

Investor Presentation

Fiscal First Quarter 2021

August 3, 2020



Safe Harbor Statement

Non-GAAP Financial Information

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 relating to, among other things, the business, financial condition and results of operations of CSW Industrials, Inc. ("CSWI"). Any statements preceded or followed by or that include the words "believe," "expect," "intend," "plan," "should" or words, phrases or similar expressions or the negative thereof, are intended to identify forward-looking statements. These statements are made on the basis of the current beliefs, expectations and assumptions of the management of CSWI. There are a number of risks and uncertainties that could cause CSWI's actual results to differ materially from the forward-looking statements included in this presentation.

In light of these risks, uncertainties, assumptions, and other factors inherent in forward-looking statements, actual results may differ materially from those discussed in this presentation. Other unknown or unpredictable factors could also have a material adverse effect on CSWI's actual future results, performance, or achievements and include, without limitation, the factors described from time to time in our filings with the SEC, including the risk factors described in our Annual Report on Form 10-K. As a result of the foregoing, readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. CSWI does not assume any obligation to update these forward-looking statements to reflect any new information, subsequent events or circumstances, or otherwise, except as may be required by law.

This presentation includes non-GAAP financial measures including Adjusted Earnings Per Share, Adjusted Net Income and Adjusted Operating Income. Reconciliations to the most directly comparable GAAP measures are included in the Appendix of this presentation. These measures should be considered in addition to results prepared in accordance with GAAP, but are not a substitute for GAAP results.

CSW Industrials (Nasdaq: CSWI)

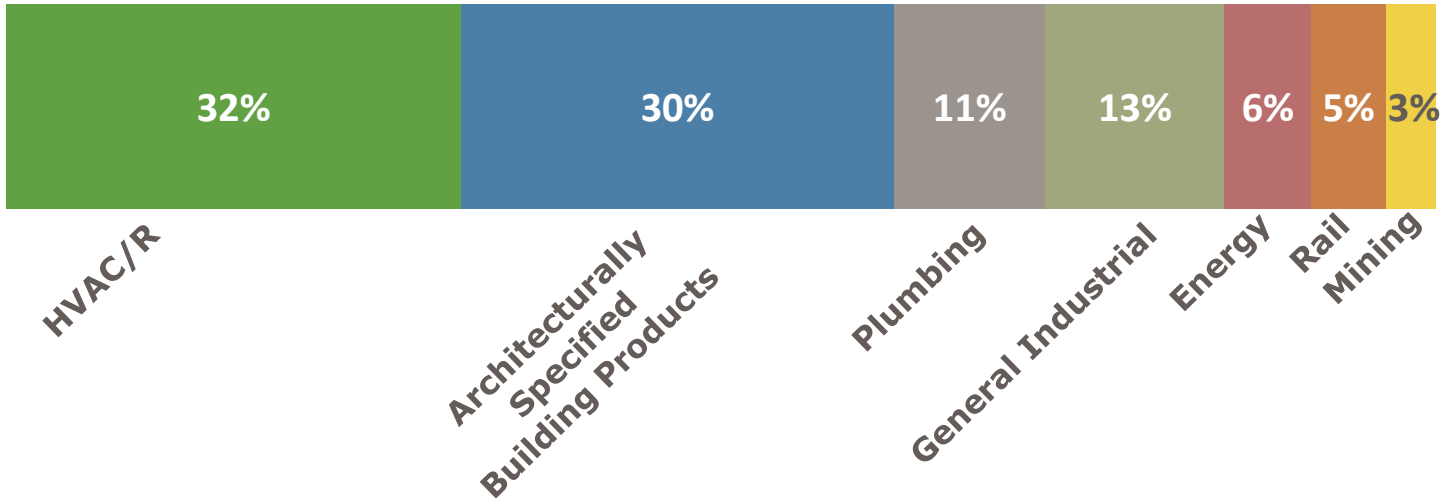
A **growth-oriented diversified industrial** company with a **strategic focus on providing niche, value-added products** in the end markets we serve.

Two Segments



Total Trailing Twelve Month Revenue
~\$375MM²

Serving Diverse End Markets:



2015 Publicly listed on Nasdaq	9.6% Total Revenue CAGR from FY16 – FY20 ¹	7.2% Organic Revenue CAGR from FY16 – FY20 ¹	16.3% Adjusted Operating Income Margin average From FY16 – FY20 ¹	\$42.3MM TTM ² Cash Returned to Shareholders	\$19.7MM Cash Balance as of 6/30/20
--	---	---	--	---	---

¹Compound Annual Growth Rate (CAGR) and average percentage calculations include continuing operations only.
²Trailing Twelve Months (TTM) are defined as the months ended 6/30/20.

Compelling Investment Thesis



Sustained multi-year revenue growth

Consistently demonstrating growth in excess of end markets served

- Total revenue CAGR of **9.6%** from FY16 through FY20¹
- Organic revenue CAGR of **7.2%** from FY16 through FY20¹



Proven history of robust profitability

Robust margin profile provided by niche products, applications, and solutions

- **46.2%** Adjusted Gross Profit Margin annual average FY16 – FY20¹
- **16.3%** Adjusted Operating Income Margin annual average FY16 – FY20¹



Strong balance sheet and operating cash flow

Strong balance sheet supports incremental organic and inorganic growth

- **Fully available** \$250MM revolving credit facility, 0.1x leverage
- Net cash provided by operating activities of **\$75.8MM** TTM ended 6/30/20²
- **\$19.7MM** of cash balances as of 6/30/20



Experienced leadership team

Veteran leadership team with broad industry experience

- Dedicated to enhancing shareholder value
- Committed to exemplifying CSWI's culture and values



Driving long-term shareholder value

Disciplined and strategic capital allocation policy enhances shareholder value

- **\$91.1** million of cash returned to shareholders since FY18
- 5 acquisitions completed for total investment of \$78.7 million over 5 years, **adding 240 basis points** of compound inorganic growth

Corporate Culture and Values

The Goal of Our Corporate Culture is to Maximize Performance.

CSWI's corporate culture will shape and guide our Company by helping each team member understand how to make his/her contribution to the Company we serve. Our culture manifests the observed behaviors, norms, and dominant values of the Company. Our culture should be effective in reinforcing certain behaviors and eradicating others. Everything we do is accomplished with a focus on environmental stewardship, and the health and safety of our team members.

Core Values Support Our Culture:

Integrity

Respect

Excellence

Stewardship

Citizenship

Accountability

Teamwork

Our Commitment to Diversity, Inclusion, and Respect:

We seek to create, nurture, and sustain an inclusive and diverse environment that attracts and retains the highest caliber team members, leveraging their skills and expertise to serve our customers. We are dedicated to attracting, developing, and retaining high-quality individuals of all backgrounds, and making CSWI a place where everyone can contribute and grow. We at CSWI believe that diversity not only inspires our internal team, but also informs customer insight and service.

8,500+

Annual Training Hours
Across the Company

7%

Insider ownership,
including ESOP

88%

Independent Directors
on our Board

25%

Women Directors
on our Board

Fiscal First Quarter 2021 Summary of Financial Results

CSWI Product Spotlight

Novent® Locking Caps

End Market: HVAC/R



Novent® locking caps seal standard Schrader service valves on central AC units and minisplits to help prevent refrigerant leakage. Safeguard your AC system from loss or accidental mixing of refrigerant gases, and from serious injury or death resulting from the inhalation of dangerous refrigerants.



