

LCI Industries Reports Third Quarter Financial Results

October 30, 2025

Delivered 13% Revenue Growth with Sustained Margin Expansion

Diversification Strategy, Innovation, and Manufacturing Optimization Expected to Continue to Propel Future Gains

Provides Full-Year 2025 and Initial 2026 KPI Outlooks

Third Quarter 2025 Highlights Versus Third Quarter 2024

- Net sales increased 13% to \$1.0 billion, driven by organic growth in RV OEM and Aftermarket
- Net income of \$62 million, which was 6.0% of net sales, or \$2.55 per diluted share, up 75% from \$36 million, or \$1.39 per diluted share
- Adjusted net income of \$48 million, up 35%, to \$1.97 per diluted share
- Adjusted EBITDA increased 24% to \$106 million, or 10.2% of net sales
- Operating profit margin expanded 140 bps to 7.3% from 5.9%

Other Highlights

- Cash flows from operations of \$359 million for the LTM ended September 30, 2025
- \$215 million returned to shareholders in the form of dividends and share repurchases year-to-date
- Strong liquidity position of \$795 million, comprising \$200 million of cash and cash equivalents and \$595 million of availability on revolving credit facility at September 30, 2025
- Innovation continues to drive profitable sales growth and share gains with top five new innovative products now projected at \$225 million annualized sales run rate
- Continued facility optimization with two additional planned facility consolidations by year-end 2025, resulting in five total for 2025 and targeting 8-10 for 2026

ELKHART, Ind.--(BUSINESS WIRE)-- LCI Industries (NYSE: LCII), a leading supplier of engineered components to the recreation and transportation markets, today reported third quarter 2025 results.

“Our diversification strategy has continued to fundamentally contribute to our strong performance, as our team’s outstanding efforts resulted in 13% revenue growth, which drove strong margin expansion and a meaningful increase in adjusted earnings per share of 42%. Our leadership teams have worked diligently to optimize our productivity,

footprint, and resources, positioning the company for strong performance as the industry begins to recover from this prolonged cycle,” said Jason Lippert, President and Chief Executive Officer. “We continue to strengthen our structural competitive advantages through implementation of operational excellence, while benefitting from our investments in innovation that have created another competitive moat. We are also once again adding outstanding businesses to our flagship brands through disciplined, strategic acquisitions. As we look ahead, we believe Lippert is well-positioned to build on our sustained incremental margin improvement and meaningfully enhance shareholder value over time.”

Third Quarter 2025 Results

Consolidated net sales grew 13.2% to \$1,036.5 million from 2024 third quarter net sales of \$915.5 million. The increase was primarily due to a \$105.6 million increase in net sales of the OEM Segment driven by sales price increases related to material costs, sales from acquired businesses, and higher North American RV sales driven by market share gains and an increased mix of higher content fifth-wheel units. Net sales from acquisitions completed in the twelve months ended September 30, 2025 contributed \$41.9 million in the third quarter of 2025.

Net income was \$62.5 million, or \$2.55 per diluted share, up 75%, compared to \$35.6 million, or \$1.39 per diluted share, in the third quarter of 2024. Adjusted net income increased to \$48.1 million, up 35%, to \$1.97 per diluted share, excluding loss on extinguishment of debt and gain on sale of real estate, net of tax effect. Adjusted EBITDA grew 24% to \$105.9 million, compared to \$85.2 million in the third quarter of 2024. Operating profit margin was 7.3 percent in the third quarter of 2025 compared to 5.9 percent in the same period of 2024. The margin expansion was primarily driven by reduced costs from materials sourcing strategies and increased North American RV sales volume related to market share gains and increased sales mix of higher content fifth-wheel units.

*Additional information regarding adjusted net income and Adjusted EBITDA, as well as reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measure of net income, is provided in the "Supplementary Information - Reconciliation of Non-GAAP Measures" section below.

OEM Segment - Third Quarter Performance

OEM net sales rose \$105.6 million, or 15%, to \$790.0 million for the third quarter of 2025, compared to the same period of 2024. RV OEM net sales increased 11% to \$470.1 million, primarily driven by sales price increases related to material costs, an increase in RV sales mix toward higher content fifth-wheel units, market share gains, and an increase in North American motorhome RV unit shipments, partially offset by volume decreases in the European RV market. Adjacent Industries OEM net sales grew 22% year-over-year to \$319.9 million, driven primarily by sales from acquired businesses and higher sales to North American utility trailer and marine OEMs.

Operating profit of the OEM Segment was \$43.6 million in the third quarter of 2025, or 5.5% of net sales, compared to an operating profit of \$21.8 million, or 3.2% of net sales, in the same period in 2024. The operating profit margin expansion of the OEM Segment was primarily driven by increases in selling prices for targeted products, primarily related to increased material costs, reduced costs from material sourcing strategies, improved fixed cost absorption, and production labor efficiencies, partially offset by higher material costs on the expense side, which were impacted by tariffs and higher steel, aluminum, and freight costs.

