

# Investor Presentation

January 29, 2026

Fiscal 2026

Third 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: \$1.0B

## Key Highlights

**2015**

Publicly Listed Following Spin-Off

**~\$5.3B**

Market Capitalization<sup>3</sup>

**~\$1.7B**

Investment in Acquisitions

**~43%**

TTM Gross Margin

**~\$539M**

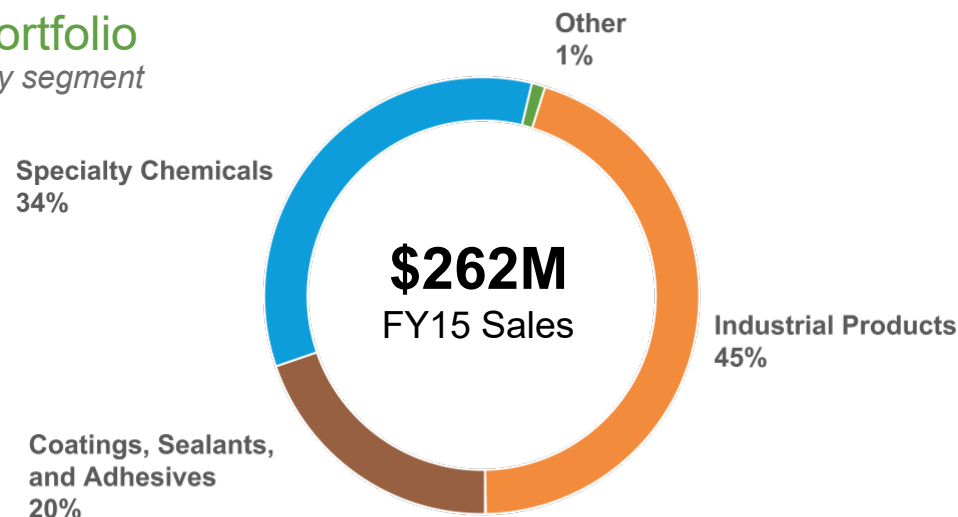
Liquidity<sup>4</sup>

# 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 3Q26 portfolio<sup>1</sup>

Revenue by segment

Specialized Reliability Solutions  
15%

Engineered Building Solutions  
12%



~\$5.3B

Market cap<sup>3</sup>

\$1.0B

Revenue

\$246M

Adj. EBITDA

24.5%

Adj. EBITDA margin

\$9.84

Adj. EPS<sup>4</sup>

# Corporate Culture and Values

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

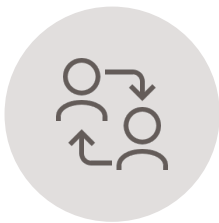
CSW is committed to recruiting great talent, offering rewarding career destinations, and recognizing team members. Our employee-centric culture features an environment where every team member belongs, is encouraged to contribute, and is provided with options to develop and expand their skill sets. CSW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

1.1

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 12/31/25.

<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

- **\$499M** available on our **\$700M** revolving credit facility, and **\$40M** cash on hand<sup>2</sup>
- **\$246.2M** TTM adjusted EBITDA, and **24.5%** 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

- **1,026%** market cap growth<sup>1</sup>
- **276%** Revenue growth<sup>2</sup>
- **326%** adjusted EBITDA growth<sup>3</sup>
- **\$329M** cash returned to shareholders through dividends and share repurchases<sup>4</sup>
- **960%** total shareholder return<sup>5</sup>
- **\$1.7B** investment in acquisitions<sup>6</sup>
- **15.6M** shares outstanding in Sept 2015 and **16.5M** 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 - TTM 12/31/25)

### Legend

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

*FCF / Share FY21 - TTM CAGR: 21.7%*

*Adjusted EPS FY21 - TTM CAGR: 22.7%*

There were 15.5M shares outstanding at year-end FY24 and 16.8M shares outstanding at year-end FY25 due to the FY25 equity offering



# 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
- \$499M available on our \$700M revolver<sup>4</sup>



## Return of Capital to Shareholders

- Cumulative share repurchases of \$252M and 2.3M shares since 3Q18<sup>2, 3</sup>
- 28 consecutive quarters of dividends declared since first dividend in April 2019, for cumulative cash return of \$76M

## TTM Capital Allocation<sup>1</sup>

(\$ in millions)

**\$1.1B**

**Capital Expenditures \$16.7M**

**Acquisitions \$1.0B**

**Dividends \$17.6M**

**Share Repurchases \$97.2M**

# 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



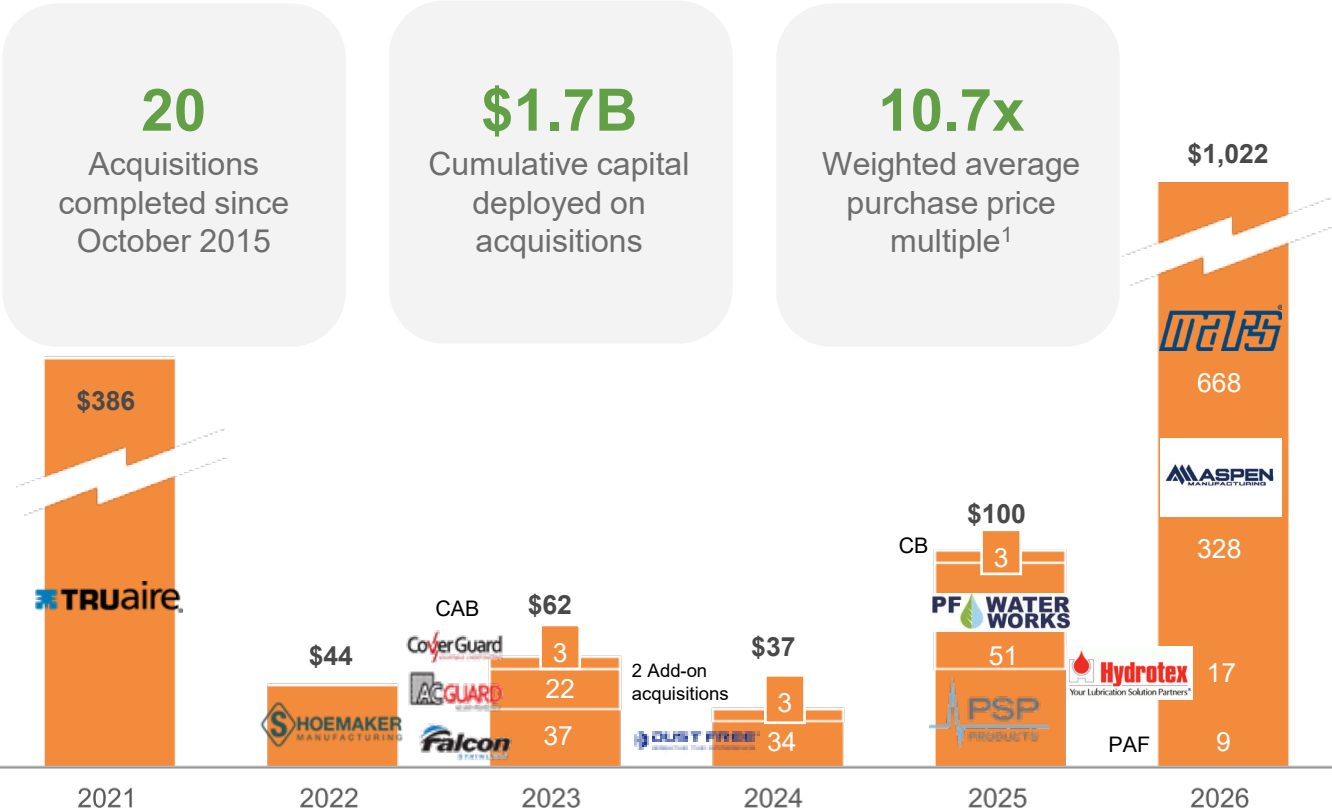
# Long Standing Track Record of Successful Acquisitions

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



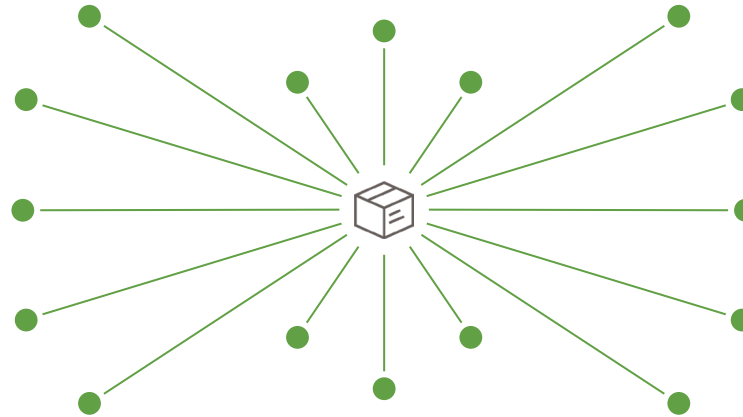
<sup>1</sup> Reflects weighted average of publicly disclosed purchase multiples; excludes 2024 plumbing acquisitions, Petersen Metals, MSD Research and Deacon acquisitions due to undisclosed multiples



# Our Distribution Channels Accelerate Growth

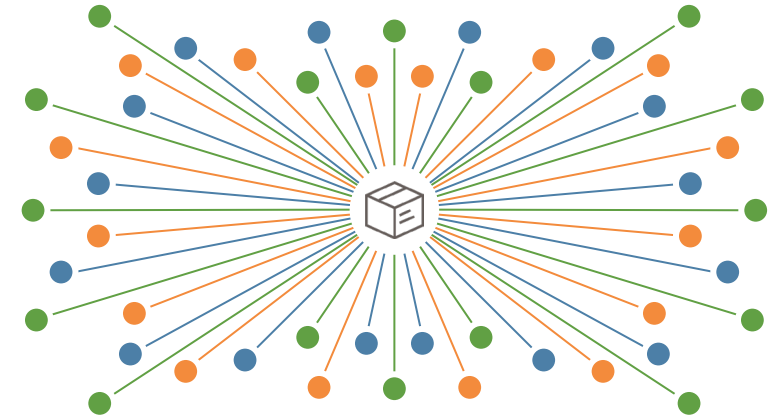
We have focused on expanding our distribution network in recent years, enhancing revenue growth from new product introductions and acquisitions.