2021 Guiding Objectives

At CSWI, we will:

Treat Our Employees Well

- Providing **continuing employment** for full-time employees, positioning for demand recovery
- Pledging to foster an inclusive environment that is focused on **health and safety**
- Granting **ESOP**¹ participation to all eligible employees, ensuring **alignment** of capital and labor

Serve Our Customers Well

- Operating with **minimal COVID-19 disruption**
- Increasing commitment to being a **vendor of choice**
- Offering **innovative products** that add value to our customers' business
- **Increasing shipping department personnel** to meet our customers expectations

Manage Our Supply Chains Effectively

- **Selectively building inventory** with certain key inputs to assure ability to meet customers needs
- **Increasing reliability of supply chains** via diversification opportunities for third-party manufacturing locations

Position Our Company for Sustainable, Long-Term Growth and Profitability

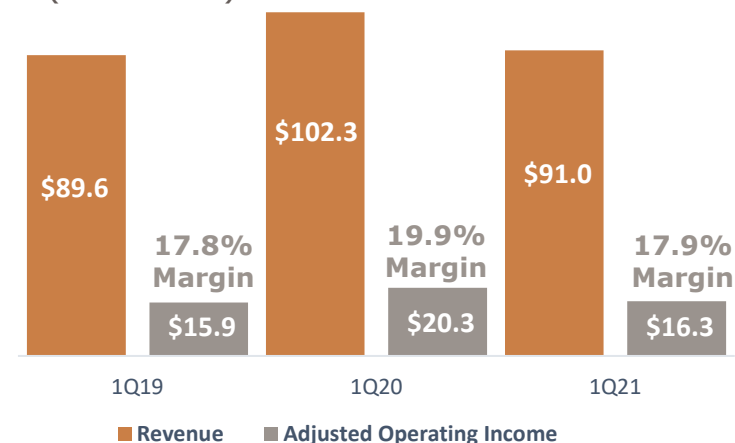
- Responding decisively and acting in the best interest of **all stakeholders**
- Maintaining **strong balance sheet** and **liquidity**
- Aligning **investment decisions** with our capital allocation strategy
- Positioning for **organic** and **inorganic growth**

1Q21 Summary of Consolidated Performance

- **Strong balance sheet and liquidity position**
 - \$19.7 million of cash
 - \$250.0 million fully available revolving credit facility
- **Net cash provided by operating activities from continuing operations** increased to **\$14.1 million**, a **45.4% increase** over the prior year.
- Demonstrated continued commitment to **disciplined capital allocation strategy**
 - \$7.3 million of shares repurchased
 - \$2.0 million in dividend payments to shareholders
- First quarter revenue decline of 11.1% to \$91.0 million, compared to \$102.3 million in the prior year
- Operating income from continuing operations of \$16.3 million, compared to \$20.3 million in prior year. There were no adjustments in either period.

Summary Quarterly Consolidated Results¹

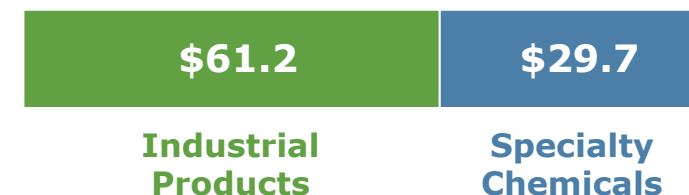
(in millions)



1Q21 Revenue

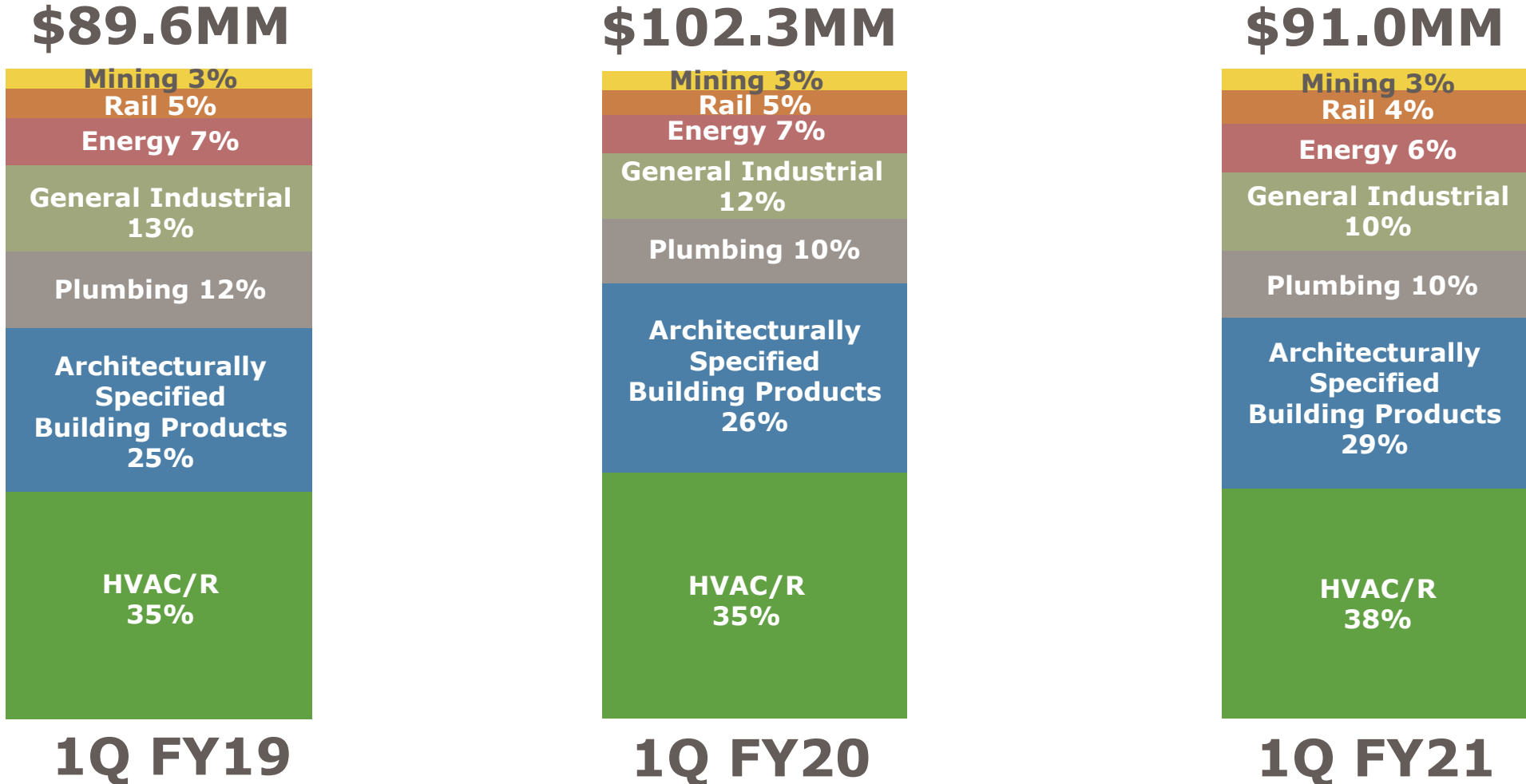
(in millions)

\$91.0 Consolidated CSWI



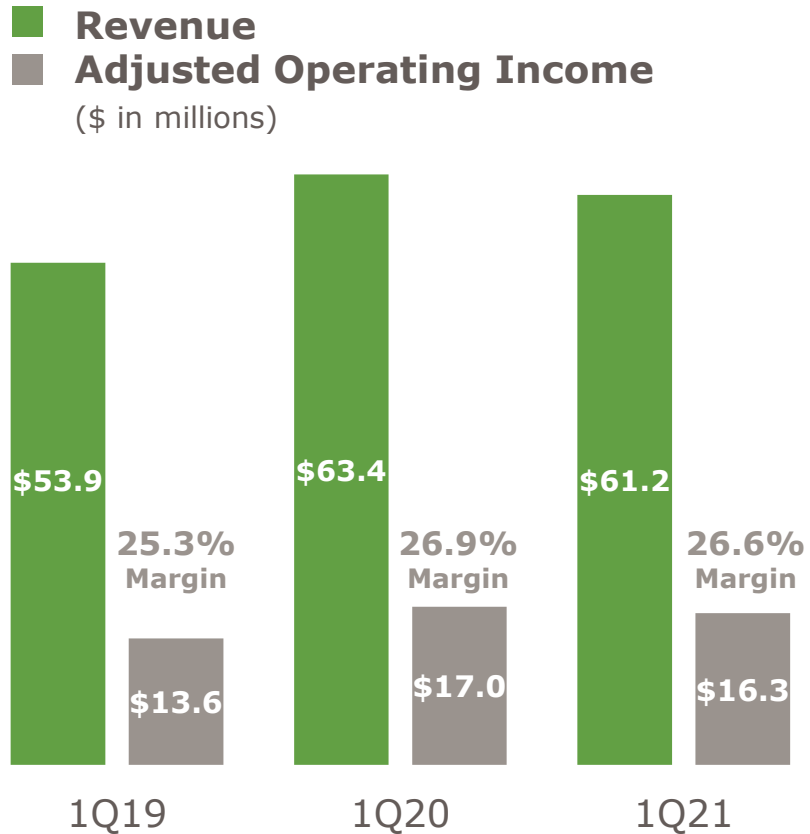
Diversified Revenue Across End Markets¹

(in millions)



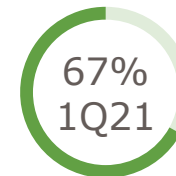
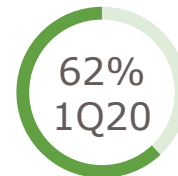
¹ Includes continuing operations only.

