

The Pump People®



November 2021
INVESTOR PRESENTATION

FORWARD-LOOKING STATEMENTS



In connection with the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, The Gorman-Rupp Company provides the following cautionary statement: This presentation contains various forward-looking statements based on assumptions concerning The Gorman-Rupp Company’s operations, future results and prospects. These forward-looking statements are based on current expectations about important economic, political, and technological factors, among others, and are subject to risks and uncertainties, which could cause the actual results or events to differ materially from those set forth in or implied by the forward-looking statements and related assumptions. Such factors include, but are not limited to: company specific risk factors including (1) loss of key personnel; (2) intellectual property security; (3) acquisition performance and integration; (4) impairment in the value of intangible assets, including goodwill; (5) defined benefit pension plan settlement expense; and (6) family ownership of common equity; and general risk factors including (7) continuation of the current and projected future business environment, including the duration and scope of the COVID-19 pandemic, the impact of the pandemic and actions taken in response to the pandemic; (8) highly competitive markets; (9) availability and costs of raw materials; (10) cyber security threats; (11) compliance with, and costs related to, a variety of import and export laws and regulations; (12) environmental compliance costs and liabilities; (13) exposure to fluctuations in foreign currency exchange rates; (14) conditions in foreign countries in which The Gorman-Rupp Company conducts business; (15) changes in our tax rates and exposure to additional income tax liabilities; and (16) risks described from time to time in our reports filed with the Securities and Exchange Commission. Except to the extent required by law, we do not undertake and specifically decline any obligation to review or update any forward-looking statements or to publicly announce the results of any revisions to any of such statements to reflect future events or developments or otherwise.

COMPANY OVERVIEW



- Leading designer and manufacturer of pumps and pump systems
- Product diversity with significant presence in Fire Suppression, Municipal , Construction, Agriculture, Industrial, Petroleum and OEM markets
- Reputation for quality products and outstanding service
- Recognizable family of brands through product development and acquisitions
- Strong network of domestic and international distributors
- International sales to approximately 130 countries representing 29% of total sales
- History of returning capital to shareholders through dividends
- Strong balance sheet and liquidity provide significant flexibility



COMPANY HISTORY



1933 - Company founded with \$1,500 initial – and only – capital investment

1956 - First international expansion – established Canadian manufacturing facility

1968 - Publicly listed (American Stock Exchange → NYSE MKT → NYSE in 2017)

1988 - Acquired Patterson Pump Company, manufacturer of large volume pumps for sewage, flood control and fire suppression

1998 - Patterson Pump Ireland established for manufacture and sale of fire pumps in Europe

2010 - Acquired National Pump Company, submersible vertical turbine manufacturer serving the agricultural irrigation, municipal and petroleum markets

2002 - 2016 - Multiple smaller international and domestic acquisitions

2021 - Marked a total of 72 years of cash dividends and 49 consecutive years of increases



GLOBAL OPERATIONS



GORMAN-RUPP PUMPS GROUP



USA

Gorman-Rupp Pumps USA

Mansfield, OH
USA
www.grpumps.com



CANADA

Gorman-Rupp of Canada Limited

St. Thomas, Ontario
Canada
www.grpumps.ca



AFRICA

Gorman-Rupp Africa Proprietary Limited

Johannesburg, Cape Town & Durban
South Africa
www.gormanrupp.co.za



EUROPE

Gorman-Rupp Europe B.V.

Waaardenburg, The Netherlands
Namur, Belgium
www.grpumps.eu

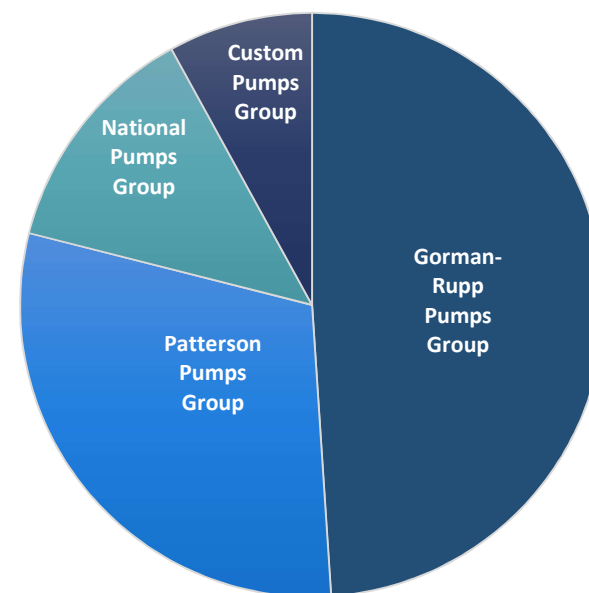
NATIONAL PUMPS GROUP



National Pump Company

Glendale, AZ; Fresno, CA; Zolfo
Springs, FL; Olive Branch, MS;
Lubbock, TX; Houston, TX
USA
www.nationalpumpcompany.com