## 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:** 24.1%, 26.0%, and 24.8% adjusted EBITDA margin 3Q26 YTD, 3Q25 YTD, and 3Q24 YTD, respectively
- **Capital Allocation Priorities:** Pay-down of borrowings under our Revolving Credit Facility then pay-down of \$600M outstanding Term Loan A



# MARS Parts Acquisition

# CSW Closes the MARS Parts Acquisition on November 4, 2025



## Financing Considerations

**\$650MM**

Purchase Price  
CSW's largest acquisition

- **\$650MM purchase price** representing ~12.4x MARS Parts' TTM Adjusted EBITDA
- \$20MM earn out potential in the first year, based on post-closing revenue growth
- Funded the acquisition through a \$600MM Syndicated Term Loan A and borrowings under CSW's existing \$700MM Revolving Credit Facility

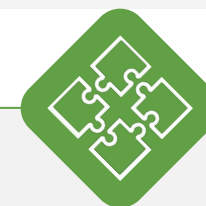


## Financial Impact

**~10.4x**

Implied multiple on  
TTM Synergy-Adjusted EBITDA

- Expected to **be immediately accretive** to CSW's adjusted EPS and EBITDA
- TTM MARS Parts Financial Summary<sup>1</sup> – **Net Revenue of ~\$204MM**, with a margin profile in line with CSW's consolidated margins and strong FCF conversion
- **Significant, immediately- actionable cost synergies** identified of **~\$10MM** annual run rate, with post-synergy **implied multiple reduction to ~10.4x TTM Adjusted EBITDA**



## Transaction Highlights

**>30%**

EBITDA margin run-rate  
expected at 12 months post-close

- **Complementary expansion of existing product portfolio** in the attractive HVAC/R end market
- Leverage **existing distribution channels to grow share of wallet** with our existing customers
- **Significant cost synergies** expected to result in an EBITDA margin run rate of at least 30% on the MARS Parts business within 12 months of closing
- **Enhances value proposition** in electrical end market



# MARS Parts<sup>1</sup> Overview and Key Brands

## Key Stats

Established 1946  
SKUs 5,000+

~\$204MM<sup>2</sup>  
TTM Revenue  
~25.7%  
TTM Adjusted EBITDA Margin

~\$52.3MM  
TTM Adj. EBITDA  
>30.0%  
Adjusted EBITDA Margin Post-Synergies

## Company Overview

**Established in New York City** as an electric rewinding operation and began distributing aftermarket motors and other HVAC/R parts in the late 1950s.

**Broad product portfolios**, focused on HVAC electrical products, with majority of products repair oriented

**Customer centric** and known for in-season **product availability and fast delivery**

Bought, “Global, The Source”, in 2024 – **adding to its strong position in HVAC electrical products**, especially around universal run and start capacitors

## Key Brands

MARS



High Performance, reliable and energy efficient motors. Universally replaceable into any HVAC system. MARS Parts offers ECM and PSC motors

MARS/JARD



Recognized, high-quality HVAC electrical components including capacitors, relays, contractors, and other essential parts

Turbo



Universal capacitors that replace the need for 200 different valued capacitors. Highly regarded for convenience and quality of construction

Amrad



High-quality, made in the USA, single- and dual- capacitance capacitors

PolarPads



Heavy-duty, weather-resistant equipment pads designed to provide a stable and level foundation for HVAC units





MARS Parts is one of the largest providers of HVAC/R parts and supplies in North America

<sup>1</sup> MARS Parts includes an acquisition completed last year for “Global, The Source”, owner of the Turbo brand of capacitors

<sup>2</sup> MARS Parts’ TTM estimated results through September 2025

# Complementary Products Create Strong Synergistic Offering

✓ Strong Offering    ✓ Limited Offering  
✓ Moderate Offering    ✓ Little to No Exposure

	 <small>A CSW Industrials Company</small>		 <small>A CSW Industrials Company</small> 
Electrical Components	✓	✓	✓
Motors	✓	✓	✓
Equipment Mounting	✓	✓	✓
Indoor Air Quality	✓		✓
Air Movement	✓		✓
Chemicals	✓	✓	✓
Condensate Management	✓	✓	✓
Installation Supplies – Ducted	✓	✓	✓
Installation Supplies – Ductless	✓		✓

## Key Benefits



Creates a highly competitive platform for cross selling across leading brands while leveraging scale



Highly complementary HVAC products with an increasing focus on repair v. replacement



# MARS Parts Capacitors - HVAC/R Electrical Components

## Capacitor Key Products



### Turbo Universal

Universal motor-run and motor-start capacitors, allowing for a single product to service all capacitor needs



### USA Capacitors

USA manufactured motor-run and motor-start capacitors, capable of meeting the full range of air conditioning & heat pump needs



### JARD Capacitors

Value oriented motor-run and motor-start capacitors, fit for purpose, to support air conditioning & heat pump needs

# MARS Parts Motors - HVAC/R Electrical Components

## Motor Product Categories



### HVAC Blower

Full line of PSC, X-13 and ECM motors capable of powering air handler & furnace blowers. ECM drop-ins to quickly configure for a range of sizes & applications.



### Condenser Fan

Full line of condenser fan motors to serve air conditioning & heat pump condenser applications. Supports shaft-up and shaft-down mounting options for full drop-in capability.



### Refrigeration

Complete line of commercial refrigeration evaporator fan motors for walk in cooler & freezer applications.

# Post-Acquisition Capital Structure

## Capital Structure, Borrowings, Interest Hedge, Interest Expense, & Intangible Amortization

- **\$700M Revolving Credit Facility and \$600M Term Loan A**
  - \$600M currently outstanding on the Term Loan A
  - \$201M currently outstanding on the Revolving Credit Facility
- **\$300M Interest Rate Hedge on Term Loan A**
  - 3 years, or 360-day term
  - Fixed Rate: 3.416%
  - Floating Rate: One-Month Term SOFR
- **Interest Expense and Intangible Amortization Forecast**
  - Currently incurring interest expense on Syndicated Term Loan A and Revolver borrowings at an interest rate of SOFR plus 200 basis points based on a net Debt-to-EBITDA leverage ratio of 2.3x
  - Anticipate annualized amortization of intangible assets will be around \$63M moving forward assuming no additional investments, approximately one quarter of this is the fiscal fourth quarter
  - Fiscal 2026 Fourth Quarter interest expense is estimated to be approximately \$12.3M

# Business Segment Overview

# Segments Summary

## Contractor Solutions

- **\$739.1M** TTM Revenue, **\$229.7M** adjusted EBITDA, and **31.1%** 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

- **\$151.6M** TTM Revenue, **\$25.2M** adjusted EBITDA, and **16.6%** adjusted 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

- **\$121.0M** TTM Revenue, **\$17.7M** EBITDA, and **14.6%** 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



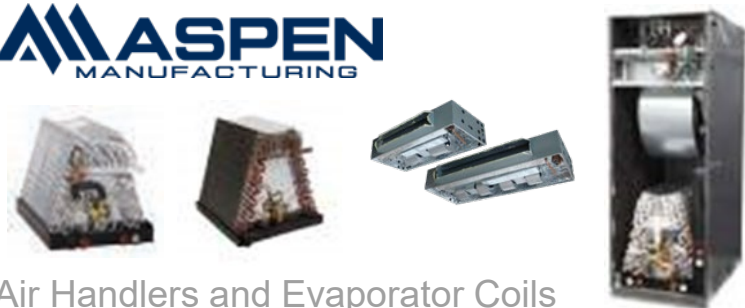
Electrical



General Industrial



# Contractor Solutions: Products



Air Handlers and Evaporator Coils



Plumbing Products  
(Retail & Distribution Channels)



Condensate  
overflow switches  
and clean out devices



Surge Protective Devices



Grilles, Registers,  
and Diffusers (GRD)