Industrial Products 1Q21 Summary¹

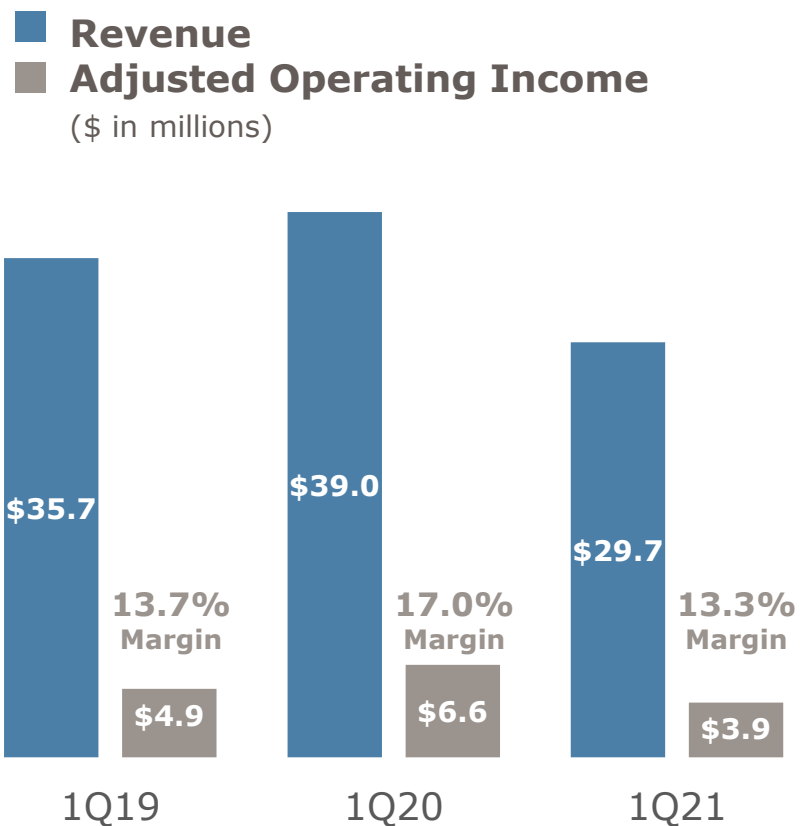


- Revenue was \$61.2 million, a \$2.1 million decrease from the prior year period
 - The \$2.1 million decrease primarily resulted from a \$1.3 million increase in sales volume in the architecturally-specified building products end market, which was more than offset by decreases in HVAC/R (\$1.3 million), general industrial (\$0.9 million), and rail (\$0.8 million)
- Segment operating income was \$16.3 million, compared to \$17.0 million in the prior year period
- Segment operating income margin** was **resilient** at **26.6%**, as efforts to reduce costs effectively offset most of the impact associated with lower sales

Segment as a % of Consolidated CSWI Revenue:

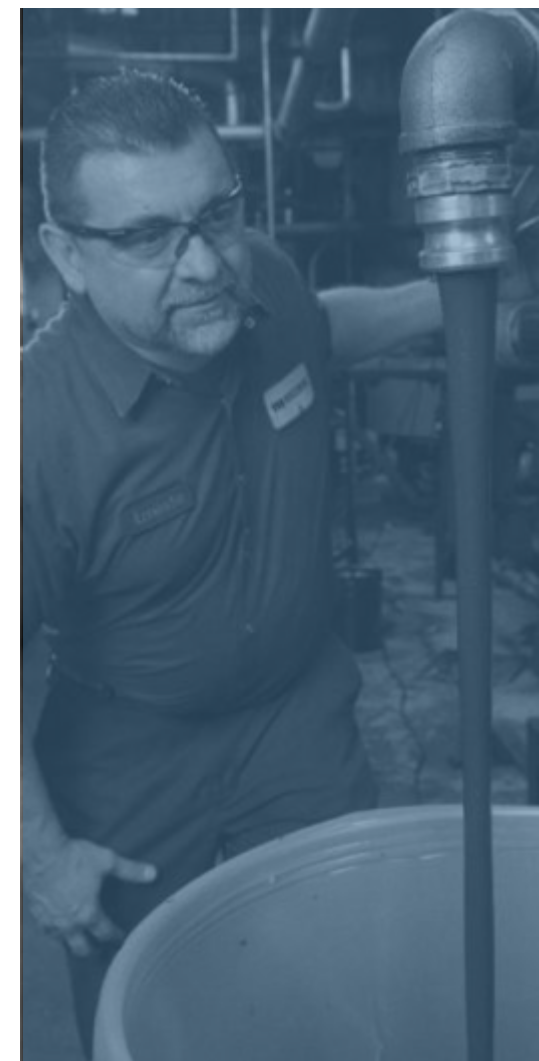
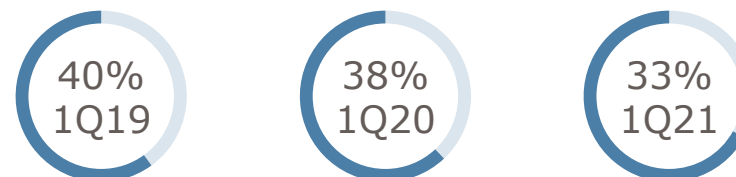


