

# Q1 FY25 EARNINGS

DECEMBER 19, 2024

**ENERPAC**   
TOOL GROUP



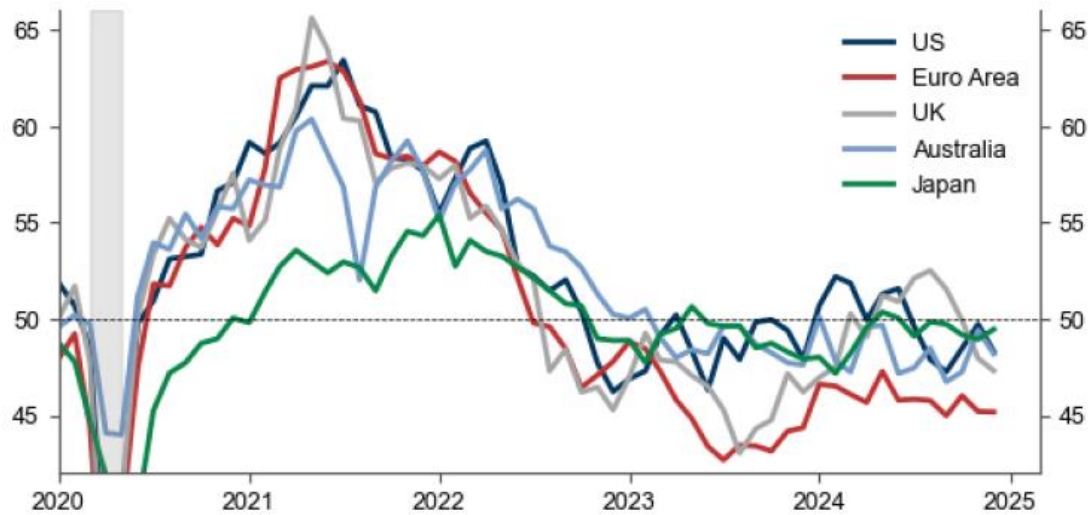
# Forward-Looking Statements and Non-GAAP Measures

Statements made in this presentation that are not historical are forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. In addition to statements with respect to guidance, the terms “outlook,” “guidance,” “may,” “should,” “could,” “anticipate,” “believe,” “estimate,” “expect,” “objective,” “plan,” “project” and similar expressions are intended to identify forward-looking statements. Such forward-looking statements are subject to inherent risks and uncertainties that may cause actual results or events to differ materially from those contemplated by such forward-looking statements. In addition to the assumptions and other factors referred to specifically in connection with such statements, risks and uncertainties that may cause actual results or events to differ materially from those contemplated by such forward-looking statements include, without limitation, general economic uncertainty, market conditions in the industrial, oil & gas, energy, power generation, infrastructure, commercial construction, truck and automotive industries, supply chain risks, including disruptions in deliveries from suppliers due to political tensions or the imposition, or threat of imposition, of tariffs, which could be affected by the outcome of the recent U.S. presidential election, the impact of geopolitical activity, including the invasion of Ukraine by Russia and international sanctions imposed in response thereto, as well as armed conflicts in the Middle East, including the impact on shipping in the Red Sea, the ability of the Company to achieve its plans or objectives related to its growth strategy, market acceptance of existing and new products, market acceptance of price increases, successful integration of acquisitions, the impact of dispositions and restructurings, the ability of the Company to continue to achieve its plans or objectives related to the PEP program, operating margin risk due to competitive pricing and operating efficiencies, risks related to reliance on independent agents and distributors for the distribution and service of products, material, labor, or overhead cost increases, tax law changes, foreign currency risk, interest rate risk, commodity risk, tariffs, litigation matters, cybersecurity risk, impairment of goodwill or other intangible assets, the Company’s ability to access capital markets and other risks and uncertainties that may be referred to or noted in the Company’s reports filed with the Securities and Exchange Commission from time to time, including those described in the Company’s Form 10-K for the fiscal year ended August 31, 2024. Enerpac Tool Group disclaims any obligation to publicly update or revise any forward-looking statements as a result of new information, future events or any other reason. All estimates of future performance are as of December 18, 2024.

