associated with unexpected and unplanned events that impact our Company and its financial results. Therefore, we are unable to provide a reconciliation of these measures without unreasonable efforts.



Second Quarter Financial Results

JACO VAN DER MERWE
CEO AND PRESIDENT

Second Quarter Overview



- Q2 net sales \$330.3 M, adjusted EBITDA \$33.7M, adjusted EBITDA margin of 10.2%, and adjusted EPS of \$0.88.
- Backlog level of \$380.8 million.
- Infrastructure Solutions — A healthy market for asphalt and concrete plants was partially offset by a challenging environment for forestry and mobile paving equipment.
- Materials Solutions — Interest rates continue to influence the segment however implied orders improved in Q2. Substantial federal infrastructure funding and healthy state and local budgets are expected to drive multi-year demand.
- Positive free cash flow, 53.9% of net income, driven by increased profitability and focus on working capital management.

¹ See appendix for the reconciliation of GAAP to Non-GAAP measures.

Second Quarter Highlights and FY Outlook



\$330.3M
Sales



10.2%
Adjusted
EBITDA Margin¹



11.6%
Adjusted
ROIC¹



\$0.88
Adjusted
EPS¹

Updating 2025 FY Adjusted EBITDA Outlook to \$123 million to \$142 million with addition of TerraSource

¹ See appendix for the reconciliation of GAAP to Non-GAAP measures.

Welcome to the Astec Family - Acquisition Completed July 1st 2025



TERRA SOURCE®



GÜNDLACH
CRUSHERS

PENINSULA
IRON WORKS

JEFFREY RADER

Pennsylvania
Crusher  Since 1905

ELGIN

TerraSource 2H2025 Integration and Synergy Focus



Benefits and employee onboarding - completed



Synergy pipeline development and execution



Improve parts fill rate



Increase feet on the street to strengthen parts sales growth focus



Sales channel alignment and cross selling



New Product Development roadmaps and funding



Factory utilization

State of Operating Environment

OPPORTUNITIES

- Federal Highway Funding
- Customer Sentiment
- Inorganic Opportunities
- Data Center Infrastructure
- One Big Beautiful Bill Act

CHALLENGES

- Tariff Activity
- Interest Rates
- Forestry Market
- Mobile Paving Markets
- Wet Weather

OPERATING ENVIRONMENT SLIGHTLY POSITIVE TO MIXED



Infrastructure Investment Jobs Act Update



Tariffs: Proactive Mitigation Strategy

- Effective OneAstec procurement team negotiations with suppliers and process management
- Pro-active sales pricing strategy
- Steel Market: Lead times relatively unchanged since tariffs were announced. Higher HRC prices mitigated by pre-buy strategies
- Dual/Re-sourcing – Primarily China to India
- Supply chain alignment – Reshore to the U.S. where possible
- Manufacturing footprint management

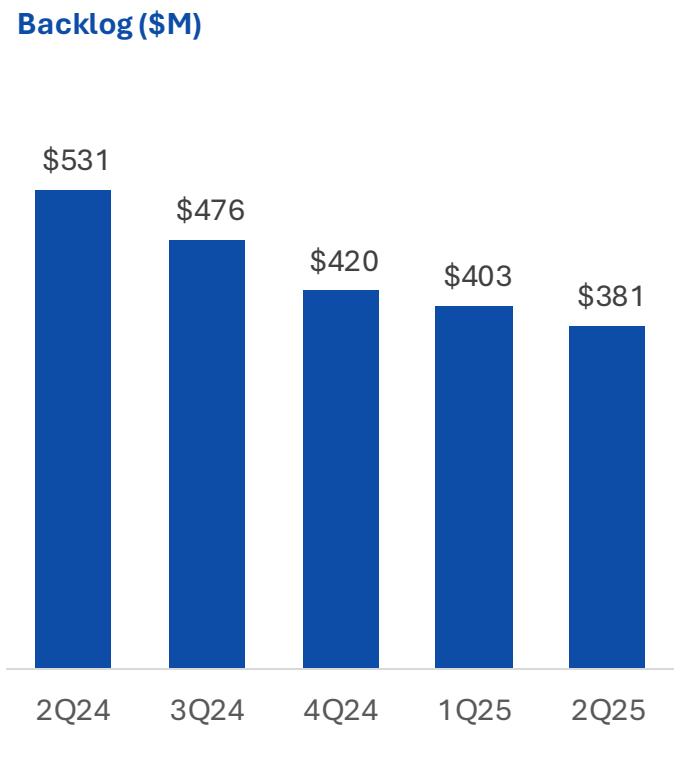
Goal: Neutralize Impact of Tariffs

Note: Tariff negotiations are fluid and create an element of uncertainty for future periods.