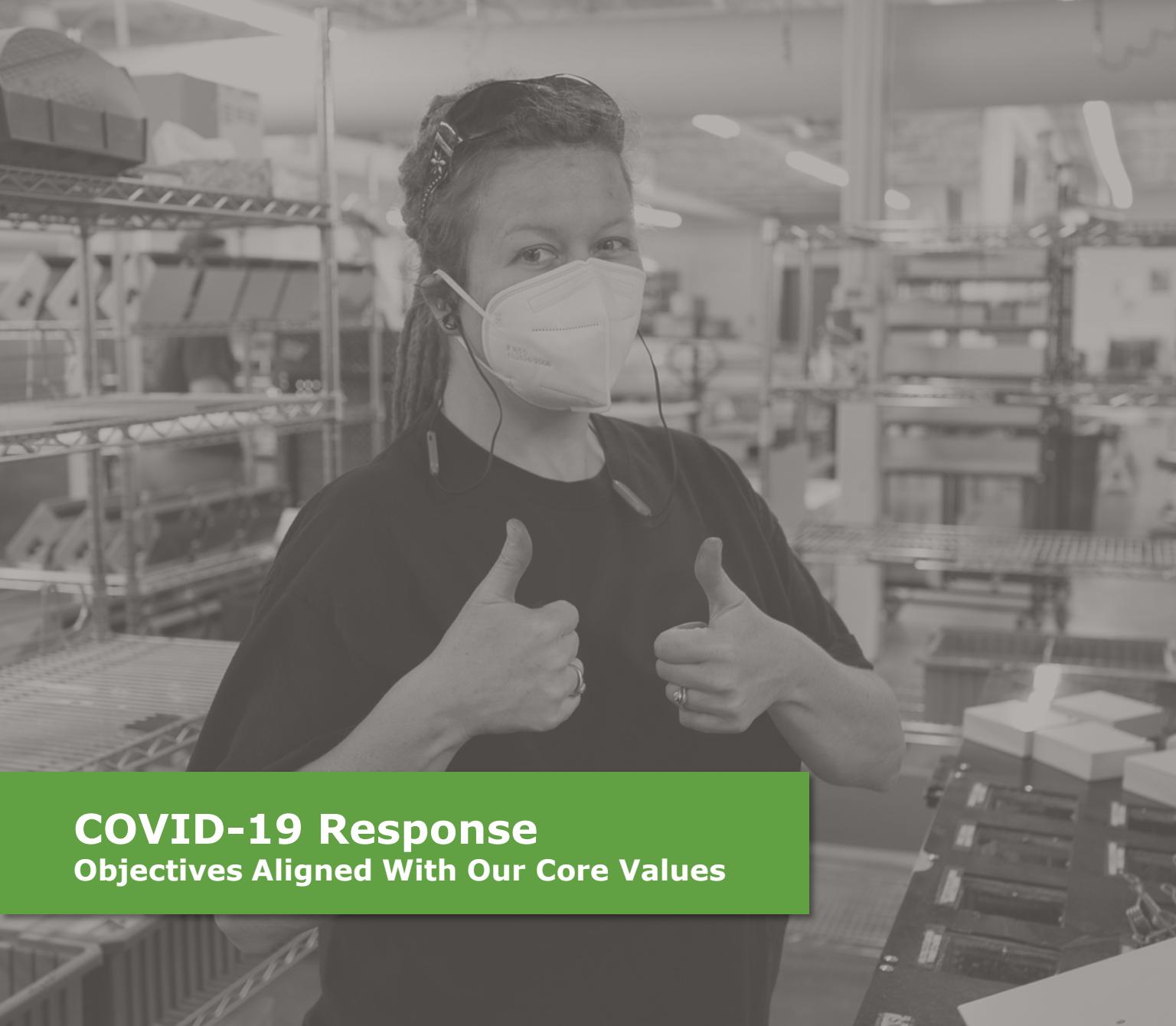
Specialty Chemicals 1Q21 Summary¹



- Revenue was \$29.7 million, compared to \$39.0 million in the prior year period as decreased demand due to the broad impacts of COVID-19 drove lower sales in all end markets year over year
- Segment operating income was \$3.9 million, compared to \$6.6 million in the prior year period
- Segment operating income margin** declined to **13.3%**, as cost reduction initiatives partially offset the decline associated with lower sales

Segment as a % of Consolidated CSWI Revenue:





COVID-19 Response

Objectives Aligned With Our Core Values

Providing ongoing employment for full-time employees in an environment focused on health and safety

- Procuring and requiring use of additional personal protective equipment
- Ensuring incremental sanitizing of our work sites
- Modifying work schedules and processes
- Initiating employee health screenings
- Encouraging working from home where possible
- Restricting business travel
- Making paid emergency sick leave available

Serving Our Customers Well

- Operating with minimal COVID-19 disruption
- Increasing commitment to communication by customer service personnel
- Increasing online product training offerings, for example continuing education credits
- Focusing on timely delivery with increased shipping personnel



COVID-19 Response
Objectives Aligned With Our Core Values

Managing a consistent supply chain to meet customers' needs and win addition market share

- Increasing reliability of supply chains via diversification opportunities for third-party manufacturing locations
- Utilizing strong of balance sheet to selectively build inventory with certain key inputs to assure ability to meet customers' needs
- Winning business from competition as a result of our supply chain efforts

Positioning CSWI for sustainable, long-term growth and profitability

- Responding decisively to the global pandemic, acting in the best interest of all stakeholders
- Continuing investment in digitalization
- Maintaining strong balance sheet and liquidity position

Driving Long-Term Shareholder Value

CSWI Product Spotlight

Smoke Guard Smoke Curtains

End Market: Architecturally
Specified Building Products



Smoke Curtains are used throughout commercial, educational, institutions, multi-family, and office buildings across the U.S., and allow architects to maintain aesthetics, while meeting code requirements. Displayed in use at the Tom Bradley International Terminal at LAX.



Seeking Sustainable Growth in Shareholder Value

Maintain Our Strong Balance Sheet

Allocate Capital Efficiently

Maximize Channels to Market and Increase Market Share

Invest in Organic Growth

Disciplined Acquisition Strategy

Demonstrated track record of proven growth and enhancing long-term shareholder value

- 2015 public debut with market cap of ~\$500MM, **~\$1.0B as of 7/30/20**
- FY15 **revenue¹ of \$262MM**, versus **\$386MM** in FY20
- FY15 **GAAP Operating Income¹ of \$44MM**, versus **\$66M** in FY20
- **Five accretive acquisitions** since public debut
- Dividend and share repurchase programs to **return cash to shareholders**

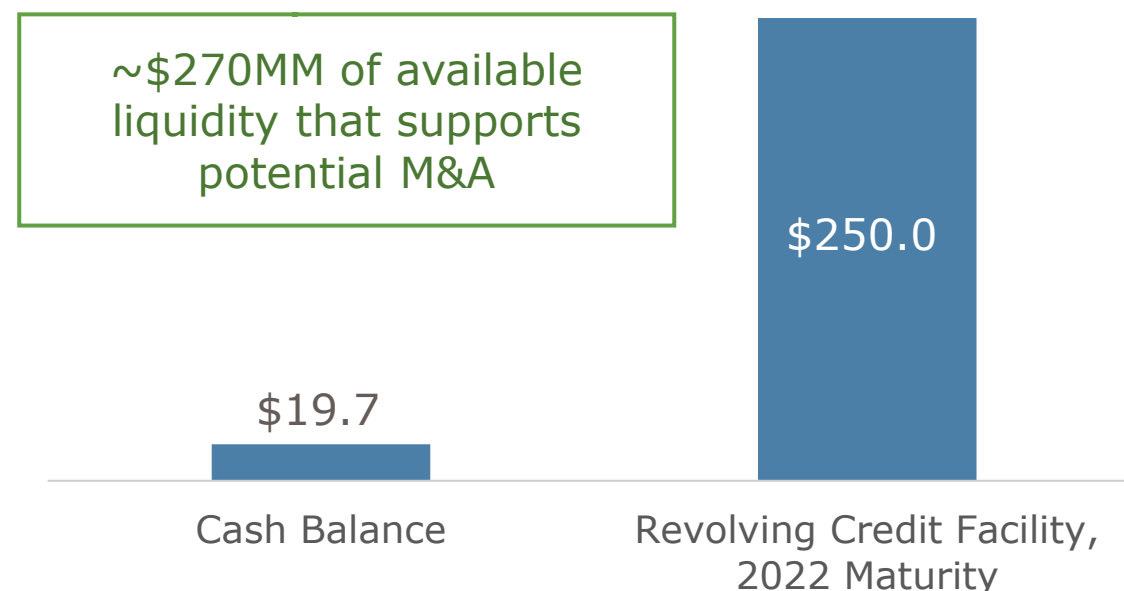
Maintain Our Strong Balance Sheet

CSWI is committed to maintaining a strong balance sheet, with ample liquidity through cash and available credit to maximize growth opportunities, both organically and inorganically.

Attributes

- Cash balance of \$19.7 million¹
- Strong operating cash generation
- Full \$250MM available under existing revolving credit facility¹
- Utilize strong free cash flow and financing to fund organic and inorganic growth
- Operating leverage of 1.0x – 3.0x Debt / EBITDA would be appropriate under normal operations

Liquidity Position¹ (in millions)



Allocate Capital Efficiently

Capital allocation decisions will continue to be prioritized on a risk-adjusted returns basis, with the goal of driving long-term shareholder value.

Organic Growth

- Invest in enhancing innovative, value-adding products
- Invest in efficiency initiatives
- Increase sales footprint domestically and internationally

Dividend

- Dividend program initiated in April 2019
- 6 consecutive quarters of dividends declared, for cumulative return of cash of \$12.1MM

Inorganic Growth

- Prioritize accretive, synergistic acquisitions within existing end markets
- Consider broader strategic opportunities as appropriate

Share Repurchases

- As appropriate, return cash through opportunistic share repurchases
- Cumulative share repurchase of \$81.0MM and 1.4MM shares since program inception in 3Q FY18

TTM Capital Allocation¹

(\$ in millions)

\$53.3MM

Dividends \$8.1M

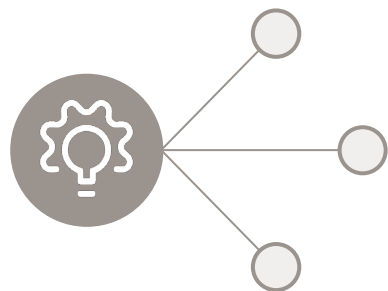
Capital Expenditures \$11.0M

Share Repurchases \$34.2M

Access to Distribution Channels Accelerates Growth

We have focused on growing our distribution network in recent years; this enhances revenue growth from new product introductions and acquisitions.

