Intelligent Motion

Q2 Fiscal 2027 Financial Results Conference Call

November 3, 2026

Safe Harbor Statement

This presentation and the accompanying oral discussion contains “forward-looking statements” within the meaning of the Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. 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. Such forward-looking statements include, among others, statements regarding: (1) our strategy, outlook and growth prospects, including the Company's full year fiscal 2027 guidance, consisting of net sales, Adjusted EBITDA and Adjusted EPS for fiscal 2027, as well as the associated assumed inputs for fiscal 2027 regarding interest expense, including the amount of non-cash amortization of deferred financing fees, amortization expense, depreciation expense, capital expenditures, effective tax rate and Adjusted Diluted Shares Outstanding; (2) our operational and financial targets and capital distribution policy, including regarding our expectation that the dividends payable on the Preferred Shares (as defined herein) will be accrued, accumulated and compounded, rather than being paid in cash, during fiscal 2027 (3) general economic trends and trends in our industry and markets; (4) our ability to successfully integrate the Kito Crosby Acquisition (as defined herein) and achieve targeted net cost synergies and leverage reduction targets; (5) our ability to expand margins in future periods; and (6) the competitive environment in which we operate. 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, (1) risks relating to the competitive environment in which we operate; (2) the risk that the integration of Kito Crosby's business and operations into the Company will be more costly or difficult to complete than expected, or that the Company is otherwise unable to achieve its target synergies or that the timeline of such net cost synergy realization may be delayed, including as a result of unexpected factors or events; (3) risks related to the general competitive, economic, political and market conditions and other factors that may affect future results of the Company; and (4) the other 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, 2026 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 Financial Measures

This presentation will discuss some non-GAAP (“adjusted”) financial measures which we believe are useful in evaluating Columbus McKinnon’s 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 financial measures are noted and reconciliations of comparable historical GAAP measures with historical non-GAAP financial measures can be found in tables either included in the Supplemental Information portion of this presentation or our filings with the Securities and Exchange Commission.

Q2 FY27 Highlights

- **Integration of Kito Crosby[1] remains on track, with synergy realization ahead of plan**
- **Orders of $563M grew 13% on a pro forma basis[3]; Book-to-Bill of 1.0x**
- **Net sales of $539M with growth across all geographies and in both Legacy CMCO[2] and Kito Crosby**
- **Net loss attributable to the Company of $26M, or $0.76 per diluted common share**
- **Adjusted EBITDA[4] of $111M with Adjusted EBITDA Margin[4] of 20.6%**
- **Year-to-date Cash flow provided by operations of $21M and Free Cash Flow[4] of $5M**



Growth and Integration Momentum of Combined Business Continues in Q2 FY27

1. On February 3, 2026, the Company closed on the acquisition (the “Kito Crosby Acquisition”) of Kito Crosby Limited (“Kito Crosby”)
2. "Legacy CMCO" is defined as reported Columbus McKinnon adjusting for the removal of the Divestiture (as defined herein) and the Kito Crosby Acquisition in all comparable periods. As part of the Kito Crosby Acquisition, the Company was required to divest its U.S. power chain hoist (other than with respect to Little Mule products) and chain manufacturing operations, which closed on March 4, 2026 (the “Divestiture”)
3. Numbers presented on a pro forma basis normalize for both the Kito Crosby Acquisition and Divestiture as if each transaction had been completed prior to the beginning of the prior year comparison period
4. Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation

Kito Crosby Integration Progressing On Track With Synergy Realization Underway

Integration

- Established revised Mission, Vision and Values; aligning Culture
- Aligning teams to increase effectiveness; retaining best talent
- Incentives aligned to key business outcomes
- Unifying data and metrics; improving performance
- Harmonizing products, processes, systems and capacity
- Integrating customer experience
- Moving quickly to realize synergies

Our Mission

To provide innovative intelligent motion solutions to our customers with unmatched safety, quality, and reliability.

Our Vision

To move the world forward for a safer, more productive tomorrow.

Our Values

The values that move our customers, employees, channel partners, and the world forward.

M — Make Safety Personal
Safety isn't just a priority, it's our responsibility.

O — Outperform Through Innovation
Solve real challenges for our customers through smarter, connected solutions.

T — Trust Through Action
Be a reliable partner, taking ownership for results.

I — Integrity
Do the right thing, always acting with honesty and transparency.

O — One Team
Collaborate to win together alongside our customers and communities.

N — Never Settle
Deliver exceptional quality, driven by passion and continuous improvement.

