

### **INVESTOR PRESENTATION**

**JUNE 2020** 



### **CAUTIONARY STATEMENTS**

This presentation contains or incorporates by reference a number of "forward-looking statements" within the meaning of the federal securities laws with respect to general economic conditions, key macro-economic drivers that impact our business, the effects of ongoing trade actions, the effects of continued pressure on the liquidity of our customers, potential synergies provided by our recent acquisitions, demand for our products, steel margins, the effect of the coronavirus ("COVID-19") and related governmental and economic responses thereto, the ability to operate our mills at full capacity, future supplies of raw materials and energy for our operations, share repurchases, legal proceedings, the undistributed earnings of our non-U.S. subsidiaries, U.S. non-residential construction activity, international trade, capital expenditures, our liquidity and our ability to satisfy future liquidity requirements, estimated contractual obligations and our expectations or beliefs concerning future events. These forward-looking statements can generally be identified by phrases such as we or our management "expects," "anticipates," "believes," "estimates," "intends," "plans to," "ought," "could," "will," "should," "likely," "appears," "projects," "forecasts," "outlook" or other similar words or phrases. There are inherent risks and uncertainties in any forward-looking statements. We caution readers not to place undue reliance on any forward-looking statements.

Our forward-looking statements are based on management's expectations and beliefs as of the time this presentation is filed with the SEC or, with respect to any document incorporated by reference, as of the time such document was prepared. Although we believe that our expectations are reasonable, we can give no assurance that these expectations will prove to have been correct, and actual results may vary materially. Except as required by law, we undertake no obligation to update, amend or clarify any forward-looking statements to reflect changed assumptions, the occurrence of anticipated or unanticipated events, new information or circumstances or any other changes. Important factors that could cause actual results to differ materially from our expectations include those described in Part I, Item 1A, Risk Factors, of our Annual Report on Form 10-K for the fiscal year ended August 31, 2019 as well as in Part II, Item 1A, Risk Factors in our subsequent Quarterly Reports on Form 10-Q as well as the following: changes in economic conditions which affect demand for our products or construction activity generally, and the impact of such changes on the highly cyclical steel industry; rapid and significant changes in the price of metals, potentially impairing our inventory values due to declines in commodity prices or reducing the profitability of our fabrication contracts due to rising commodity pricing; impacts from COVID-19 on the economy, demand for our products or our operations, including the responses of governmental authorities to contain COVID-19; excess capacity in our industry, particularly in China, and product availability from competing steel mills and other steel suppliers including import quantities and pricing; compliance with and changes in environmental laws and regulations, including increased regulation associated with climate change and greenhouse gas emissions; involvement in various environmental matters that may result in fines, penalties or iudgments; potential limitations in our or our customers' abilities to access credit and non-compliance by our customers with our contracts; activity in repurchasing shares of our common stock under our repurchase program; financial covenants and restrictions on the operation of our business contained in agreements governing our debt; our ability to successfully identify, consummate, and integrate acquisitions and the effects that acquisitions may have on our financial leverage; risks associated with acquisitions generally, such as the inability to obtain, or delays in obtaining, required approvals under applicable antitrust legislation and other regulatory and third party consents and approvals; lower than expected future levels of revenues and higher than expected future costs; failure or inability to implement growth strategies in a timely manner; impact of goodwill impairment charges; impact of long-lived asset impairment charges; currency fluctuations; global factors, including trade measures, political uncertainties and military conflicts; availability and pricing of electricity, electrodes and natural gas for mill operations; ability to hire and retain key executives and other employees; competition from other materials or from competitors that have a lower cost structure or access to greater financial resources; information technology interruptions and breaches in security; ability to make necessary capital expenditures; availability and pricing of raw materials and other items over which we exert little influence, including scrap metal, energy and insurance; unexpected equipment failures; losses or limited potential gains due to hedging transactions; litigation claims and settlements, court decisions, regulatory rulings and legal compliance risks; risk of injury or death to employees, customers or other visitors to our operations; civil unrest, protests and riots; new and clarifying guidance with regard to interpretation of certain provisions of the Tax Cuts and Jobs Act that could impact our assessment: and increased costs related to health care reform legislation.



### THE <u>LEADER</u> IN CONCRETE REINFORCEMENT

- Highly focused producer of long steel products No. 1 producer of rebar in the U.S.; Poland operations serve growing economies in Central and Eastern Europe
- Leader in attractive rebar and merchant bar markets with highly flexible, low-cost mills; best-in-class customer service; and track-record of product innovation
- Fabrication demand optimizes mill production volumes, regardless of import levels

- Completely repositioned, poised for growth
  - Acquired 4 mills and 33 rebar fabrication facilities creating meaningful long-term value
  - Executing on merchant bar and new product organic growth opportunities
  - Poland operations benefiting from access to Polish and German economies
- Strong balance sheet and disciplined capital allocation strategy