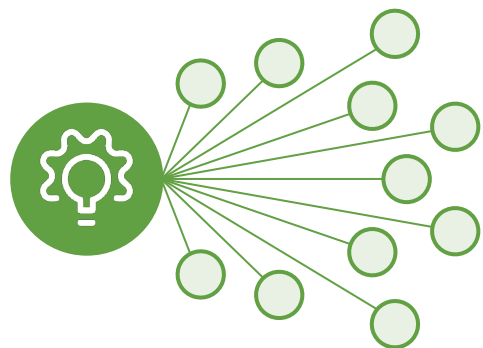
Without CSWI: Limited Distribution



<40
Distributor
Groups

Newly designed products, while innovative & helpful for contractors, are often challenged by limited distribution channels

With CSWI: Broad Distribution



>200
Distributor
Groups

The Power of Our Distribution Model

CSWI maintains robust access to distributors, including through buying groups and national account relationships

CSWI can acquire or master distribute products, resulting in sales at a faster and more cost-effective rate due to leverage in logistics, supply agreements, sales staff, credit & back office support

Invest in Innovative Products

Our product innovation strategy is focused on commercially attractive products and solutions, while maintaining a flexible manufacturing strategy.

Key Innovation Attributes Include:

- Attractive in our target end markets, especially where we have the solution for specific applications or needs
- Ensuring reliability for our customers' mission-critical equipment, with specialty lubricants and greases that perform under environments

**Serving
Niche
Applications**

- Products that are in constrained distribution channels benefit from our numerous market channel options
- Cross-selling end markets, such as HVAC/R and plumbing, or various directional drilling applications, enabling greater market access

**Providing
Incremental
Market Access**

- Enhancing products via innovative research and development
- Protecting capital assets in the most demanding environments and extreme conditions
- Providing code-driven, life safety solutions

**Value-Selling
Through
Differentiation**

- Driving material labor or maintenance savings for end-users, especially where empirically demonstrated
- Extending the life of our customers' capital intense assets with quantifiable data support

**Resulting
in Labor
Savings**

Strategic M&A

As a diversified industrial growth company, our goal is to increase free cash flow through sustainable organic growth, accretive inorganic growth, and operational efficiency.

CSW Industrials Target Criteria

- Seek long-term growth well in excess of GDP
- Expect strong margin contribution in-line with existing operations, and margin resiliency through-cycles
- Leverage our go to market strategy and channels to market, including our extensive distribution network
- Committed capital allocation strategy investing in opportunities with the highest risk adjusted rate of return
- Expand in existing markets with product introductions and meaningful acquisitions
- Maintain strong balance sheet, with maximum leverage of 3.75x Net Debt / EBITDA¹ for any acquisition
- Drive enhanced returns by leveraging market knowledge, and existing systems and processes

CSWI Acquisition History

Acquisition Metrics

- Identify and execute accretive acquisitions that will broaden and complement our portfolio of brands and products
- Optimize costs in strategic acquisitions and eliminate most non-manufacturing related costs in product line acquisitions
- Focus on commercially proven products and solutions that:
 - Are attractive in our target end markets
 - Currently have limited access to distribution channels that will benefit from our market channels
- Utilize strong free cash flow or financing to fund acquisitions

Acquisitions Post-Spin (Acquisition Price in millions)



Acquisitions Timeline

Industrial Products



Specialty Chemicals

CSWI Key Takeaways

A **growth-oriented diversified industrial** company with a **strategic focus** on providing **niche, value-added products** in the end markets we serve.



Sustained, Multi-Year Revenue Growth

9.6% 5-year¹ total revenue CAGR

7.2% 5-year¹ organic revenue CAGR



Proven History of Robust Profitability

46.2% average¹ Adjusted Gross Profit Margin

16.3% average¹ Adjusted Operating Income Margin



Growth Supported by Liquidity and Balance Sheet Strength

\$19.7MM cash²

\$250MM fully available revolving credit facility²



Experienced Leadership Team

Dedicated to Enhancing Shareholder Value

Committed to Exemplifying Our Culture and Values



Driving Long-Term Shareholder Value

\$91.1MM cash returned since FY18

240 basis points of compounded inorganic growth¹

Business Segment Discussion

CSWI Product Spotlight

OilSafe Lubrication Management

End Market: General Industrial



OilSafe®, is a lubrication management system used to establish best practices throughout our customer's workflow. Every step is color-coded to eliminate risk and human error - simplifying maintenance and extending the life of our customers' machinery.



Two Business Segments With Diverse Product Offerings



Specialty mechanical products, controls, fire & smoke protection; architecturally specified building products; storage, filtration & application equipment for use with our specialty chemicals

Used In:

- Residential and Commercial HVAC/R, new installation and repair of HVAC/R
- Mechanical Products for use with our Specialty Chemicals
- Architecturally Specified Building Products primarily in:
 - Multi-Family Residential, Commercial, Hospitality, Healthcare, Educational, and Governmental new construction and remodel
 - Fire & Smoke Protection; Expansion Joints; Rail
- Filtration

Consumables that enhance performance characteristics and reliability, including pipe thread sealants, fire stopping sealants and caulks, adhesives and solvents cements, lubricants and greases, drilling and anti-seize compounds, degreasers and cleaners, and chemical formulations

Used In:

- Adhesives and solvents for residential and commercial HVAC/R and plumbing
- Anti-seize threaded technology in petrochemical downstream applications, down-hole drilling, and municipal horizontal-directional-drilling
- Sealants for petrochemical downstream and firestopping
- Specialty lubricants for high temperature and high-pressure applications

Industrial Products – Segment Overview

Summary:

- Highly diversified product portfolio providing industry leading products in both direct-to-customer and distributor models.
- Strong reputation for providing high quality products to long-standing customer base.
- Focus on adding value by innovating new and existing products to accelerate organic growth.
- Future growth focus on new product introductions through organic innovation and inorganic additions.

End Markets Served:

HVAC/R

PLUMBING

GENERAL INDUSTRIAL

RAIL

ARCHITECTURALLY SPECIFIED BUILDING PRODUCTS

Strategic Growth that Outpaces End Markets:

- Niche, innovative products that are relatively low cost and high value, while driving additional revenue for the distributor and efficiency for the professional contractor.
- Acquire, develop, and introduce innovative products that create new niche markets that we can own. Recent examples include condensate cutoff switches and providing accessories for the growing mini split market.

Industrial Brands:



Specialty Chemicals – Segment Overview

Summary:

- Our product portfolio allows us to effectively compete and capture enhanced margins relative to larger Specialty Chemical peers.
- Focus on end markets with sustainable growth trends, offering products that serve niche solutions to our customers.
- Focus on adding value by innovating new and existing products to accelerate organic growth.
- Future growth focus on new product introductions through organic innovation and inorganic additions.

End Markets Served:

GENERAL INDUSTRIAL

MINING

PLUMBING

ENERGY

RAIL

ARCHITECTURALLY SPECIFIED BUILDING PRODUCTS

Strategic Growth that Outpaces End Markets:

- Products that protect assets in the most demanding environments and extreme conditions.
- Our customers depend on their mission-critical equipment, and hence they depend on our trusted specialty lubricants and greases to ensure the reliability of their equipment.

Industrial Brands:



Competitors in Our End Markets

HVAC/R	Building Products	Industrial	Rail	Energy	Plumbing	Mining
						
						
						
						
						
						
						
						
						

Appendix

CSWI Product Spotlight

Air Sentry® Desiccant Breathers

End Market: General Industrial



Air Sentry Breathers provide the first line of defense in contamination control, using patented designs to clean air. These are often used to replace existing breather caps or air vents on fluid holding storage tanks.



Executive Team: Corporate



Joe Armes

Chairman, CEO & President

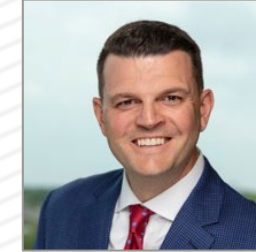
Joe has served as the Company's Chairman of the Board of Directors & CEO since September 2015, & President since February 2018. Prior to the Company's September 2015 spin-off from Capital Southwest Corporation, a capital provider to middle market companies, Mr. Armes served as the Chairman, CEO & President of Capital Southwest Corporation from June 2013 to September 2015.



James Perry

Executive VP & CFO

James has been EVP and CFO since May 2020. From 2004 to 2019, he served in financial roles with Trinity Industries, a publicly held, diversified industrial company, and served as its CFO from 2010 to 2019. From 2001 to 2004, Mr. Perry was a senior financial executive at RMH Teleservices, including as CFO. He previously held positions at JP Morgan Chase & Co. and Ernst & Young LLP.



Luke Alverson

Senior VP, General Counsel & Secretary

Luke has served as SVP, General Counsel & Secretary since February 2016. From May 2008 to February 2016, Mr. Alverson held roles of increasing responsibility with Flowserve Corporation, a leading global manufacturer of fluid motion control products and provider of related services, serving most recently as VP, Corporate Legal Services & Assistant Secretary.