Motors &  
Capacitors



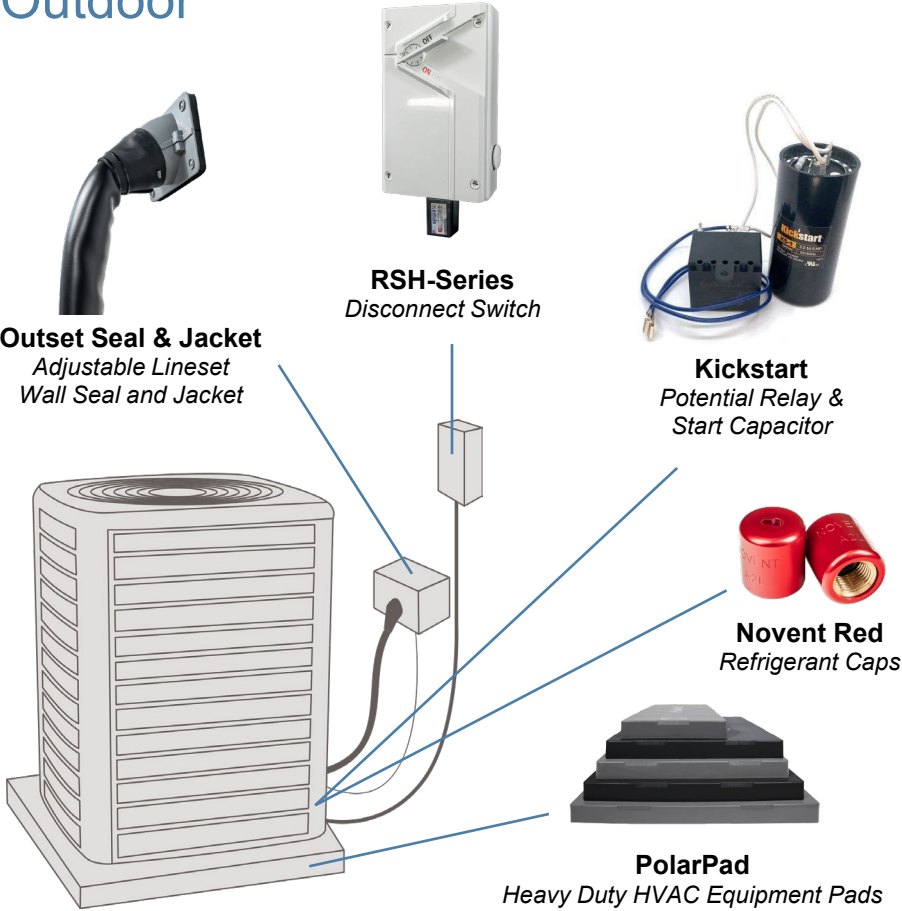
Indoor Air Quality (IAQ) Products



Pipe Thread Sealant

# HVAC/R: Ducted Products

## Outdoor



**Outdoor**

**Outset Seal & Jacket**  
Adjustable Lineset Wall Seal and Jacket

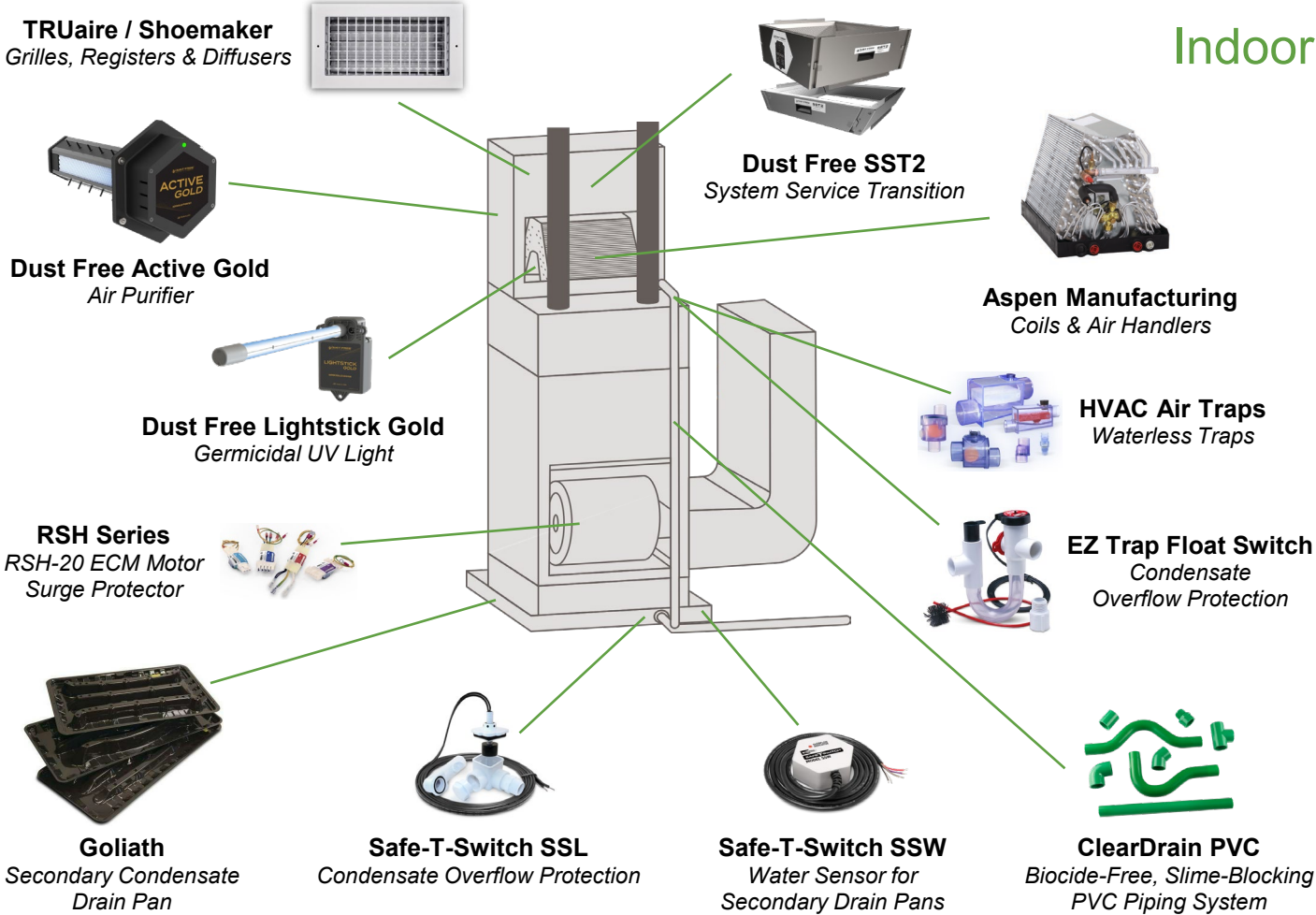
**RSH-Series**  
Disconnect Switch

**Kickstart**  
Potential Relay & Start Capacitor

**Novent Red**  
Refrigerant Caps

**PolarPad**  
Heavy Duty HVAC Equipment Pads

## Indoor



**Indoor**

**TRUaire / Shoemaker**  
Grilles, Registers & Diffusers

**Dust Free Active Gold**  
Air Purifier

**Dust Free Lightstick Gold**  
Germicidal UV Light

**RSH Series**  
RSH-20 ECM Motor Surge Protector

**Goliath**  
Secondary Condensate Drain Pan

**Safe-T-Switch SSL**  
Condensate Overflow Protection

