D.A. Davidson
23rd Annual Diversified Industrials & Services Conference

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COLUMBUS McKINNON CORPORATION

INTELLIGENT MOTION

SEPTEMBER 2024

Safe Harbor Statement

These slides, and the accompanying oral discussion (together, this “presentation”), contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are generally identified by the use of forward-looking terminology, including the terms “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “illustrative,” “intend,” “likely,” “may,” “opportunity,” “plan,” “possible,” “potential,” “predict,” “project,” “shall,” “should,” “target,” “will,” “would” and, in each case, their negative or other various or comparable terminology. All statements other than statements of historical facts contained in this document, including, but are not limited to, statements relating to: (i) our strategy, outlook and growth prospects and our full year and second quarter fiscal 2025 guidance; (ii) our operational and financial targets and capital distribution policy; (iii) general economic trend and trends in the industry and markets; (iv) the amount of debt to be paid down by the Company during fiscal 2025; and (v) the competitive environment in which we operate, are forward looking statements. Forward-looking statements are not based on historical facts, but instead represent our current expectations and assumptions regarding our business, the economy and other future conditions, and involve known and unknown risks, uncertainties and other factors that could cause the actual results, performance or achievements of the Company to differ materially from any future results, performance or achievements expressed or implied by the forward-looking statements. It is not possible to predict or identify all such risks. These risks include, but are not limited to, the risk factors that are described under the section titled “Risk Factors” in our Annual Report on Form 10-K for the fiscal year ended March 31, 2024 as well as in our other filings with the Securities and Exchange Commission, which are available on its website at www.sec.gov. Given these uncertainties, you should not place undue reliance on these forward-looking statements. Forward-looking statements speak only as of the date they are made. Columbus McKinnon undertakes no duty to update publicly any such forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law, regulation or other competent legal authority.

Non-GAAP Financial Measures and Forward-looking Non-GAAP Measures

This presentation will discuss some non-GAAP (“adjusted”) financial measures which we believe are useful in evaluating our performance. You should not consider the presentation of this additional information in isolation or as a substitute for results prepared in accordance with GAAP. The non-GAAP measures are noted and reconciliations of comparable GAAP with non-GAAP measures can be found in tables included in the Supplemental Information portion of this presentation.

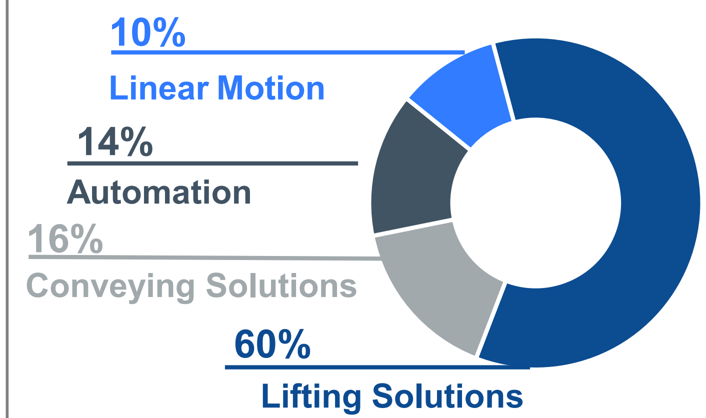
Use of Forward-looking Non-GAAP Financial Metrics

This presentation presents forward-looking statements regarding non-GAAP Adjusted EBITDA margin. The Company is unable to present a quantitative reconciliation of these forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures because such information is not available, and management cannot reliably predict the necessary components of such GAAP measures without unreasonable effort or expense. In addition, the Company believes that such reconciliations would imply a degree of precision that would be confusing or misleading to investors. The unavailable information could have a significant impact on the Company’s financial results. These non-GAAP financial measures are preliminary estimates and are subject to risks and uncertainties, including, among others, changes in connection with post-closing adjustments and the factors described above. Any variation between the Company’s actual results and preliminary financial data described in this presentation may be material.

Global Leader in Intelligent Motion Solutions for Material Handling

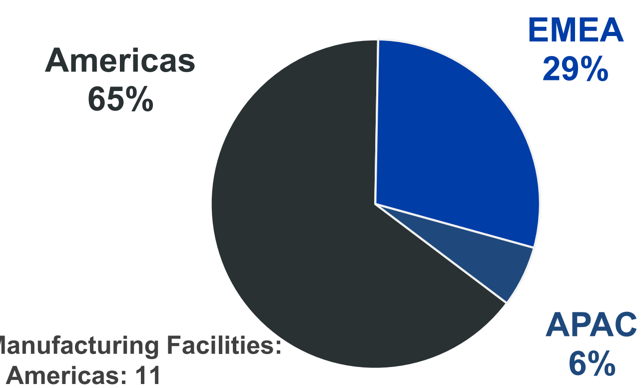
- Leading global lifting and automation company providing professional-grade solutions for solving customers' critical material handling requirements
  - World's 2nd Largest Hoist Company; #1 in the United States
  - Leader in Precision Conveyance
- Enhancing our strategic positioning through outsized growth in precision conveyance, automation and linear motion that are less cyclical.
- Delivering significant growth and margin expansion executing our transformation through our growth framework, "CMBS" business system and 80/20 Process.

Product Mix



Market Capitalization[1]	Total Addressable Market[2]	World-Wide Employees	Year History
~$1B	$20B	~3,500	150
Net Sales[3]	**Sales Growth CAGR[3]**	**Adj EBITDA Margin Expansion[3]**	**Free Cash Flow[3,4]**
$1B	15%	+450 bps	$50M

Geographic Mix



Manufacturing Facilities:
- Americas: 11
- EMEA: 6
- APAC: 2

Seasoned Leader With Extensive History Of Safely, Efficiently And Ergonomically Positioning Materials

[1] Market capitalization as of 8/30/2024; [2] Per Management Estimate, [3] Financial data represents TTM ended June 30, 2024 vs FY21; [4] Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation; [5] On a financial covenant basis per the Company's Amended and Restated Credit Agreement

Together we create **intelligent motion solutions** that move the world forward and improve lives.

Intelligent Motion Solutions

Four Categories of Solutions to Address Customers' Unique Motion Control Needs

Lifting

~$8.0B TAM[1]

- Leading global position in lifting
- Lifting capacity from 1/8 ton to ~140 tons
- Manual chain, electric chain and wire rope hoists
- Reliable, high-quality products
- End-to-end digital solutions

Precision Conveyance

~$5.2B TAM[1]

- Develops and manufactures complex intralogistics solutions connecting robots and workspaces with asynchronous conveying technology
- Specialty conveying provides growth platform in fragmented market
- Tailwinds from megatrends like automation, onshoring, ecommerce, electrification and life sciences

Automation

~$4.5B TAM[1]

- Design and develop drives and controls for lifting, linear motion and conveying systems
- Used in intelligent material handling solutions from ceiling to floor across entire product portfolio
- Solutions designed to increase uptime, enhance productivity and improve customer safety

Linear Motion

~$2.3B TAM[1]

- Linear actuators with lifting capacity up to 50 tons, screw jacks, rotary unions and super cylinders
- Demonstrated leadership and differentiated offering
- Serving a breadth of end markets from rail to warehousing to defense