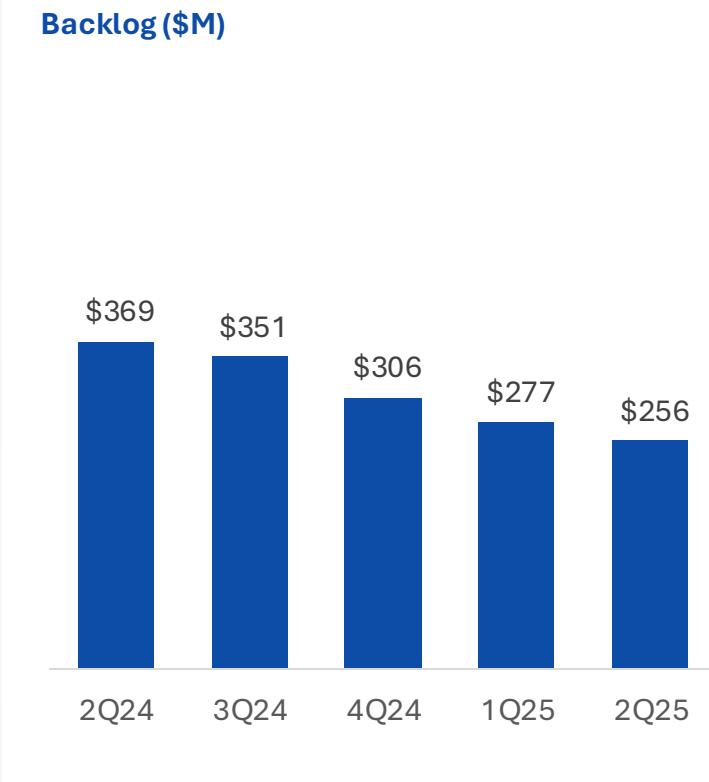


Historical Backlog

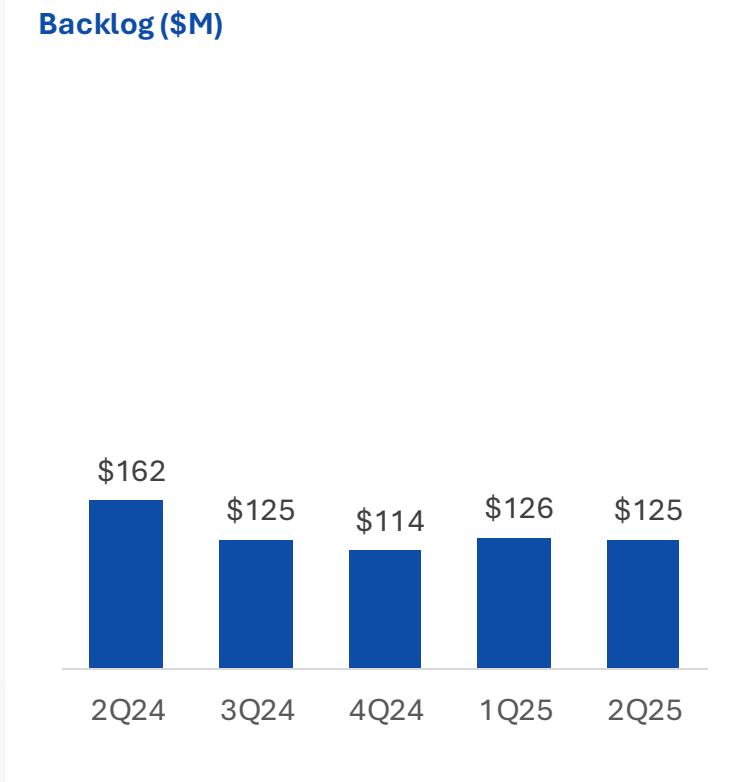
CONSOLIDATED



INFRASTRUCTURE SOLUTIONS

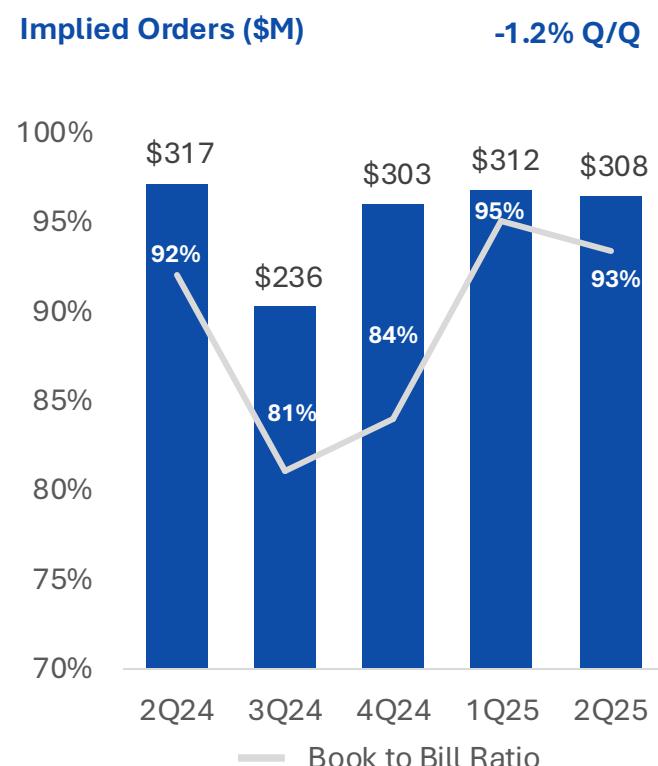


MATERIALS SOLUTIONS

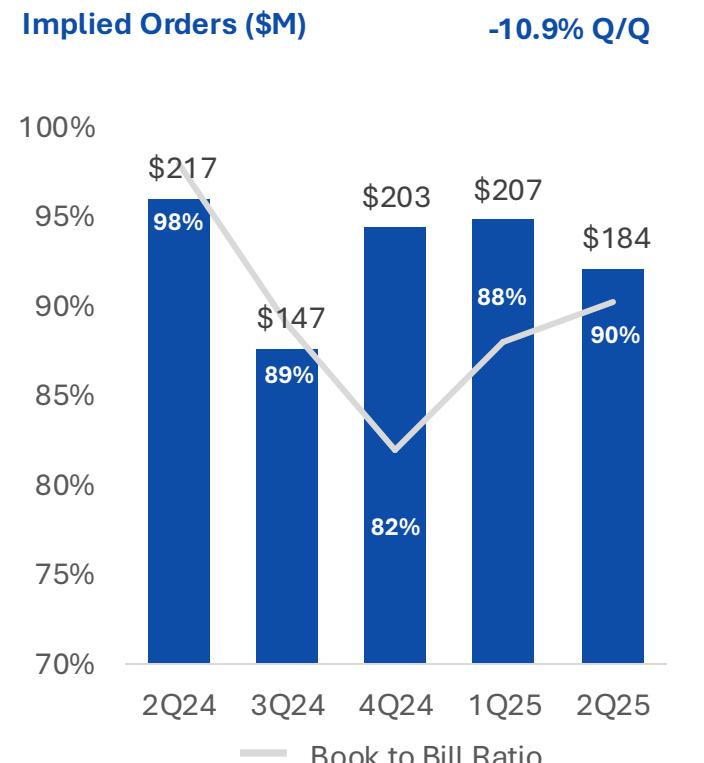


Q2 25 Implied Orders