Actioning On Multiple Levers to Deliver Customer and Shareholder Value

Organic Growth

Outgrow attractive markets

+13%
Pro Forma Orders Growth YTD

+7%
Pro Forma Net Sales Growth[1]

Margin Expansion

Structurally improve earnings

~610 bps
Adjusted EBITDA Margin[1] expansion in 1H FY27

Free Cash Flow[1]

Increase cash conversion

+$11M
1H Free Cash Flow[1] improvement Y/Y

Deleveraging

Expand financial flexibility

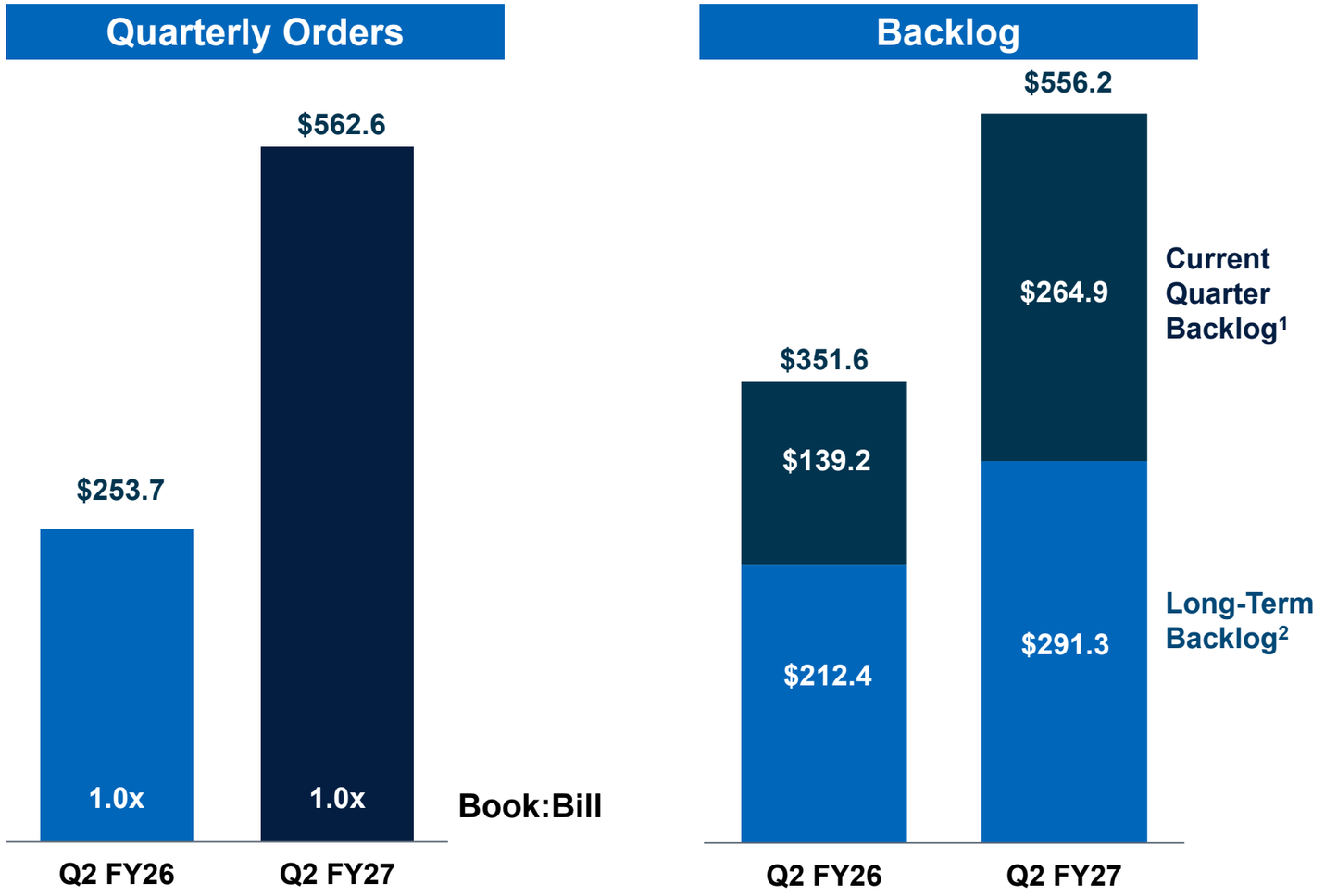
0.2x
Net Leverage Ratio[1] improvement YTD

Commercial and Operational Initiatives on Track to Increase Customer and Shareholder Value

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

Orders and Backlog

($ in millions, $M)