Aftermarket Segment - Third Quarter Performance

Aftermarket net sales grew 7% to \$246.5 million compared to the same period of 2024. The increase was primarily driven by product innovations, increased demand for our upgrade and service parts as more units enter the upgrade and repair cycle, and the expanding Camping World relationship within the RV aftermarket, partially offset by lower volumes within the automotive aftermarket. Operating profit of the Aftermarket Segment of \$31.9 million was relatively flat compared to the same period of 2024. The operating profit margin of the Aftermarket Segment was 12.9%, compared to 13.9% in the same period in 2024. The operating profit margin change was primarily driven by higher material costs related to tariffs and higher steel, aluminum, and freight costs, lower production volumes in the automotive aftermarket in response to lower retail volumes, and investments in capacity, distribution and logistics technology to support growth of the Aftermarket Segment, partially offset by increases in selling prices for targeted products, primarily related to increased material costs, and reduced costs from material sourcing strategies.

Income Taxes

The Company's effective tax rate was 25.6% for the quarter ended September 30, 2025, compared to 24.8% for the quarter ended September 30, 2024. The increase in the effective tax rate was primarily due to a reduction in federal tax credits.

Balance Sheet and Other Items

At September 30, 2025, the Company's cash and cash equivalents balance was \$199.7 million, up from \$165.8 million at December 31, 2024. The Company used \$128.6 million for share repurchases, \$103.0 million for the acquisitions of businesses, \$86.2 million for dividend payments to shareholders, and \$38.1 million for capital expenditures in the nine months ended September 30, 2025.

In September 2025, the Company amended its Credit Agreement to reduce the interest rate on the term loans, resulting in a quarter point reduction in the applicable margin on its term loan borrowings. On a go-forward basis, based on the outstanding term loan principal amount at September 30, 2025, this reduction in effective interest rates is expected to save approximately \$1.0 million in cash interest expense annually.

The Company's outstanding long-term indebtedness, including current maturities, was \$947.8 million at September 30, 2025. As of September 30, 2025, the Company had \$595.2 million of borrowing availability under its revolving credit facility.

As part of the Company's footprint optimization efforts, it sold two owned real estate locations during the third quarter of 2025 for combined net cash proceeds of \$22.7 million. The sales resulted in a total net gain on the sale of real estate of \$19.7 million for the three months ended September 30, 2025.

Outlook

Based on current market and economic conditions along with existing tariffs, the Company expects the following:

- October 2025 net sales projected at approximately \$380 million, up 15% from prior year
- On track to deliver an 85 basis point operating profit margin improvement for full-year 2025 as compared to 2024, primarily through optimizing infrastructure
- Exploring divestiture opportunities of approximately \$75 million of revenues that are dilutive to the business in 2026
- 2026 operating profit margin of 7.0 to 8.0%
- 2025 North American RV wholesale shipments of 340,000 - 350,000
- 2026 North American RV wholesale shipments of 345,000 - 360,000

Conference Call & Webcast

LCI Industries will host a conference call to discuss its third quarter results on Thursday, October 30, 2025, at 8:30 a.m. Eastern time, which may be accessed by dialing (833) 470-1428 for participants in the U.S. and (929) 526-1599 for participants outside the U.S. using the required conference ID 672247. Due to the high volume of companies reporting earnings at this time, please be prepared for hold times of up to 15 minutes when dialing in to the call. In addition, an online, real-time webcast, as well as a supplemental earnings presentation, can be accessed on the Company's website, www.investors.lci1.com.

A replay of the conference call will be available for two weeks by dialing (866) 813-9403 for participants in the U.S. and (44) 204-525-0658 for participants outside the U.S. and referencing access code 279083. A replay of the webcast will be available on the Company's website immediately following the conclusion of the call.

About LCI Industries

LCI Industries (NYSE: LCII), through its Lippert subsidiary, is a global leader in supplying engineered components to the outdoor recreation and transportation markets. We believe our innovative culture, advanced manufacturing capabilities, and dedication to

enhancing the customer experience have established Lippert as a reliable partner for both OEM and aftermarket customers. For more information, visit www.lippert.com.

Forward-Looking Statements

This press release contains certain "forward-looking statements" with respect to our financial condition, results of operations, profitability, margins, business strategies, operating efficiencies or synergies, competitive position, growth opportunities, acquisitions, plans and objectives of management, markets for the Company's common stock, the impact of legal proceedings, and other matters. Statements in this press release that are not historical facts are "forward-looking statements" for the purpose of the safe harbor provided by Section 21E of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933, as amended, and involve a number of risks and uncertainties.