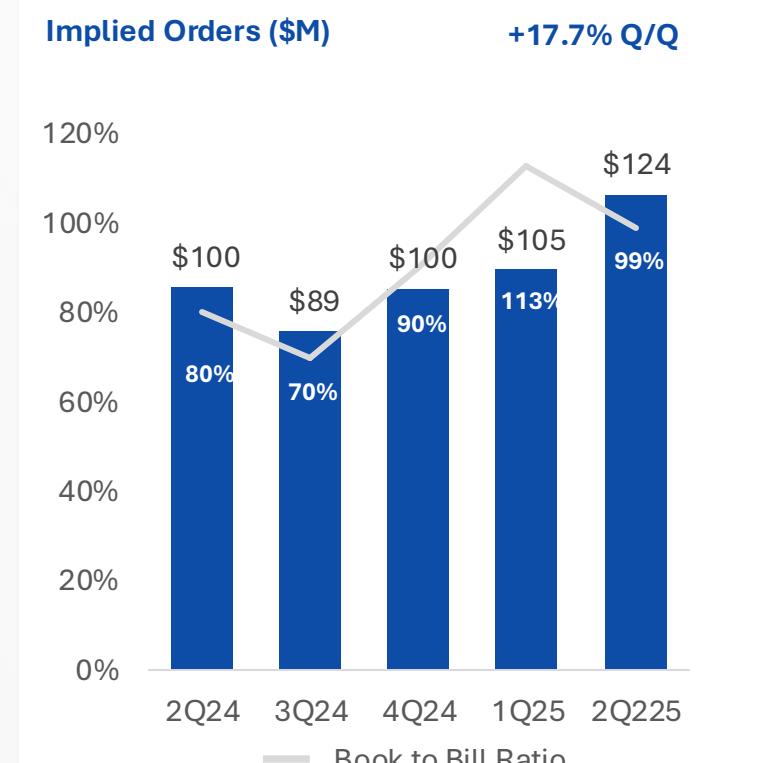
CONSOLIDATED



INFRASTRUCTURE SOLUTIONS



MATERIALS SOLUTIONS



Implied orders are calculated by taking current period backlog minus prior period backlog plus current period sales
 Book to Bill Ratio is Implied Orders for the period divided by Sales