This presentation also contains financial measures that are not measures presented in conformity with GAAP. These non-GAAP measures include organic sales, EBITDA from continuing operations, adjusted EBITDA from continuing operations, adjusted earnings from continuing operations, adjusted diluted earnings per share from continuing operations, adjusted operating profit from continuing operations, segment adjusted operating profit and adjusted EBITDA, adjusted SG&A, and net debt. The supplemental financial schedules appended at the end of this presentation include reconciliations of these non-GAAP measures to the most comparable GAAP measure. Enerpac Tool Group acknowledges that there are many items that impact a company’s reported results, and the adjustments reflected in these non-GAAP measures are not intended to present all items that may have impacted these results. In addition, these non-GAAP measures are not necessarily comparable to similarly titled measures used by other companies.

# Continued Softness in Industrial Macro Environment

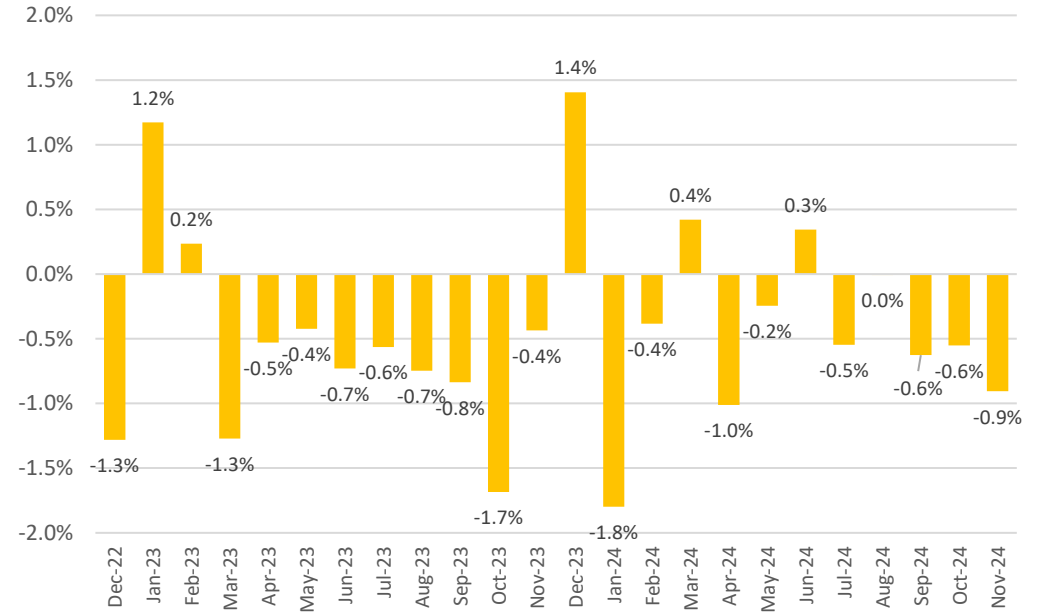
## Latest Manufacturing PMI (Including Flash)



Note: Grey bars denote US recession.

Source: S&P Global, Haver Analytics, Goldman Sachs Global Investment Research

## Industrial Production (U.S.): Total Index (y/y change)



Source: Board of Governors of the Federal Reserve System (US)



# Q1 Fiscal 2025 Revenue

(\$ in millions)

	Net Sales 1Q24	Net Sales 1Q25	Change	Organic Growth*
<b>Industrial Tools &amp; Service (IT&amp;S)</b>	<b>\$137</b>	<b>\$140</b>	<b>2.3%</b>	<b>-1.0%</b>
<b>IT&amp;S Product</b>	<b>\$105</b>	<b>\$106</b>	<b>1.1%</b>	<b>-3.0%</b>
<b>IT&amp;S Service</b>	<b>\$32</b>	<b>\$34</b>	<b>6.0%</b>	<b>+5.6%</b>
<b>Other (Cortland Biomedical)</b>	<b>\$5</b>	<b>\$5</b>	<b>2.6%</b>	<b>+2.6%</b>
<b>Enerpac Tool Group</b>	<b>\$142</b>	<b>\$145</b>	<b>2.3%</b>	<b>-0.8%</b>