**Safe-T-Switch SSW**  
Water Sensor for Secondary Drain Pans

**Dust Free SST2**  
System Service Transition

**Aspen Manufacturing**  
Coils & Air Handlers

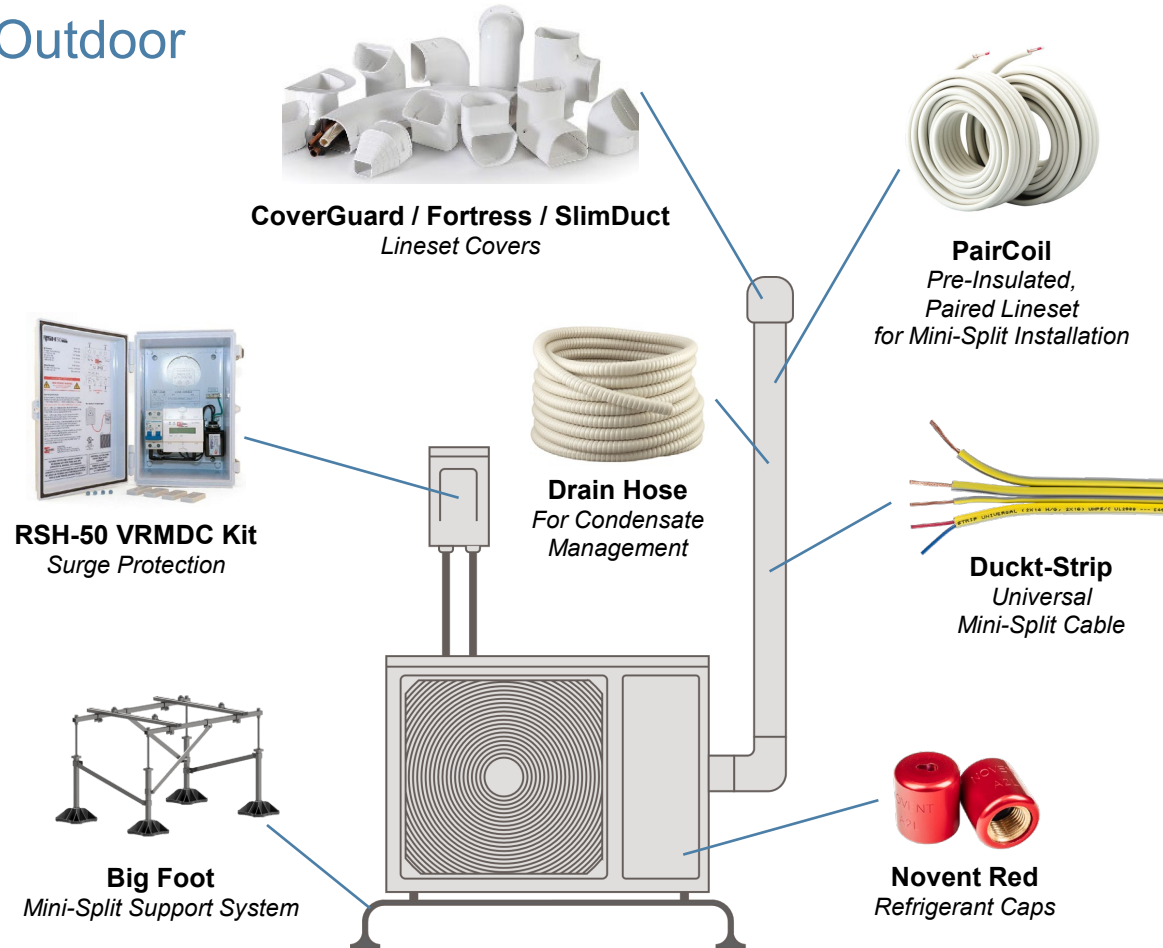
**HVAC Air Traps**  
Waterless Traps

**EZ Trap Float Switch**  
Condensate Overflow Protection

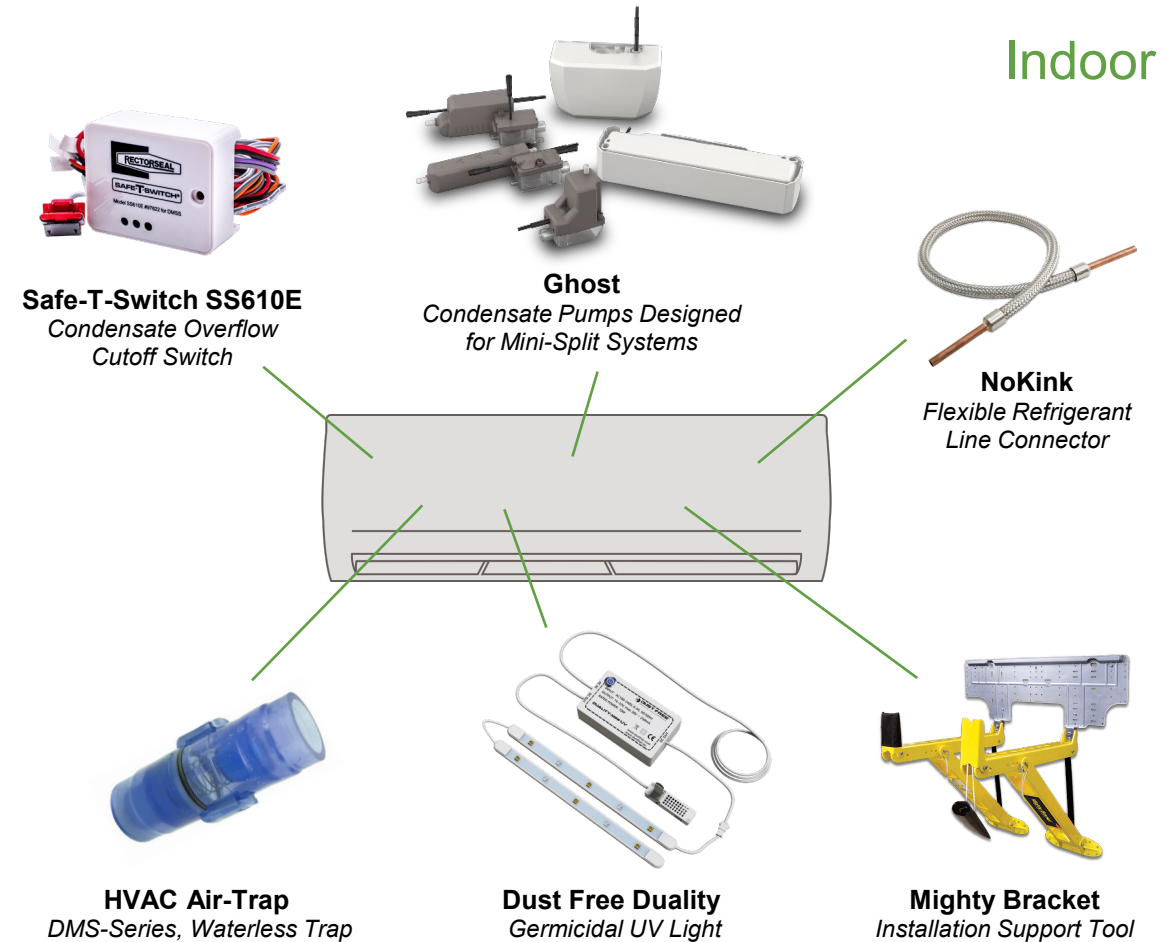
**ClearDrain PVC**  
Biocide-Free, Slime-Blocking PVC Piping System

# HVAC/R: Ductless (Mini-Split) Products

## Outdoor



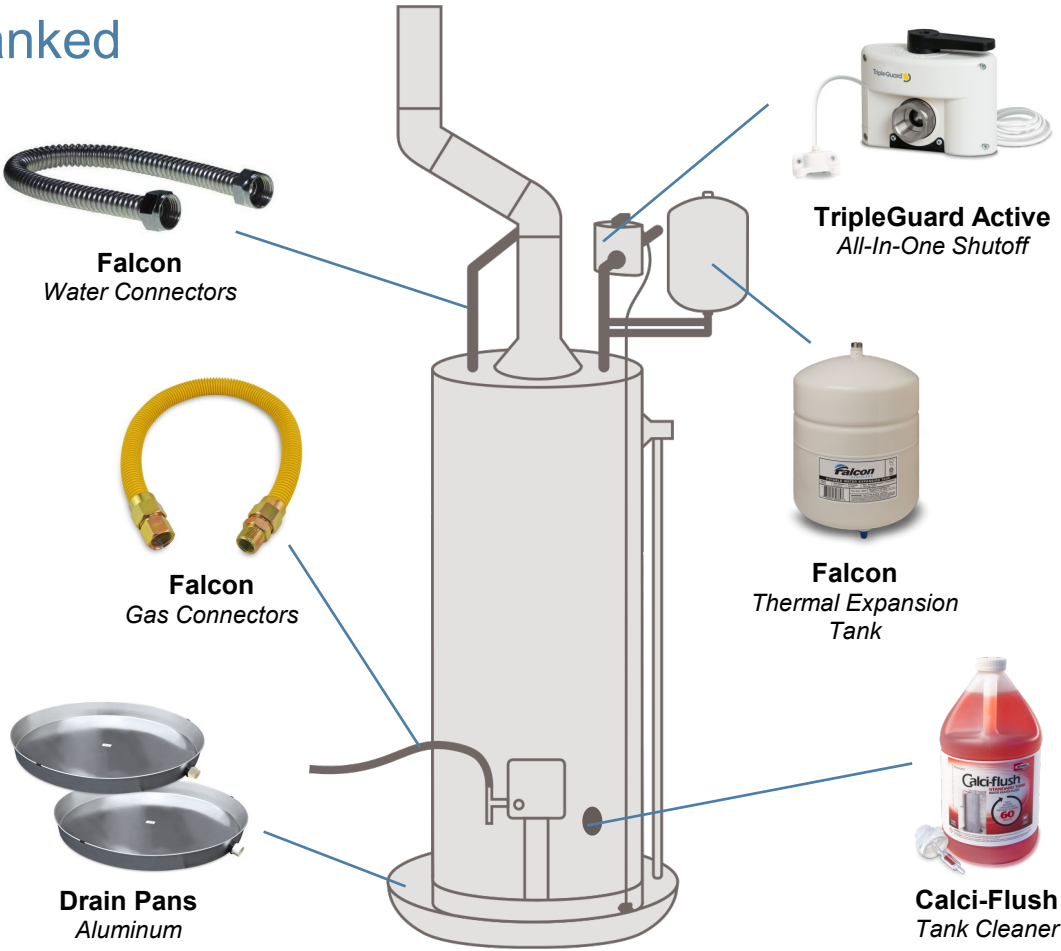
## Indoor



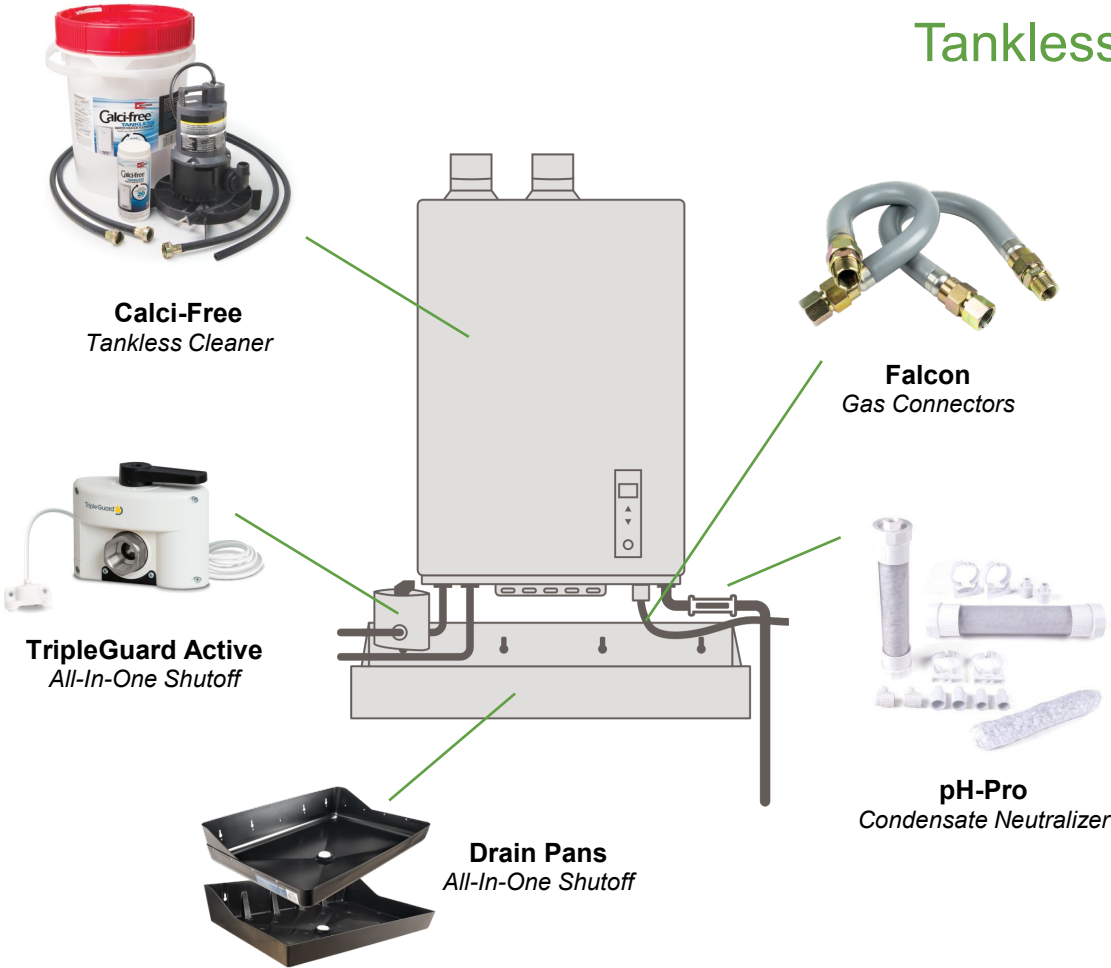


# Plumbing: Water Heating Products

## Tanked



## Tankless



# 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:



# 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

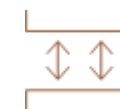
## End Markets Served:



Smoke & Fire Protection



Safety Railings



Expansion Joints



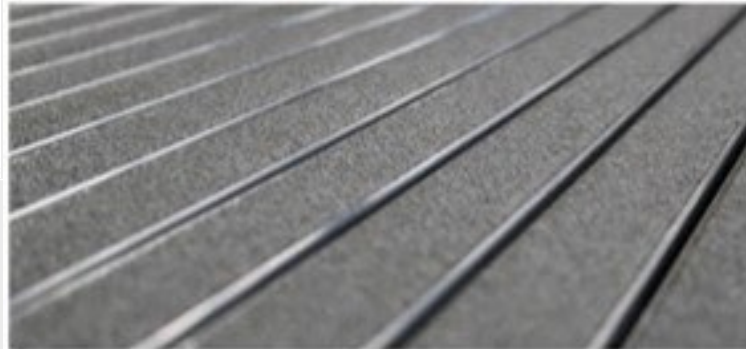
Safety Egress

## Engineered Building Solutions Brands:





# Engineered Building Solutions: Products



# Fiscal 2026 Third Quarter Summary of Financial Results

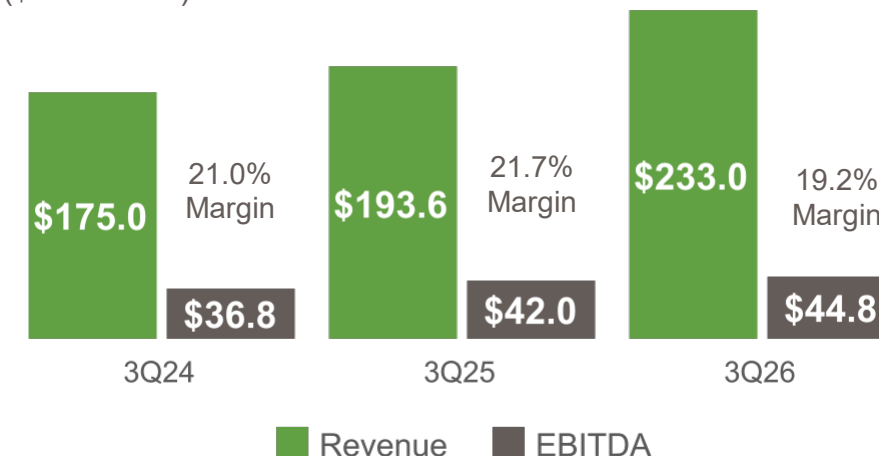
# Consolidated Results: 3Q26 Summary

## Consolidated Financial Highlights (3Q26 vs 3Q25):

- **Record** quarterly revenue of **\$233.0M**, a **20% increase**
  - **\$45.0M increase** in inorganic revenue from recent acquisitions in Contractor Solutions and Specialized Reliability Solutions
  - **\$5.7M decrease** in organic revenue mostly in Contractor Solutions as a result of decreased volumes due to softer demand in the residential HVAC/R market
- **Record** quarterly adjusted **EBITDA** of **\$44.8M**, a **7% increase**
  - Adjusted EBITDA increase resulting from recent acquisitions
  - Adjusted EBITDA margin **declined 250** basis points to **19.2%** due to a contraction in gross margin as a result of the inclusion of recent acquisitions and the related increase in operating expenses
- Quarterly adjusted **EPS** of **\$1.42**, a **21% decrease**
  - Decreased adjusted EPS was primarily due to higher interest expense as we took on debt for acquisitions as compared to a net cash position last year

## Summary Quarterly Consolidated Results

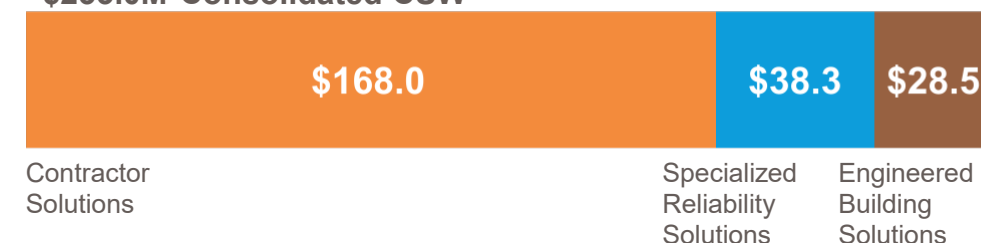
(\$ in millions)



## 3Q26 Revenue

(\$ in millions)

**\$233.0M Consolidated CSW<sup>1</sup>**

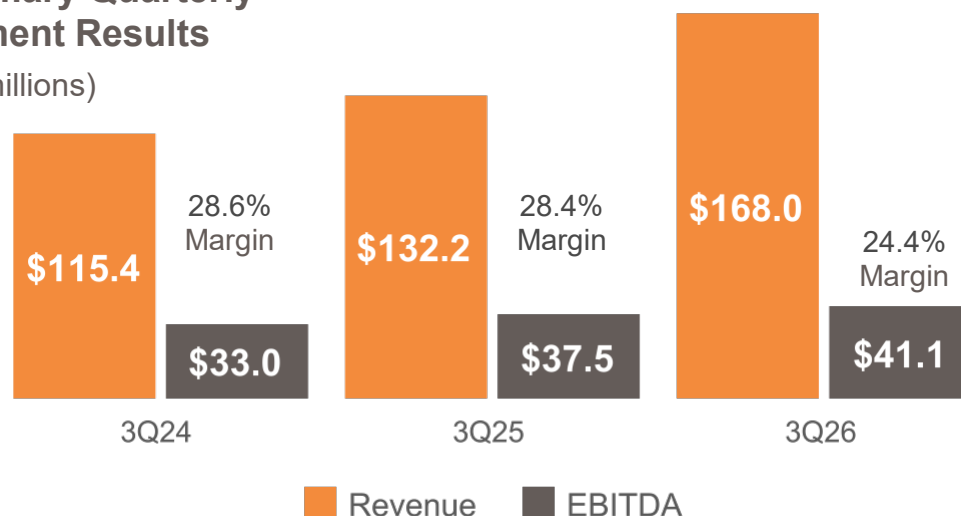




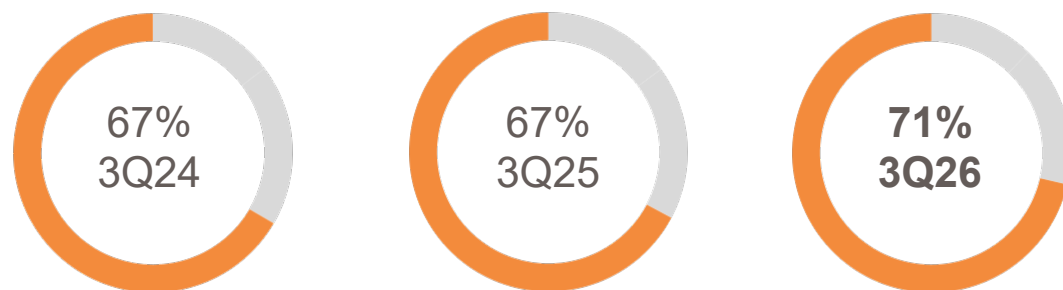
# Contractor Solutions: 3Q26 Segment Summary

## Summary Quarterly Segment Results

(\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



## Segment Financials (3Q26 vs 3Q25):

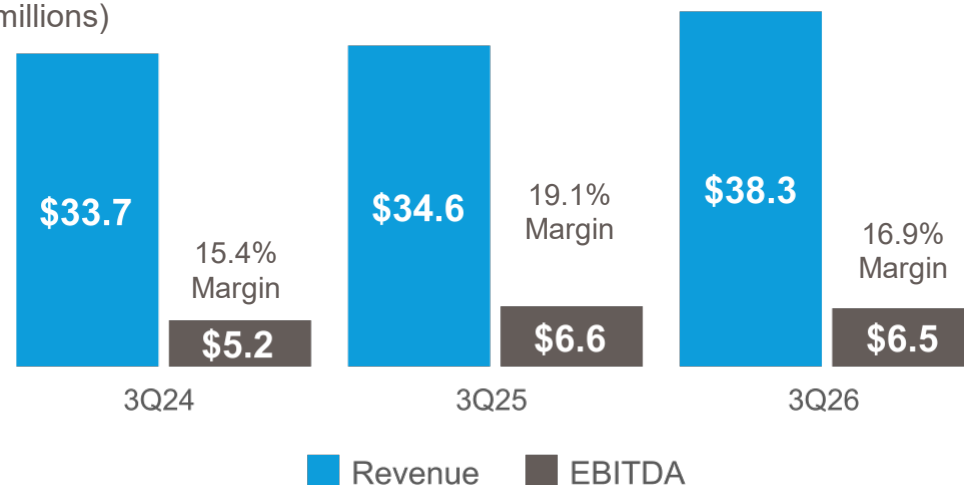
- Segment Revenue of **\$168.0M**, a **27% increase**
  - Inorganic revenue of **\$42.7M**, due to recent acquisitions
  - Organic revenue **decrease** of **\$6.8M** or **5.1%**, due to continued weakness in housing activity and a reduction in distributor inventory
- Segment adjusted EBITDA **increased 10%** to **\$41.1M**, and adjusted EBITDA margin **decreased 390 bps** to **24.4%**
  - Adjusted EBITDA margin decreased primarily due to lower margins associated with recent acquisitions
  - Operating expenses increased due to incremental amortization expenses from acquisitions and spend from acquisitions prior to realizing synergies.
- Expect to outperform the end markets served and execute on market share gains through recent acquisitions utilizing our current growth strategy, while managing tariffs through pricing actions



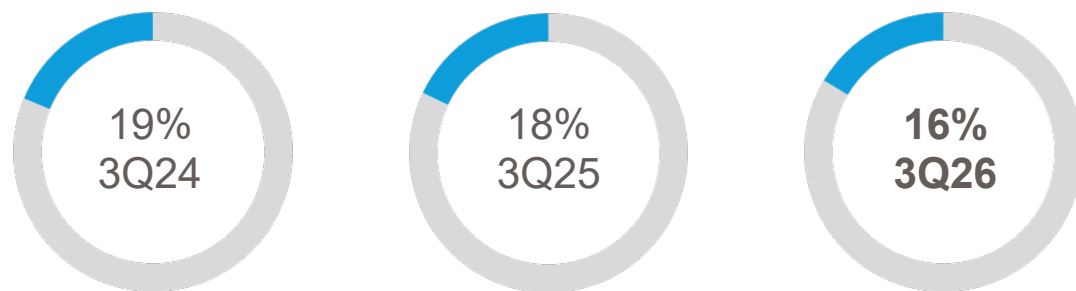
# Specialized Reliability Solutions: 3Q26 Segment Summary

## Summary Quarterly Segment Results

(\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



## Segment Financials (3Q26 vs 3Q25):

- Segment Revenue of **\$38.3M**, a **10.8% increase**
  - Inorganic revenue growth of 6.8% driven by Hydrotex and ProAction Fluids acquisitions
  - Organic revenue growth of 4.0% driven by growth in the general industrial and mining end markets, partially offset by a contraction in the energy and rail end markets
- Segment adjusted EBITDA **decreased 2%** to **\$6.5M**, and adjusted EBITDA margin **decreased 210 bps**
  - Adjusted EBITDA and adjusted 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 and increased operating expenses
- Developing new sales channels, managing cost increases through pricing actions, and establishing new customers amidst current economic conditions. Diversifying our end markets served through acquisitions.