Second Quarter Financial Results

BRIAN HARRIS
CHIEF FINANCIAL OFFICER

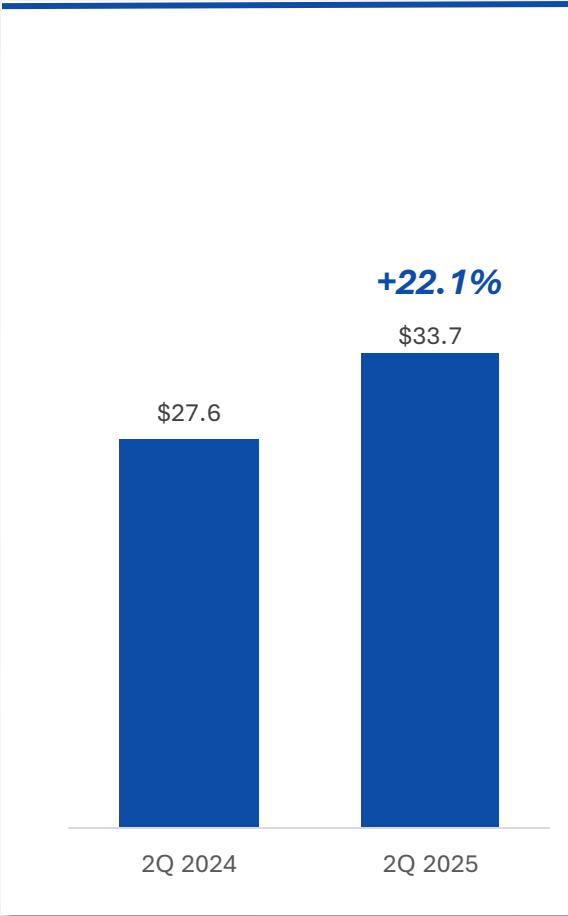
2Q25 Financial Results

(\$M, except per share and percentage data)