# Q1 Fiscal 2025 Profitability

(\$ in millions, except EPS)

	1Q24	1Q25	YoY Change
<b>Gross Margin</b>	<b>52.3%</b>	<b>51.4%</b>	<b>-90bps</b>
<b>Adjusted SG&amp;A *</b>	<b>29.0%</b>	<b>29.0%</b>	<b>flat</b>
<b>Adjusted EBITDA *</b>	<b>\$35</b>	<b>\$34</b>	<b>-2%</b>
<b>Adjusted EBITDA Margin</b>	<b>24.6%</b>	<b>23.6%</b>	<b>-100 bps</b>
<b>Adjusted EPS *</b>	<b>\$0.39</b>	<b>\$0.40</b>	<b>3%</b>

\*Adjusted SG&A, adjusted EBITDA, and adjusted EPS are non-GAAP measures and exclude restructuring and other charges identified in the accompanying reconciliations to GAAP measures.

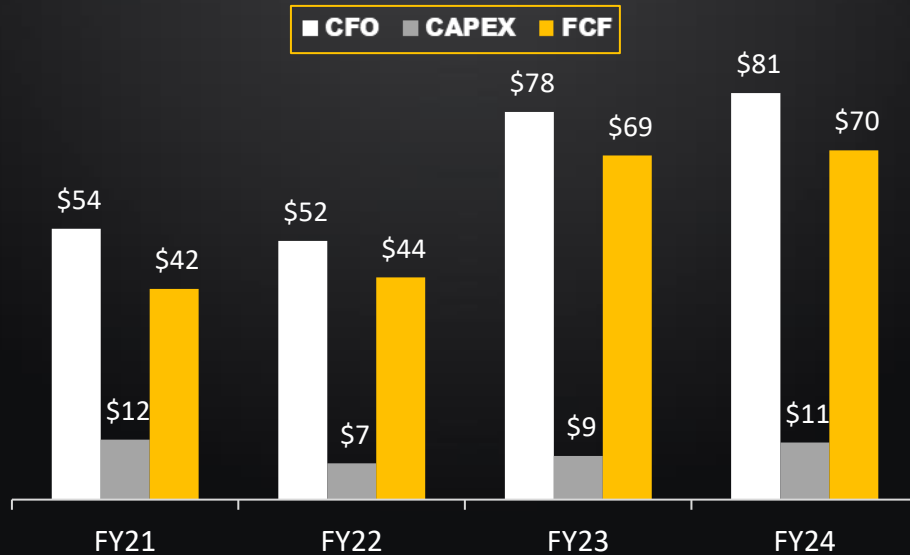
# Strong Liquidity & Balance Sheet

(\$ in millions)

Cash & Equivalents	\$131
Revolver Capacity (Undrawn)	\$399
Total Liquidity	\$529

Total Debt	\$193
Net Debt/Adj. EBITDA*	0.5x

## Asset-Light Model Enables Strong FCF\*\*



# Balanced Capital Allocation Strategy



## Invest in Ourselves

Investments in Digital, Product Innovation, R&D, Operational Excellence Improvements



## Disciplined M&A



## Maintain Our Strong Balance Sheet

Target Leverage of 1.5x – 2.5x









## Opportunisticly Returning Capital to Shareholders

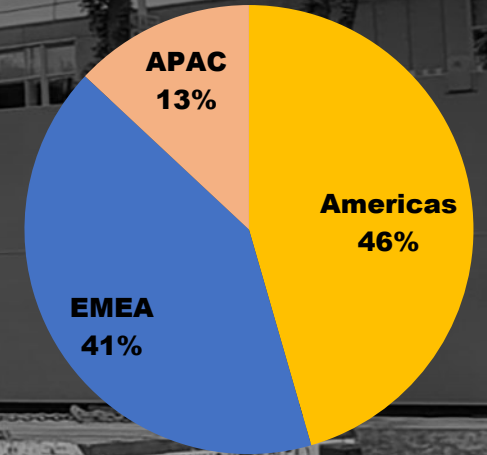
~2.6M shares remaining on current 10M share repurchase authorization