### **UPDATE ON COVID-19**

- CMC operations considered essential business resulting in minimal curtailments due to government restrictions
- No loss of operational productivity due to social distancing polices
- Rebar products shipped at near-normal rates
- MBQ shipments impacted in April, rebounded in May
- No layoffs, or infection related outages
- Reduced working capital by \$157M
- Formed internal task force responding daily to the fluid situation in a timely, consistent and transparent manner
- The health and welfare of our workforce and their families is always our top priority
  - Restricted travel, outside visitors and employee gatherings
  - Remote work arrangements where possible
  - Enhanced cleaning practices
- Beginning to safely and prudently return to normal working arrangements in accordance with applicable government policies



**BUSINESS IMPACT** 

**ACTIONS TAKEN** 

## **Q3 HIGHLIGHTS – RESILIENCE IN TURBULENT TIMES**

- Construction market remained active
- Mill volumes up from Q2 vs. 25% decline in domestic industry production
- Mill metal margins rose \$17 / ton from Q2
- Backlog volume ended Q3 near record high
- Fabrication bidding and booking activity at normal levels during quarter

- Q3 mill conversion cost lowest since rebar asset
  acquisition
- Continued consolidation of fabrication footprint
- Construction of 3<sup>rd</sup> Polish rolling mill progressing well
- Increased U.S. and Poland merchant bar market share

- Core EBITDA of \$155M, up 7% sequentially
- Adjusted EPS of \$0.59, up 11% sequentially
  - S&P 500 earnings expected to decline 15% over comparable periods<sup>1</sup>
- ROIC (annualized)<sup>2</sup> of 12%
- ROE (annualized)<sup>3</sup> of 17%
- Highest Fabrication earnings in over a decade

- Cash balance of \$462M, up \$230 from Q2
- Q3 operating cash flow of \$278M – Last 12 month total of \$787M
- Q3 free cash flow of \$241M<sup>4</sup> - Last 12 month total of \$606M
- Net Debt-to-EBITDA ratio of 1.2x
- Paid 223rd consecutive quarterly dividends

Notes:

**MARKET ACTIVITY** 

FINANCIAL RESULTS

- 1. Source: Bloomberg consensus estimates for calendar Q2 S&P 500 earnings vs. calendar Q1 earnings
- 2. Return on Invested Capital is defined as After-tax Operating Profit divided by (Total Assets less Cash & Cash Equivalents less Non-Interest Bearing Liabilities)
- 3. Return on Equity is calculated as annualized third quarter Adjusted Earnings from continuing operations divided by trailing 12 month average Total Stockholders' Equity
- 4. Free cash flow is a non-GAAP financial measures. For a reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures, see the appendix to this document.

EGY

STRATI

BUSINESS

**PROGRES ON** 

**BALANCE SHEET AND** 

CASH FLOWS



### CMC BUILT AN INDUSTRY LEADER, <u>AND</u> A STRONGER BALANCE SHEET

		PRECEDING TRANSFORMATIONAL ACQUISITION <sup>1</sup>	AT END OF Q3 2020	
RAGE	Gross Debt / EBITDA <sup>2</sup>	3.6x	2.0x	
LEVERAGE	Net Debt <sup>3</sup> / EBITDA	2.3x	1.2x	
IZATION	Debt-to-Capitalization <sup>4</sup>	45%	40%	
CAPITALIZATION	Net Debt-to- Capitalization	28%	24%	
REST RAGE	EBITDA / Interest	5.4x	9.0x	
INTEREST COVERAGE	(EBITDA less Capex) / Interest	2.5x	6.2x	

Note: all leverage and interest coverage calculations done on a trailing 12 month basis