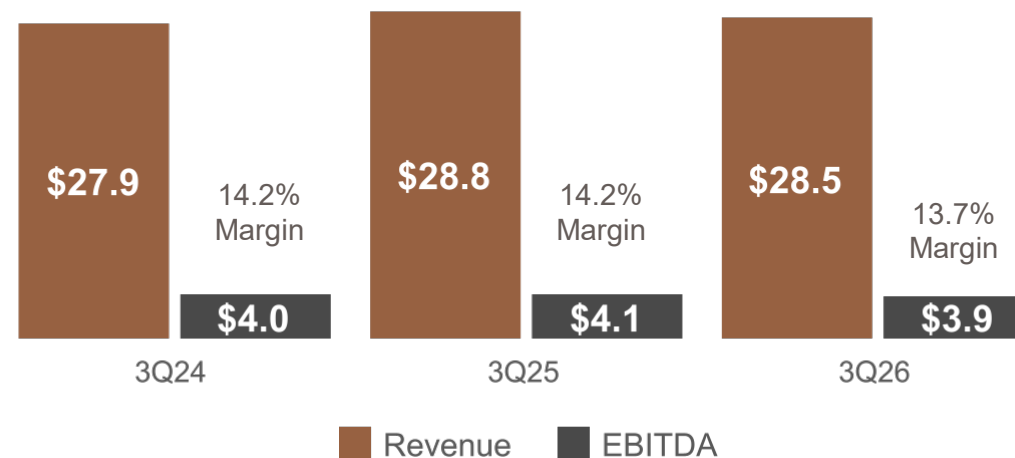
# Engineered Building Solutions: 3Q26 Segment Summary

## Segment Financials (3Q26 vs 3Q25):

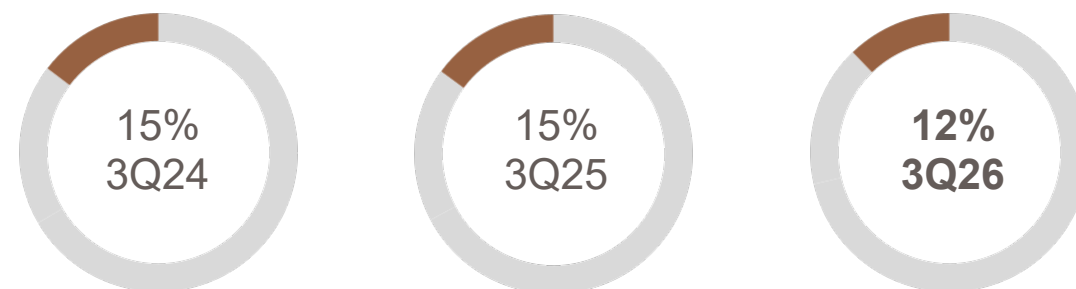
- Segment Revenue of **\$28.5M**, a **1% decrease**
  - Decrease primarily due to the softness in the market
- Segment EBITDA **decreased 5%**, and EBITDA margin **decreased 60 bps**
  - Decrease in EBITDA and EBITDA margin driven by increased material costs indirectly related to tariffs and strategic 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 on future results

## Summary Quarterly Segment Results

(\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



# Fiscal Year-to-Date 3Q26 Summary of Financial Results

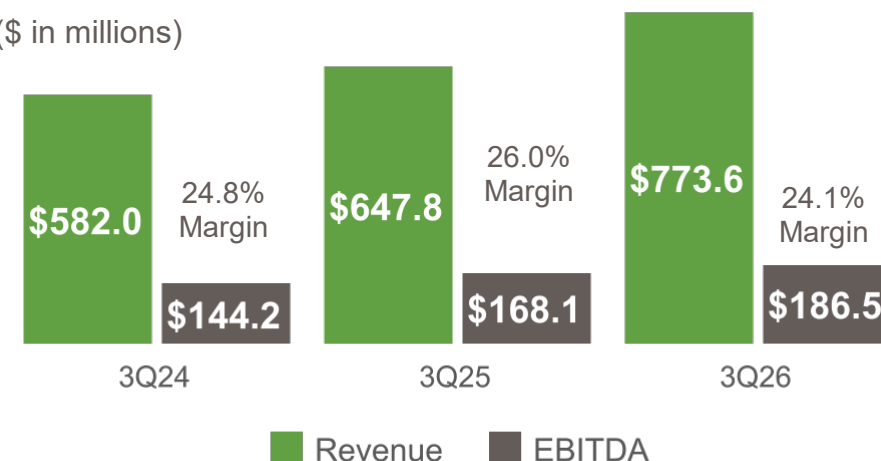
# Consolidated Results: Fiscal Year 2026 YTD Summary

## Consolidated Financial Highlights (3Q26 YTD vs 3Q25 YTD):

- **Record YTD Revenue of \$773.6M, a 19% increase**
  - Inorganic revenue of **\$150.6M** from the recent acquisitions
  - **\$24.8M** organic **decrease** due primarily to unit volume decline driven by softer demand mostly in the residential HVAC/R market
- **Adjusted EBITDA of \$186.5M, or 11% growth**
  - Adjusted EBITDA margin **contracted 180 bps** due to gross margin contraction from inclusion of recent acquisitions, increases in tariffs and material costs, partially offset by pricing actions and lower freight rates
- **Adjusted EPS of \$7.24, a 2% increase**, compared to \$7.11
  - Increased adjusted EPS due to increased revenue, offset by higher interest expense and increased weighted average of outstanding shares throughout the current YTD reporting period resulting from the follow-on equity offering in September 2024
- **Returned \$106.2M of cash to shareholders**, including \$92.6M through share repurchases and \$13.6M in dividends

## Summary 3Q26 YTD Consolidated Results<sup>1</sup>

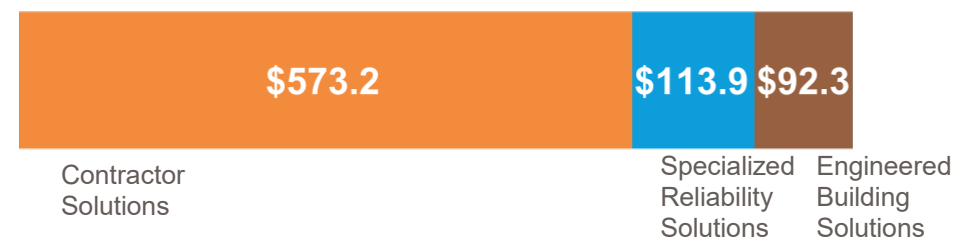
(\$ in millions)



## 3Q26 YTD Revenue

(\$ in millions)

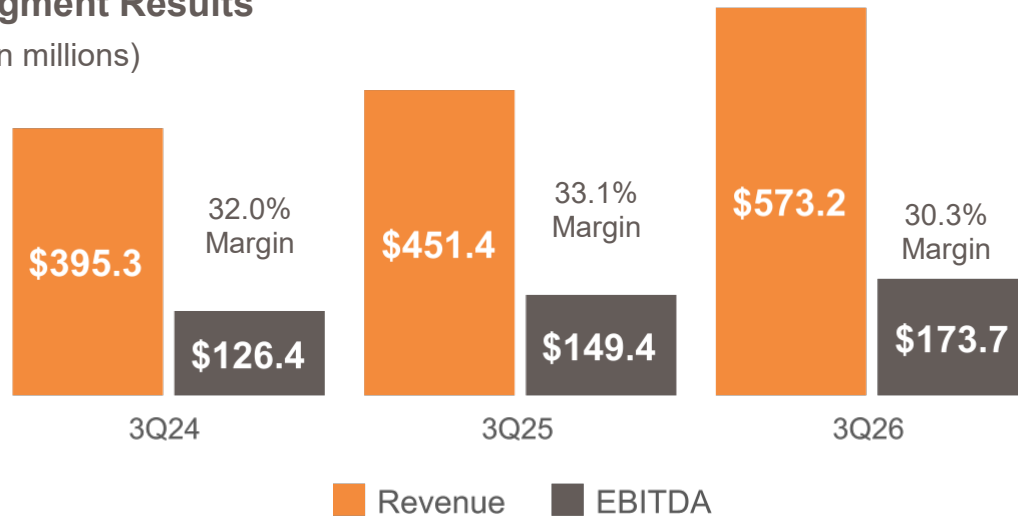
**\$773.6M Consolidated CSW<sup>1</sup>**