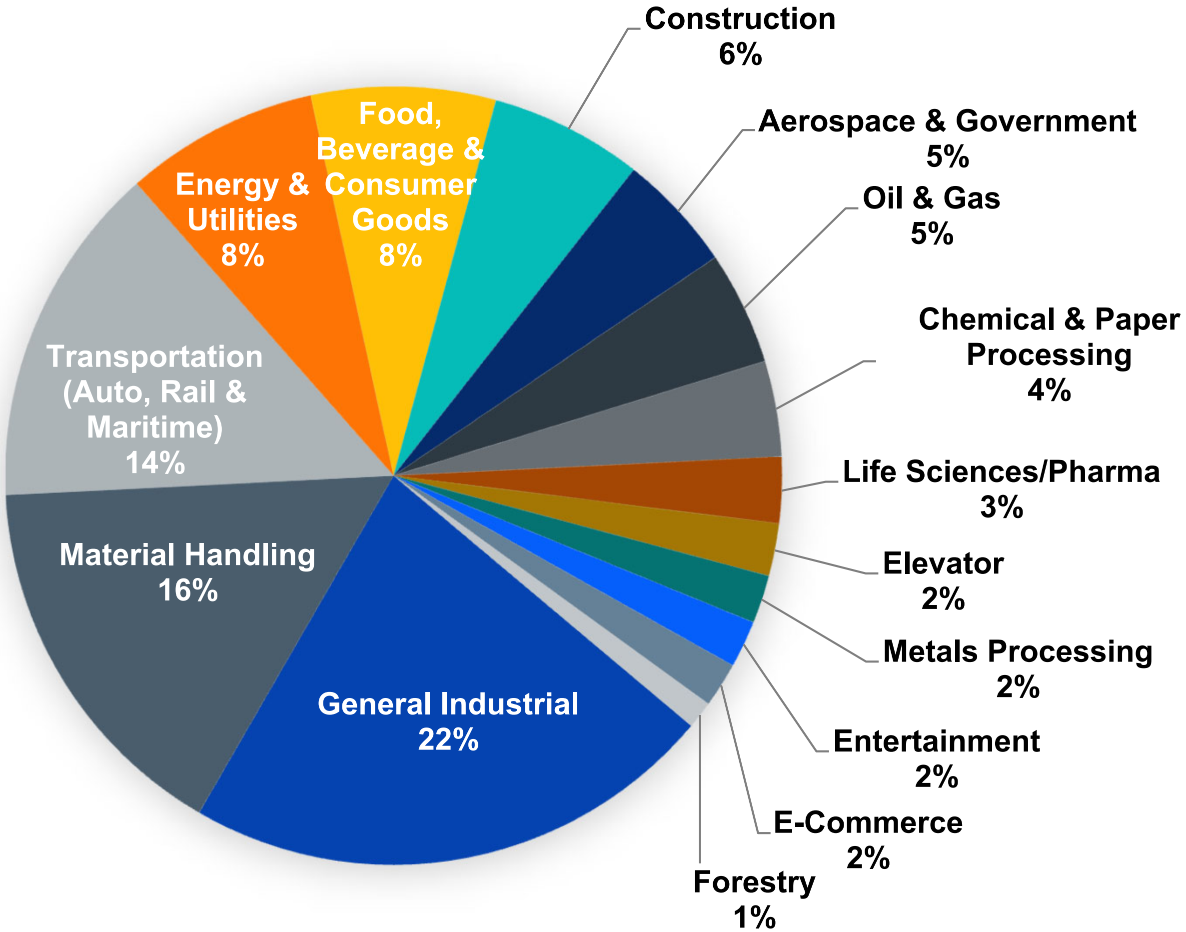
$20B[1] Total Addressable Market with Tailwinds from Megatrends in Attractive End Markets

[1] Per Management Estimate

Growing Secular Market Presence

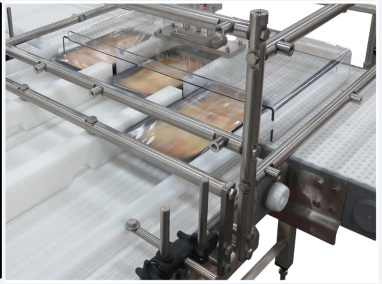
Conveying Solutions Serves Less Cyclical Industries

FY 2024



Focus on Secular Growth Markets

Food, Beverage & Consumer Goods

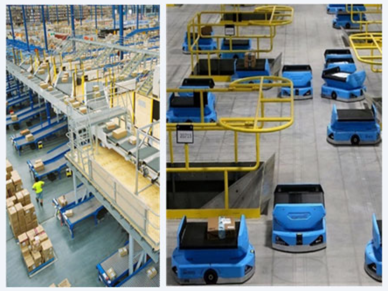


Custom designed sanitary and easy to clean conveyors engineered to the strictest USDA guidelines

Life Sciences / Pharma

Customizable designs built for precision, speed, and to FDA / industry standards for clean-room certifications

E-Commerce



Single piece picking, robotics integration to automate picking and sorting functions

Highly Diverse End Markets With Varying Industry Cycles

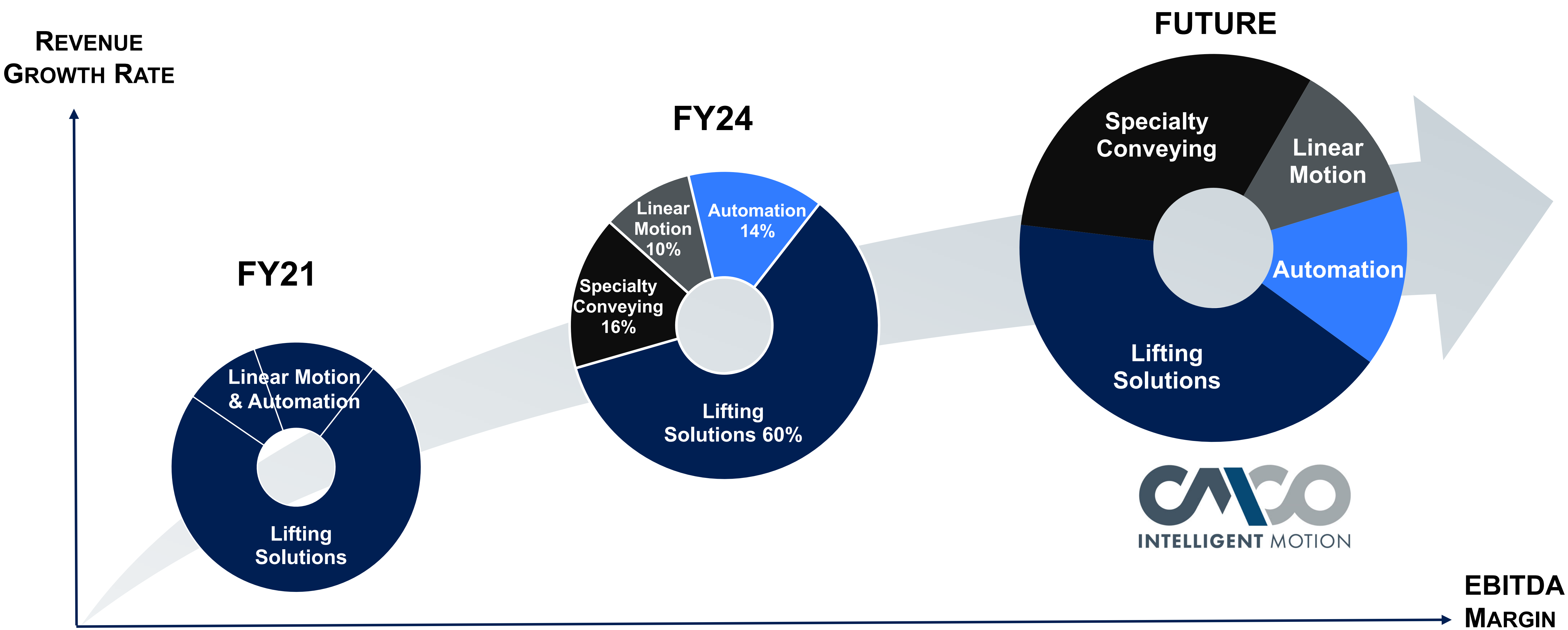
CMCO Transformation Strategy

- EVOLVES THE ENTERPRISE FROM CYCLICAL INDUSTRIAL TO A TOP-TIER, SECULAR GROWTH, **INTELLIGENT MOTION SOLUTIONS** BUSINESS
- ADVANCES CMCO TO **~$1.5 BILLION** IN REVENUE AND **21%** ADJUSTED EBITDA
- TARGETS **MID-SINGLE DIGIT** ORGANIC GROWTH AND **$220 MILLION** OF M&A GROWTH
- INCREASES DIGITAL CAPABILITIES WITH INVESTMENTS IN **TECHNOLOGY ENABLERS THAT SUPPORT GROWTH AND COST OPTIMIZATION**
- ELEVATES **COMPETITIVE ADVANTAGE** WITH COLUMBUS MCKINNON BUSINESS SYSTEM (**CMBS**)
- STRENGTHENS TALENT PROCESSES, IMPROVES THE ORGANIZATION & **BUILDS BENCH STRENGTH**