1. Average of 5 years directly preceding acquisition of Gerdau's rebar assets.

2. All EBITDA figures depicted equal adjusted EBITDA from continuing operations

3. Net Debt is defined as total debt less cash & cash equivalents.

4. Capitalization equals total debt plus shareholders' equity



### **COMPANY OVERVIEW**



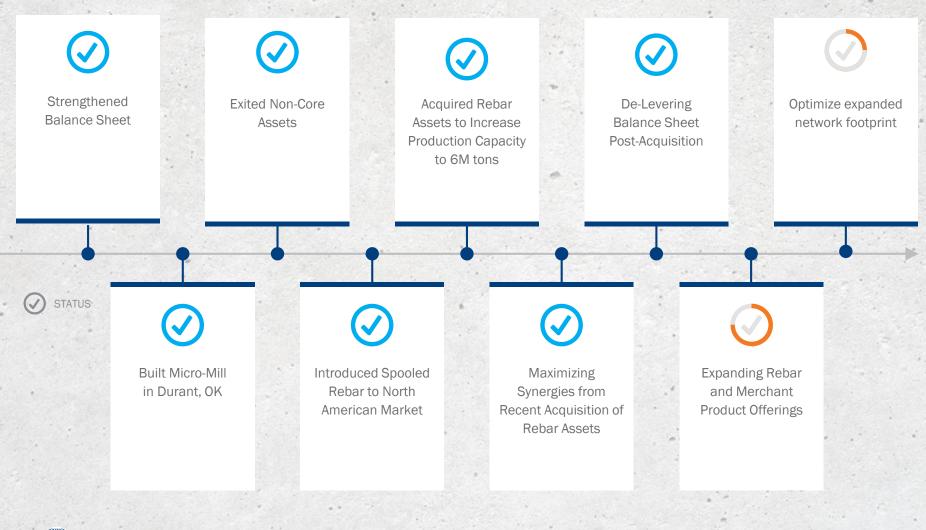






### **ON-TRACK TO ACCOMPLISH OUR GOALS**

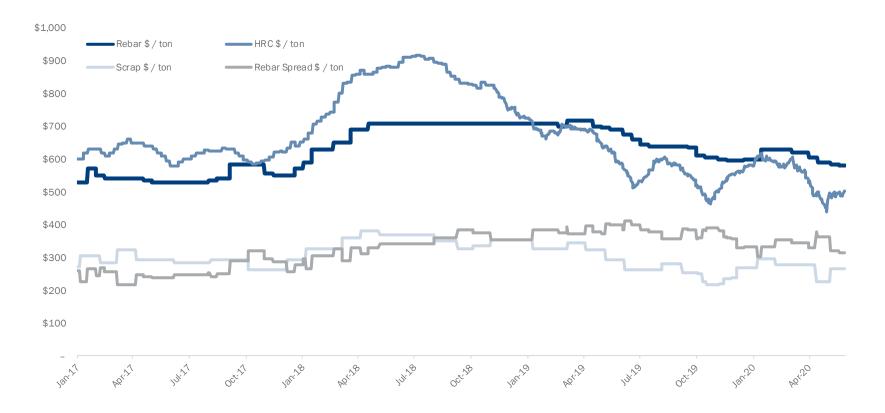
### WE HAVE COMPLETED OUR REPOSITIONING PHASE AND ARE POISED FOR FURTHER GROWTH



### **CMC IS THE LARGEST REBAR PRODUCER IN THE U.S.**

NARROW FLUCTUATION OF METAL MARGINS HIGHLIGHTS GREATER MARGIN STABILITY OF CMC'S REBAR AND LONG PRODUCT OFFERINGS COMPARED TO BROADER STEEL MARKET

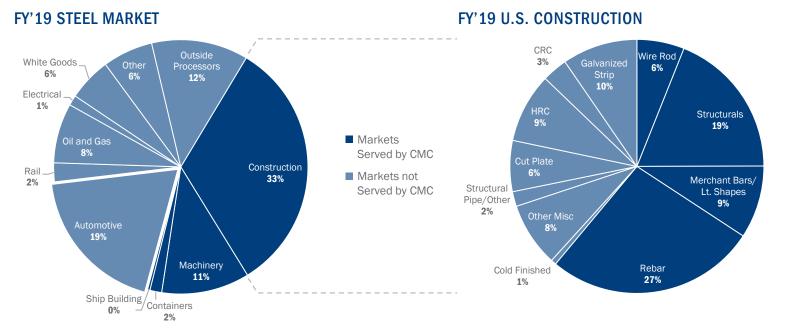
#### **PRICING TRENDS**



Source: AMM



# **CMC'S WIDE PRODUCT MIX SERVES LARGE U.S. DEMAND FOR LONG STEEL PRODUCTS**



#### FY'19 CMC SHIPMENTS BY PRODUCT

(Approximate percentage of short tons shipped)



Source: Metal Bulletin Research

Notes:

1. Value Add Rebar Products includes spooled, coiled, epoxy-coated, and high-strength & corrosion-resistant rebar.



### **LEADER IN TECHNOLOGY, INNOVATION AND CUSTOMER SERVICE**

CMC'S LEADERSHIP IN INNOVATION CONTINUES TO DRIVE OUR BEST-IN-CLASS COST POSITION, ATTRACTIVE PRODUCT PORTFOLIO AND STRONG CUSTOMER LOYALTY

#### FIRST PRODUCER OF SPOOLED REBAR IN US

Custom-length, ultra-compact spools benefit CMC and our customers

- Twist-free spools improve fabrication efficiency
- Minimize storage and handling costs
- · Larger spools reduce change-out downtime, improve safety



#### PIONEER OF UNIQUE CONTINUOUS PROCESS TECHNOLOGY

- One of the latest innovations in steelmaking technology
- Melts, casts, and rolls steel in a single uninterrupted flow
- Reduces
  manufacturing cost



#### JACOBSON SURVEY RESULTS – AGGREGATE CUSTOMER SATISFACTION RANKINGS FOR DOMESTIC STEEL MILLS<sup>1</sup>



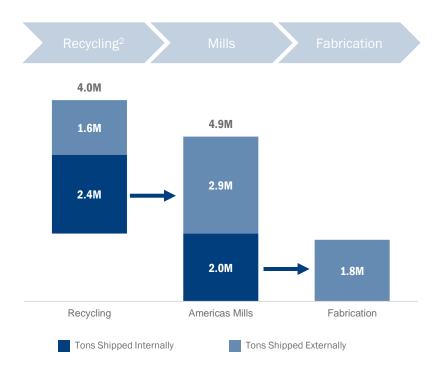
Source: Jacobson & Associates National Summary Rankings Notes:

1. Results are 2-year average rating of steel mills; CMC results represent original steel mills prior to acquisition of certain North American rebar assets from Gerdau and include acquired mills after completion of the transaction

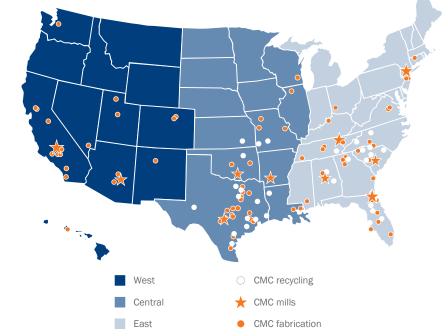


### VERTICALLY INTEGRATED OPERATIONS LOCATED IN STRONG MARKETS

CMC OPERATES COAST-TO-COAST IN THE UNITED STATES WITH VERTICALLY INTEGRATED OPERATIONS THAT FOCUS ON MAXIMIZING PROFIT THROUGH THE VALUE CHAIN







CMC U.S. FACILITIES

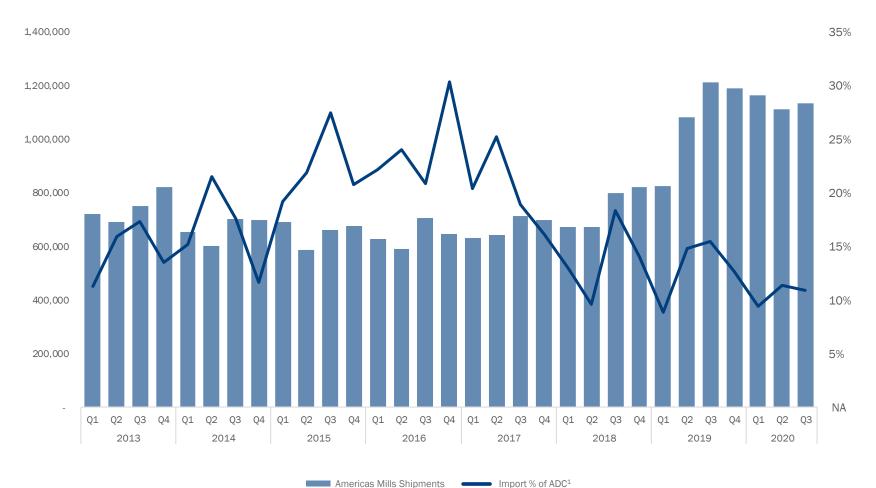
Sources: Public filings; Internal data

Notes:

- 1. Estimated annualized internal and external shipments for FY'19 based on internal company data.
- 2. Includes 1.4M tons shipped by recycling facilities which are classified in our mills segment.



### **FABRICATION DEMAND OPTIMIZES MILL PRODUCTION VOLUMES, REGARDLESS OF IMPORT LEVELS**



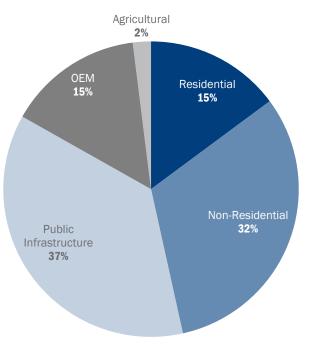
Source: SMA Note: Q3 2020 data shown is for March 2020



### OUR PRIMARY CONSTRUCTION MARKETS ARE EXPECTED TO REMAIN MORE RESILIENT THAN THE BROADER US ECONOMY

#### FY'19 CMC SHIPMENTS BY END-MARKET

(Tons shipped)



- Cement consumption, a key driver of rebar demand, is forecasted to decline just 3.8%<sup>1</sup> in calendar 2020, compared to a 5.6%<sup>2</sup> contraction of the U.S. economy
- Clear federal government support exists for a long-term infrastructure funding package with potential to meaningfully increase annual rebar consumption

Sources/Notes:

- 1. Portland Cement Association Market Intelligence forecast from June 2020
- 2. Moody's Analytics GDP growth forecast as of June 17,2020



### **CMC'S POLAND OPERATIONS**

# FULLY INTEGRATED, HIGHLY PROFITABLE AND CASH-GENERATIVE, SERVE KEY EUROPEAN GROWTH MARKETS

- Comprises 18% of CMC's mill capacity
- Vertically integrated operation
  - 1 EAF mini mill
  - 12 scrap processing facilities
  - 4 fabrication facilities
- Well-positioned in Poland, a strategic European growth market
  - Forecasted to have amongst the highest growth in fixed investment. Spend expected to take place through 2023
  - Proximate to other high-growth countries