1,125 GLOBAL EMPLOYEES



PATTERSON PUMPS GROUP



Patterson Pump Company

Toccoa, GA
USA
www.pattersonpumps.com



Patterson Pump Ireland Limited

Mullingar
Ireland
www.ie.pattersonpumps.com

CUSTOM PUMPS GROUP



Gorman-Rupp Industries Division

Bellville, OH
USA
www.gripumps.com



AMT Pump Company

Royersford, PA
USA
www.amtpump.com

INDUSTRY OVERVIEW

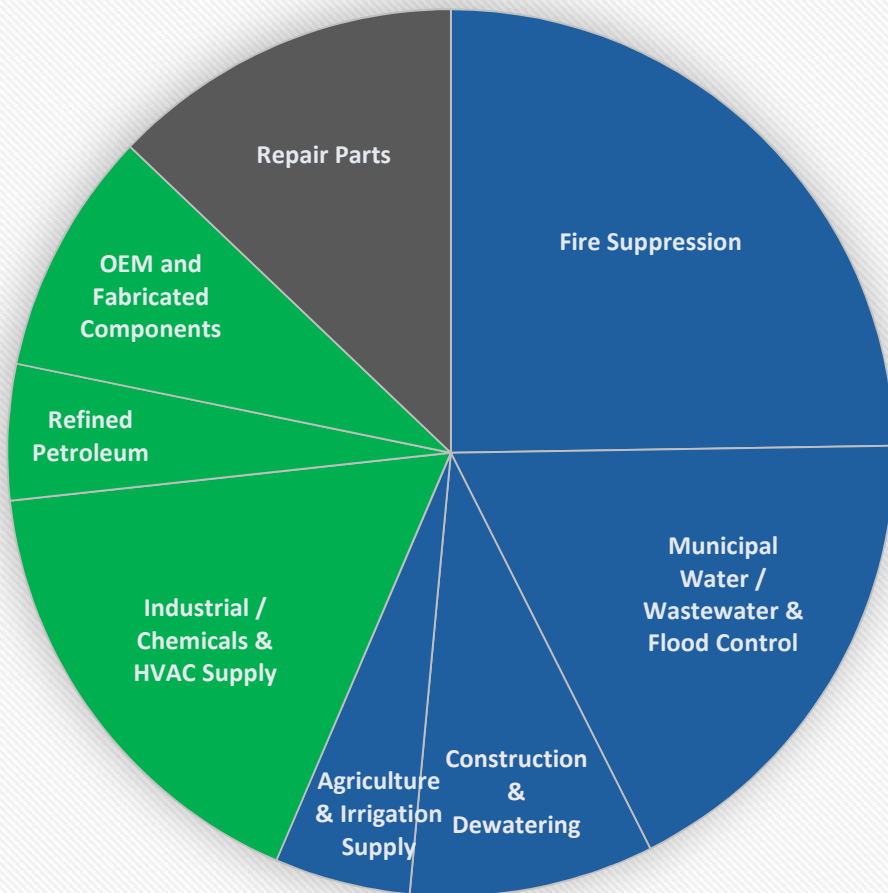


- Pumps touch our daily lives – drinking water, wastewater, sewage, irrigation, appliances, transportation, fuel, industrial, chemical, fire suppression, construction, HVAC
- Many specialized pumps – due to many specialized applications
- Very fragmented and niche oriented
- Increasing worldwide demand for water and other fluid-handling equipment
- Pumps are approximately 11% of water infrastructure needs
- Many competitors are divisions of larger companies
- General pricing stability due to extent of value-added products and mature competition

MARKET DIVERSITY – BY DESIGN



Gorman-Rupp Company Markets



Water & Water-Related (58%)

- Fire Suppression (24% - 27%)
- Municipal Water / Wastewater & Flood Control (15% - 18%)
- Construction & Dewatering (8% - 10%)
- Agriculture & Irrigation Supply (4% - 5%)

Non-Water (29%)

- Industrial/Chemicals & HVAC Supply (16% - 18%)
- Refined Petroleum (4% - 5%)
- OEM and Fabricated Components (8% - 10%)

Repair Parts (12% - 13%)

PRODUCT DIVERSITY



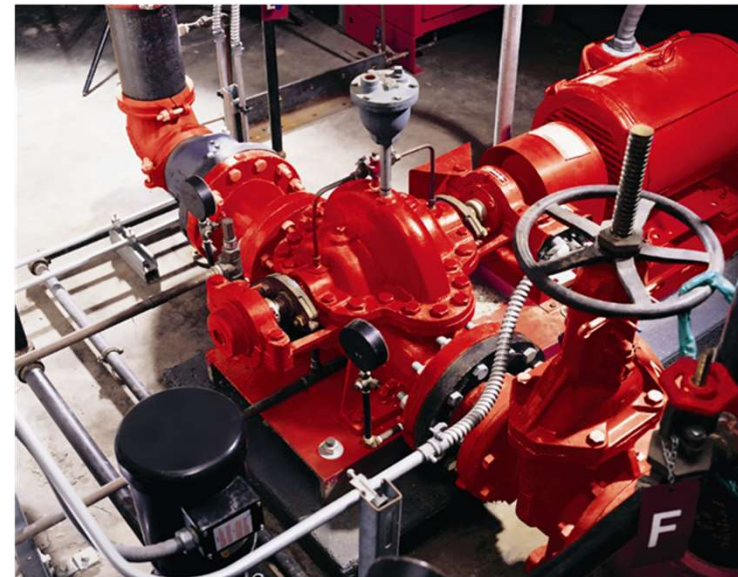


WATER MARKETS

FIRE SUPPRESSION (24% - 27%)

- Booster pumps for sprinkler systems in large commercial structures
- Fire pumps are FM Global approved and an industry standard
- Manufacturing facility in Ireland for increased capacity
- Domestic and international market leader

DRIVERS: *Commercial and industrial construction*



MUNICIPAL WATER & WASTEWATER (15% - 18%)

- Pumps and wastewater stations
- Pre-engineered turn-key systems
- Custom design capabilities, above and below ground installation
- Booster pumps and deep-well line shaft pumps provide clean drinking water
- Municipal water and sewer funding is typically service fee based, not tax based
- 50th anniversary of first sewage pumping station in 2019

DRIVERS: *Commercial and residential construction; infrastructure build and re-build*



STORM WATER & FLOOD CONTROL



- Flood control pumps capable of pumping up to one million gallons per minute
- Permanent Canals Closure and Pumps Project completed in New Orleans in 2017
- Acquisition of Morrison Pump Company in 2016

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



CONSTRUCTION & DEWATERING (8% - 10%)



- Self-priming centrifugal pumps for dewatering foundations, quarries, ditches and streams
- Diaphragm pumps to remove mud and sand laden water at construction sites
- Support of fracking industry
- Industry leader and innovator

DRIVERS: *Infrastructure and other exterior construction; commercial rental activity and inventory turnover; mining*

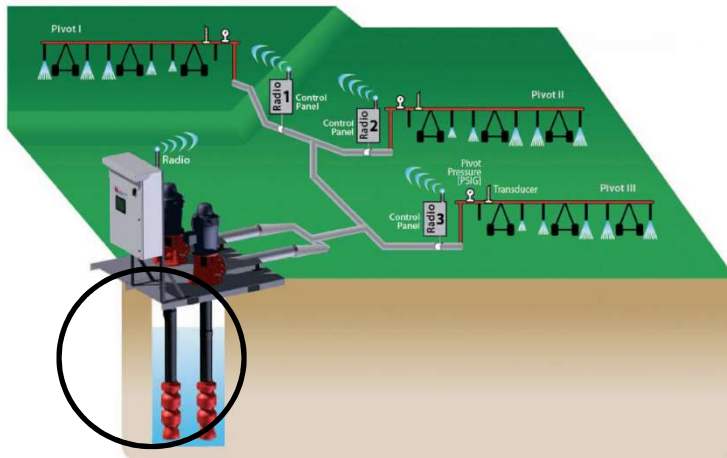


AGRICULTURE & IRRIGATION (4% - 5%)



- Irrigation pumps supplied to sprinkler installation companies
- Strategically located branch locations across the U.S.
- Pumps for animal waste, pit agitation and liquid fertilizer

DRIVERS: *Grower cash flows from farm commodity prices; bank financing requirements; weather conditions*





NON-WATER MARKETS

INDUSTRIAL / CHEMICALS & HVAC SUPPLY (16% - 18%)

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

DRIVERS: *Industrial construction, and expansion and remodeling*



REFINED PETROLEUM (4% - 5%)



- Leader in aircraft refueler market
- Refinery and pipeline applications
- Vertical turbine pumps for barge loading and unloading
- American Petroleum Institute certified pumps
- Safe bulk handling of volatile fuels

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



OEM AND FABRICATED COMPONENTS (8% - 10%)

OEM

- Pump supplier to a variety of manufacturers
- Range of applications from transportation, appliances, food processing, chemical processing and electronics
- Military applications
- Turbine exhaust housing-manufacture and service for electrical power generation

DRIVERS: *Growth and new products in numerous commercial, medical and retail sectors, power generation demands*



REPAIR PARTS

- Most parts ship within 24 hours
- Consolidated 12% - 13%
- Large range – from 30% for Construction/Industrial to minimal for Fire Suppression
- About 17% - 18% adjusted for markets with minimal repairs



HOW LONG DO PUMPS LAST?