Targeting Top-tier Performance Over The Strategic Planning Period

Advancing Along our Transformation Path

Targeting $1.5 Billion In Revenue and ~21% EBITDA Margin in FY2027, with a Diversified Revenue & Business Mix

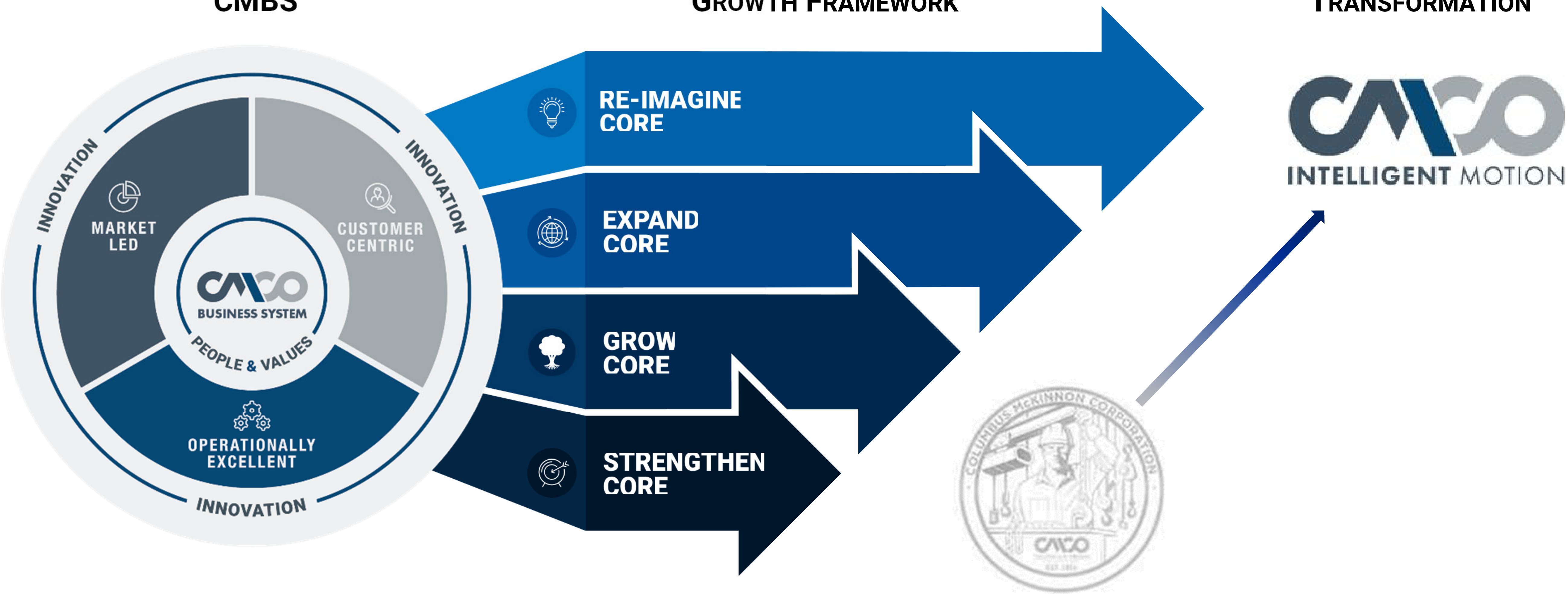


Executing Strategic Plan by Transforming the Portfolio to Higher Growth, Technology-Driven Platforms

Unlocking CMCO's Potential

Business System and Core Growth Framework to Transform CMCO

CMBS | GROWTH FRAMEWORK | TRANSFORMATION



Framework To Deliver Differentiated Growth, Financial Performance And Shareholder Value

Strong Track Record Creating Value Through M&A

CMCO INTELLIGENT MOTION

- M&A Pipeline
- Target Screen
- Acquisition Committee Feedback
- Outreach
- Due Diligence
- Decision

Programmatic M&A

September 2015
MAGNETEK
Acquisition of Magnetek, Inc. for ~$182M added automation capabilities

January 2017
STAHL CraneSystems
Acquisition of STAHL CraneSystems from Konecranes for ~$218M strengthens leading global position in lifting solutions

April 2021
DORNER
Acquisition of Dorner for $485M advances Intelligent Motion strategy and creates platform for scalable growth

December 2021
GARVEY
Acquisition of Garvey for $74M expands conveying solutions platform

May 2023
montratec
Acquisition of montratec® for $110M expands precision conveyance and automation

2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024

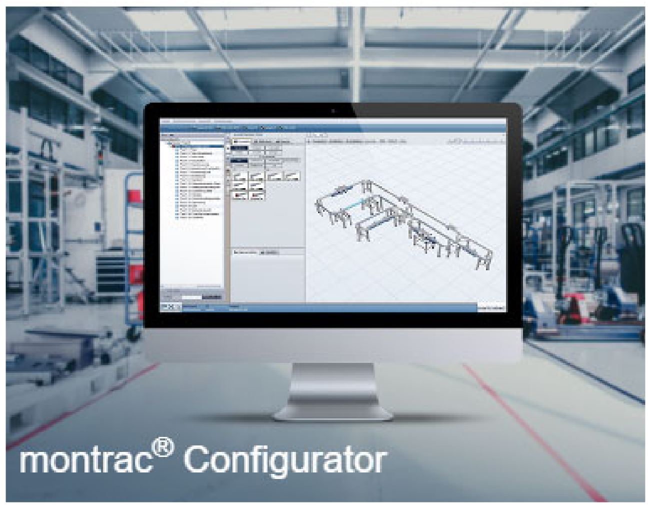
December 2018
Tire Shredder
Divestiture of Tire Shredder Business

February 2019
STB Stahlhammer Bommern
Divestiture of Stahlhammer Bommern GmbH to Turbo Investment BV

February 2019
CES MATERIAL HANDLING
Divestiture of Crane Equipment and Service, Inc.

Transforming Columbus McKinnon Into A Top-Tier, Higher Growth, Higher Margin Enterprise

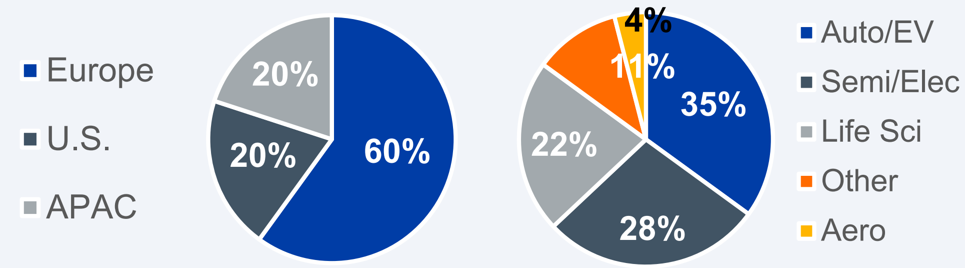
Expanding Precision Conveyance Platform with montratec®



Acquired montratec® on May 31, 2023

- Develops and manufactures complex intralogistics solutions connecting robots and workspaces
- Acquired $30M of sales with high 40% gross margin; Expect to double business in 3 years
- Attractive markets with secular tailwinds: Battery Production, Electronics, Semiconductors and Life Sciences

Acquired Revenue Profile



- Differentiated solutions: asynchronous movement, cleanroom certification, speed, space saving, Industry 4.0 controls, low energy consumption, easier change outs and faster set-up – 2,500 installations worldwide
- Technology driven organization: advanced software capabilities, robust NPD pipeline, talented engineering team, patented technologies