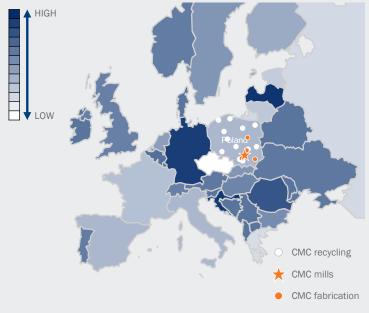
Sources: Moody's Analytics; OECD Economics Department; S&P; public filings Notes:

1. International Mill EBITDA shows Segment Adjusted EBITDA from Continuing Operations

#### INTERNATIONAL MILL ADJUSTED EBITDA<sup>1</sup>



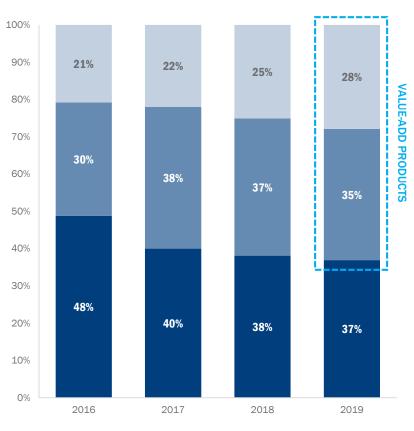
# CMC POLAND LOCATIONS AND FORECASTED 2020-2021 FIXED INVESTMENT GROWTH





### TRACK RECORD OF ACQUIRING AND OPTIMIZING ASSETS

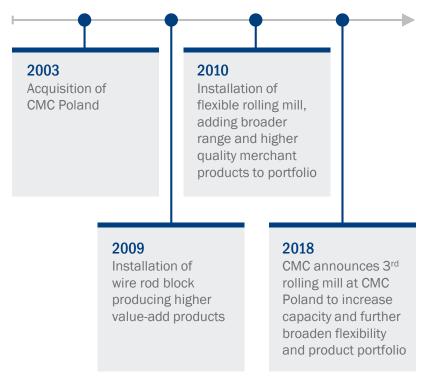
SINCE PURCHASING POLAND MILL IN 2003, CMC HAS STRATEGICALLY EXPANDED ITS CAPACITY AND PRODUCT OFFERING



#### HISTORICAL PRODUCT MIX

Rebar Merchant Wire Rod

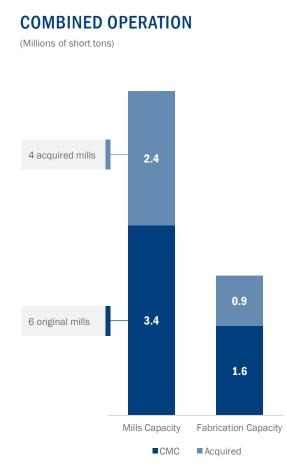
### PRODUCTS OFFERED





### **ACQUISITION OF REBAR ASSETS**

COMBINATION FORMED THE #1 PRODUCER OF REBAR IN THE US, CREATING OPERATIONAL FLEXIBILITY



### STRENGTHENS OPERATIONAL FLEXIBILITY

- Increased rebar base provides ability to expand product mix at legacy CMC facilities
- Optimizes facility utilization, reduces freight costs and brings CMC's industryleading customer service to acquired rebar assets
- · Existing back office supports minimal increase in SG&A

### DEEPENS CMC'S PRESENCE IN ATTRACTIVE REBAR MARKET

- Creates opportunity to improve efficiency and optimize utilization of expanded mill base
- Aligns with vertical integration and "pull-through demand" model
- Share culture of "safety first"

#### **EXPANDS CMC'S FOOTPRINT IN KEY GEOGRAPHIES**

- Expands exposure to high-demand non-residential construction markets in California, Florida, and New York
- · Closer proximity promotes better customer service
- Leverages CMC's existing infrastructure over a larger footprint

Source: Internal data



### **BALANCE SHEET STRENGTH**

DEBT MATURITY PROFILE PROVIDES STRATEGIC FLEXIBILITY

#### Q3 FY'20 LIQUIDITY **DEBT MATURITY SCHEDULE** (US\$ in millions) (US\$ in millions) Cash and Cash Equivalents \$462 5.750% 4.875% Notes Notes 5.375% Revolving Credit Facility Notes \$350 347 Revolver \$350 \$330 \$300 U.S. Accounts Receivables Facility 165 Term Loans \$110 **Poland Credit Facilities** 46 Poland Accounts Receivable Facility 2020 2021 2022 2023 2024-2025 2026 2027