Many Variables



The Right Pump for the job!

Abrasive	Wear	Corrosive	Solids	Clean Liquids
Fracking	Construction Rental	Industrial	Municipal Wastewater	Fire Suppression Fuel Handling
< 1 Year	5 Years	10 Years	15 Years	20+ Years

DIVISIONS / MARKETS



Gorman-Rupp
Pumps Group

Patterson Pumps
Group

National
Pumps
Group

Custom Pumps
Group

USA

CANADA

EUROPE

Hydro+ GORMAN-RUPP PUMPS

AFRICA

Hydro+ GORMAN-RUPP PUMPS

Patterson Pumps Group

NATIONAL PUMP COMPANY

AMERICAN PUMP COMPANY

GRI

GORMAN-RUPP INDUSTRIES

AMT

End Markets

WATER:

<i>Fire Suppression</i>					•	•			
<i>Municipal Water, Wastewater & Flood Control</i>	•	•	•	•	•	•	•		•
<i>Construction & Dewatering</i>	•	•	•	•					•
<i>Agriculture & Irrigation Supply</i>	•			•			•		•

NON-WATER:

<i>Industrial/Chemicals & HVAC Supply</i>	•	•	•	•	•		•		•
<i>Refined Petroleum</i>	•	•		•			•		
<i>Original Equipment Manufacturer (OEM)</i>	•	•			•		•	•	•
<i>International</i>	•	•	•	•	•	•	•	•	•



COMPETITION

NOTABLE PUMP COMPETITORS

	GORMAN-RUPP MARKETS							
	Water					Non-Water		
<u>Company</u>	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
XYLEM (XYL) – (\$4.9B; Pumps/Services \$3.5B, 72%)								
▪ Flygt		✓	✓	✓	✓	✓		✓
▪ Goulds		✓		✓	✓	✓	✓	
▪ AC Fire Pump	✓					✓		
▪ Bell & Gossett		✓				✓		✓
▪ Godwin Pumps		✓	✓	✓				
FlowServe (FLS) – (\$3.7B; Flow/Pumps \$2.7B, 72%)								
▪ Worthington	✓	✓	✓	✓	✓	✓	✓	✓
▪ Durco and IDP		✓		✓	✓	✓	✓	✓
▪ FlowServe	✓	✓	✓	✓	✓	✓	✓	✓
IDEX (IEX) – (\$2.4B; Flow/Pumps \$0.9B, 37%)								
▪ Viking and MicroPump						✓	✓	✓
▪ Pulsafeeder		✓				✓	✓	✓
Roper (ROP) – (\$5.5B; Flow/Pumps \$0.5B, 9%)								
▪ Cornell		✓			✓	✓	✓	
▪ Roper						✓	✓	✓

NOTABLE PUMP COMPETITORS

	GORMAN-RUPP MARKETS							
	Water					Non-Water		
<u>Company</u>	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
Pentair (PNR) – (\$3.0B; 100% Flow/Pumps)								
▪ Hydromatic		✓				✓		✓
▪ Aurora	✓	✓				✓		✓
▪ Fairbanks Nijhuis	✓	✓	✓	✓	✓	✓	✓	✓
Franklin Electric (FELE) – (\$1.2B; Flow/Pumps \$0.7B, 59%)								
▪ Pioneer Pump		✓		✓	✓	✓		✓
Dover Corporation (DOV) – (\$6.7B; Fluids \$2.8B, 42%)								
▪ Blackmer						✓	✓	✓
▪ Wilden						✓	✓	✓
Ingersoll Rand (IR) – (\$4.9B; <15% Flow/Pumps)								
▪ ARO						✓	✓	
▪ Seepex		✓				✓	✓	
▪ Albin Pump								
▪ Milton Roy		✓				✓	✓	
▪ Thomas						✓		