# IT&S Organic Growth by Region\*

Region	1Q24	1Q25
APAC	 +LSD%	 +MSD%
EMEA	 +HSD%	 +LSD%
Americas	 +MSD%	 -MSD%

FY24 IT&S Regional Sales



# PEP in Action: Continued Margin Expansion



**EMPOWERING  
IDEAS THAT  
ENERGIZE  
OUR FUTURE**

## Strategic Efforts

## Focus Areas



**Accelerating Growth**

Execution and monitoring of growth strategy



**Optimizing Operations**

Continuous improvement projects in manufacturing and procurement



**Minimizing Inefficiencies**

Continuing to streamline SG&A through greater efficiency and productivity



**Standardizing Processes**

Driving further global standardization and simplification leveraging 80/20 framework



**Solving Challenges**

Structured problem-solving approach to determine true root-cause and implement countermeasures





# Appendix

# FY25 Guidance

## Key Assumptions:

- Targeting to outperform industry and gain market share
- No broad-based global recession

Depreciation & Amortization	~\$14 - \$16M
Interest Expense	~\$13 - \$15M
Adjusted Tax Rate	~21 - 26%
Cash Taxes	~\$35 - \$40M
Capex	~\$19 - \$24M
Key FX Rates	\$1.10/1€, \$1.31/1£