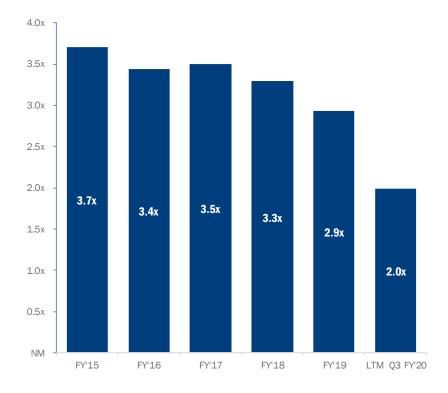
Source: Public filings



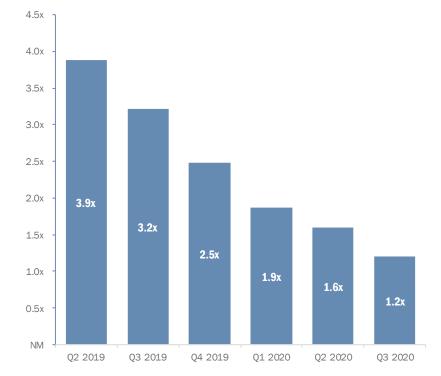
### **LEVERAGE PROFILE**

CMC HAS WORKED TO MAINTAIN A CAPITAL STRUCTURE THAT ALLOWS FOR OPERATIONAL FLEXIBILITY

#### TOTAL DEBT<sup>1</sup> / EBITDA<sup>2</sup>



#### NET DEBT<sup>3</sup> / EBITDA<sup>2</sup>



Source: Public filings, Internal data

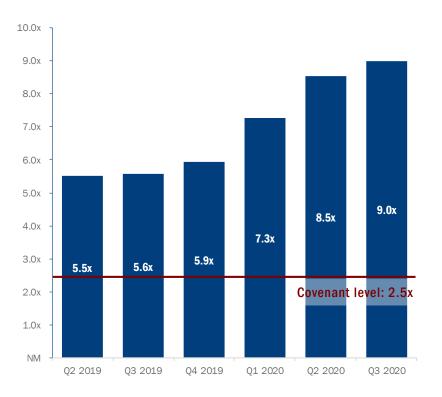
Notes:

- 1. Total debt is defined as long-term debt plus current maturities of long-term debt and short-term borrowings.
- 2. EBITDA depicted is adjusted EBITDA from continuing operations.
- 3. Net Debt is defined as total debt less cash & cash equivalents.



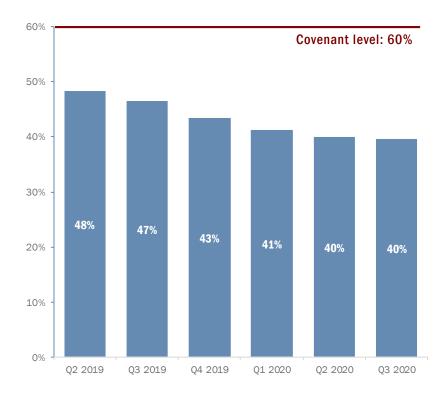
### **FINANCIAL COVENANTS**

CMC'S RECENT PERFORMANCE VS FINANCIAL COVENANTS PROVIDES AMPLE FLEXIBILITY



#### EBITDA<sup>1</sup> / INTEREST - LTM BASIS

DEBT-TO-CAPITALIZATION<sup>2</sup>



Source: Public filings, Internal data

Notes:

1. EBITDA depicted is adjusted EBITDA from continuing operations.

2. Debt-to-capitalization is defined as total debt on CMC's balance sheet divided by the sum of total debt and shareholders' equity.

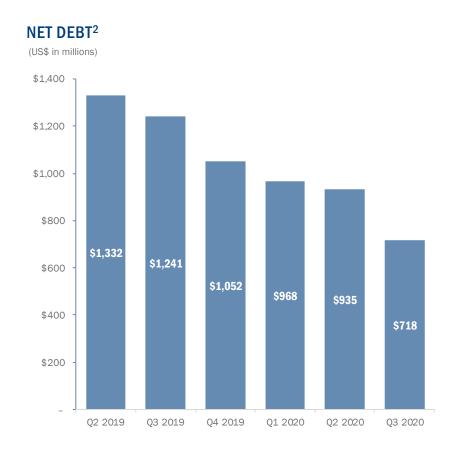


### **CASH FLOW PERFORMANCE**

CMC'S TRANSFORMED OPERATIONAL PORTFOLIO HAS PROVIDED STRONG CASH FLOWS, ALLOWING RAPID DE-LEVERING

# ADJUSTED EBITDA LESS CAPITAL EXPENDITURES AND DISBURSEMENTS TO STAKEHOLDERS<sup>1</sup>

(US\$ in millions) \$300 \$254 \$250 \$200 \$149 \$150 \$100 \$73 \$50 (\$9) (\$26) (\$50) (\$100) (\$108) (\$150) 2015 2016 2017 2018 2019 LTM Q3 2020



#### Source: Public filings, Internal data

Notes:

- 1. Adjusted EBITDA less Capital Expenditures and Disbursements to Stakeholders is a non-GAAP financial measure. For a reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures, see the appendix to this document.
- 2. Net Debt is defined as total debt less cash & cash equivalents.