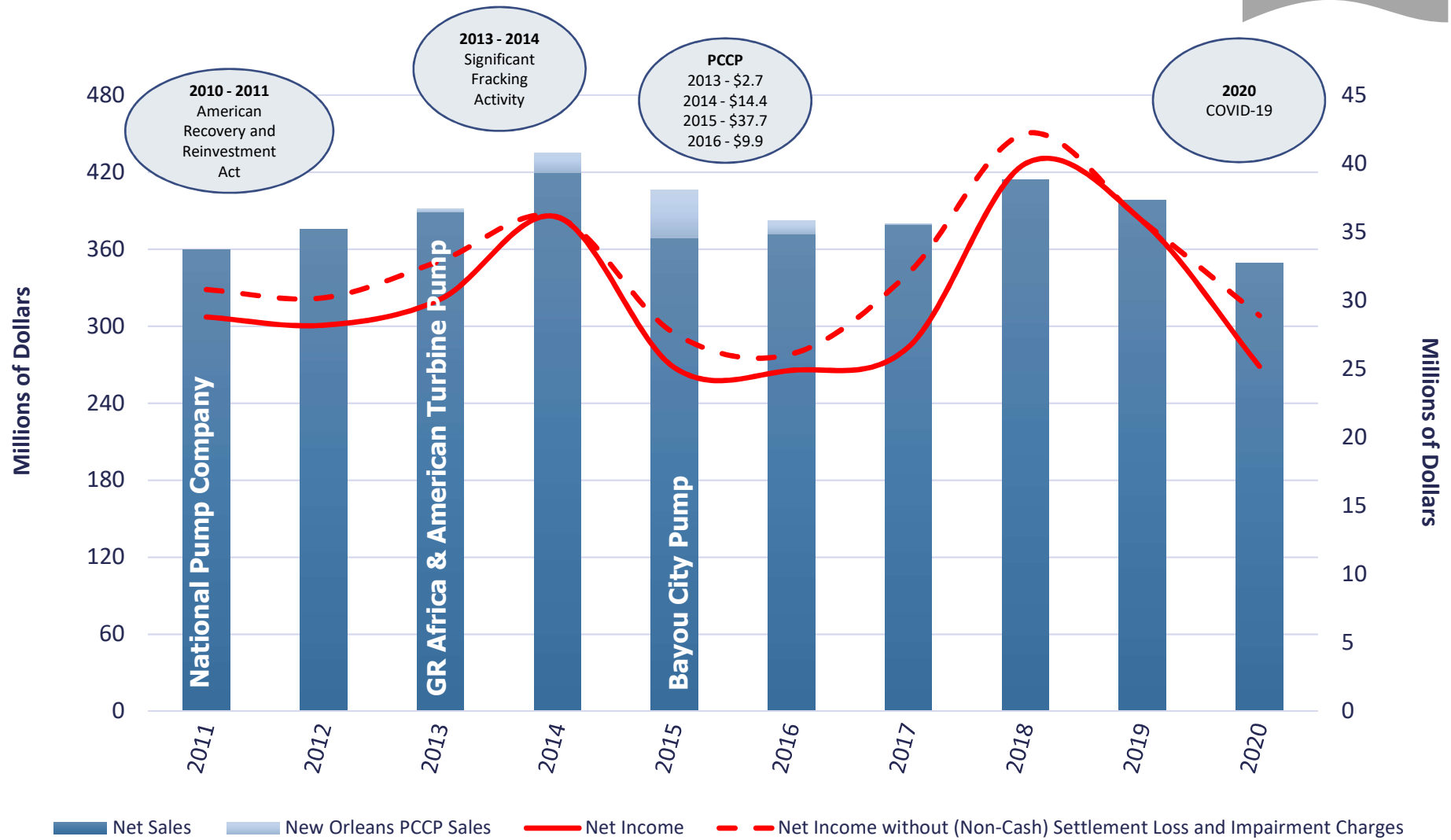
NOTABLE PUMP COMPETITORS

	GORMAN-RUPP MARKETS							
	Water					Non-Water		
<u>Company</u>	Fire Suppression	Municipal	Flood Control	Construction	Agriculture	Industrial	Petroleum	OEM
SPX Flow (FLOW) – (\$1.4B; 100% Flow/Pumps)								
▪ Johnson Pump						✓		
▪ Wauckesha Cherry-Burrell						✓		
▪ Power Team						✓		
▪ Gerstenberg Schoder						✓		
▪ Bran+Luebbe						✓		
Host of smaller private companies/divisions								
▪ Smith & Loveless		✓						
▪ BJM / Stancor		✓		✓	✓	✓		
▪ Thompson Pumps		✓	✓	✓	✓	✓		✓
▪ Zoeller Pumps		✓		✓		✓		
▪ Vaughan Pumps		✓		✓		✓		

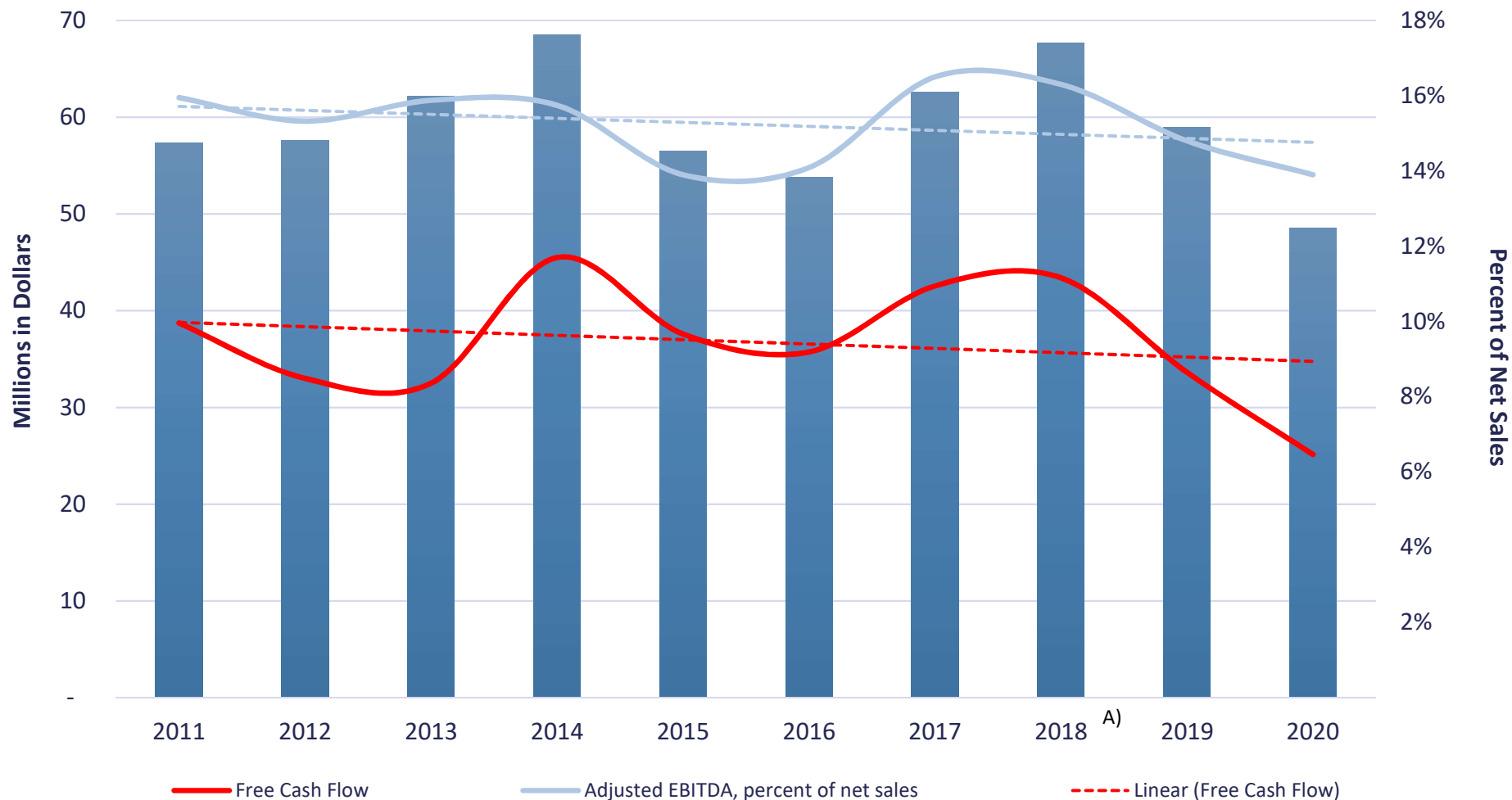


FINANCIAL SUMMARY

NET SALES & NET INCOME



STRONG EBITDA & FREE CASH FLOW

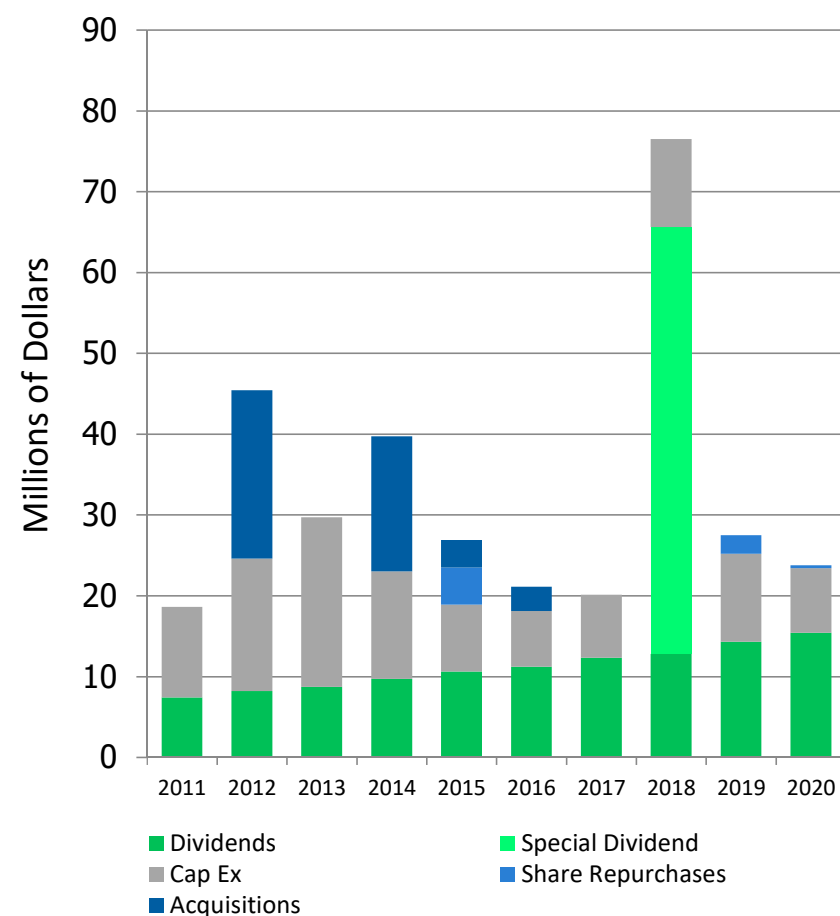


A) 2018 Free Cash Flow excludes \$52.2 million special dividend.