Differentiated Technology in Secular Growth Markets; Expanding Conveyance Platform in Europe

FY2027 Financial Targets

Key Assumptions

SALES	**Growing Sales by >10% CAGR** • Organic growth of ~5% driven by go-to-market structure and strategic initiatives • Inorganic growth of ~6% from programmatic M&A inclusive of market growth • No material changes to current market conditions
COGS	**Expanding Gross Margin to ~40%+** • Factory footprint simplification & productivity improvements reduce COGS by ~$30M • Product Line Simplification (PLS), material productivity and value engineering savings of ~$9M • Raw material inflation normalizes to ~2% on average from FY23 levels
RSG&A	**Reducing RSG&A as a Percent of Sales to ~20%*** • Reorganization to optimize management and commercial structure • ERP implementations enable shared service model • Additional investments in digital enablement (i.e. HRIS, CRM, CPQ, SIOP) • Improved leverage and scale with mid-single-digit organic revenue growth & accretive M&A

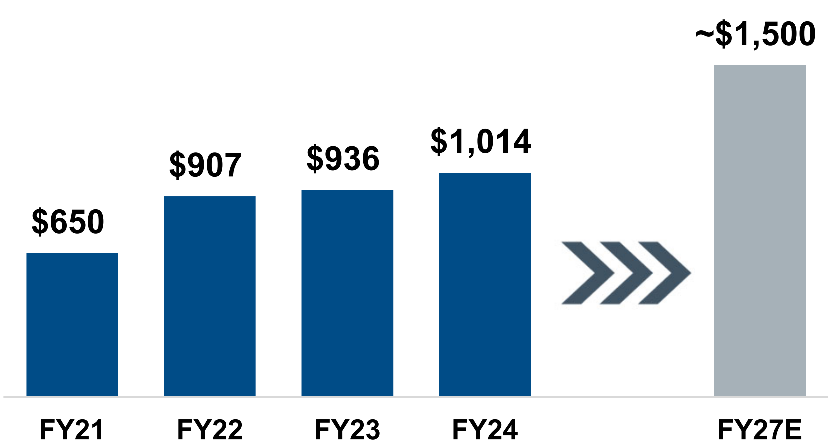
Driving Gross Margin Expansion while Reducing SG&A as a Percent of Revenue

** Excludes proforma items*

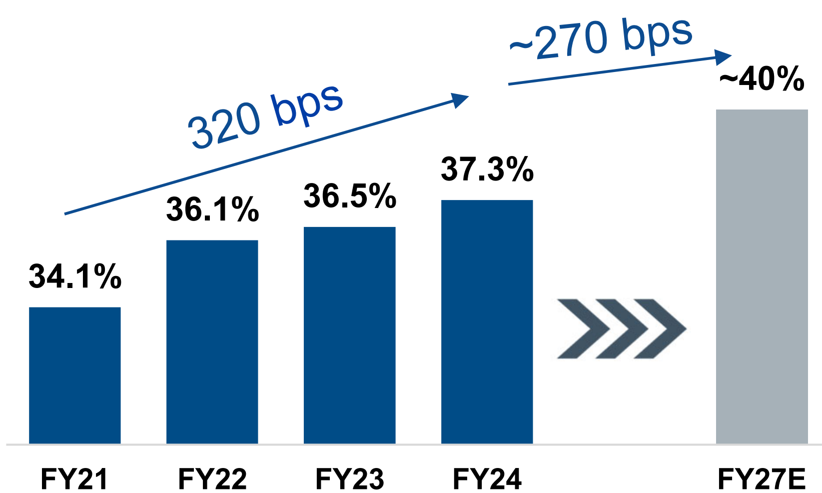
Executing Plan and Delivering Results

On track for FY27 Goals

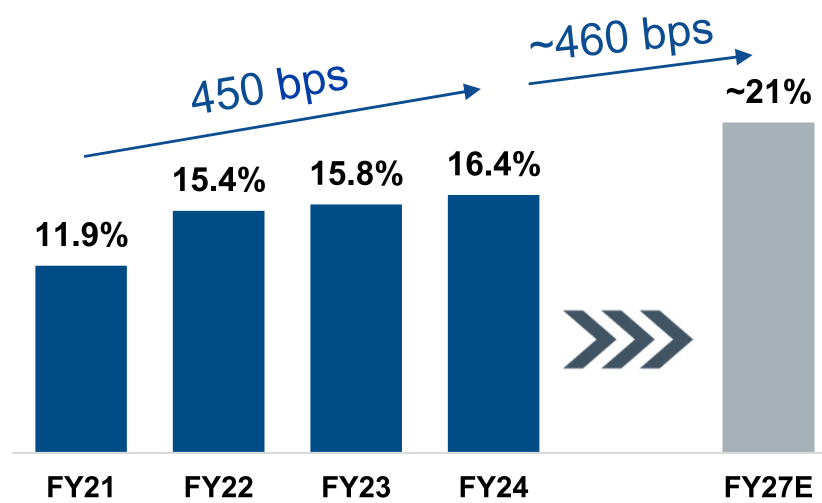
Net Sales



Adjusted Gross Margin[1]



Adjusted EBITDA Margin[1]



Growth Drivers

Organic growth
- Commercial initiatives
- New product development
- Customer experience improvement

M&A growth
- Expand precision conveyance platform
- Opportunistic with core portfolio
- Reimagine portfolio

Operating initiatives
- Operational excellence/VAVE
- Operating leverage on growth
- Pricing in excess of material inflation
- Product line simplification
- Factory simplification

Margin accretive M&A

RSG&A leverage on organic and M&A related growth

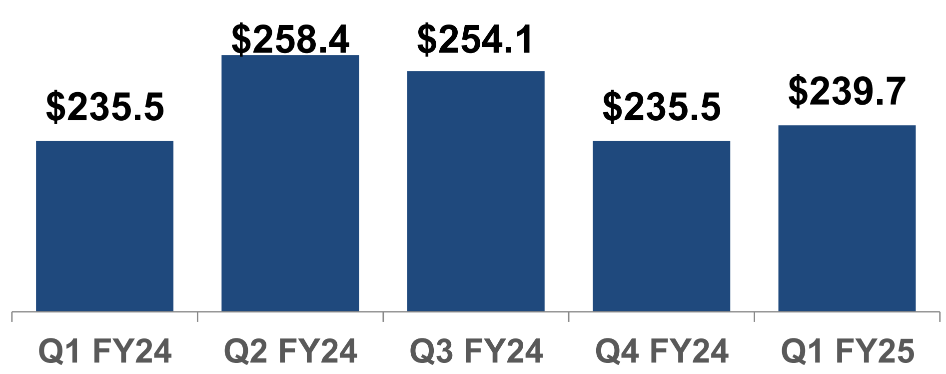
Gross margin expansion

Execution of Strategy Delivers Attractive Financial Results

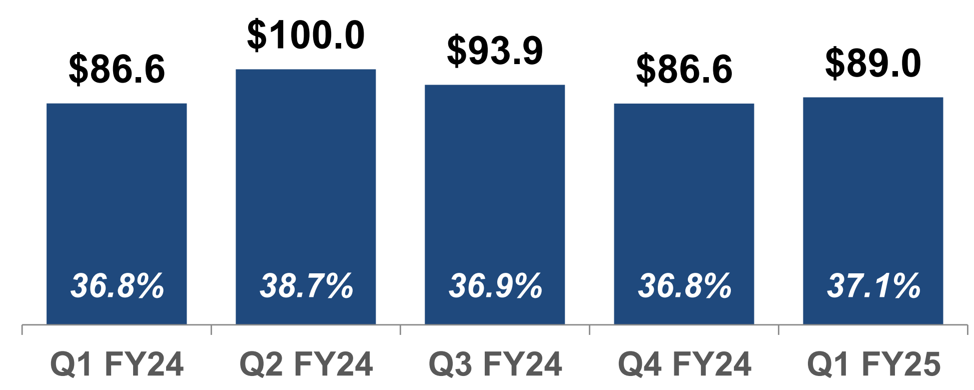
[1] Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation

Q1 FY25 Financial Results

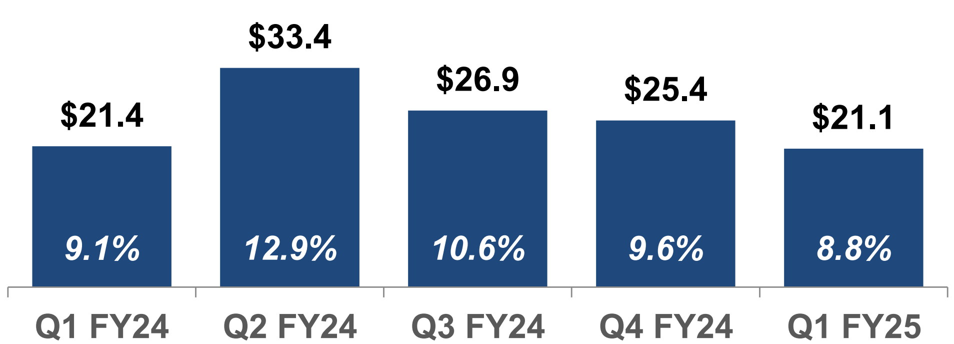
Net Sales



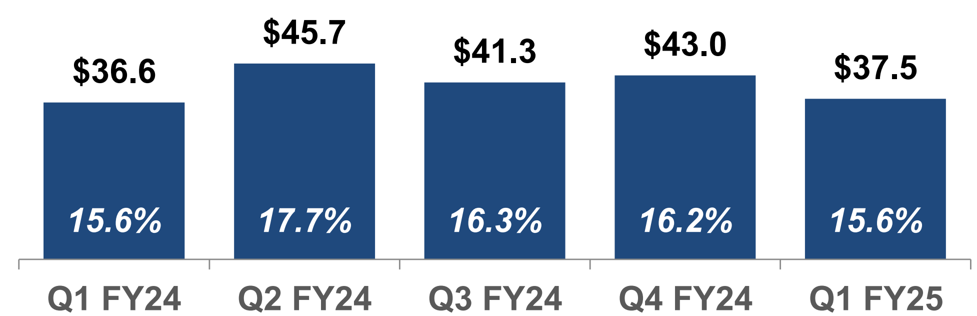
Gross Profit and Margin



Operating Income & Margin



Adjusted EBITDA[2] and Margin[2]



Net Income	$9.3	$15.8	$9.8	$9.3	$8.6

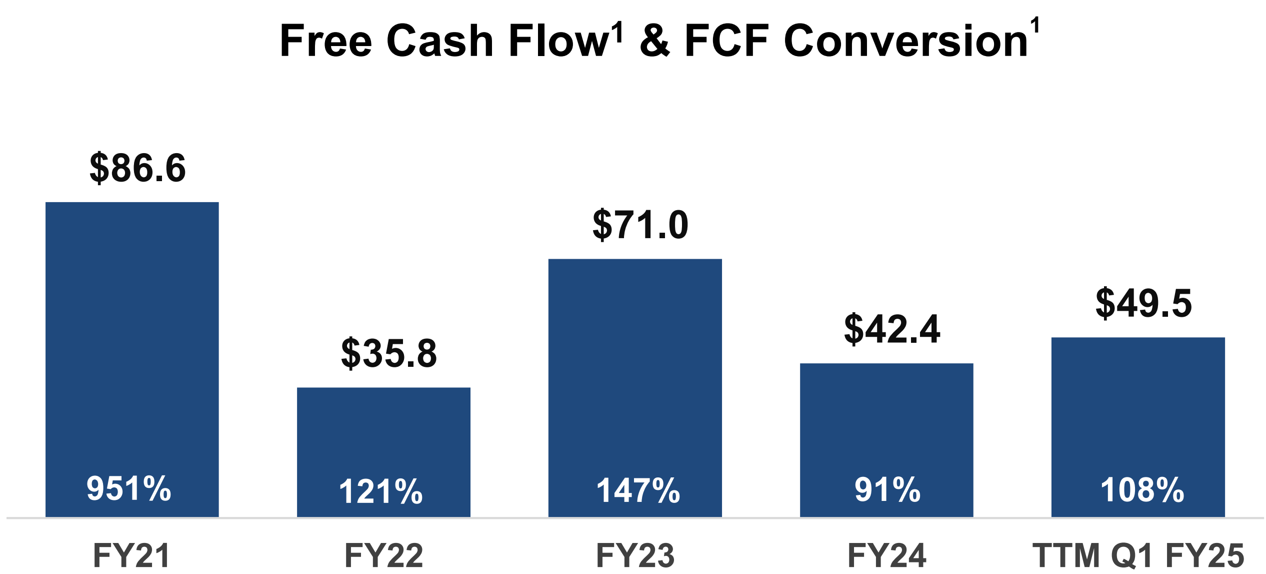
Sales Growth with Strong Gross Profit and Adjusted EBITDA

[1] Organic growth excludes impact from montratec acquisition

[2] Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation

Cash Flow

($ in millions, $M)



	Three Months Ended	
	6/30/24	6/30/23
Net cash provided by (used for) operating activities	**($10.8)**	**($17.2)**
Capital Expenditures	4.6	5.3
Free Cash Flow (FCF)[1]	**($ 15.4)**	**($22.5)**

Note: Components may not sum due to rounding

Net cash used for operating activities improved by $6.5M Y/Y

- Seasonal cash outflow in Q1 FY25 ahead of prior year

Capital expenditures decreased $0.6M Y/Y

- CapEx investment for our North American manufacturing center of excellence in Monterrey facility in H2 FY25

Free Cash Flow[1] improved by $7.1M Y/Y

Free Cash Flow Conversion[1] of 108% on a trailing twelve-month basis

Capital Priorities:

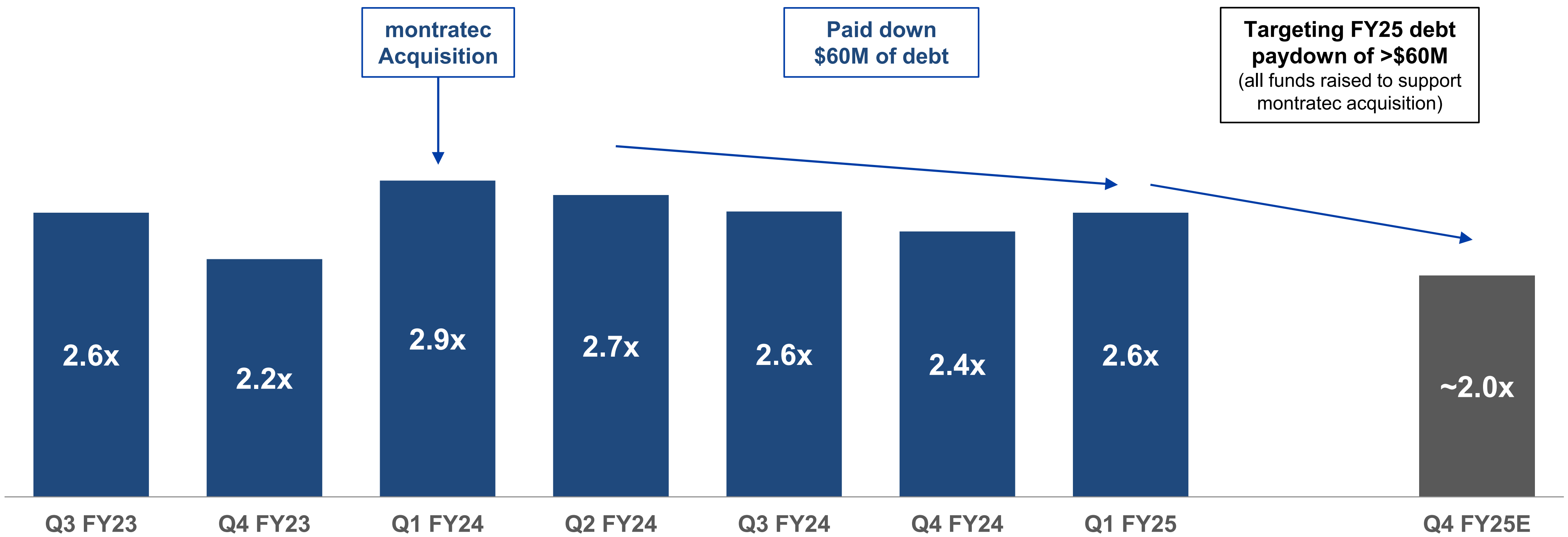
1. Organic Growth
2. Debt Reduction
3. Stable Dividend
4. Acquisitions

Annual Free Cash Flow Conversion[1] Typically Over 100% of Net Income

[1] Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation.