### **CAPITAL ALLOCATION PRIORITIES**

CMC IS AN EFFECTIVE STEWARD OF SHAREHOLDER CAPITAL

- Maintain a healthy balance sheet while providing optionality for growth, both organically through focused CapEx and through M&A
- Achieved target leverage level of 2.0x Total Debt/EBITDA
- Opportunistic M&A, focused on expanding product lines/geographies with an ROIC that exceeds our cost of capital
- Maintain strong dividend
  at current level

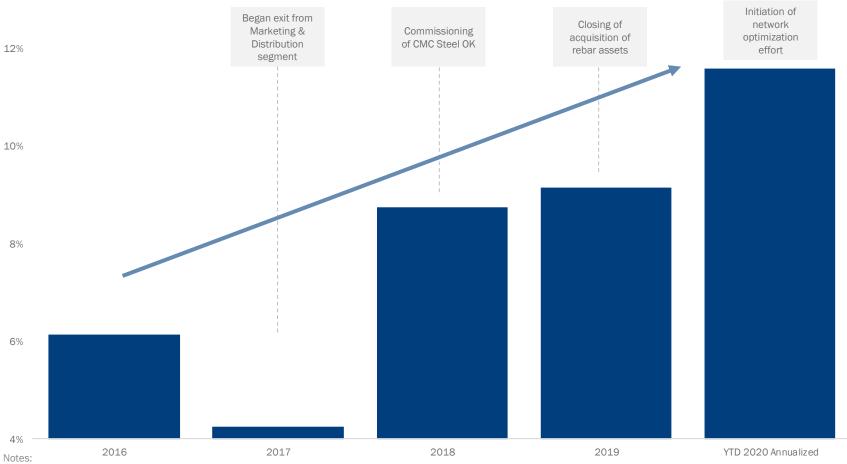




### **EFFECTIVE CAPITAL ALLOCATION**

CMC'S CAPITAL ALLOCATION STRATEGY HAS MAXIMIZED RETURNS FOR SHAREHOLDERS

### **RETURN ON INVESTED CAPITAL – LTM BASIS<sup>1</sup>**



1. Return on Invested Capital is defined as After-tax Operating Profit divided by (Total Assets less Cash & Cash Equivalents less Non-Interest Bearing Liabilities)



### THE LEADER IN CONCRETE REINFORCEMENT



- Highly focused producer of long steel products No. 1 producer of rebar in the U.S.; Poland operations serve growing economies in Central and Eastern Europe
- Leader in attractive rebar and merchant bar markets with highly flexible, low-cost mills; best-in-class customer service; and track-record of product innovation
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- Completely repositioned, poised for growth
  - Acquired 4 mills and 33 rebar fabrication facilities creating meaningful long-term value
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- Strong balance sheet and disciplined capital allocation strategy





FINANCIAL





### **FINANCIAL HIGHLIGHTS**

(\$ in thousands)

YEAR-OVER-YEAR	Q3 2020	Q3 2019	\$ CHANGE
Net Sales <sup>1</sup>	1,341,683	1,605,872	(264,189)
Earnings (Loss) <sup>1</sup>	64,169	78,551	(14,382)
Adjusted Earnings <sup>1,2</sup>	70,367	80,397	(10,030)
Earnings (Loss) Before Income Taxes <sup>1</sup>	87,973	107,656	(19,683)
Core EBITDA <sup>1,2</sup>	154,816	153,649	1,167
Capital Expenditures	37,500	24,256	13,244

SEQUENTIAL QUARTERS	Q3 2020	Q2 2020	\$ CHANGE
Net Sales <sup>1</sup>	1,341,683	1,340,963	720
Earnings (Loss) <sup>1</sup>	64,169	63,596	573
Adjusted Earnings <sup>1,2</sup>	70,367	63,596	6,771
Earnings (Loss) Before Income Taxes <sup>1</sup>	87,973	86,441	1,532
Core EBITDA <sup>1,2</sup>	154,816	145,257	9,559
Capital Expenditures	37,500	51,033	(13,533)

Notes:

1. Includes only continuing operations.

2. Adjusted earnings from continuing operations and Core EBITDA from continuing operations are non-GAAP financial measures. For a reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures, see the appendix to this document.





APPENDIX: NON-GAAP RECONCILIATIONS



### **FREE CASH FLOW RECONCILIATION**

	3 MONTHS ENDED				
(\$ in thousands)	5/31/2020	2/28/2020	11/30/2019	8/31/2019	
Net cash flows from (used by) operating activities	\$278,417	\$106,998	\$146,418	\$255,501	
Capital expenditures	(37,500)	(51,033)	(45,559)	(47,083)	
Free Cash Flow	\$240,917	\$55,965	\$100,859	\$208,418	