HISTORICAL CAPITAL ALLOCATION

- Return of capital to shareholders through dividends
- Maintenance capital < \$10 million per year

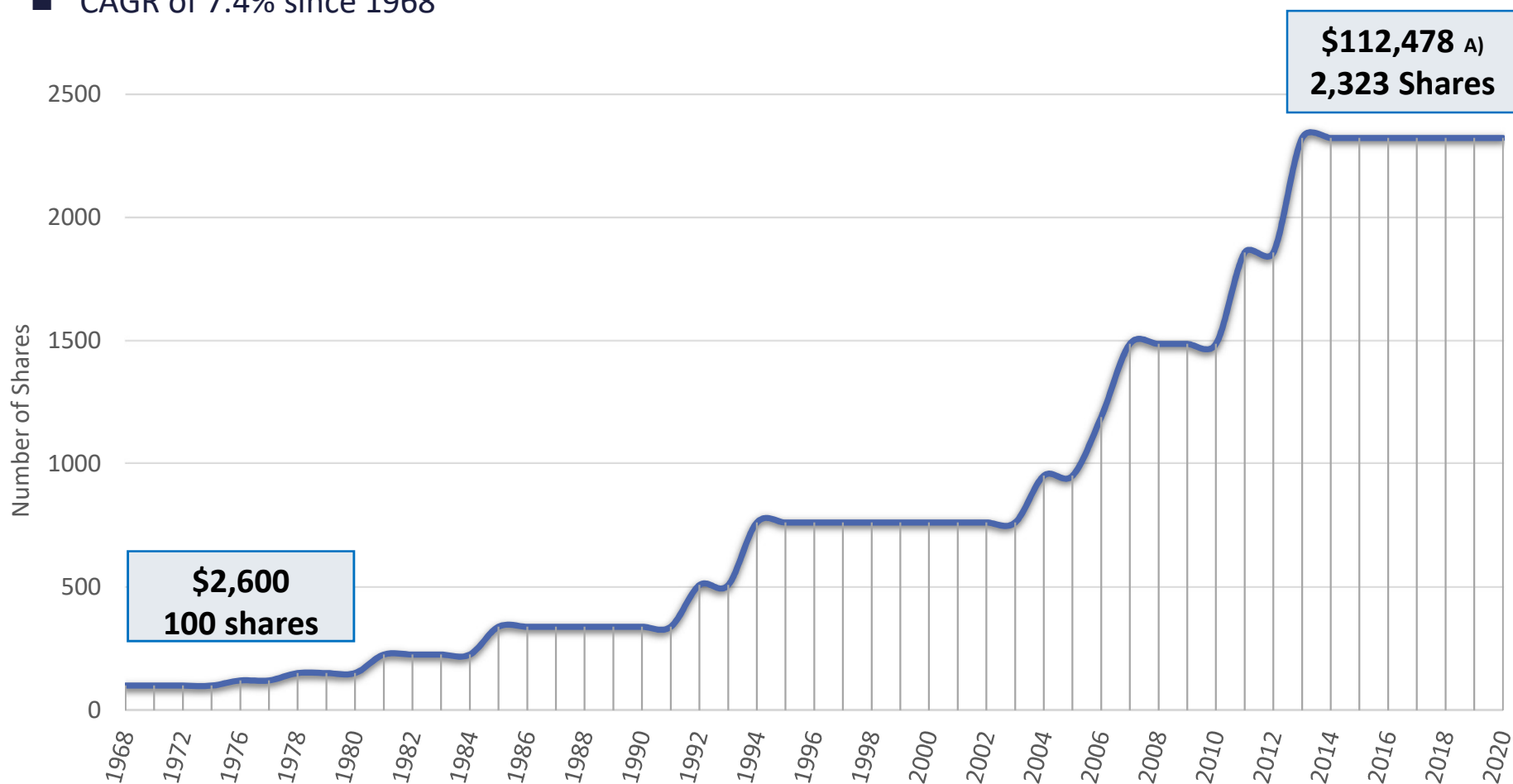


- ▶ **Current annualized dividend rate of \$0.68 per share**
- ▶ **Special dividend of \$2.00 per share in 2018**
- ▶ **Capital Expenditures**
 - National Pump Building Expansions
 - \$2.4 Million 2012; \$2 Million 2014
 - Patterson Ireland Expansion 2014-2015
 - \$4.5 Million
 - Continual Investments in M & E
- ▶ **Acquisitions**
 - GR Africa – 2012
 - American Turbine Pumps – 2012
 - Bayou City Pump – 2014
 - GR Belgium and GR Belgium Rentals – 2015
 - Morrison Pump – 2016
- ▶ **Share Repurchases**
 - Authorized share repurchase program in October 2021 of up to \$50 million