NET SALES

**\$610 - \$625M**

~0-2% Organic Growth  
~3-6% Total Growth



ADJ. EBITDA\*

**\$150 - \$160M**



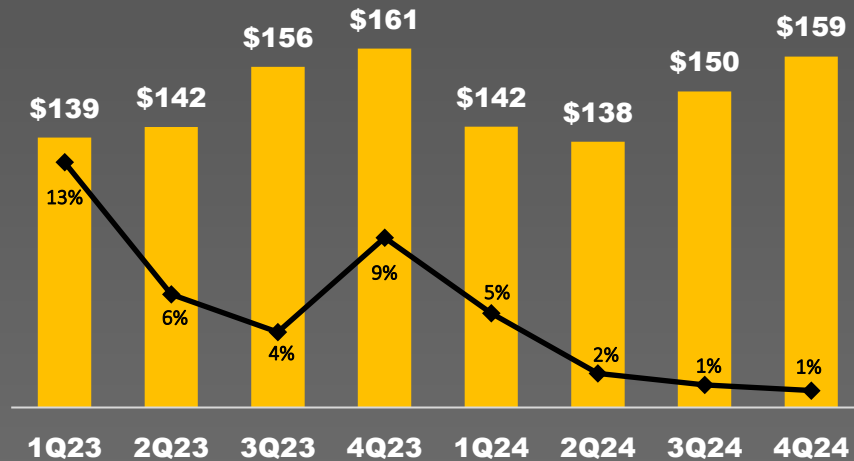
FREE CASH FLOW

**\$85 - \$95M**

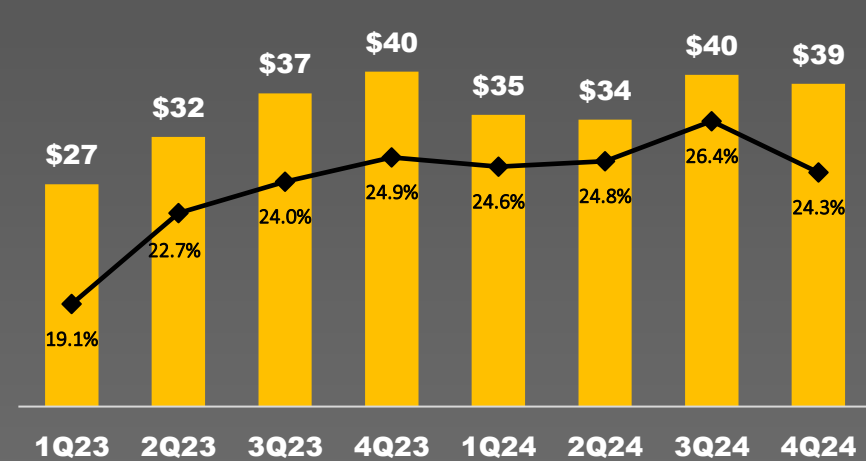
# Historical Quarterly Results

(\$ in millions, except per share)

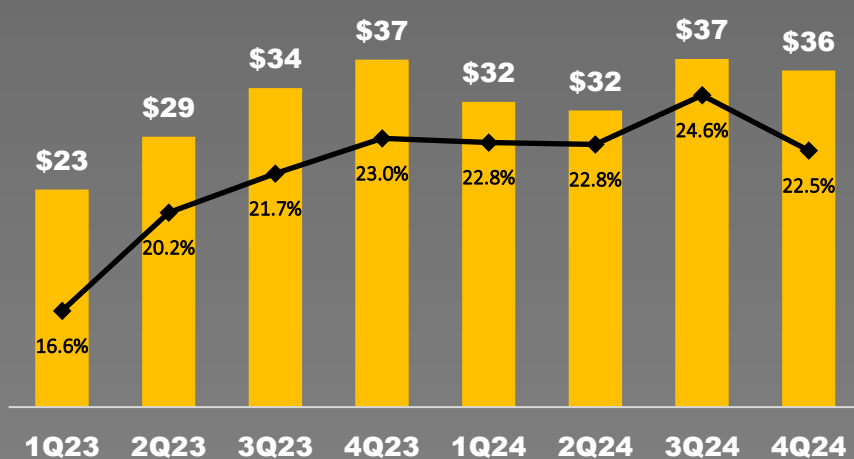
### Net Sales & YoY Organic Growth\*



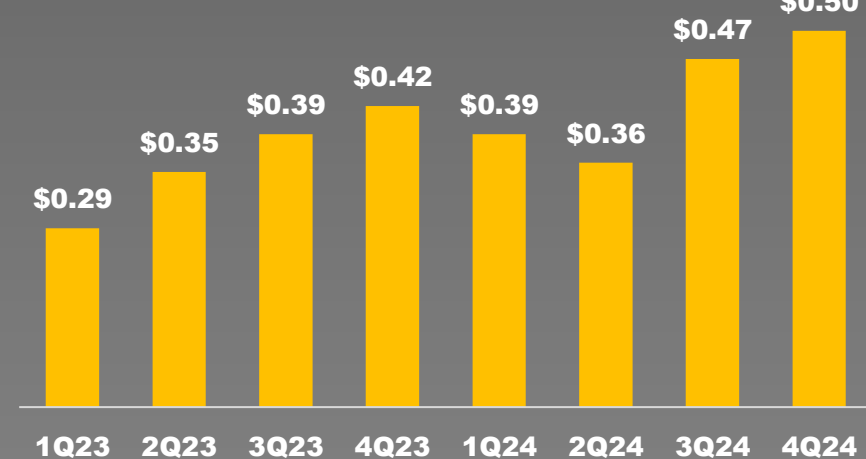
### Adjusted EBITDA and Margin\*



### Adjusted Operating Profit and Margin\*



### Adjusted Diluted EPS\*





# IT&S Organic Growth by Region

**Regional IT&S Organic Growth by Region**

	1Q23	2Q23	3Q23	4Q23	Fiscal 2023	1Q24	2Q24	3Q24	4Q24	Fiscal 2024
Americas	+HT	+LDD	+MSD	+HSD	+LDD	+MSD	+LSD	-LSD	Flat	+LSD
EMEA	+HSD	+MSD	Flat	+MSD	+MSD	+HSD	+MSD	+LDD	+LSD	+HSD
APAC	+LSD	+MSD	+HT	+HT	+LDD	+LSD	-LSD	-LDD	-MSD	-MSD