**Veteran leadership with broad industry experience,
dedicated to enhancing shareholder value.**

Executive Team: Business Segments



Don Sullivan

Executive VP & GM, Industrial Products

Don has served as the EVP & GM, Industrial Products since May 2020. Mr. Sullivan previously served as the Senior VP & GM, Industrial Products, January 2016 to May 2020. From May 2015 to January 2016, Mr. Sullivan was the Chief Operating Officer for RectorSeal, one of CSWI's operating subsidiaries. From October 2010 to April 2015, he served as Division President of Goodman Global, a member of the Daikin Group, a leading global HVAC manufacturer. Prior to 2005, Mr. Sullivan held a variety of management positions at Carrier Corporation, a leading heating, air-conditioning and refrigeration solutions company, including sales, product management and general management.



Craig Foster

Senior VP & GM, Specialty Chemicals

Craig has served as SVP & GM, Specialty Chemicals since January of 2016. From June 2015 to August 2015, Mr. Foster was Vice President and General Manager, Elastomers Division, at Zeon Chemicals, a Japanese specialty chemicals company. From 1995 to June 2015, he served in positions of increasing responsibility with Flint Group, a specialty chemicals company, where he was most recently Regional President of China and India, also serving as the functional executive responsible for the company's global operations. Mr. Foster started his career with Akzo Nobel Coatings, and prior to this served in the U.S. Navy within the Nuclear Submarine Force and the Naval Mobile Construction Force.

Fiscal Full Year Revenues by Segment

FY2020 Summary of Segment Performance: Overall full year revenue increased 10.2% (5.9% organic) compared to the prior year period.

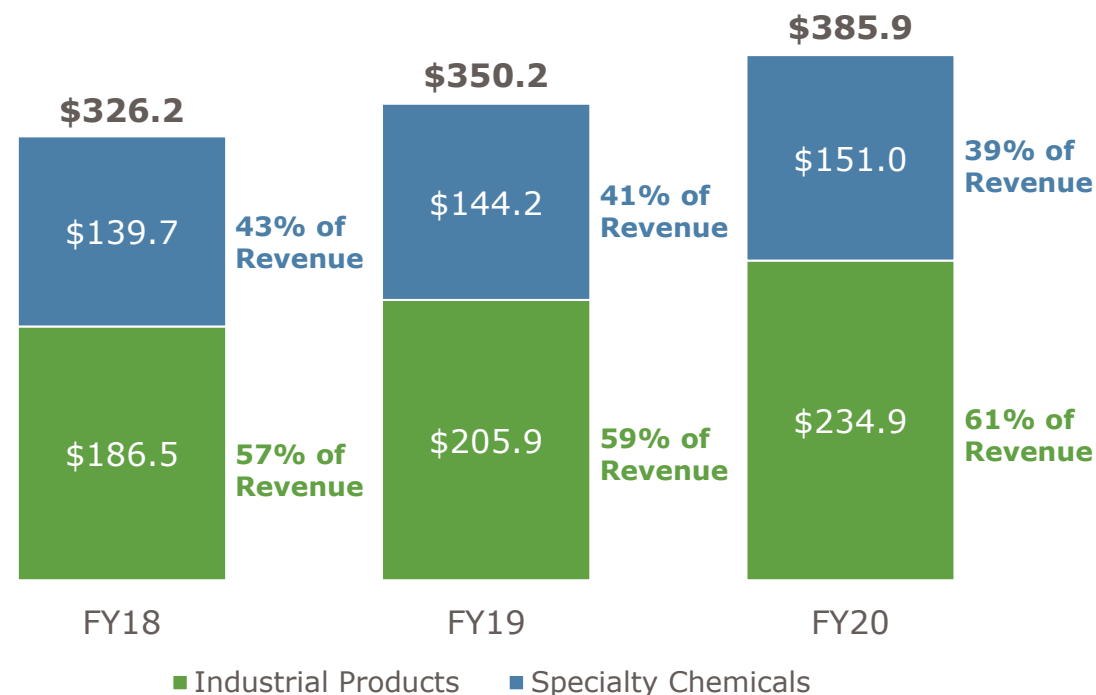
Industrial Products Segment:

- Revenue increased **14.1%** (6.7% organic) FY20 compared to FY19, primarily driven by increased sales in the HVAC/R and architecturally specified building products
- Accounted for 70%, 68%, and 69% of adjusted operating income from continuing operations in FY18, FY19, and FY20, respectively

Specialty Chemicals Segment:

- Revenue increased **4.7%** FY20 compared to FY19, driven by increased sales in all end markets with architecturally specified building products and rail leading the growth
- Accounted for 30%, 32%, and 31% of adjusted operating income from continuing operations in FY18, FY19, and FY20, respectively

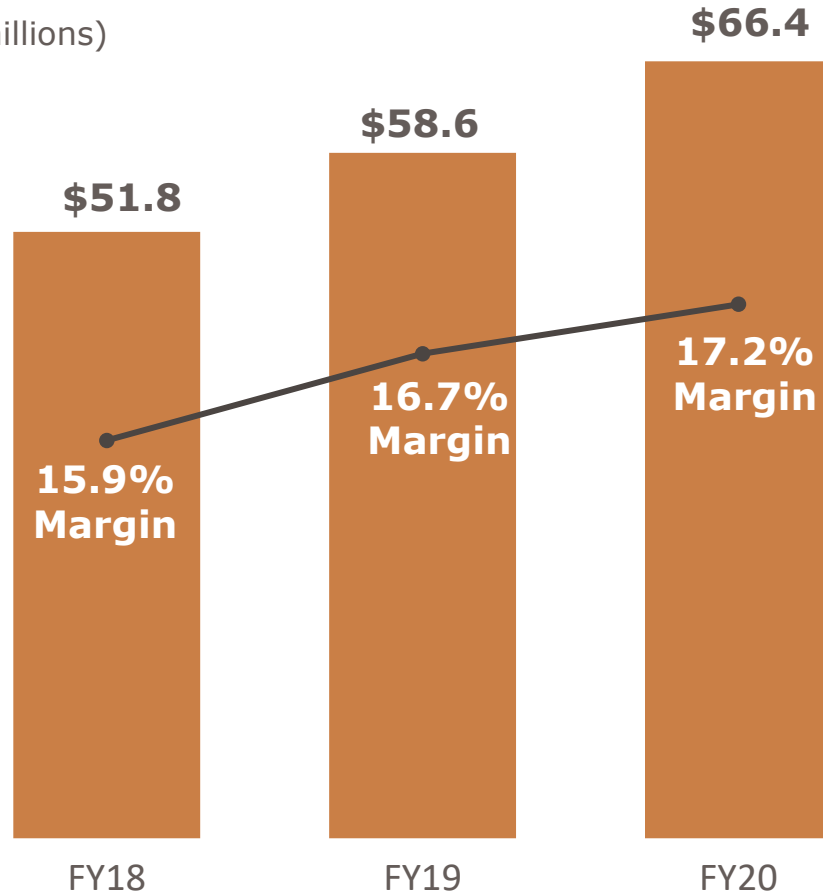
Revenues¹
(in millions)