GROWTH OF 100 SHARES

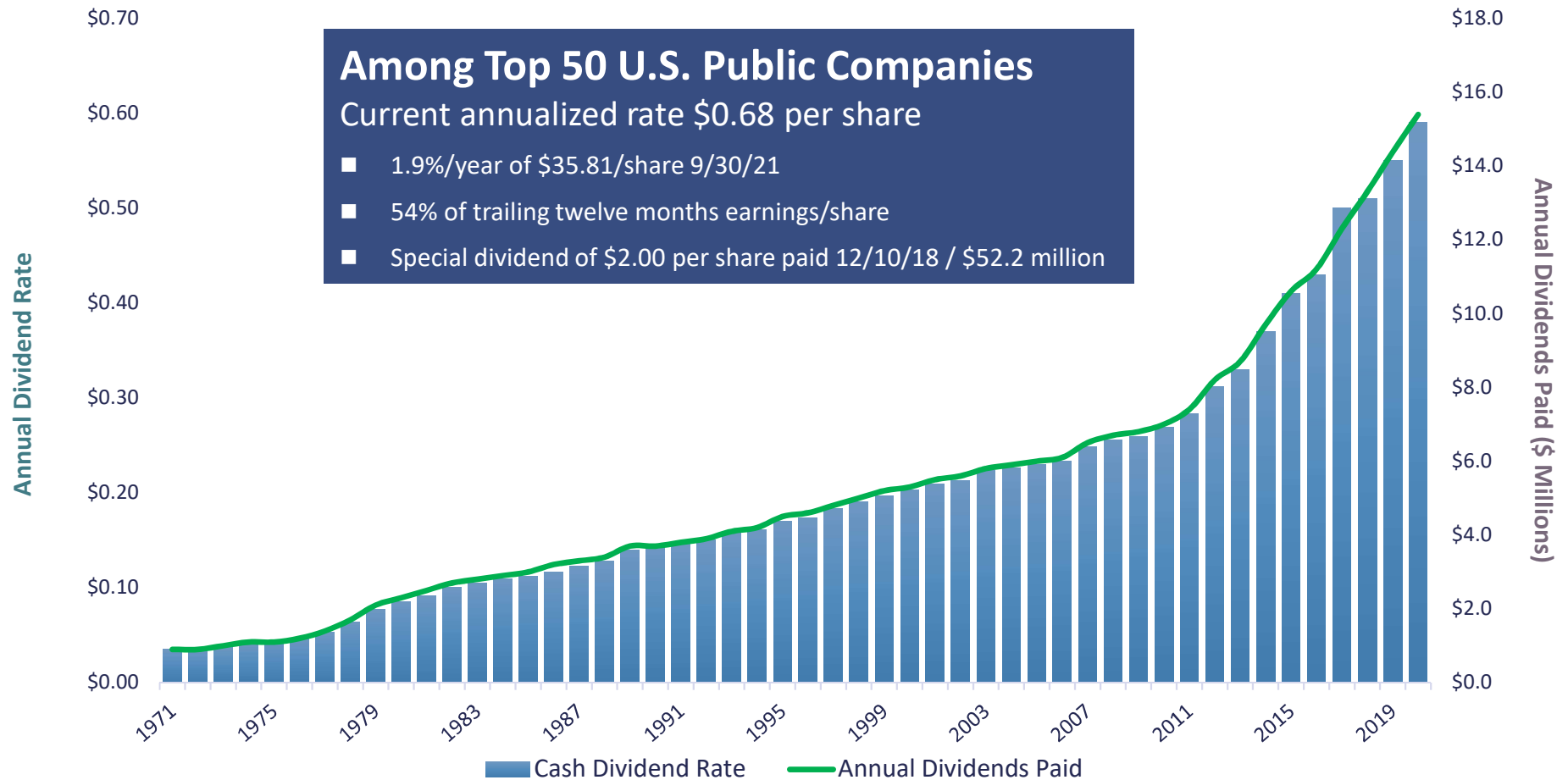
- Share growth through stock dividends and splits
- CAGR of 7.4% since 1968



A) As of 9/30/21, value of \$83,187 at \$35.81/share and cash dividends received of \$29,291.

HISTORY OF INCREASING DIVIDENDS

- 287 Consecutive quarters of cash dividends
- 49 Consecutive years of increased cash dividends



Q3 2021 P&L

- Q3 2021 Adjusted EPS of \$0.35 compared to \$0.31 for Q3 2020
 - 2021 results included an unfavorable LIFO impact of \$0.08 per share due to inflation
 - Results included non-cash pension settlement charges of \$0.01 and \$0.03 per share in 2021 and 2020, respectively
- Q3 2021 sales increased 14.8% and incoming orders increased 32.0% from Q3 2020
 - Backlog improved to \$156.5 million at September 30, 2021 compared to \$113.1 million at December 31, 2020
- Gross margin decreased 50 bps primarily due to increased cost of material from an unfavorable LIFO adjustment, partially offset by improved labor and overhead from increased sales volume

(\$ in millions)	Q3 2021		Q3 2020	
	Dollars	% of Net Sales	Dollars	% of Net Sales
Net Sales	\$102.1		\$89.0	
Gross Profit	25.8	25.3%	23.0	25.8%
SG&A	14.3	14.0%	13.2	14.9%
Operating Income	11.5	11.3%	9.7	10.9%
Adjusted Net Income ⁽¹⁾	9.1	8.9%	8.1	9.1%
Adjusted EPS ⁽¹⁾	\$0.35		\$0.31	

1) 2021 excludes non-cash pension settlement charges of \$0.3 million, net of income taxes (\$0.01 per share).

2020 excludes non-cash pension settlement charges of \$0.8 million, net of income taxes (\$0.03 per share). See appendix for non-GAAP reconciliations.

NINE MONTHS ENDED SEPTEMBER 30, 2021 P&L

- YTD 2021 Adjusted EPS of \$0.95 compared to \$0.83 for 2020
 - YTD included non-cash pension settlement charges of \$0.06 and \$0.13 per share in 2021 and 2020 respectively
- YTD 2021 sales increased 6.6% or \$17.7 million
 - Incoming orders YTD for 2021 increased 24.8% compared to the same period last year
- Gross margin increased 30 bps due to improved leverage on labor and overhead from increased sales volume, partially offset by increased cost of material from unfavorable LIFO adjustments

(\$ in millions)	YTD 2021		YTD 2020	
	Dollars	% of Net Sales	Dollars	% of Net Sales
Net Sales	\$284.2		\$266.5	
Gross Profit	73.5	25.9%	68.3	25.6%
SG&A	42.4	14.9%	41.0	15.4%
Operating Income	31.1	11.0%	27.3	10.3%
Adjusted Net Income ⁽¹⁾	25.0	8.8%	21.8	8.2%
Adjusted EPS ⁽¹⁾	\$0.95		\$0.83	

(1) 2021 excludes non-cash pension settlement charges of \$1.7 million, net of income taxes (\$0.06 per share).

2020 excludes non-cash pension settlement charges of \$3.4 million, net of income taxes (\$0.13 per share). See appendix for non-GAAP reconciliations.

BALANCE SHEET



- Strong balance sheet provides flexibility
- No debt

(\$ in millions)	September 30, 2021	December 31, 2020		September 30, 2021	December 31, 2020
ASSETS			LIABILITIES & SHAREHOLDERS' EQUITY		
Cash and cash equivalents	\$131.1	\$108.2	Total current liabilities	\$54.8	\$38.5
Accounts receivable, net	58.8	50.8	Pension and postretirement benefits	35.9	37.5
Inventories, net	81.4	82.7	Other long-term liabilities	1.7	3.0
Prepaid and other	7.2	5.1	Total liabilities	\$92.4	\$79.0
Total current assets	\$278.5	\$246.8	Total shareholders' equity	329.5	315.5
Property, plant and equipment, net	104.8	108.7	Total liabilities & shareholders' equity	\$421.9	\$394.5
Other assets	38.6	39.0			
Total assets	\$421.9	\$394.5			

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PILLARS FOR GROWTH

PILLARS FOR GROWTH



WELL POSITIONED FOR ORGANIC GROWTH



- Broad network of global distributors
- Nearly two million square feet of design, manufacturing and distribution space worldwide
- ISO Certified 9001, 14001 – GR Pumps USA, Patterson, National Pump and GR Industries
- New product development
- State of the art testing facilities
- Excellent employee relations, all facilities union free
- 1,125 employees worldwide with experience of 10 years on average
- Gorman-Rupp Continuous Improvement program at all locations
- Market diversity helps minimize impact of downturns





ORGANIC GROWTH DRIVERS

- Aging U.S. infrastructure –

- U.S. Infrastructure Report Card⁽¹⁾**

Drinking Water	C-
Wastewater	D+
Storm Water	D

- Potential infrastructure bill including investment in water, wastewater and flood control

- Bill needed to address estimated \$2.6 trillion gap⁽¹⁾ in required infrastructure spending over the next 10 years

- Oil and gas markets recovery

- Well positioned to capitalize on agriculture market

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

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

- Investment in R&D – history of innovation

- Emphasis on customer training and education

(1) American Society of Civil Engineers 2021 Infrastructure Report Card

PRODUCT INNOVATION



- Majority of products continue to be made in the USA
- Strong team of experienced engineers providing project-specific engineering expertise and new product development
- Continued advancements in challenging applications like clogged sewage systems or abrasive materials
- Advanced monitoring and control with IoT will continue to develop
- Advancements in pump efficiency, reduced emissions and alternative power sources

European Stage 5 Hydrogenated Vegetable Oil Engine Driven Units

Technology reduces CO2 emissions by 89% vs. fossil fuels



Flow Smart and Eradicator

Clog sensing and clearing control technology for lift stations



INTEGRITY *series* TM
Tuned for performance, stability and longevity.