Historical Net Leverage – per Credit Agreement

Net Leverage Ratio[1,2]



	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q4 FY25E
Credit Agreement TTM Adj. EBITDA[1,2] ($ in M)	$162	$164	$171	$176	$179	$171	$178	

CMCO De-levered Since the montratec Acquisition, with Expected Net Leverage of ~2.0x by EOY FY25

[1] Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation.
[2] On a financial covenant basis per the Company's Amended and Restated Credit Agreement

Priority Initiatives in FY25

Profitable Growth	**Deliver on commercial initiatives and drive margin expansion** • Grow share of wallet through improved customer experience • Execute commercial, geographic expansion and product innovation initiatives • Focus on margin expansion through 80/20 actions
Customer Experience	**Improve performance and customer intimacy** • Continue Net Promotor Score improvement following double-digit increase in FY24 • Reduce lead-times and improve on-time delivery to market competitive levels or better • Enhance demand planning process and leverage technology
Factory Performance	**Improve operational KPIs** • Increase material productivity and VAVE savings • Improve direct labor efficiency • Reduce overhead rates driven by strategic priorities
Footprint Simplification	**Execute footprint simplification plan** • Generate cost savings and operational improvement through Americas Manufacturing Center of Excellence in Monterrey, Mexico • Deliver synergies in EMEA through shared services

Focused on Delivering Profitable Growth and Margin Expansion

INTELLIGENT MOTION

PURPOSE IN MOTION

Supplemental Information

Corporate Sustainability Report

SOCIAL RESPONSIBILITY

- PRODUCT QUALITY & INNOVATION
- CUSTOMER INTIMACY
- EMPLOYEE HEALTH AND SAFETY
- DIVERSITY, EQUITY, AND INCLUSION
- TALENT MANAGEMENT
- COMMUNITY INVOLVEMENT

GOVERNANCE & ETHICS

- ENTERPRISE RISK MANAGEMENT
- ETHICS & COMPLIANCE
- BOARD GOVERNANCE

ENVIRONMENTAL STEWARDSHIP

- CLIMATE CHANGE & ENERGY MANAGEMENT
- WASTE MANAGEMENT & RECYCLING

Strategic Initiatives

- Long-term plan – based on baselines, gap analysis & target setting
- Tightly aligned with business strategy
- Prioritized by impact, risk assessment and opportunity for value
- Metrics and goals embedded in business functions

Non-GAAP Measures

The following information provides definitions and reconciliations of the non-GAAP financial measures presented in this presentation to the most directly comparable financial measures calculated and presented in accordance with generally accepted accounting principles (GAAP). The Company has provided this non-GAAP financial information, which is not calculated or presented in accordance with GAAP, as information supplemental and in addition to the financial measures presented in this presentation that are calculated and presented in accordance with GAAP. Such non-GAAP financial measures should not be considered superior to, as a substitute for or alternative to, and should be considered in conjunction with, the GAAP financial measures presented in this presentation. The non-GAAP financial measures in this presentation may differ from similarly titled measures used by other companies.

- Free Cash Flow and Free Cash Flow Conversion
- Net Debt and Net Leverage Ratio
- Credit Agreement Adjusted EBITDA and Credit Agreement Adjusted EBITDA Margin
- Adjusted EBITDA and Adjusted EBITDA Margin
- Adjusted Gross Profit and Adjusted Gross Margin
- Adjusted Operating Income and Adjusted Operating Margin
- Adjusted Net Income and Adjusted Diluted EPS

We have not reconciled Free Cash Flow Conversion outlook to the most comparable GAAP outlook because it is not possible to do so without unreasonable efforts due to the uncertainty and potential variability of reconciling items, which are dependent on future events and often outside of management’s control and which could be significant. Because such items cannot be reasonably predicted with the level of precision required, we are unable to provide outlook for the comparable GAAP measures. Forward-looking estimates of Free Cash Flow Conversion are made in a manner consistent with the relevant definitions and assumptions noted herein.

Non-GAAP Measures: Free Cash Flow (FCF) and FCF Conversion

($ in thousands)	Quarter		Fiscal Year				TTM
	Q1 FY24	**Q1 FY25**	**2021**	**2022**	**2023**	**2024**	**Q1 FY25**
Net cash provided by (used for) operating activities	$ (17,247)	$ (10,758)	$ 98,890	$ 48,881	$ 83,636	$ 67,198	$ 73,687
Capital expenditures	(5,273)	(4,629)	(12,300)	(13,104)	(12,632)	(24,813)	(24,169)
Free Cash Flow (FCF)	$ (22,520)	$ (15,387)	$ 86,590	$ 35,777	$ 71,004	$ 42,385	$ 49,518
Net income			$ 9,106	$ 29,660	$ 48,429	$ 46,625	$ 45,979
Free Cash Flow Conversion			951%	121%	147%	91%	108%

Free Cash Flow is defined as net cash provided by (used for) operating activities less capital expenditures. Free Cash Flow Conversion is defined as Free Cash Flow divided by net income. Free Cash Flow and Free Cash Flow Conversion are not measures determined in accordance with GAAP and may not be comparable with the measures as defined or used by other companies. Nevertheless, the Company believes that providing non-GAAP financial measures, such as Free Cash Flow and Free Cash Flow Conversion, is important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current periods' Free Cash Flow and Free Cash Flow Conversion to Free Cash Flow and Free Cash Flow Conversion for historical periods.

Non-GAAP Measures: Net Debt and Net Leverage Ratio

($ in thousands)	Trailing Twelve Month						
	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Net income	$ 46,360	$ 48,429	$ 49,313	$ 51,012	$ 48,711	$ 46,625	$ 45,978
Add back (deduct):							
Annualize EBITDA for acquisitions[1]	—	—	7,994	5,410	2,131	1,331	—
Annualize synergies for acquisitions[1]	660	—	401	293	184	73	—
Income tax expense (benefit)	24,701	26,046	20,547	20,694	19,904	14,902	4,929
Interest and debt expense	25,626	27,942	30,364	33,807	36,456	37,957	37,567
Non-Cash loss related to asset retirement	175	175	2	—	—	—	—
Gain on Sale of Facility	(232)	(232)	(232)	—	—	—	—
Non-Cash Pension Settlement[2]	—	—	—	—	4,599	4,984	4,984
Amortization of deferred financing costs	1,720	1,721	1,774	1,967	2,158	2,349	2,488
Stock Compensation Expense	9,800	10,425	11,655	12,060	11,859	12,039	11,159
Garvey contingent consideration	1,230	1,230	1,230	1,230	—	—	—
Depreciation and amortization expense	42,059	41,947	42,368	43,536	44,619	45,945	46,895
Acquisition deal and integration costs	672	616	3,117	3,606	3,381	3,211	624
Excluded deal and integration costs[3]	(169)	—	(529)	(510)	(172)	—	—
Acquisition inventory set-up expense	1,546	—	—	—	—	—	—
Acquisition amortization of backlog	1,650	—	—	—	—	—	—
Business realignment costs	5,406	5,140	3,857	2,664	2,715	1,867	2,341
Excluded business realignment costs[3]	—	—	(3,482)	(2,249)	(848)	—	—
North American warehouse consolidation	—	—	117	199	199	744	627
Headquarter relocation costs	315	996	2,224	2,370	2,565	2,059	927
Cost of debt refinancing	—	—	—	—	—	1,190	1,190
Monterrey, MX new factory start-up costs	—	—	—	—	755	4,489	8,055
Credit Agreement TTM Adjusted EBITDA	$ 161,519	$ 164,435	$ 170,720	$ 176,089	$ 179,216	$ 179,765	$ 177,764
Total debt	481,512	471,592	579,769	564,841	550,040	530,236	510,430
Standby letters of credit	15,275	14,921	15,364	15,525	15,740	15,368	15,630
Cash and cash equivalents	(81,520)	(133,176)	(106,994)	(99,058)	(102,945)	(114,126)	(68,373)
Net Debt	$ 415,267	$ 353,337	$ 488,139	$ 481,308	$ 462,835	$ 431,478	$ 457,687
Net Leverage Ratio	2.57x	2.15x	2.86x	2.73x	2.58x	2.40x	2.57x

