



Park-Ohio Holdings Corp.
First Quarter 2023 Earnings Call Presentation

May 4, 2023

Forward-Looking Statements and Non-GAAP Measures



These slides contain forward-looking statements, including statements regarding future performance of the Company, that are subject to known and unknown risks, uncertainties and other factors that may cause our actual results, performance and achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These factors that could cause actual results to differ materially from expectations include, but are not limited to, the following: our ability to consummate the sale of our Aluminum Products business for any reason, including the inability to enter into a definitive purchase agreement; the ultimate impact the COVID-19 pandemic has on our business, results of operations, financial position and liquidity, including, without limitation, supply chain issues such as the global semiconductor micro-chip shortage and logistic issues; our substantial indebtedness; the uncertainty of the global economic environment; general business conditions and competitive factors, including pricing pressures and product innovation; demand for our products and services; the impact of labor disturbances affecting our customers; raw material availability and pricing; fluctuations in energy costs; component part availability and pricing; changes in our relationships with customers and suppliers; the financial condition of our customers, including the impact of any bankruptcies; our ability to successfully integrate recent and future acquisitions into existing operations; the amounts and timing, if any, of purchases of our common stock; changes in general economic conditions such as inflation rates, interest rates, tax rates, unemployment rates, higher labor and healthcare costs, recessions and changing government policies, laws and regulations, including those related to the current global uncertainties and crises, such as tariffs and surcharges; adverse impacts to us, our suppliers and customers from acts of terrorism or hostilities, including the conflict between Russia and Ukraine, or political unrest, including the rising tension between China and the United States; public health issues, including the outbreak of COVID-19 and its impact on our facilities and operations and our customers and suppliers; our ability to meet various covenants, including financial covenants, contained in the agreements governing our indebtedness; disruptions, uncertainties or volatility in the credit markets that may limit our access to capital; potential disruption due to a partial or complete reconfiguration of the European Union; increasingly stringent domestic and foreign governmental regulations, including those affecting the environment or import and export controls and other trade barriers; inherent uncertainties involved in assessing our potential liability for environmental remediation-related activities; the outcome of pending and future litigation and other claims and disputes with customers; our dependence on the automotive and heavy-duty truck industries, which are highly cyclical; the dependence of the automotive industry on consumer spending; our ability to negotiate contracts with labor unions; our dependence on key management; our dependence on information systems; our ability to continue to pay cash dividends; and the other factors we describe under “Item 1A. Risk Factors” included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2022. Any forward-looking statement speaks only as of the date on which such statement is made, and we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law. In light of these and other uncertainties, the inclusion of a forward-looking statement herein should not be regarded as a representation by us that our plans and objectives will be achieved. The Company assumes no obligation to update the information in these slides.

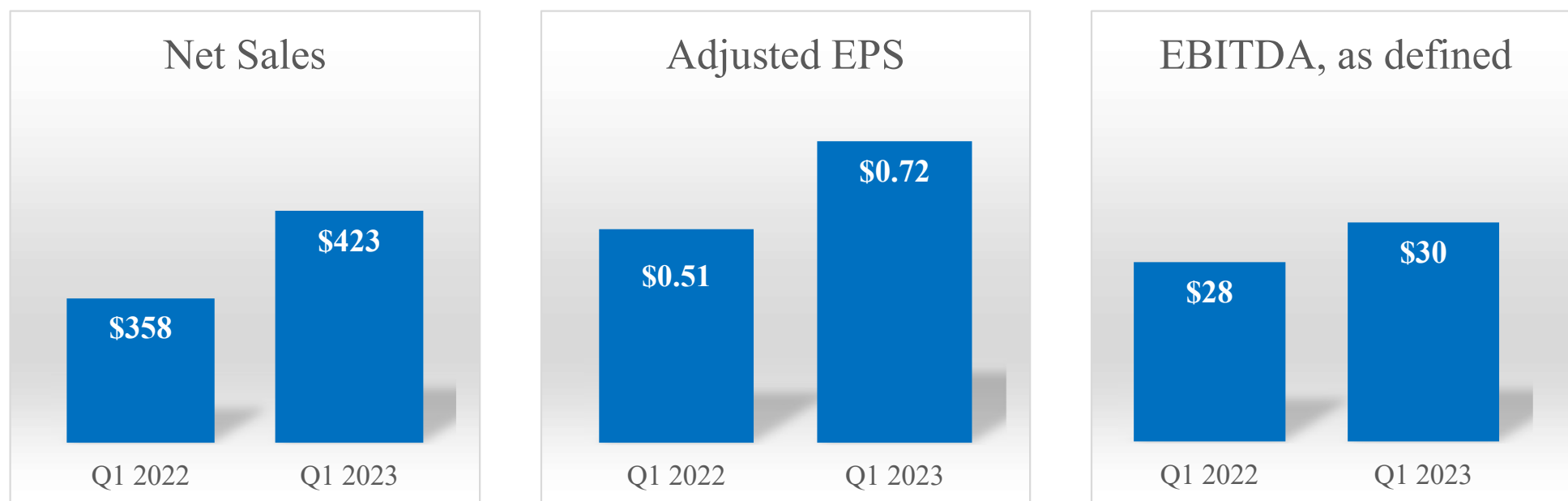
The Company uses certain non-GAAP measures in discussing the Company’s performance, including Adjusted EPS; EBITDA, as defined; and Adjusted Segment Operating Income. The reconciliation of these measures to the most directly comparable GAAP measures is detailed at the end of these slides and in the Company’s press release for the first quarter of 2023, which is available on the Company’s website at www.pkoh.com.