Integrity Series Smart Pumps

Brushless DC mag drive centrifugal pumps with IoT

PROCESS INNOVATION



- Focus on customer facing technology with ability to research, configure and order
- Easy on-line access to customer specific pump specifications, user manuals and parts ordering
- Integration of 3D printing capabilities into new product develop and factory productivity improvements
- State of the art test labs allowing difficult field conditions to be duplicated in house

REVOLUTION^{PC}

Revolution (NPC)

Pricing software has allowed rapid quotations/ordering fostering improved margins



Hydraulic Institute Certified Test Lab

Patterson test lab certified to HI Pump test lab approval program 40.7 standard



Serial Number Specific QR Codes

Provides customer with easy access to individual pump specifications, user manuals and drawings

CUSTOMER TRAINING AND EDUCATION



Customer visits
and plant tours
are part of sales
process



In-house
training and
testing facilities
that can
simulate field
conditions

Increased use
of technology
to deliver
virtual training
during
COVID-19



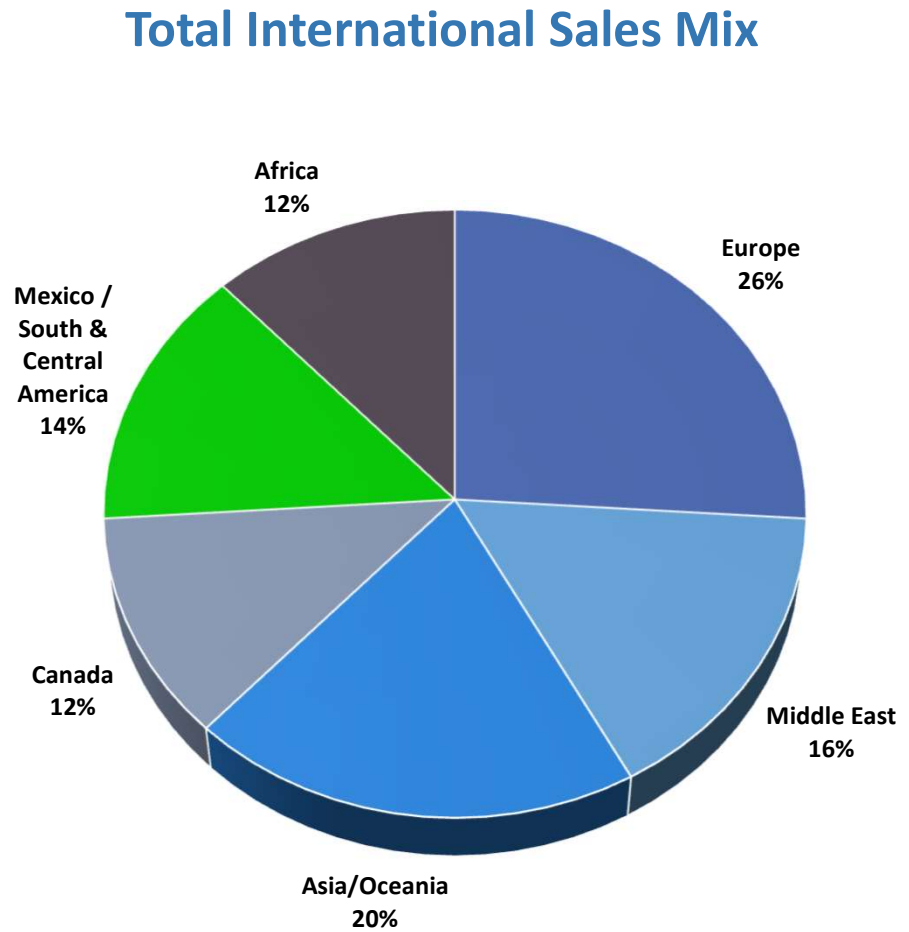
Mobile training
equipment
supports
customer site
training

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



INTERNATIONAL DISTRIBUTION CAPABILITY

- International sales represent approximately 29% of total company sales annually



GORMAN-RUPP INTERNATIONAL LOCATIONS



- Well positioned international facilities
- Capacity for growth

DIVISION	LOCATION
Gorman-Rupp Canada	Ontario, Canada
Gorman-Rupp Africa	Johannesburg, South Africa
Gorman-Rupp Europe	Waardenburg, The Netherlands
Gorman-Rupp Belgium	Namur, Belgium
Patterson Pump Ireland	County Westmeath, Ireland



Gorman-Rupp Canada



Gorman-Rupp Africa



Gorman-Rupp Europe



Gorman-Rupp Belgium



Patterson Pump Ireland

DRIVERS OF INTERNATIONAL GROWTH



- Population growth and urbanization increasing infrastructure needs
- Industrialization in developing countries
- Accelerating need for water recycling and water & wastewater treatment systems
- Increasing industrial and agriculture needs
- Sanitation needs – lack of access to proper sanitation worldwide
- Drinking water – millions of people worldwide lack access to safe drinking water
- Water scarcity – by 2025, as much as two-thirds of the world's population could be living in areas where water is in short supply, according to the United Nations

HISTORY OF GROWTH THROUGH ACQUISITIONS



- Gorman-Rupp has successfully grown through acquisitions
- Financial strength to continue acquisitions
- Approach to acquisitions remains disciplined and selective

Acquisitions since 2010:

Year	Company	Locations	Key Markets
2010	National Pump Company	AZ, CA, TX, MS, FL	Agriculture, Municipal, Petroleum, Industrial
2012	American Turbine	TX, CA	Agriculture
2012	Pumptron	Johannesburg, South Africa	Municipal, Industrial
2014	Bayou City Pump	TX	Industrial, Petroleum
2015	Hydro & Hydro+	Namur, Belgium	Municipal, Industrial, Construction
2016	Morrison	FL	Municipal, Flood Control