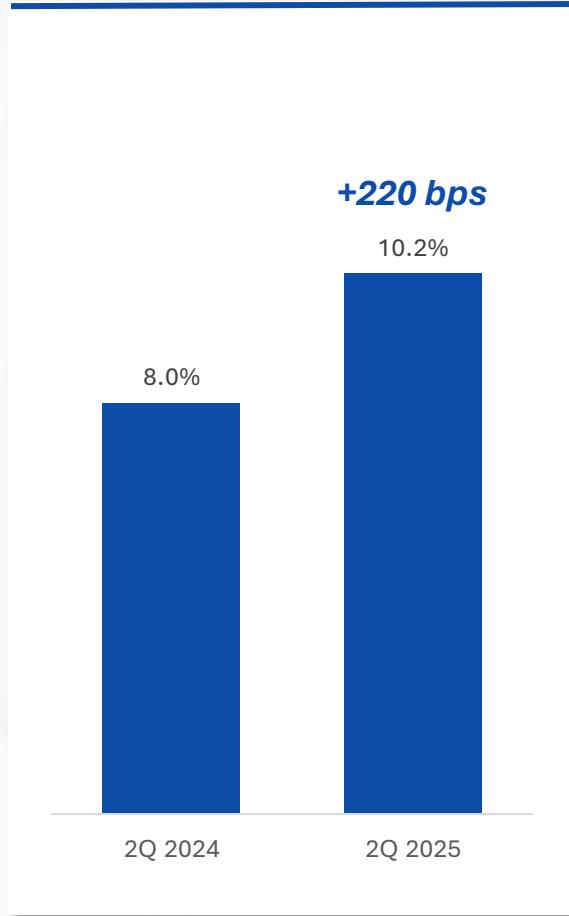
NET SALES



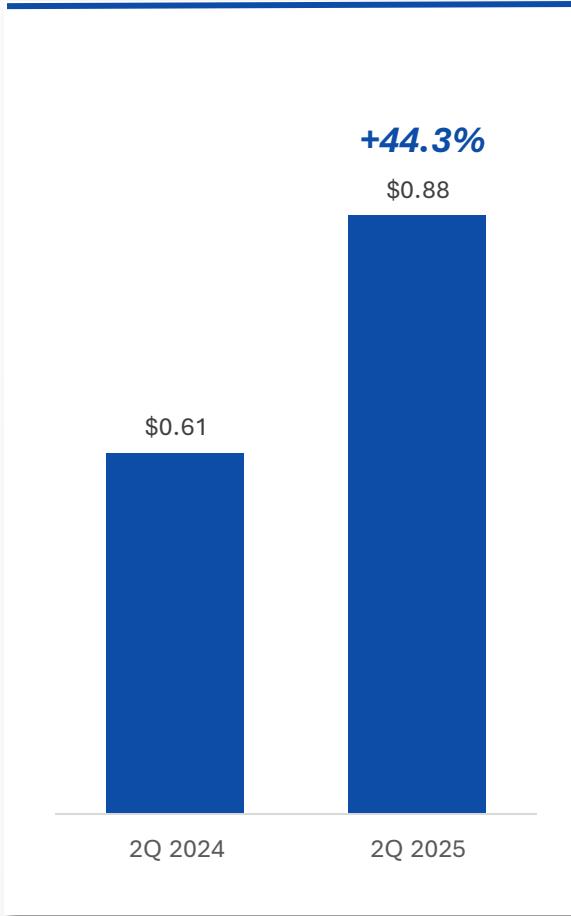
ADJ. EBITDA¹



ADJ. EBITDA MARGIN¹



ADJ. EPS¹



¹ See appendix for the reconciliation of GAAP to Non-GAAP measures.

Infrastructure Solutions

2Q25 Financial Performance (\$M, except percentage data)

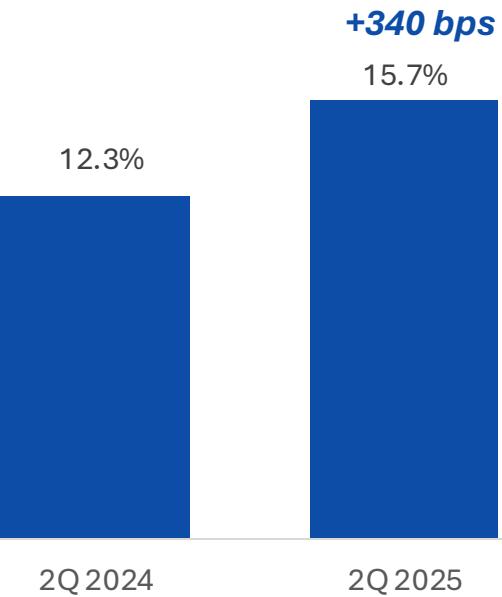
NET SALES



SEGMENT OPERATING ADJ. EBITDA¹



SEGMENT OPERATING ADJ. EBITDA MARGIN¹

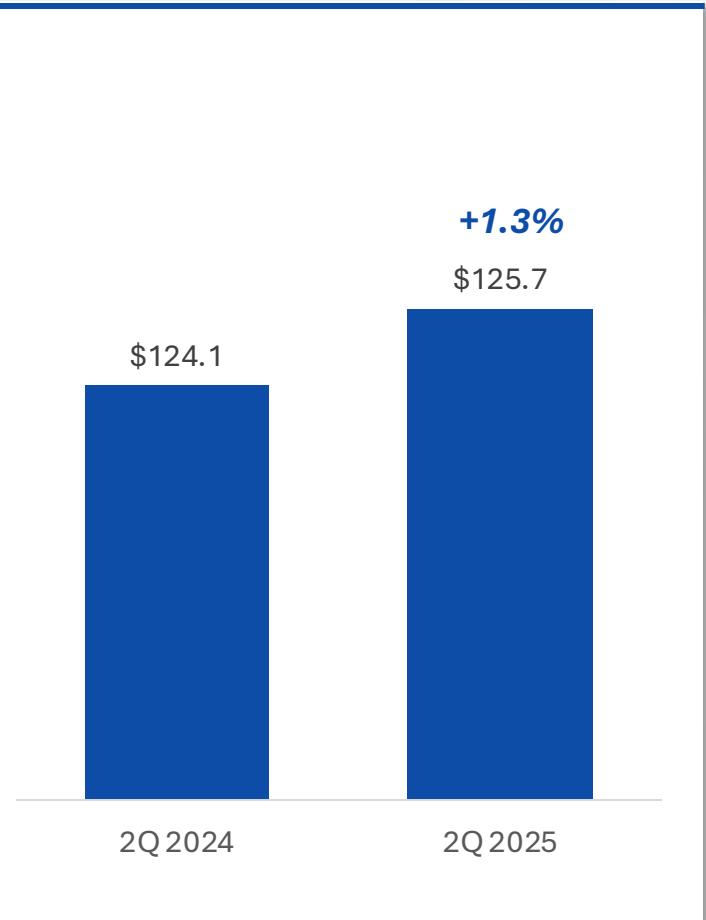


¹ See appendix for the reconciliation of GAAP to Non-GAAP measures.