Fiscal Full Year Operating Income by Segment¹

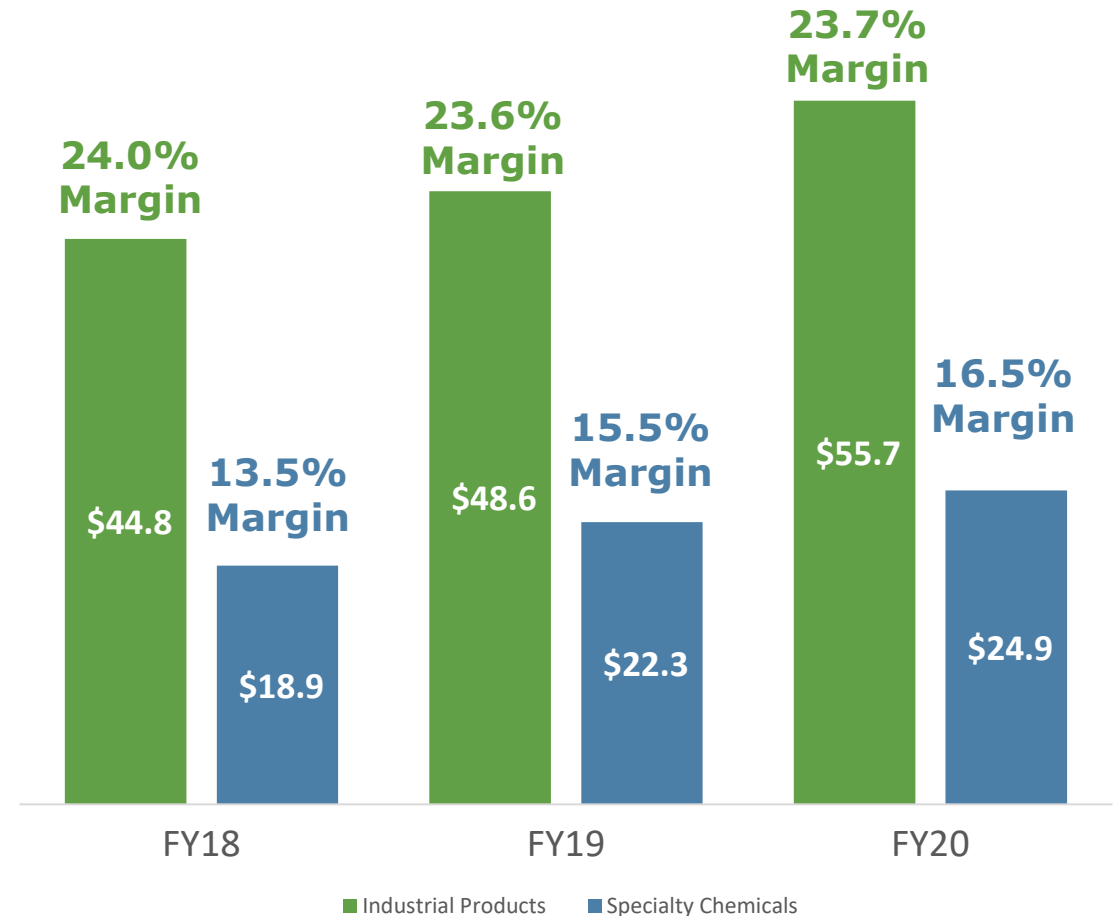
Consolidated Adjusted Operating Income and Adjusted Operating Income Margin

(\$ in millions)



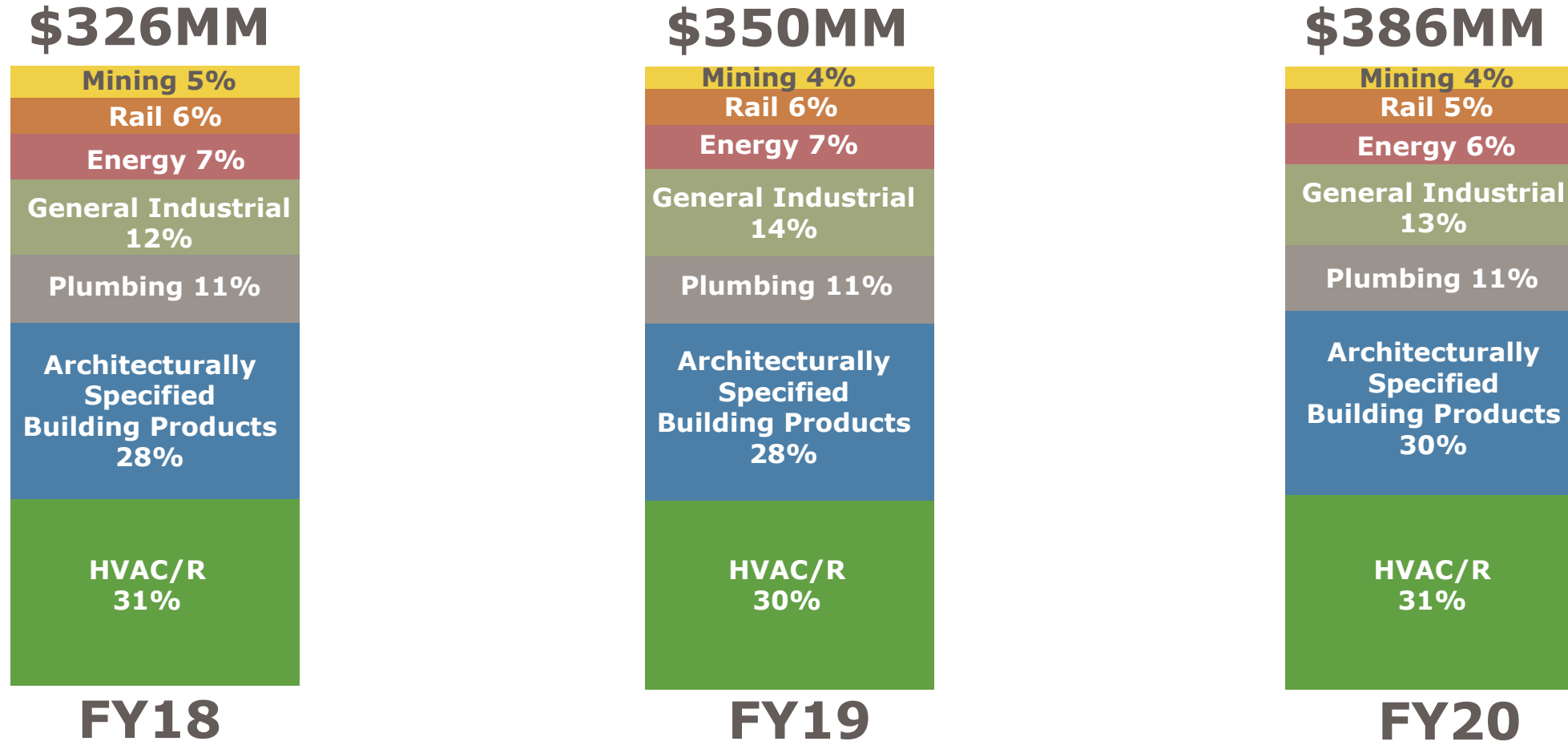
Segment Adjusted Operating Income

(\$ in millions)



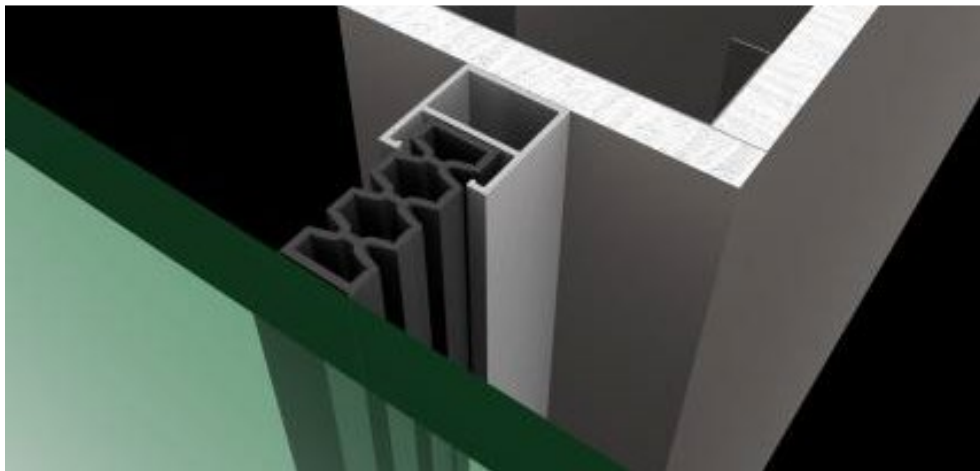
Total Fiscal Year Consolidated Revenue¹ By End Market

(\$ in millions)



¹ Includes continuing operations only.
² Architecturally Specified Building Products

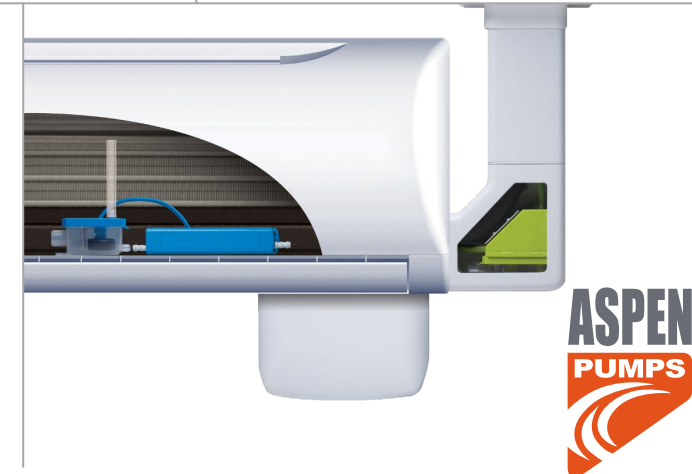
Architecturally Specified Building Products



Products Serving the Energy End Market



Products Serving the HVAC/R End Market



Products Serving Niche HVAC/R Mini-Splits



Safe-T-Switch[®]
Primary drain pan overflow protection.