GROWTH STRATEGY - ACQUISITIONS



CRITERIA	PREFERENCES
Products	<ul style="list-style-type: none"> Pumps or Pumping-Related Equipment and Systems that Complement our Existing Product Lines
Markets	<ul style="list-style-type: none"> Chemical Municipal Alternative Energy Marine Food/Bev/Pharma HVAC OEM Industrial Dredging
Culture	<ul style="list-style-type: none"> Customer-Focused Employee-Focused Quality-Focused
Regions	<ul style="list-style-type: none"> US, Europe, Asia
Competitive Landscape	<ul style="list-style-type: none"> Leading Brands/Positions in Niche Markets
Level of Risk	<ul style="list-style-type: none"> Not a Turnaround Situation, No or Minimal Debt
Synergy Potential	<ul style="list-style-type: none"> Bolt-on with Compatible Management
Financial Performance	<ul style="list-style-type: none"> Attractive Profitability, Growing, Accretive Near Term, Meets IRR Requirements
Size	<ul style="list-style-type: none"> \$25 Million to \$150 Million in Revenues

SUSTAINABILITY



Gorman-Rupp companies are committed to advancing the health, safety and wellness of our employees, customers and communities by:

- Making a positive impact on our communities through philanthropy and social engagement;
- Reducing our impact on the environment through resource conservation and waste prevention;
- Treating employees fairly, with dignity, and without discrimination – and maintaining similar expectations of our supply chain partners; and
- Providing training and development programs that attract diverse, motivated employees and help them reach their full potential.



INVESTMENT HIGHLIGHTS



- Over 85 years of innovation and quality pump leadership
- Consistent management team with proven results
- Product and market diversification
- Strong balance sheet
- Well positioned for long-term sustainable growth
- Significant acquisition and expansion flexibility
- History of returning capital to shareholders



Jeffrey S. Gorman, Chairman and Chief Executive Officer

Jeff has been Chairman of the Board since 2019 and CEO since 1998. He also served as President from 1998 to 2020. He was elected to the Board of Directors for The Gorman-Rupp Company in 1989. In 1978, he started working on the factory floor and has progressed through many positions including Sales, Corporate Secretary, Assistant and General Manager and Senior Vice President of the corporation.

Mr. Gorman completed his Bachelor of Science degree in business administration in 1974 with majors in business management and economics. Jeff is active in his community and was the Chairman of the Ohio Chamber of Commerce. In addition, he sits on the Board of Advisors for Ashland University's John M. Ashbrook Center for Public Affairs, the Board of Directors of Mechanics Bank and the Richland Community Development Group. He also serves as Chairman of the City of Mansfield Airport Commission and holds an Airline Transport Pilot rating.

Scott A. King, President and Chief Operating Officer

Scott was promoted to President and Chief Operating Officer in January 2021. Prior to that he was Vice President and Chief Operating Officer since April 2019 and was previously Vice President of Operations. He was elected to the Board of Directors for The Gorman-Rupp Company in 2021. In 2004, he joined the Gorman-Rupp Pumps USA division as Manufacturing Manager and progressed through multiple positions including Director of Manufacturing, and General Manager.

Mr. King completed his Bachelor of Science degree in Mechanical Engineering from the University of Minnesota in 1996 and Masters in Business Administration from the University of Michigan in 2002. In addition, Mr. King is active in his community. He is the past President of the Rotary Club of Mansfield, OH and a Board member of the Club's Foundation; past President of the Regional Manufacturing Coalition; and a member of the Board of Directors for the Hydraulic Institute.

James C. Kerr, Executive Vice President and Chief Financial Officer

Jim joined the company in July 2016. Prior to joining The Gorman-Rupp Company, Mr. Kerr served, for nine years, as the Chief Financial Officer for a retail chain with over \$2 billion in sales. Mr. Kerr has served in various financial leadership positions with several multi-billion dollar companies, primarily in the consumer products sector. Prior to that, Jim had experience in public accounting as an Audit Manager with Arthur Andersen & Co. Mr. Kerr's experience includes working with both public and privately held companies.

Mr. Kerr has experience in strategic planning, profit improvement, mergers & acquisitions, financing, risk management and information systems planning and implementation. Jim holds a Bachelors Degree in Accounting from Baldwin Wallace University.

APPENDIX



The Gorman-Rupp Company Non-GAAP Measures

Management utilizes these adjusted financial data and measures to assess comparative operations against those of prior periods without the distortion of non-comparable factors. The Gorman-Rupp Company believes that these non-GAAP financial data and measures will be useful to investors in assessing the continuing strength of the Company's underlying operations from period to period. Following is a reconciliation of non-GAAP measures. The adjusted amounts exclude non-cash pension settlement charges in 2020.

NON-GAAP RECONCILIATION



	Three Months Ended September 30, 2021			Three Months Ended September 30, 2020		
	As Reported – GAAP Basis	Adjustments*	Adjusted	As Reported – GAAP Basis	Adjustments*	Adjusted
Net Sales	\$102.1	-	\$102.1	\$89.0	-	\$89.0
Gross Profit	25.8	-	25.8	23.0	-	23.0
SG&A	14.3	-	14.3	13.2	-	13.2
Operating Income	11.5	-	11.5	9.7	-	9.7
Net Income ⁽¹⁾	8.8	0.3	9.1	7.3	0.8	8.1
EPS ⁽¹⁾	\$0.34	\$0.01	\$0.35	\$0.28	\$0.03	\$0.31

	Nine Months Ended September 30, 2021			Nine Months Ended September 30, 2020		
	As Reported – GAAP Basis	Adjustments*	Adjusted	As Reported – GAAP Basis	Adjustments*	Adjusted
Net Sales	\$284.2	-	\$182.0	\$266.5	-	\$266.5
Gross Profit	73.5	-	47.7	68.3	-	68.3
SG&A	42.4	-	28.1	41.0	-	41.0
Operating Income	31.1	-	19.6	27.3	-	27.3
Net Income ⁽¹⁾	23.3	1.7	25.0	18.4	3.4	21.8
EPS ⁽¹⁾	\$0.89	\$0.06	\$0.95	\$0.70	\$0.13	\$0.83

* Adjustments represents non-cash pension settlement charges.

NON-GAAP RECONCILIATION



	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
Adjusted earnings before interest, taxes, depreciation and amortization:				
Reported net income – GAAP basis	\$8.8	\$7.3	\$23.3	\$18.4
Plus income taxes	2.3	1.7	6.0	4.6
Plus depreciation and amortization	2.9	3.3	8.9	9.6
Non-GAAP earnings before interest, taxes, depreciation and amortization	14.0	12.3	38.2	32.6
Plus pension settlement charge	0.4	1.0	2.1	4.4
Non-GAAP adjusted earnings before interest, taxes, depreciation and amortization	<u>\$14.4</u>	<u>\$13.3</u>	<u>\$40.3</u>	<u>\$37.0</u>

The following table reconciles adjusted earnings before interest, income taxes and depreciation and amortization as reconciled above to free cash flow:

	Three Months Ended September 30,		Nine months Ended September 30,	
	2021	2020	2021	2020
Non-GAAP adjusted earnings before interest, taxes, depreciation and amortization:	\$14.4	\$13.3	\$40.3	\$37.0
Less capital expenditures	(2.1)	(2.6)	(5.6)	(6.3)
Less regular cash dividends	(4.0)	(3.8)	(12.2)	(11.3)
Non-GAAP free cash flow	<u>\$8.3</u>	<u>\$6.9</u>	<u>\$22.5</u>	<u>\$19.4</u>

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