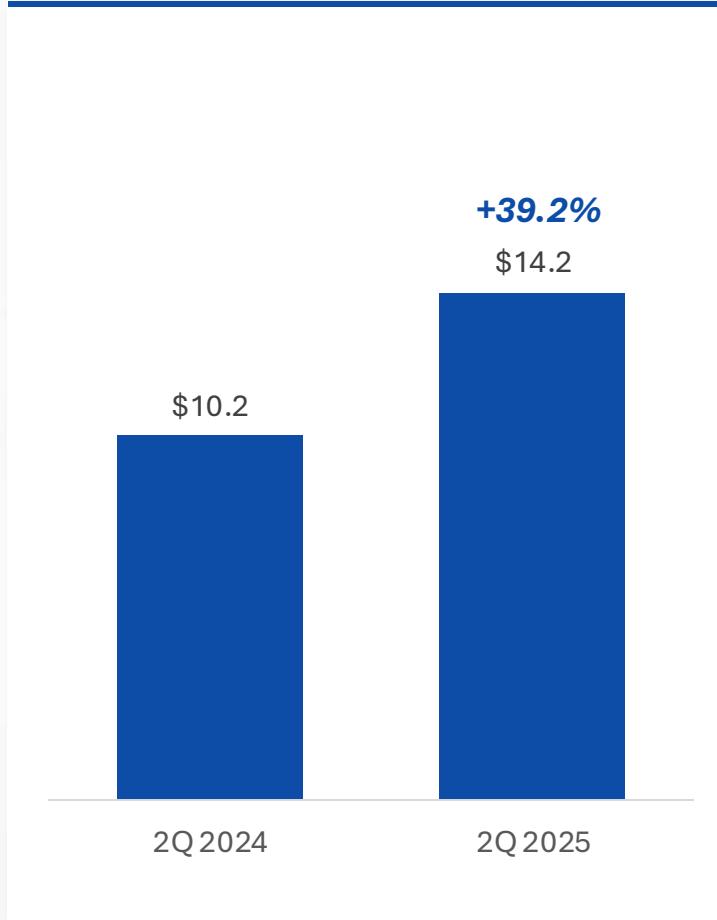
Materials Solutions

2Q25 Financial Performance (\$M, except percentage data)

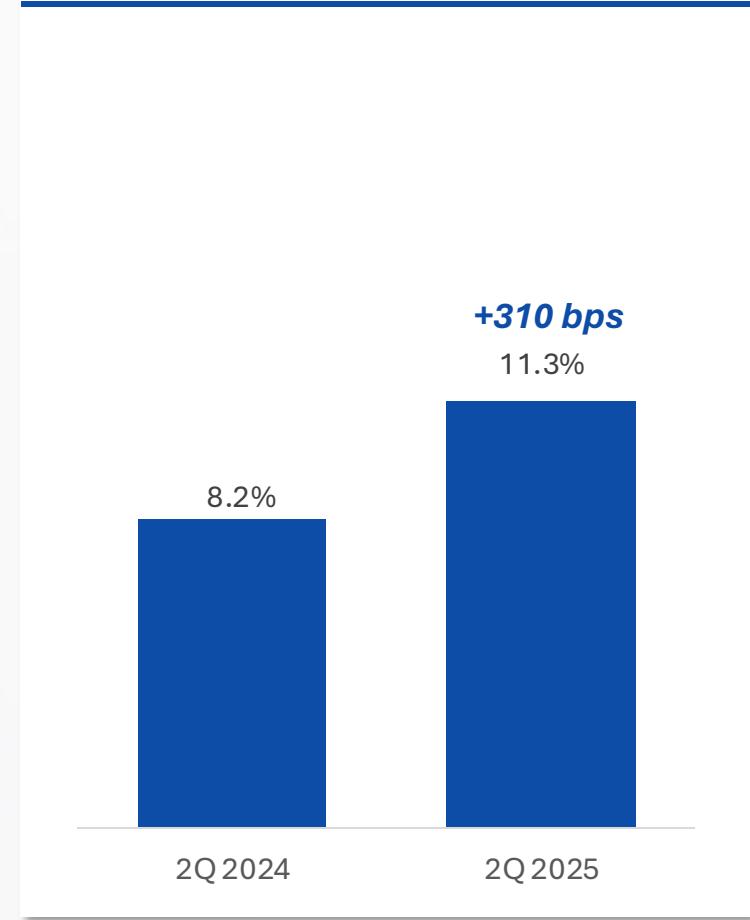
NET SALES



SEGMENT OPERATING ADJ. EBITDA¹



SEGMENT OPERATING ADJ. EBITDA MARGIN¹



¹ See appendix for the reconciliation of GAAP to Non-GAAP measures.