Highlights in First Quarter 2023



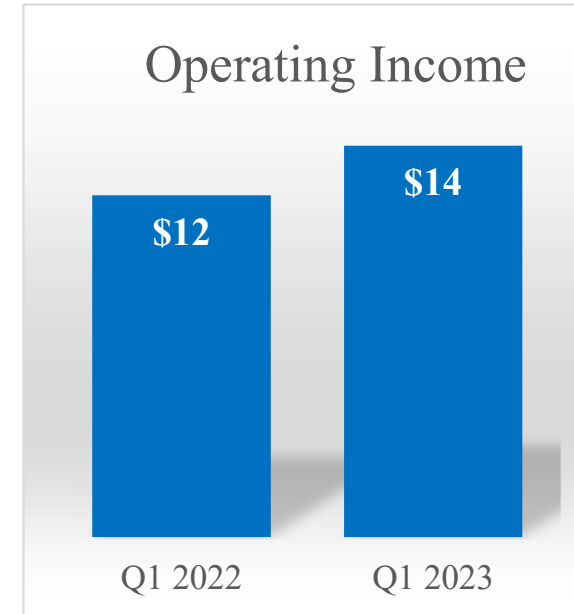
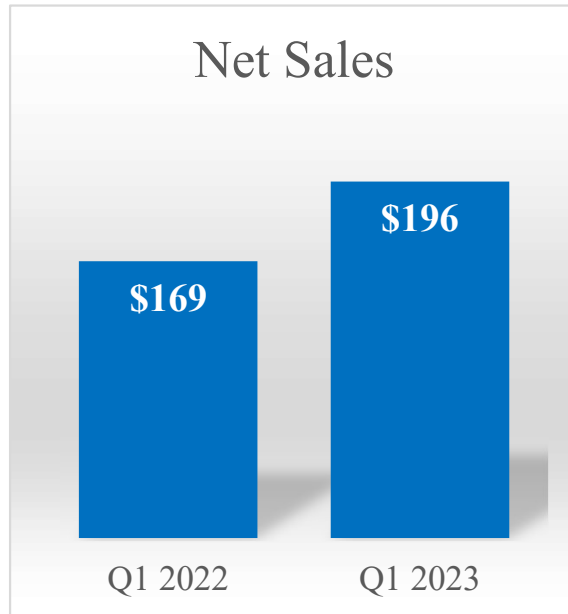
- Net sales from continuing operations of \$423.5 million, up 18% year-over-year; strong organic growth in all business segments
- Gross margin from continuing operations of 15.8%, the highest level since 2019
- Operating income from continuing operations of \$20.2 million, up significantly from \$5.4 million in Q1 2022 and \$2.6 million in Q4 2022
- Segment operating income growth across all three business segments
- GAAP EPS from continuing operations of \$0.61 per diluted share versus \$0.30 per diluted share in Q1 2022
- Adjusted EPS from continuing operations of \$0.72, up 41% compared to \$0.51 in Q1 2022
- Substantially completed plant consolidation activities in Q1 2023. Expect to fully complete in Q2 2023.

Consolidated Results *(in millions, except EPS)*



- Increase in sales from continuing operations was driven by stronger customer demand across most key end markets.
- Improvement in Adjusted EPS driven by profit flow-through from our higher sales levels, benefits from plant consolidation, and other profit-improvement actions, including product pricing.
- EBITDA improvement driven by higher profitability in Q1 2023 in each business segment.