# Reconciliation of Non-GAAP Measures

(US\$ in millions)

## Consolidated Organic Sales by Quarter

ETG Organic Sales - Q1 FY23 vs. Q1 FY22			
	Q1 FY23	Q1 FY22	% Change
Net Sales	\$139	\$131	6.5%
Fx Impact	-	(7)	
Total	\$139	\$124	12.6%

ETG Organic Sales - Q2 FY23 vs. Q2 FY22			
	Q2 FY23	Q2 FY22	% Change
Net Sales	\$142	\$137	3.9%
Fx Impact	-	(3)	
Total	\$142	\$133	6.4%

ETG Organic Sales - Q3 FY23 vs. Q3 FY22			
	Q3 FY23	Q3 FY22	% Change
Net Sales	\$156	\$152	2.9%
Fx Impact	-	(2)	
Total	\$156	\$150	4.3%

ETG Organic Sales - Q4 FY23 vs. Q4 FY22			
	Q4 FY23	Q4 FY22	% Change
Net Sales	\$161	\$152	5.8%
Fx Impact	-	1	
Divestiture	-	(6)	
Total	\$160	\$148	8.8%

ETG Organic Sales - Q1 FY24 vs. Q1 FY23			
	Q1 FY24	Q1 FY23	% Change
Net Sales	\$142	\$139	1.9%
Fx Impact	-	2	
Divestiture	-	(7)	
Total	\$142	\$135	5.5%

ETG Organic Sales - Q2 FY24 vs. Q2 FY23			
	Q2 FY24	Q2 FY23	% Change
Net Sales	\$138	\$142	-2.5%
Fx Impact	-	0	
Divestiture	-	(6)	
Total	\$138	\$136	1.8%

ETG Organic Sales - Q3 FY24 vs. Q3 FY23			
	Q3 FY24	Q3 FY23	% Change
Net Sales	\$150	\$156	-3.8%
Fx Impact	-	(1)	
Divestiture	-	(7)	
Total	\$150	\$149	1.2%

ETG Organic Sales - Q4 FY24 vs. Q4 FY23			
	Q4 FY24	Q4 FY23	% Change
Net Sales	\$590	\$598	-1.5%
Fx Impact	-	1	
Divestiture	-	(23)	
Total	\$590	\$577	2.2%

ETG Organic Sales - Q1 FY25 vs. Q1 FY24			
	Q1 FY25	Q1 FY24	% Change
Net Sales	\$145	\$142	2.3%
Fx Impact	-	1	
Acquisition	(3)	0	
Total	\$142	\$143	-0.8%

## Q1 FY25 Organic Sales by Category

IT&S Organic Sales - Q1 FY25 vs. Q1 FY24			
	Q1 FY25	Q1 FY24	% Change
Net Sales	\$140	\$137	2.3%
Fx Impact	-	1	
Acquisitions	(3)	-	
Total	\$137	\$138	-1.0%

IT&S Organic Product Sales - Q1 FY25 vs. Q1 FY24			
	Q1 FY25	Q1 FY24	% Change
Net Sales	\$106	\$105	1.1%
Fx Impact	-	1	
Acquisitions	(3)	-	
Total	\$103	\$106	-3.0%

IT&S Organic Service Sales - Q1 FY25 vs. Q1 FY24			
	Q1 FY25	Q1 FY24	% Change
Net Sales	\$34	\$32	6.0%
Fx Impact	-	0	
Total	\$34	\$32	5.6%

Other Sales - Q1 FY25 vs. Q1 FY24			
	Q1 FY25	Q1 FY24	% Change
Net Sales	\$5	\$5	2.6%
Fx Impact	-	-	
Total	\$5	\$5	2.6%

# Reconciliation of Non-GAAP Measures

(US\$ in millions, except per share)

	Net Sales								
	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Enerpac Tool Group	\$ 139	\$ 142	\$ 156	\$ 161	\$ 142	\$ 138	\$ 150	\$ 159	\$ 145