2Q25 Adjusted EBITDA¹ Bridge

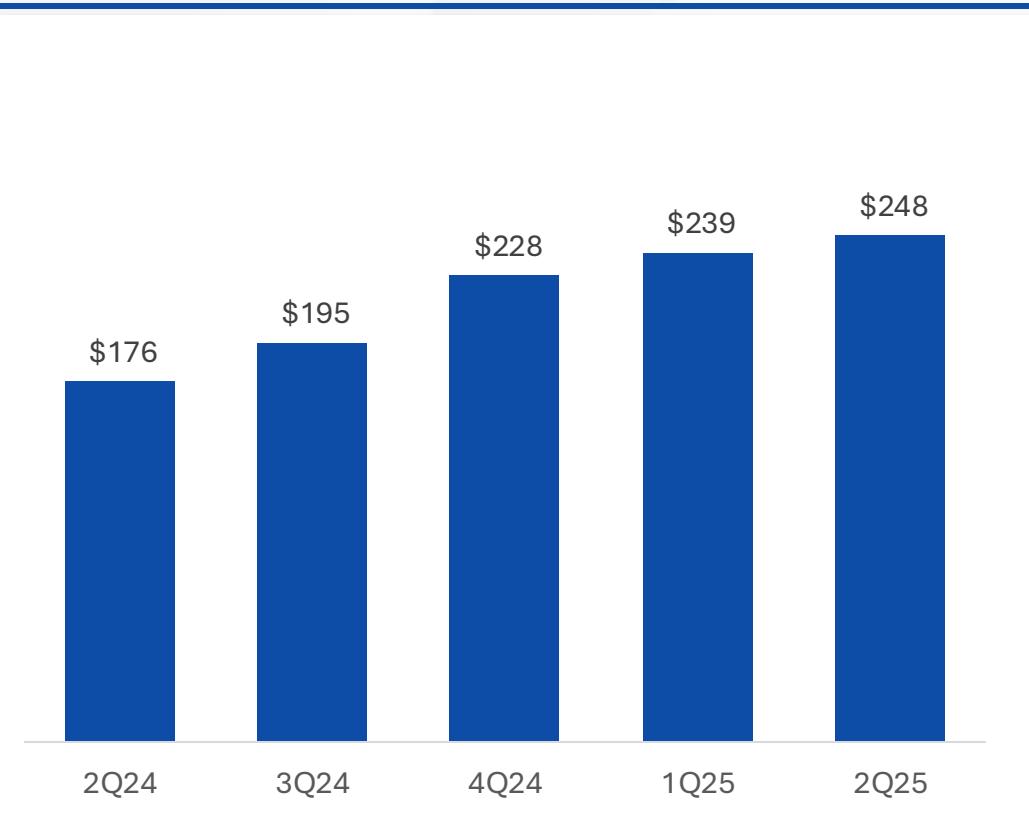
(\$M)



¹ See appendix for the reconciliation of GAAP to Non-GAAP measures.

Maintain Strong, Flexible Balance Sheet with Ample Liquidity

TOTAL LIQUIDITY (\$M)



LIQUIDITY

(\$M)	6/30/25
Cash and Cash Equivalents	\$87.8
Available Credit	\$159.8
Total Available Liquidity	\$247.6

COMMENTARY

- Operating activities were a \$12.9M source of cash for Q2 2025
- Available credit from a \$250M revolving credit facility
- In compliance with all covenants

\$9.0 Million Free Cash Flow¹ in Q2, 53.9% of Net Income

¹ See appendix for the reconciliation of GAAP to Non-GAAP measures.



Astec Investment Highlights

Trusted source — High-quality solutions and strong global brand recognition

Favorable Customer Sentiment — Cautious optimism expressed at recent National Asphalt Pavement Association (NAPA) Midyear Meeting, July 8-11, 2025

Operational Excellence — Manufacturing investments and procurement efforts driving efficiencies

Growth Drivers —

- **Recurring Parts Revenue:** Growing aftermarket parts business consistently represents approximately 30% of total revenue
- **New Products:** Excitement and momentum in our innovation pipeline
- **Stable Funding:** Encouraged by increased federal and state highway funding
- **International:** Expansion opportunities in current and future markets
- **Inorganic Growth:** Future acquisitions focused on strategic alignment and financial discipline
- **Strong Balance Sheet:** Ample liquidity to fund growth and manage leverage



Questions & Answers

STEVE ANDERSON

SVP OF ADMINISTRATION & INVESTOR RELATIONS

Phone: 423-553-5934

Email: sanderson@astecindustries.com



Appendix

GAAP vs Non-GAAP Adjusted EPS Reconciliations

(in millions, except per share amounts; unaudited)