Supply Technologies Segment *(in millions)*



- Sales increased 16% year-over-year driven by strong demand in most key end markets.
- Largest increases in the power sports, heavy-duty truck, industrial and agricultural equipment, and civilian aerospace markets.
- Average daily sales in our supply chain business were up 17% from 2022.
- Sales in our fastener manufacturing business were up 12% year-over-year due to strong demand for our proprietary products.
- Income improvement of \$2 million was driven by the higher sales levels.
- Operating margins were up 10 basis points, as profit flow-through from the higher sales was partially offset by higher supply chain costs.

Assembly Components Segment *(in millions)*



- Sales increased 13% year-over-year driven by higher customer demand.
- Adjusted operating income increased by \$7 million in Q1 2023 compared to Q1 2022, driven by profit flow-through from higher sales levels, and the benefit of profit improvement initiatives implemented in recent years, including plant consolidation activities and product pricing.



- These positive factors more than offset the negative impacts of product inflation and higher operating costs across this business.
- We are substantially complete with our restructuring actions in this segment, which included the consolidation of manufacturing plants and the start-up of a new rubber mixing facility in support of future growth.

Engineered Products Segment *(in millions)*



- Sales increased 29% year-over-year driven by strong demand in both our capital equipment business and our forged and machined products business.
- New equipment backlog at March 31, 2023 was \$175 million, up 7% compared to year-end 2022.
- Sales in forged and machined products were up 23%, driven by continued strengthening of several key end markets, including rail and aerospace and defense.
- Current investment trends supporting the increased production of electrical steel used in battery technologies and in the defense industry to accelerate the production of munitions should benefit our businesses in this segment.
- Adjusted operating income increased to \$7 million, with the significant improvement driven by the higher sales levels, implemented operational improvements at our manufacturing plants, the benefits of plant consolidation and other margin-enhancement initiatives.
- We have significantly completed our restructuring activities in this segment, which included plant consolidations and relocation/re-build of a 50,000 pound forging hammer for our Canton Drop Forge facility.

2023 Expectations



Full Year 2023 Guidance unchanged:

- Sales growth of 5-10% year-over-year, with a bias towards the high end of the range
- Higher adjusted operating income, EBITDA as defined, free cash flow and adjusted EPS.
- 2023 guidance expected to result from higher sales levels and improved operating margins in each segment.

Other Goals:

- Positive operating cash flows, driven by improved profitability and a reduction in net working capital days.
- Expect positive Free Cash Flow of approximately \$30-40 million.

Non-GAAP Reconciliations



	Three Months Ended March 31,	
	2023	2022
Income from continuing operations attributable to Park-Ohio Holdings Corp. common shareholders	\$ 0.61	\$ 0.30
Adjustments:		
Restructuring and other special charges	0.20	0.25
Acquisition-related expenses	0.01	0.03
Gain on sale of assets	(0.07)	-
Tax effect of above adjustments	(0.03)	(0.07)
Adjusted loss	\$ 0.72	\$ 0.51
EBITDA, as defined Reconciliation	Three Months Ended March 31,	
	2023	2022
	(in millions)	
Net income attributable to Park-Ohio Holdings Corp. common shareholders	\$ 5.8	\$ 6.1
Add back:		
Interest expense, net	11.4	7.8
Income tax expense	1.8	-
Depreciation and amortization	7.7	9.7
Stock-based compensation expense	1.6	1.6
Non-recurring charges related to restructuring and business optimization	2.4	2.1
Acquisition-related expenses	0.1	0.3
Other	(0.8)	-
EBITDA, as defined	\$ 30.0	\$ 27.6

Non-GAAP Reconciliations (continued)



	Three Months Ended March 31,					
	2023			2022		
	(In millions)					
	As reported	Adjustments	As adjusted	As reported	Adjustments	As adjusted
Supply Technologies	\$ 14.0	\$ 0.2	\$ 14.2	\$ 12.0	\$ 0.4	\$ 12.4
Assembly Components	7.3	0.3	7.6	(0.4)	1.5	1.1
Engineered Products	5.0	2.0	7.0	1.8	0.6	2.4
Corporate	(6.9)	—	(6.9)	(8.0)	0.8	(7.2)
Gain on sale of assets	0.8	(0.8)	—	—	—	—
Operating income - continuing operations	\$ 20.2	\$ 1.7	\$ 21.9	\$ 5.4	\$ 3.3	\$ 8.7