Source: Public filings



### ADJUSTED EBITDA LESS CAPITAL EXPENDITURES AND DISBURSEMENTS TO STAKEHOLDERS<sup>1</sup>

		12	MONTHS ENDE	D		9 MONTHS ENDED		
(\$ in thousands)	8/31/2019	8/31/2018	8/31/2017	8/31/2016	8/31/2015	5/31/2020	5/31/2019	
Adjusted EBITDA from continuing operations	\$424,085	\$352,221	\$235,822	\$305,237	\$305,645	\$444,308	\$278,840	
Conital expanditures and dishursements to								
Capital expenditures and disbursements to stakeholders								
Capital expenditures	138,836	174,655	213,120	163,332	119,580	134,092	91,753	
Cash paid for Interest	71,373	40,957	44,151	62,231	77,760	49,159	53,773	
Cash paid for income taxes	7,977	7,198	30,963	50,201	61,000	29,566	6,852	
Dividends	56,537	56,076	55,514	55,342	55,945	42,768	42,387	
Total capital expenditures and disbursements to stakeholders	\$274,723	\$278,886	\$343,748	\$331,106	\$314,285	\$255,585	\$194,765	
Adjusted EBITDA less capital expenditures and disbursements to stakeholders	\$149,362	\$73,335	(\$107,926)	(\$25,869)	(\$8,640)	\$188,723	\$84,075	

Source: Public filings

Notes:

1. LTM Q3 2020 is calculated as 12 months ended 8/31/2019 plus 9 months ended 5/31/2020 minus 9 months ended 5/31/2019



### ADJUSTED EARNINGS FROM CONTINUING OPERATIONS RECONCILIATION

		3 MONTHS ENDED	
(\$ in thousands)	5/31/2020	2/29/2020	5/31/2019
Earnings (loss) from continuing operations	\$64,169	\$63,596	\$78,551
Acquisition and integration related costs and other	_	_	2,336
Facility closure	1,863	-	-
Asset impairment	5,983	_	-
Total adjustments (pre-tax)	\$7,846	-	\$ <b>2</b> ,336
Tax impact			
TCJA Impact	-	_	-
Related tax effects on adjustments	(1,648)	_	(490)
Total tax impact	(\$1,648)	-	(\$490)
Adjusted earnings from continuing operations <sup>1</sup>	\$70,367	\$63,596	\$80,397

Source: Public filings

Notes:

1. See page 32 for definitions of non-GAAP financial measures



### **CORE EBITDA FROM CONTINUING OPERATIONS RECONCILIATIONS**

		3 MONTHS ENDED		
(\$ in thousands)	5/31/2020	2/29/2020	5/31/2019	
Earnings from continuing operations	\$64,169	\$63,596	\$78,551	
Interest expense	15,409	15,888	18,513	
Income taxes	23,804	22,845	29,105	
Depreciation and amortization	41,765	41,389	41,181	
Asset impairments	5,983	_	15	
Non-cash equity compensation	6,170	7,536	7,342	
Facility closure	1,863	_	-	
Acquisition and integration-related costs and other	_	_	2,336	
Amortization of acquired unfavorable contract backlog	(4,348)	(5,997)	(23,394)	
Core EBITDA from continuing operations <sup>1</sup>	\$154,815	\$145,257	\$153,649	

Source: Public filings

Notes:

1. See page 32 for definitions of non-GAAP financial measures



### **DEFINITIONS FOR NON-GAAP FINANCIAL MEASURES**

#### ADJUSTED EARNINGS FROM CONTINUING OPERATIONS

Adjusted earnings from continuing operations is a non-GAAP financial measure that is equal to earnings (loss) from continuing operations before certain asset impairments, facility closure costs, acquisition and integration related and costs and other legal expenses and purchase accounting adjustments to inventory, including the estimated income tax effects thereof. Additionally, we adjust adjusted earnings from continuing operations for the effects of the Tax Cuts and Jobs Act ("TCJA"). Adjusted earnings from continuing operations should not be considered as an alternative to earnings from continuing operations or any other performance measure derived in accordance with GAAP. However, we believe that adjusted earnings from continuing operations provides relevant and useful information to investors as it allows: (i) a supplemental measure of our ongoing core performance and (ii) the assessment of period-to-period performance trends. Management uses adjusted earnings from continuing operations to evaluate our financial performance. Adjusted earnings from continuing operations may be inconsistent with similar measures presented by other companies.

#### **CORE EBITDA FROM CONTINUING OPERATIONS**

Core EBITDA from Continuing Operations is a non-GAAP financial measure. Core EBITDA from continuing operations is the sum of earnings (loss) from continuing operations before interest expense and income taxes (benefit). It also excludes recurring non-cash charges for depreciation and amortization, asset impairments and non-cash equity compensation. Core EBITDA from continuing operations also excludes certain material acquisition and integration related costs and other legal fees, amortization of acquired unfavorable contract backlog, facility closure costs and purchase accounting adjustments to inventory. Core EBITDA from continuing operations should not be considered an alternative to earnings (loss) from continuing operations or net earnings (loss), or as a better measure of liquidity than net cash flows from operating activities, as determined by GAAP. However, we believe that Core EBITDA from continuing operations provides relevant and useful information, which is often used by analysts, creditors and other interested parties in our industry as it allows: (i) comparison of our earnings to those of our competitors; (ii) a supplemental measure of our ongoing core performance; and (iii) the assessment of period-to-period performance trends. Additionally, Core EBITDA from continuing operations is the target benchmark for our annual and long-term cash incentive performance plans for management. Core EBITDA from continuing operations may be inconsistent with similar measures presented by other companies.



### **THANK YOU**

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