Astec Industries Inc.
GAAP vs Non-GAAP Adjusted EPS Reconciliations
(In millions, except per share amounts; unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net income (loss) attributable to controlling interest	\$ 16.7	\$ (14.0)	\$ 31.0	\$ (10.6)
Adjustments:				
Transformation program	3.4	11.2	10.4	17.7
Restructuring and other related charges	—	0.9	—	1.0
Goodwill impairment	—	20.2	—	20.2
Gain on sale of property and equipment, net	(0.1)	(0.2)	(0.1)	(1.1)
Transaction costs	1.4	—	2.2	—
Income tax impact of adjustments	(1.1)	(4.1)	(2.9)	(5.4)
Adjusted net income attributable to controlling interest	<u>\$ 20.3</u>	<u>\$ 14.0</u>	<u>\$ 40.6</u>	<u>\$ 21.8</u>
Diluted EPS	\$ 0.72	\$ (0.61)	\$ 1.35	\$ (0.47)
Adjustments:				
Transformation program ^(a)	0.15	0.49	0.44	0.78
Restructuring and other related charges	—	0.03	—	0.05
Goodwill impairment	—	0.89	—	0.89
Gain on sale of property and equipment, net	—	(0.01)	—	(0.05)
Transaction costs	0.06	—	0.10	—
Income tax impact of adjustments	(0.05)	(0.18)	(0.13)	(0.24)
Adjusted EPS	<u>\$ 0.88</u>	<u>\$ 0.61</u>	<u>\$ 1.76</u>	<u>\$ 0.96</u>

^(a) Calculation includes the impact of a rounding adjustment

EBITDA and Adjusted EBITDA Reconciliations

(in millions, except percentage data; unaudited)

Astec Industries Inc.
EBITDA and Adjusted EBITDA Reconciliations
(In millions, except percentage data; unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net sales	\$ 330.3	\$ 345.5	\$ 659.7	\$ 654.7
Net income (loss) attributable to controlling interest	\$ 16.7	\$ (14.0)	\$ 31.0	\$ (10.6)
Interest expense, net	0.5	2.7	1.9	4.8
Depreciation and amortization	6.0	6.6	12.4	13.1
Income tax provision	5.8	0.3	11.2	1.7
EBITDA	<u>29.0</u>	<u>(4.4)</u>	<u>56.5</u>	<u>9.0</u>
EBITDA margin	<u>8.8 %</u>	<u>(1.3)%</u>	<u>8.6 %</u>	<u>1.4 %</u>
Adjustments:				
Transformation program	3.4	11.1	10.3	17.4
Restructuring and other related charges	—	0.9	—	1.0
Goodwill impairment	—	20.2	—	20.2
Gain on sale of property and equipment, net	(0.1)	(0.2)	(0.1)	(1.1)
Transaction costs	1.4	—	2.2	—
Adjusted EBITDA	<u>\$ 33.7</u>	<u>\$ 27.6</u>	<u>\$ 68.9</u>	<u>\$ 46.5</u>
Adjusted EBITDA margin	<u>10.2 %</u>	<u>8.0 %</u>	<u>10.4 %</u>	<u>7.1 %</u>

Free Cash Flow Reconciliations

(in millions, except percentage data; unaudited)

Astec Industries Inc.
Free Cash Flow Reconciliation
(In millions; unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net cash provided by operating activities	\$ 12.9	\$ 10.9	\$ 33.4	\$ (36.1)
Expenditures for property and equipment	(3.9)	(7.6)	(7.8)	(13.4)
Free cash flow	\$ 9.0	\$ 3.3	\$ 25.6	\$ (49.5)

Return on Invested Capital Reconciliations

(in millions, except percentage data; unaudited)

Astec Industries Inc. Adjusted Return on Invested Capital (In millions, except percentage amounts; unaudited)		
	Twelve Months Ended June 30,	
	2025	2024
Income (loss) from operations	\$ 69.5	\$ 9.3
Less: income tax provision (benefit)	19.3	3.7
Adjustments:		
Transformation program	26.2	32.4
Restructuring and other related charges	8.5	1.2
Asset impairment	—	0.4
Loss (gain) on sale of property and equipment, net	(0.1)	(0.7)
Transaction costs	3.0	—
Income tax impact of adjustments	(8.7)	(9.0)
Adjusted net operating profit after tax	<u>\$ 79.1</u>	<u>\$ 50.1</u>
Average total equity ^(a)	\$ 646.1	\$ 644.0
Average current maturities of long-term debt ^(a)	—	0.1
Average short-term debt ^(a)	12.5	10.5
Average long-term debt ^(a)	102.0	101.2
Less: average cash, cash equivalents and restricted cash ^(a)	78.1	60.6
Average invested capital ^(a)	<u>\$ 682.4</u>	<u>\$ 695.1</u>
Adjusted ROIC ^(b)	11.6 %	7.2 %

^(a) Average of previous five quarters.

^(b) Calculated as Adjusted net operating profit after tax divided by Average invested capital.