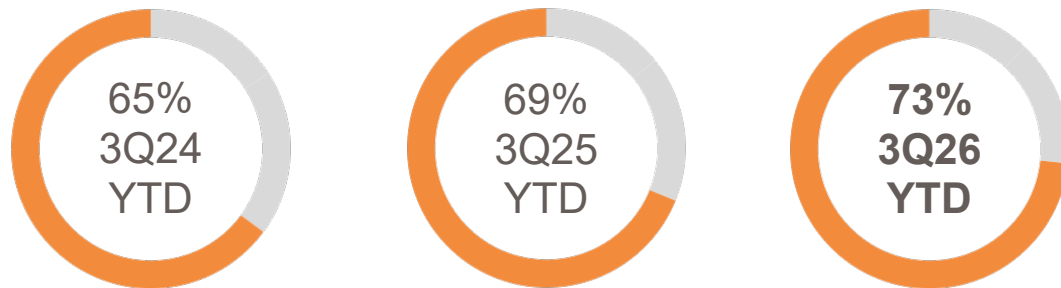
# Contractor Solutions: Fiscal Year 2026 YTD Segment Summary

## Summary 3Q26 YTD Segment Results

(\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



## Segment Financials (3Q26 YTD vs 3Q25 YTD):

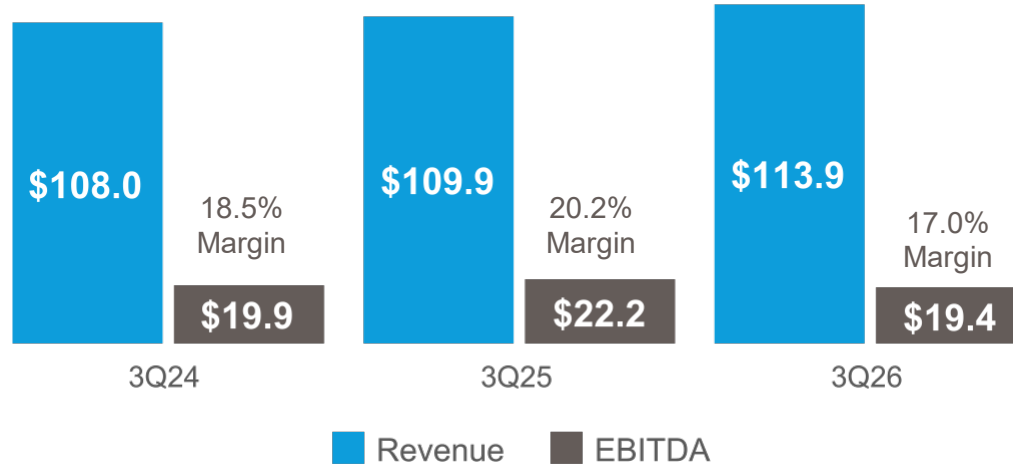
- Segment Revenue **increased 27%** to **\$573.2M**, primarily driven by:
  - Inorganic growth of **\$148.2M** from recent acquisitions
  - Organic **decrease** of **\$26.4M** or **6%**, primarily driven by a decrease in unit volumes
- Segment adjusted EBITDA **increased 16%** to **\$173.7M**
  - Segment adjusted EBITDA margin **decreased 280** basis points driven mainly by the inclusion of recent acquisitions and an increase in tariffs, partially offset by pricing actions and lower freight expenses
- Contractor Solutions' growth continues to outpace the end markets served as we work to integrate our recently acquired businesses and manage tariffs through pricing actions. We continue to look for great products and businesses that are complementary and/or synergistic to our existing end markets served.



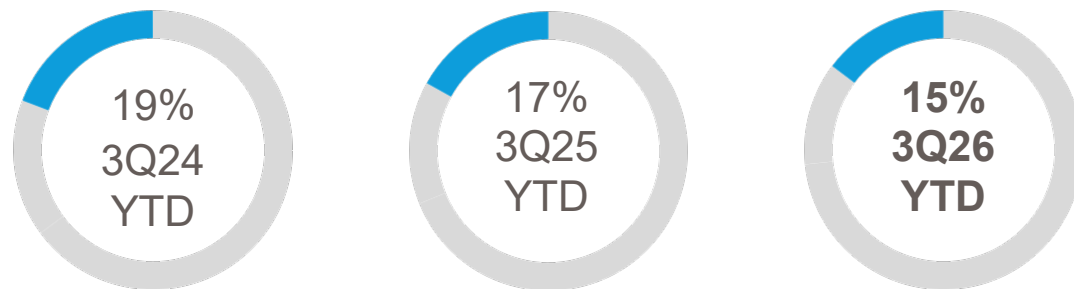
# Specialized Reliability Solutions: Fiscal Year 2026 YTD Segment Summary

## Summary 3Q26 YTD Segment Results

(\$ in millions)



## Segment as a % of Consolidated CSW Revenue:



## Segment Financials (3Q26 YTD vs 3Q25 YTD):

- Segment Revenue **increased 3.6%**, to **\$113.9M**, primarily driven by:
  - Inorganic revenue growth of 2.1% driven by recent acquisitions in the third fiscal quarter of 2026
  - Organic revenue growth of 1.5% coming from the general industrial and mining end markets, mostly offset by a contraction in the energy and rail end markets
- Segment adjusted EBITDA **decreased 13%** to **\$19.4M** and adjusted EBITDA margin **decreased 320** basis points
  - Adjusted EBITDA and adjusted EBITDA margin decrease was driven primarily by a decrease in gross margins due to sales mix favoring lower margin products and escalated material costs related to tariffs and commodity pricing
- Some of our end markets served have seen contraction, especially in oil and gas; however, our recent acquisitions will further diversify the end markets served. We will continue to manage cost increases through pricing actions



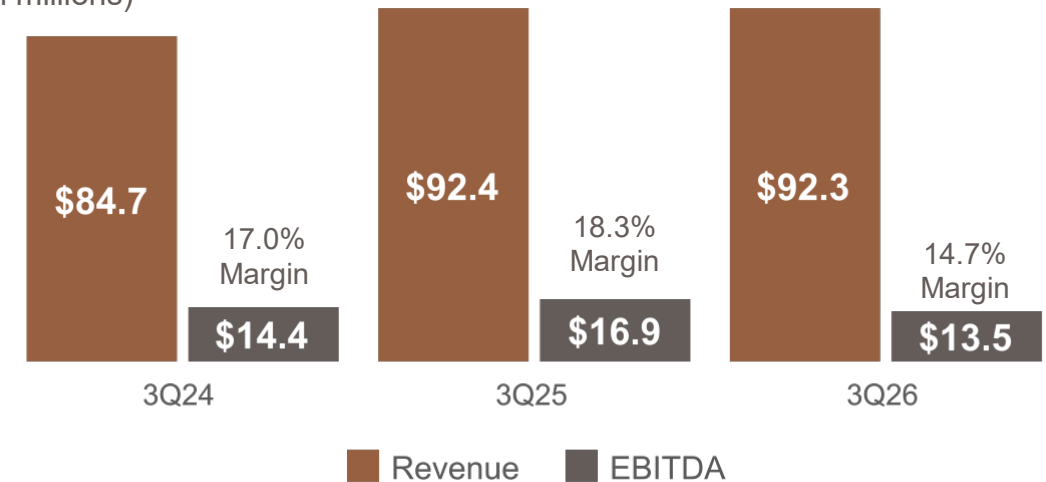
# Engineered Building Solutions: Fiscal Year 2026 YTD Segment Summary

## Segment Financials (3Q26 YTD vs 3Q25 YTD):

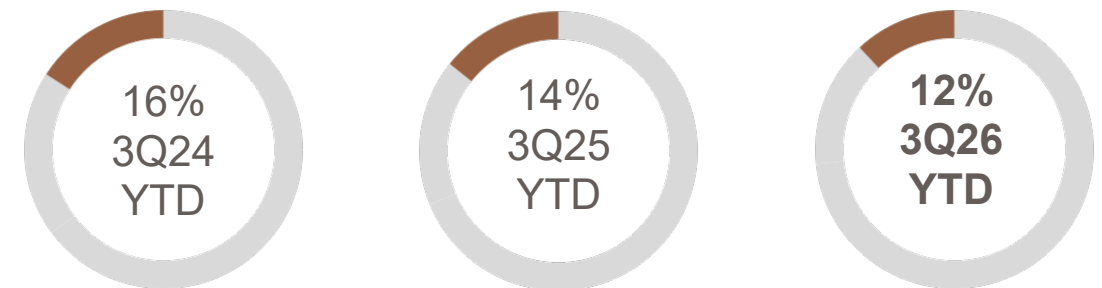
- Segment Revenue **decreased 0.1%** to **\$92.3M**
- Segment EBITDA **decreased 20%** to **\$13.5M**
  - Segment EBITDA margin **decreased 360** basis points over the prior year, driven by gross margin contraction due to increased material costs, higher warranty expenses, and strategic pricing in response 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 3Q26 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 Third Quarter Segment Operating Income to Segment Adjusted EBITDA