	EBITDA								
	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Net earnings from continuing operations	\$ 6	\$ 7	\$ 17	\$ 23	\$ 18	\$ 18	\$ 23	\$ 23	\$ 22
Financing costs, net	3	3	3	3	4	4	3	3	3
Income tax expense	2	3	5	5	6	7	7	3	6
Depreciation & amortization	4	4	4	4	3	3	3	3	4
EBITDA	\$ 16	\$ 17	\$ 29	\$ 35	\$ 31	\$ 32	\$ 36	\$ 33	\$ 34

	Adjusted Operating Profit								
	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Operating Profit	\$ 12	\$ 14	\$ 25	\$ 32	\$ 29	\$ 30	\$ 33	\$ 30	\$ 31
Impairment & divestiture (benefit) charges	-	-	-	(6)	0	-	-	-	-
Restructuring charges (1)	1	3	2	1	2	0	2	3	-
Leadership transition charges	0	0	0	0	-	-	-	-	-
M&A charges	-	0	0	1	-	-	-	0	0
ASCEND transformation program charges	9	11	6	9	1	2	2	2	-
Adjusted Operating Profit	\$ 23	\$ 29	\$ 34	\$ 37	\$ 32	\$ 32	\$ 37	\$ 36	\$ 31
Adjusted Operating Profit %	16.6%	20.2%	21.7%	23.0%	22.8%	22.8%	24.6%	22.5%	21.5%

	Adjusted EBITDA								
	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
EBITDA	\$ 16	\$ 17	\$ 29	\$ 35	\$ 31	\$ 32	\$ 36	\$ 33	\$ 34
Impairment & divestiture (benefit) charges	-	-	-	(6)	-	-	-	-	-
Restructuring charges (1)	1	3	2	1	2	0	2	4	-
Leadership transition charges	0	0	0	0	-	-	-	-	-
M&A charges	-	-	-	1	-	-	-	0	0
ASCEND transformation program charges	9	11	6	9	1	2	2	2	-
Adjusted EBITDA	\$ 27	\$ 32	\$ 37	\$ 40	\$ 35	\$ 34	\$ 40	\$ 39	\$ 0
Adjusted EBITDA %	19.1%	22.7%	24.0%	24.9%	24.6%	24.8%	26.4%	24.3%	23.6%

	Adjusted Net Earnings from Continuing Operations								
	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Net Earnings	\$ 7	\$ 4	\$ 12	\$ 22	\$ 18	\$ 18	\$ 26	\$ 24	\$ 22
Earnings (loss) from Discontinued Operations, net	1	(3)	(5)	(1)	(1)	-	3	1	-
Net Earnings from Continuing Operations	\$ 6	\$ 7	\$ 17	\$ 23	\$ 18	\$ 18	\$ 23	\$ 23	\$ 22
Impairment & divestiture (benefit) charges	-	-	-	(6)	-	-	-	-	-
Restructuring charges (1)	1	3	2	1	2	0	2	3	-
Leadership transition charges	0	0	0	0	-	-	-	-	-
M&A charges	-	-	-	1	-	-	-	0	0
ASCEND transformation program charges	9	11	6	9	1	2	2	2	-
Accelerated debt issuance costs	-	-	-	-	-	-	-	-	-
Net tax effect of reconciling items above	(1)	(2)	(3)	(4)	-	-	(1)	(2)	0
Other income tax expense	-	-	-	-	-	0	-	-	-
Adj. Net Earnings from Continuing Operations	\$ 17	\$ 20	\$ 22	\$ 23	\$ 22	\$ 20	\$ 26	\$ 27	\$ 22