Aspen Pumps[®] Univolt or Silent+. 4 discrete condensate pump models. White, Aqua, Orange, Lime

Pre-filter protects mini pump from condensate debris.

Actabs[™] DMSS Drain pan odor and slime control.

Mighty Bracket[™] Support tool - allows single person evaporator installation or repair.

Telescoping wall sleeve

Nokink[™] flexible, easy flare line connector.

Desolv[™] Cleaning Kit and Aerosol protect walls and floors.

3-in-1 Lineset Cutter
Cuts cleanly, advanced corrosion resistance

Drain hose Insulated and Non-insulated, Smooth bore, UV resistant

Paircoil[™] Dual line, single run, flexible, insulated lineset

RSH-50 Surge Protective Device protects equipment from electrical surges and other voltage disturbances

Condenser brackets Powdercoat & stainless

AC Leak Freeze[™] with UV leak stop sealant, non clogging, non reactive polymer-free nano formula

Novent[™] The original, code approved locking refrigerant access port caps

PRO-Fit[™] Flaring & Swaging Tool Bits Kits create precise and fast standard 45° flare or swage

Interconnect cable 4 wire plus ground, 14 gauge, shielded

EZ Trap[™] Waterless in-line condensate trap

FlareTite[®] flare gasket against leaks for common fittings, 45° copper stamping with coating

ArmorPad[™] equipment pad, Light weight, durable, high anchoring strength

Polymer risers

Big Foot[™] Fix-It-Foot vibration absorbing risers

Big Foot[™] 12" & 18" Mini-Split stand kits Strong and sturdy base, ASTM-A36 galvanized steel

INSTALLATION • MAINTENANCE • TOP SOLUTIONS • ONE SOURCE

Mini-split accessory necessities.

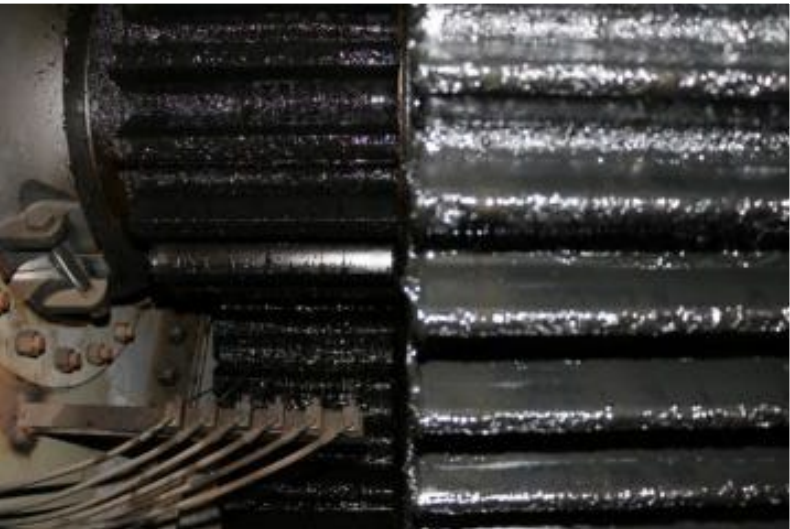


A CSW Industrials Company

Products Serving the General Industrial End Market



Products Serving the Mining End Market



Products Serving the Plumbing End Market



MAGIC VENT®



Pete™



TripleGuard



CLEAN CHECK®

Products Serving the Rail End Market



1Q21 Reconciliation of Business Segment to Consolidated Adjusted Operating Income

(Amounts in thousands, except percentages)

	(unaudited)											
	For the Three Months Ended June 30, 2020				For the Three Months Ended June 30, 2019				For the Three Months Ended June 30, 2018			
	Industrial Products	Specialty Chemicals	Corporate and Other	Consolidated Continuing Operations	Industrial Products	Specialty Chemicals	Corporate and Other	Consolidated Continuing Operations	Industrial Products	Specialty Chemicals	Corporate and Other	Consolidated Continuing Operations
Revenue	\$ 61,239	\$ 29,725	\$ -	\$ 90,964	\$ 63,352	\$ 38,981	\$ -	\$ 102,333	\$ 53,860	\$ 35,718	\$ -	\$ 89,578
Operating Income	\$ 16,307	\$ 3,946	\$ (4,000)	\$ 16,253	\$ 17,042	\$ 6,623	\$ (3,344)	\$ 20,321	\$ 13,893	\$ 6,473	\$ (2,623)	\$ 17,744
Adjusting items:												
Restructuring & realignment	-	-	-	-	-	-	-	-	(253)	(1,586)	-	(1,839)
Adjusted Operating Income	\$ 16,307	\$ 3,946	\$ (4,000)	\$ 16,253	\$ 17,042	\$ 6,623	\$ (3,344)	\$ 20,321	\$ 13,640	\$ 4,887	\$ (2,623)	\$ 15,905
% of revenue	26.6%	13.3%		17.9%	26.9%	17.0%		19.9%	25.3%	13.7%		17.8%

FY Reconciliation of Adjusted Operating Income

(in thousands, except percentages)

	Fiscal Year Ended March 31, 2020				Fiscal Year Ended March 31, 2019				Fiscal Year Ended March 31, 2018			
	Industrial Products	Specialty Chemicals	Corporate and Other	Consolidated Continuing Operations	Industrial Products	Specialty Chemicals	Corporate and Other	Consolidated Continuing Operations	Industrial Products	Specialty Chemicals	Corporate and Other	Consolidated Continuing Operations
Revenue	\$ 234,895	\$ 150,976	\$ -	\$ 385,871	\$ 205,931	\$ 144,223	\$ 1	\$ 350,155	\$ 186,483	\$ 139,735	\$ 4	\$ 326,222
Operating Income	\$ 55,725	\$ 24,691	\$ (14,349)	\$ 66,067	\$ 48,817	\$ 23,930	\$ (12,307)	\$ 60,440	\$ 44,225	\$ 17,804	\$ (12,370)	\$ 49,659
Adjusting items:												
Restructuring & realignment	-	-	-	-	-	-	-	-	367	1,030	-	1,397
Gain on sale of property & other	-	(776)	200	(576)	(253)	(1,586)	-	(1,839)	-	-	-	-
Asset Impairment	-	951	-	951	-	-	-	-	-	-	-	-
Acquisition & integration costs	-	-	-	-	-	-	-	-	110	-	-	110
Pension Lump Sum & Officer Transition Costs	-	-	-	-	-	-	-	-	119	47	546	712
Adjusted Operating Income	\$ 55,725	\$ 24,866	\$ (14,149)	\$ 66,442	\$ 48,564	\$ 22,344	\$ (12,307)	\$ 58,601	\$ 44,821	\$ 18,881	\$ (11,824)	\$ 51,878
% of revenue	23.7%	16.5%		17.2%	23.6%	15.5%		16.7%	24.0%	13.5%		15.9%

TTM Reconciliation of Adjusted Operating Income

(Amounts in thousands, except percentages)	(Unaudited)				
	Trailing Twelve Month Actuals by Quarter				
	<u>2Q20</u>	<u>3Q20</u>	<u>4Q20</u>	<u>1Q21</u>	<u>T12M</u>
Revenue	\$ 101,324	\$ 83,716	\$ 98,498	\$ 90,964	\$ 374,501
Operating Income	20,122	10,488	15,135	16,253	\$ 61,998
Adjusting items:					
(Gain on sale) impairment of property	(776)	-	-	-	\$ (776)
Asset Impairment	-	-	951	-	\$ 951
Other	-	-	200	-	\$ 200
Adjusted Operating Income	<u>\$ 19,346</u>	<u>\$ 10,488</u>	<u>\$ 16,286</u>	<u>\$ 16,253</u>	<u>\$ 62,373</u>
<i>% of revenue</i>	<i>19.1%</i>	<i>12.5%</i>	<i>16.5%</i>	<i>17.9%</i>	<i>16.7%</i>



CSW
INDUSTRIALS