(Amounts in thousands)	(unaudited) Three Months Ended December 31, 2025					(unaudited) Three Months Ended December 31, 2024					(unaudited) Three months ended December 31, 2023				
	CS	SRS	EBS	Other	CSW	CS	SRS	EBS	Other	CSW	CS	SRS	EBS	Other	CSW
Revenue, net	\$167,999	\$38,284	\$28,452	\$ (1,742)	\$232,992	\$132,150	\$34,566	\$28,821	\$ (1,889)	\$193,649	\$115,412	\$33,711	\$27,861	\$ (2,017)	\$174,967
Operating Income	\$16,790	\$ 4,517	\$ 3,362	\$ (7,331)	\$17,338	\$26,756	\$ 5,238	\$ 3,645	\$ (6,045)	\$29,595	\$25,751	\$ 3,740	\$ 3,537	\$ (5,447)	\$27,581
Adjusting Items:															
Acquisition-related integration expenses	3,776	168	—	—	3,944	—	—	—	—	—	—	—	—	—	—
Acquisition-related transaction expenses	1,142	423	—	770	2,335	860	—	—	—	860	—	—	—	—	—
Nonrecurring inventory write down	2,051	—	—	—	2,051	—	—	—	—	—	—	—	—	—	—
<b>Adjusted Operating Income</b>	<b>\$23,759</b>	<b>\$ 5,108</b>	<b>\$ 3,362</b>	<b>\$ (6,561)</b>	<b>\$25,668</b>	<b>\$27,616</b>	<b>\$ 5,238</b>	<b>\$ 3,645</b>	<b>\$ (6,045)</b>	<b>\$30,455</b>	<b>\$25,751</b>	<b>\$ 3,740</b>	<b>\$ 3,537</b>	<b>\$ (5,447)</b>	<b>\$27,581</b>
% Revenue	14.1 %	13.3 %	11.8 %		11.0 %	20.9 %	15.2 %	12.6 %		15.7 %	22.3 %	11.1 %	12.7 %		15.8 %
Adjusting Items:															
Other income (expense), net	(1,283)	(39)	47	(46)	(1,322)	(188)	(17)	38	(131)	(298)	(8,433)	(9)	(8)	21	(8,428)
Depreciation & amortization	17,167	1,416	483	(9)	19,058	9,179	1,366	420	48	11,012	7,178	1,477	437	42	9,134
Reversal of Indemnification Receivable	1,406	—	—	—	1,406	858	—	—	—	858	8,519	—	—	—	8,519
<b>Adjusted EBITDA</b>	<b>\$41,050</b>	<b>\$ 6,485</b>	<b>\$ 3,892</b>	<b>\$ (6,616)</b>	<b>\$44,810</b>	<b>\$37,466</b>	<b>\$ 6,587</b>	<b>\$ 4,102</b>	<b>\$ (6,128)</b>	<b>\$42,027</b>	<b>\$33,015</b>	<b>\$ 5,208</b>	<b>\$ 3,966</b>	<b>\$ (5,383)</b>	<b>\$36,805</b>
% Revenue	24.4 %	16.9 %	13.7 %		19.2 %	28.4 %	19.1 %	14.2 %		21.7 %	28.6 %	15.4 %	14.2 %		21.0 %

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

(Amounts in thousands)	(unaudited)					(unaudited)					(unaudited)				
	Nine Months Ended December 31, 2025					Nine Months Ended December 31, 2024					Nine Months ended December 31, 2023				
	CS	SRS	EBS	Other	CSW	CS	SRS	EBS	Other	CSW	CS	SRS	EBS	Other	CSW
Revenue, net	\$573,207	\$113,900	\$92,262	\$ (5,780)	\$773,589	\$451,403	\$109,892	\$92,387	\$ (5,930)	\$647,752	\$395,268	\$108,037	\$84,660	\$ (5,984)	\$581,980
Operating Income	\$122,924	\$14,852	\$12,193	\$ (20,974)	\$128,994	\$122,894	\$18,208	\$15,451	\$ (20,348)	\$136,204	\$104,443	\$15,534	\$13,029	\$ (18,227)	\$114,780
Adjusting Items:															
Acquisition-related integration expenses	3,776	168	—	—	3,944	—	—	—	—	—	—	—	—	—	—
Acquisition-related transaction expenses	2,692	423	—	979	4,094	860	—	—	—	860	—	—	—	—	—
Nonrecurring inventory write down	2,051	—	—	—	2,051	—	—	—	—	—	—	—	—	—	—
<b>Adjusted Operating Income</b>	<b>\$131,443</b>	<b>\$15,443</b>	<b>\$12,193</b>	<b>\$ (19,995)</b>	<b>\$139,083</b>	<b>\$123,754</b>	<b>\$18,208</b>	<b>\$15,451</b>	<b>\$ (20,348)</b>	<b>\$137,064</b>	<b>\$104,443</b>	<b>\$15,534</b>	<b>\$13,029</b>	<b>\$ (18,227)</b>	<b>\$114,780</b>
% Revenue	22.9 %	13.6 %	13.2 %		18.0 %	27.4 %	16.6 %	16.7 %		21.2 %	26.4 %	14.4 %	15.4 %		19.7 %
Adjusting Items:															
Other Income (Expense)	(452)	(133)	15	(215)	(785)	(335)	(200)	18	(200)	(716)	(7,686)	(100)	2	1,595	(6,188)
Depreciation & amortization	41,262	4,100	1,339	86	46,787	25,164	4,198	1,399	135	30,896	21,118	4,512	1,332	132	27,094
Reversal of tax indemnification receivable	1,406	—	—	—	1,406	858	—	—	—	858	8,519	—	—	—	8,519
<b>Adjusted EBITDA</b>	<b>\$173,659</b>	<b>\$19,409</b>	<b>\$13,547</b>	<b>\$ (20,124)</b>	<b>\$186,492</b>	<b>\$149,442</b>	<b>\$22,206</b>	<b>\$16,868</b>	<b>\$ (20,413)</b>	<b>\$168,102</b>	<b>\$126,394</b>	<b>\$19,947</b>	<b>\$14,363</b>	<b>\$ (16,500)</b>	<b>\$144,205</b>
% Revenue	30.3 %	17.0 %	14.7 %		24.1 %	33.1 %	20.2 %	18.3 %		26.0 %	32.0 %	18.5 %	17.0 %		24.8 %

# Reconciliation of TTM Segment Operating Income to Segment Adjusted EBITDA

	(unaudited)				
(Amounts in thousands)	Trailing Twelve Months Ended December 31, 2025				
	Contractor Solutions CS	Specialized Reliability SRS	Engineered Building EBS	Corporate Other	Consolidated CSW
<b>Revenue, net</b>	<b>\$ 739,136</b>	<b>\$ 151,645</b>	<b>\$ 120,989</b>	<b>\$ (7,631)</b>	<b>\$ 1,004,138</b>
<b>Operating Income</b>	<b>\$ 165,923</b>	<b>\$ 19,316</b>	<b>\$ 15,929</b>	<b>\$ (27,130)</b>	<b>\$ 174,038</b>
Adjusting Items:					
Acquisition-related integration expenses	3,776	168	—	—	3,944
Nonrecurring inventory write down	2,051	—	—	—	2,051
Acquisition-related transaction expenses	4,126	423	—	979	5,528
Fair value change in contingent consideration liability	2,100	—	—	—	2,100
<b>Adjusted Operating Income</b>	<b>\$ 177,976</b>	<b>\$ 19,907</b>	<b>\$ 15,929</b>	<b>\$ (26,151)</b>	<b>\$ 187,661</b>
% Revenue	22.4 %	12.7 %	13.2 %		18.7 %
Adjusting Items:					
Other income (expense), net	(488)	(167)	3	(280)	(932)
Depreciation & amortization	50,764	5,456	1,767	128	58,114
Reversal of tax indemnification receivable	1,406	—	—	—	1,406
<b>Adjusted EBITDA</b>	<b>\$ 229,658</b>	<b>\$ 25,196</b>	<b>\$ 17,699</b>	<b>\$ (26,303)</b>	<b>\$ 246,249</b>
% Revenue	31.1 %	16.6 %	14.6 %		24.5 %



# Reconciliation of Fiscal Year Company Net Income to Adjusted EBITDA

(Amounts in thousands)	Year Ended 3/31/2025	Year Ended 3/31/2024	Year Ended 3/31/2023	Year Ended 3/31/2022	Year Ended 3/31/2021	Year Ended 3/31/2020	Year Ended 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)	TTM Ended 12/31/2025	Year Ended 3/31/2025	Year Ended 3/31/2024	Year Ended 3/31/2023	Year Ended 3/31/2022	Year Ended 3/31/2021	Year Ended 3/31/2020	Year Ended 3/31/2019
Revenue, net	1,004,138	878,301	792,840	757,904	626,435	419,205	385,871	350,155
Cost of Revenue	575,182	484,989	442,095	439,690	370,473	234,655	209,034	188,787
<b>Gross Profit</b>	<b>428,956</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>428,956</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	42.7 %	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)	TTM Ended 12/31/2025	Year Ended 3/31/2025	Year Ended 3/31/2024	Year Ended 3/31/2023	Year Ended 3/31/2022	Year Ended 3/31/2021	Year Ended 3/31/2020
Net Cash Provided by Operating Activities	178,628	168,362	164,332	121,453	69,089	66,254	71,397
Less: Capital Expenditures	(16,661)	(16,266)	(16,575)	(13,951)	(15,653)	(8,833)	(11,437)
<b>Free Cash Flows</b>	<b>161,967</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	16,801	16,314	15,581	15,546	15,807	15,126	15,206
<b>Free Cash Flow/Share</b>	<b>9.64</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	65.8 %	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)	TTM Ended 12/31/2025	Year Ended 3/31/2025	Year Ended 3/31/2024	Year Ended 3/31/2023	Year Ended 3/31/2022	Year Ended 3/31/2021	Year Ended 3/31/2020
Net Income attributable to CSW	126,904	136,652	101,648	96,435	66,385	40,099	44,656
Diluted Shares	16,781	16,314	15,581	15,546	15,807	15,126	15,206
<b>GAAP EPS</b>	<b>7.56</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	1.92	1.29	1.10	1.07	0.98	0.51	0.34
Transaction Costs & Other Professional Fees	0.27	0.10	—	—	—	0.58	0.01
Reversal of Indemnification Receivable	0.08	—	0.49	—	—	(0.02)	—
Nonrecurring inventory write down	0.09	—	—	—	—	—	—
Acquisition-related Integration Expenses	0.17	—	—	—	—	—	—
Pension Termination	—	—	—	—	—	—	0.32
Gain on Sale of Property	—	—	—	—	—	—	(0.04)
Fair value change in contingent consideration liability	0.10	0.10	—	—	—	—	—
Uncertain tax position accrual release	(0.35)	(0.16)	—	—	—	—	—
Other Misc. Items	—	—	—	—	—	—	(0.04)
<b>Adjusted EPS<sup>1</sup></b>	<b>9.84</b>	<b>9.70</b>	<b>8.11</b>	<b>7.27</b>	<b>5.18</b>	<b>3.72</b>	<b>3.53</b>



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