	Adjusted Diluted Earnings per share from Continuing Operations (net of tax effect)								
	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Net Earnings	\$ 0.13	\$ 0.08	\$ 0.22	\$ 0.40	\$ 0.32	\$ 0.33	\$ 0.47	\$ 0.44	\$ 0.40
Earnings (loss) from Discontinued Operations	0.02	(0.05)	(0.08)	(0.02)	(0.01)	(0.00)	0.06	0.02	-
Net Earnings from Continuing Operations	\$ 0.11	\$ 0.12	\$ 0.30	\$ 0.41	\$ 0.33	\$ 0.33	\$ 0.41	\$ 0.43	\$ 0.40
Impairment & divestiture (benefit) charges	-	-	-	(0.11)	0.00	-	-	-	-
Restructuring charges (1)	0.02	0.05	0.03	0.01	0.04	0.00	0.02	0.04	-
Leadership transition charges	0.01	0.00	0.00	0.00	-	-	-	-	-
M&A charges	-	-	-	0.01	-	-	-	0.00	0.00
ASCEND transformation program charges	0.15	0.17	0.06	0.10	0.02	0.03	0.03	0.03	-
Accelerated debt issuance costs	0.01	0.00	0.00	0.00	-	-	-	-	-
Other income tax expense	-	-	-	-	-	0.00	-	-	-
Adj. Diluted EPS from Continuing Operations	\$ 0.29	\$ 0.35	\$ 0.39	\$ 0.42	\$ 0.39	\$ 0.36	\$ 0.47	\$ 0.50	\$ 0.40



# Reconciliation of Non-GAAP Measures

(US\$ in millions)

Adjusted Selling, general and administrative expenses		
	Q1 FY24	Q1 FY25
Selling, general and administrative expenses	\$ 45	\$ 42
Selling, general and administrative expenses %	31.4%	29.1%
Selling, general and administrative expenses	\$ 45	\$ 42
SG&A Restructuring charges (1)	(2)	-
Leadership transition charges	-	-
M&A charges	-	0
SG&A ASCEND transformation program charges	(1)	-
Adjusted Selling, general and administrative expenses	\$ 41	\$ 42
Adjusted Selling, general and administrative expenses %	29.0%	29.0%

Free Cash Flow				
	FY2021	FY2022	FY2023	FY2024
Cash provided by operating activities	54	52	78	81
Capital expenditures	(12)	(7)	(9)	(11)
Free Cash Flow	42	44	69	70

# Notes to Reconciliation of Non-GAAP Measures

(1) Approximately \$0.4 million of the Q4 fiscal 2024 restructuring charges were recorded in cost of products sold.

(2) EBITDA represents net earnings from continuing operations before financing costs, net, income tax expense, and depreciation & amortization. Neither EBITDA nor adjusted EBITDA are calculated based upon generally accepted accounting principles ("GAAP"). The amounts included in the EBITDA and adjusted EBITDA calculation, however, are derived from amounts included in the Condensed Consolidated Statements of Earnings. EBITDA and adjusted EBITDA should not be considered as alternatives to net earnings, operating profit or operating cash flows. The Company has presented EBITDA and adjusted EBITDA because it regularly reviews these performance measures. In addition, EBITDA and adjusted EBITDA are used by many of our investors and lenders, and are presented as a convenience to them. The EBITDA and adjusted EBITDA measures presented may not always be comparable to similarly titled measures reported by other companies due to differences in the components of the calculation.

(3) Organic Sales (formerly referred to as "core sales") is defined as sales excluding the impact to foreign currency changes and the impact from recent acquisitions and divestitures to net sales

(4) Adjusted earnings from continuing operations and adjusted diluted earnings per share represent net earnings and diluted earnings per share per the Condensed Consolidated Statements of Earnings net of charges or credits for items to be highlighted for comparability purposes. These measures are not calculated based upon GAAP and should not be considered as an alternative to net earnings or diluted earnings per share or as an indicator of the Company's operating performance. However, this presentation is important to investors for understanding the operating results of the current portfolio of Enerpac Tool Group companies.

*For all reconciliations of GAAP measures to Non-GAAP measures, the summation of the individual components may not equal the total due to rounding. With respect to the earnings per share reconciliations the impact of share dilution on the calculation of the net earnings or loss per share and discontinued operations per share may result in the summation of these components not equaling the total earnings per share from continuing operations.*