Net Debt is defined in the credit agreement as total debt plus standby letters of credit, net of cash and cash equivalents. Net Leverage Ratio is defined as Net Debt divided by the Credit Agreement Trailing Twelve Month Adjusted EBITDA (as defined as net income before interest expense, income taxes, depreciation, amortization, and other adjustments as defined in the credit agreement). Credit Agreement TTM Adjusted EBITDA is defined as net income before interest expense, income taxes, depreciation, amortization, and other adjustments. Credit Agreement Adjusted EBITDA Margin is defined as Credit Agreement TTM Adjusted EBITDA divided by net sales. Net Debt, Net Leverage Ratio, Credit Agreement TTM Adjusted EBITDA and Credit Agreement Adjusted EBITDA Margin are not measures determined in accordance with GAAP and may not be comparable with the measures as used by other companies. Nevertheless, the Company believes that providing non-GAAP financial measures, such as Net Debt, Net Leverage Ratio, Credit Agreement TTM Adjusted EBITDA and Credit Agreement Adjusted EBITDA Margin are important for investors and other readers of the Company's financial statements.

1 EBITDA is normalized to include a full year of the acquired entity and assuming that deal related synergies are achieved for montratec in fiscal year 2024 and Dorner and Garvey in fiscal year 2023

2 During the quarter ending December 31, 2023, certain employees in one of the Company's U.S. pension plans accepted an offer to settle their pension obligation with a lump sum payment. These lump sum settlements are one of the steps the Company is taking to terminate the plan by transferring the liabilities to a third-party. As a result, the Company recorded a non-cash settlement charge in the amount $4,599,000.

3 The Company's credit agreement definition of Adjusted EBITDA excludes certain acquisition deal and integration costs and business realignment costs that are incurred more than two years after the close of an acquisition

Non-GAAP Measures: Adjusted Gross Profit and Adjusted Gross Margin

($ in thousands)	Quarter					Fiscal Year			
	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	2021	2022	2023	2024
Gross profit	$ 86,649	$ 99,976	$ 93,897	$ 94,315	$ 89,030	$ 220,225	$ 315,730	$ 342,099	$ 374,838
Add back (deduct):									
Product liability settlement	—	—	—	—	—	—	2,850	—	—
Acquisition amortization of backlog	—	—	—	—	—	—	2,100	—	—
Acquisition inventory step-up expense	—	—	—	—	—	—	5,042	—	—
Business realignment costs	196	—	150	—	—	830	1,606	—	346
Acquisition deal and integration costs	—	—	—	—	392	—	521	—	—
Factory and warehouse consolidation	—	—	—	262	—	2,671	—	—	262
Monterrey, MX new factory start-up costs	—	—	435	2,552	1,625	—	—	—	2,987
Insurance settlement	—	—	—	—	—	—	—	—	—
Gain on sale of building	—	—	—	—	—	(2,189)	—	—	—
Adjusted Gross Profit	$ 86,845	$ 99,976	$ 94,482	$ 97,129	$ 91,047	$ 221,537	$ 327,849	$ 342,099	$ 378,433
Net sales	$ 235,492	$ 258,400	$ 254,143	$ 265,504	$ 239,726	$ 649,642	$ 906,555	$ 936,240	$ 1,013,540
Add back:									
Acquisition amortization of backlog	—	—	—	—	—	—	2,100	—	—
Adjusted Net Sales	$ 235,492	$ 258,400	$ 254,143	$ 265,504	$ 239,726	$ 649,642	$ 908,655	$ 936,240	$ 1,013,540
Gross margin	36.8%	38.7%	36.9%	35.5%	37.1%	33.9%	34.8%	36.5%	37.0%
Adjusted Gross Margin	36.9%	38.7%	37.2%	36.6%	38.0%	34.1%	36.1%	36.5%	37.3%

Adjusted Gross Profit is defined as gross profit as reported, adjusted for certain items. Adjusted Gross Profit Margin is defined as Adjusted Gross Profit divided by net sales. Adjusted Gross Profit and Adjusted Gross Margin are not measures determined in accordance with GAAP and may not be comparable with Adjusted Gross Profit and Adjusted Gross Profit Margin as used by other companies. Nevertheless, Columbus McKinnon believes that providing non-GAAP financial measures, such as Adjusted Gross Profit and Adjusted Gross Profit Margin, are important for investors and other readers of the Company’s financial statements and assists in understanding the comparison of the current quarter’s and current year's gross profit and gross profit margin to the historical periods' gross profit and gross margin, as well as facilitates a more meaningful comparison of the Company’s gross profit and gross profit margin to that of other companies.

Non-GAAP Measures: Adjusted Operating Income and Adjusted Operating Margin

($ in thousands)	Quarter					Fiscal Year			
	Q1 FY24	**Q2 FY24**	**Q3 FY24**	**Q4 FY24**	**Q1 FY25**	**2021**	**2022**	**2023**	**2024**
Income from operations	$ 21,448	$ 33,351	$ 26,912	$ 25,437	$ 21,147	$ 42,255	$ 73,781	$ 97,841	$ 107,148
Add back (deduct):									
Acquisition deal and integration costs	2,587	508	113	3	—	3,951	10,473	616	3,211
Acquisition inventory step-up expense	—	—	—	—	—	—	5,042	—	—
Business realignment costs	375	40	1,452	—	850	1,470	3,902	5,140	1,867
Garvey contingent consideration	—	—	—	—	—	—	—	1,230	—
Product liability settlement	—	—	—	—	—	—	2,850	—	—
Headquarter relocation costs	1,228	146	510	175	96	—	—	996	2,059
Acquisition amortization of backlog	—	—	—	—	—	—	2,100	—	—
Factory and warehouse consolidation	117	82	—	545	—	3,778	—	—	744
Monterrey, MX new factory start-up costs	—	—	755	3,734	3,566	—	—	—	4,489
Insurance recovery legal costs	—	—	—	—	—	229	—	—	—
Gain on sale of building	—	—	—	—	—	(2,638)	—	—	—
Cost of debt repricing	—	—	—	1,190	—	—	—	—	1,190
Adjusted Operating Income	$ 25,755	$ 34,127	$ 29,742	$ 31,084	$ 25,659	$ 49,045	$ 98,148	$ 105,823	$ 120,708
Net sales	$ 235,492	$ 258,400	$ 254,143	$ 265,504	$ 239,726	$ 649,642	$ 906,555	$ 936,240	$ 1,013,540
Add back:									
Acquisition amortization of backlog	—	—	—	—	—	—	2,100	—	—
Adjusted Net Sales	$ 235,492	$ 258,400	$ 254,143	$ 265,504	$ 239,726	$ 649,642	$ 908,655	$ 936,240	$ 1,013,540
Operating margin	9.1%	12.9%	10.6%	9.6%	8.8%	6.5%	8.1%	10.5%	10.6%
Adjusted Operating margin	10.9%	13.2%	11.7%	11.7%	10.7%	7.5%	10.8%	11.3%	11.9%

Adjusted Operating Income is defined as income from operations as reported, adjusted for certain items. Adjusted Operating Margin is defined as Adjusted Operating Income divided by net sales. Adjusted Operating Income and Adjusted Operating Margin are not measures determined in accordance with GAAP and may not be comparable with Adjusted Operating Income and Adjusted Operating Margin as used by other companies. Nevertheless, Columbus McKinnon believes that providing non-GAAP financial measures, such as Operating Income and Adjusted Operating Margin, are important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current quarter's and current year's income from operations and operating margin to the historical periods' income from operations and operating margin, as well as facilitates a more meaningful comparison of the Company's income from operations and operating margin to that of other companies.

Non-GAAP Measures: Adjusted Net Income and Adjusted Diluted EPS

CMCO INTELLIGENT MOTION

($ in thousands, except per share data)	Quarter					Fiscal Year			
	Q1 FY24	**Q2 FY24**	**Q3 FY24**	**Q4 FY24**	**Q4 FY25**	**2021**	**2022**	**2023**	**2024**
Net income	$ 9,275	$ 15,813	$ 9,728	$ 11,809	$ 8,629	$ 9,106	$ 29,660	$ 48,429	$ 46,625
Add back (deduct):									
Amortization of intangibles	6,877	7,508	7,486	7,525	7,500	12,623	25,283	26,001	29,396
Acquisition deal and integration costs	2,587	508	113	3	—	3,951	10,473	616	3,211
Business realignment costs	375	40	1,452	—	850	1,470	3,902	5,140	1,867
Product liability settlement	—	—	—	—	—	—	2,850	—	—
Acquisition inventory step-up expense	—	—	—	—	—	—	5,042	—	—
Acquisition amortization of backlog	—	—	—	—	—	—	2,100	—	—
Garvey contingent consideration	—	—	—	—	—	—	—	1,230	—
Headquarter relocation costs	1,228	146	510	175	86	—	—	996	2,059
Factory and warehouse consolidation	117	82	—	545	—	3,778	—	—	744
Monterrey, MX new factory start-up costs	—	—	755	3,734	3,566	—	—	—	4,489
Cost of debt refinancing and repricing	—	—	—	1,190	—	—	14,803	—	1,190
Non-cash pension settlement expense	—	—	4,599	385	—	19,046	—	—	4,984
Tax indemnification payment owed	—	—	—	1,192	—	—	—	—	1,192
Insurance recovery legal costs	—	—	—	—	—	229	—	—	—
Gain on sale of building	—	—	—	—	—	(2,638)	—	—	—
Normalize tax rate to 25%[1]	(2,569)	(2,199)	(3,227)	(4,767)	(2,595)	(9,708)	(13,852)	2,185	(12,763)
Adjusted Net Income	$ 17,890	$ 21,898	$ 21,416	$ 21,971	$ 18,046	$ 37,857	$ 80,261	$ 84,597	$ 82,994
Average diluted shares outstanding	28,906	29,001	28,991	29,129	29,127	24,173	28,401	28,818	29,026
Diluted income per share	$ 0.32	$ 0.55	$ 0.34	$ 0.41	$ 0.30	$ 0.38	$ 1.04	$ 1.68	$ 1.61
Adjusted Diluted EPS	$ 0.62	$ 0.76	$ 0.74	$ 0.75	$ 0.62	$ 1.57	$ 2.83	$ 2.94	$ 2.86

[1] Applies a normalized tax rate of 25% in fiscal 2024 and 22% in fiscal 2022 and fiscal 2023 to GAAP pre-tax income and non-GAAP adjustments above, which are each pre-tax.

Adjusted Net Income and Adjusted Diluted EPS are defined as net income and diluted EPS as reported, adjusted for certain items, including amortization of intangibles, and also adjusted for a normalized tax rate. Adjusted Net Income and Adjusted Diluted EPS are not measures determined in accordance with GAAP and may not be comparable with the measures used by other companies. Nevertheless, Columbus McKinnon believes that providing non-GAAP financial measures, such as Adjusted Net Income and Adjusted Diluted EPS, are important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current quarter's and current year's net income and diluted EPS to the historical periods' net income and diluted EPS, as well as facilitates a more meaningful comparison of the Company's net income and diluted EPS to that of other companies. The Company believes that presenting Adjusted Diluted EPS provides a better understanding of its earnings power inclusive of adjusting for the non-cash amortization of intangible assets, reflecting the Company's strategy to grow through acquisitions as well as organically.

Non-GAAP Measures: Adjusted EBITDA and Adjusted EBITDA Margin

CMCO INTELLIGENT MOTION

($ in thousands)	Quarter					Fiscal Year			
	Q1 FY24	**Q2 FY24**	**Q3 FY24**	**Q4 FY24**	**Q1 FY25**	**2021**	**2022**	**2023**	**2024**
Net income	$ 9,275	$ 15,813	$ 9,728	$ 11,809	$ 8,629	$ 9,106	$ 29,660	$ 48,429	$ 46,625
Add back (deduct):									
Income tax expense (benefit)	3,394	5,100	3,911	2,497	3,421	970	8,786	26,046	14,902
Interest and debt expense	8,625	10,211	9,952	9,169	8,235	12,081	20,126	27,942	37,957
Investment (income) loss	(543)	88	(758)	(547)	(209)	(1,693)	(46)	(315)	(1,759)
Foreign currency exchange (gain) loss	483	1,746	(1,155)	752	395	941	1,574	(2,189)	1,826
Other (income) expense, net	214	393	5,234	1,757	676	20,850	(1,122)	(2,072)	7,597
Depreciation and amortization expense	10,890	11,592	11,570	11,893	11,840	28,153	41,924	41,947	45,945
Cost of debt refinancing/repricing	—	—	—	1,190	—	—	14,803	—	1,190
Acquisition deal and integration costs	2,587	508	113	3	—	3,951	10,473	616	3,211
Acquisition inventory step-up expense	—	—	—	—	—	—	5,042	—	—
Product liability settlement	—	—	—	—	—	—	2,850	—	—
Business realignment costs	375	40	1,452	—	850	1,470	3,902	5,140	1,867
Factory and warehouse consolidation	117	82	—	545	—	3,778	—	—	744
Headquarter relocation costs	1,228	146	510	175	96	—	—	996	2,059
Garvey contingent consideration	—	—	—	—	—	—	—	1,230	—
Acquisition amortization of backlog	—	—	—	—	—	—	2,100	—	—
Insurance settlement	—	—	—	—	—	229	—	—	—
Gain on sale of building	—	—	—	—	—	(2,638)	—	—	—
Monterrey, MX new factory start-up costs	—	—	755	3,734	3,566	—	—	—	4,489
Adjusted EBITDA	$ 36,645	$ 45,719	$ 41,312	$ 42,977	$ 37,499	$ 77,198	$ 140,072	$ 147,770	$ 166,653
Sales	$ 235,492	$ 258,400	$ 254,143	$ 265,504	$ 239,726	$ 649,642	$ 906,555	$ 936,240	$ 1,013,540
Add back:									
Acquisition amortization of backlog	—	—	—	—	—	—	2,100	—	—
Adjusted Net Sales	$ 235,492	$ 258,400	$ 254,143	$ 265,504	$ 239,726	$ 649,642	$ 908,655	$ 936,240	$ 1,013,540
Net income margin	3.9%	6.1%	3.8%	4.4%	3.6%	1.4%	3.3%	5.2%	4.6%
Adjusted EBITDA margin	15.6%	17.7%	16.3%	16.2%	15.6%	11.9%	15.4%	15.8%	16.4%

Adjusted EBITDA is defined as net income before interest expense, income taxes, depreciation, amortization, and other adjustments. Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by net sales. Adjusted EBITDA and Adjusted EBITDA Margin are not measures determined in accordance with GAAP and may not be comparable with Adjusted EBITDA and Adjusted EBITDA Margin as used by other companies. Nevertheless, Columbus McKinnon believes that providing non-GAAP financial measures, such as Adjusted EBITDA and Adjusted EBITDA Margin, are important for investors and other readers of the Company's financial statements.