Strong Order Growth with a 1.0x Book-to-Bill

- Q2 FY27 orders increased 122% Y/Y to $563M:
  - Legacy CMCO[3] orders increased driven by strong project business activity, continued strength in Lifting portfolio and traction in Automation
  - Addition of $307M of Kito Crosby orders
- Strong quotation activity and healthy demand funnel; broad product portfolio resonating with customers

Backlog of $556M up 58% Y/Y

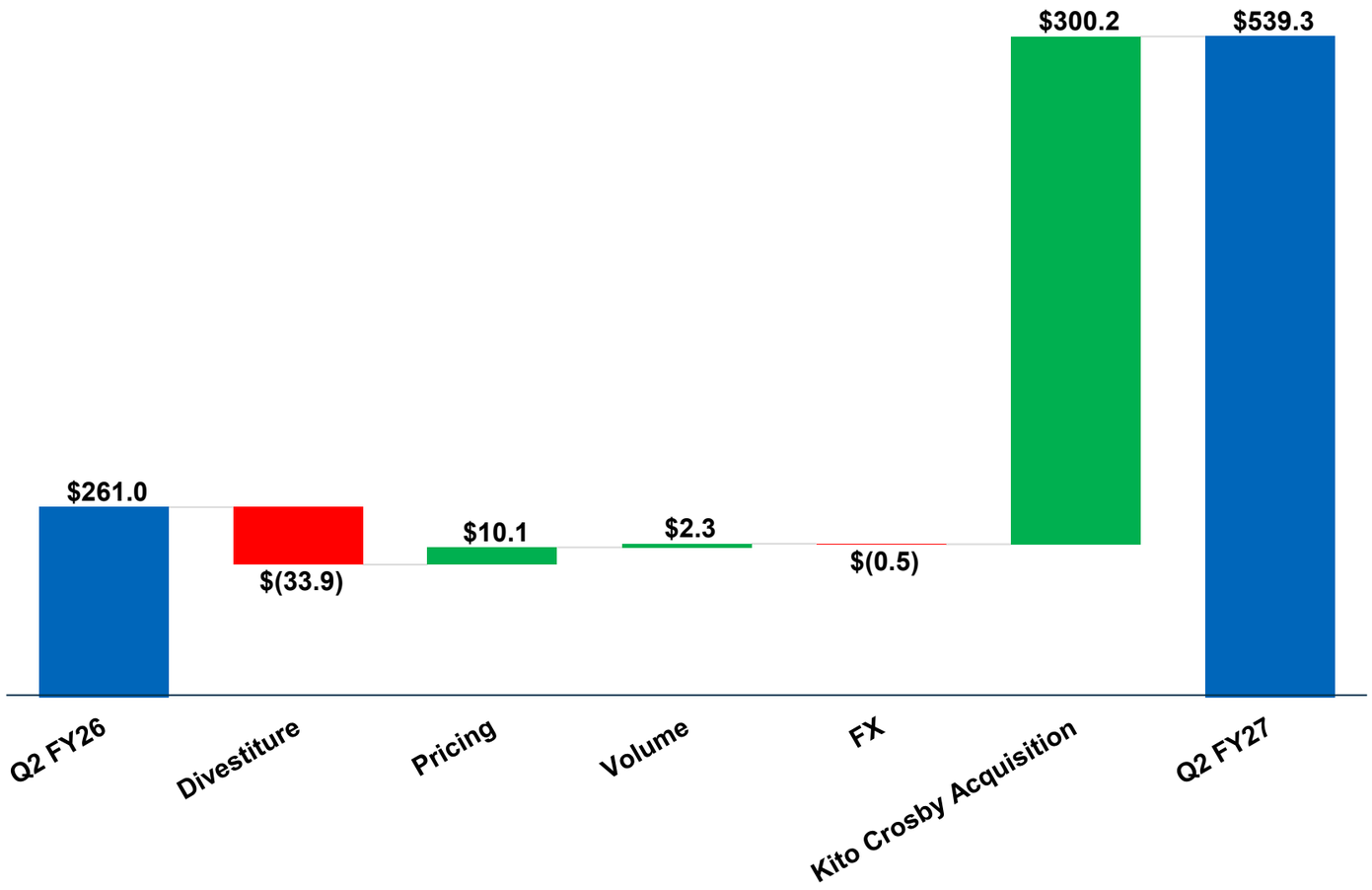
- Addition of Kito Crosby backlog of $220M

1. Expected to ship in Q3 FY27
2. Long term backlog is expected to ship beyond three months
3. “Legacy CMCO" is defined as reported Columbus McKinnon adjusting for the removal of the Divestiture and the Kito Crosby Acquisition in all comparable periods
4. Note: components may not sum due to rounding

Net Sales

($ in millions, $M)

Q2 FY27 Net Sales Bridge[1]



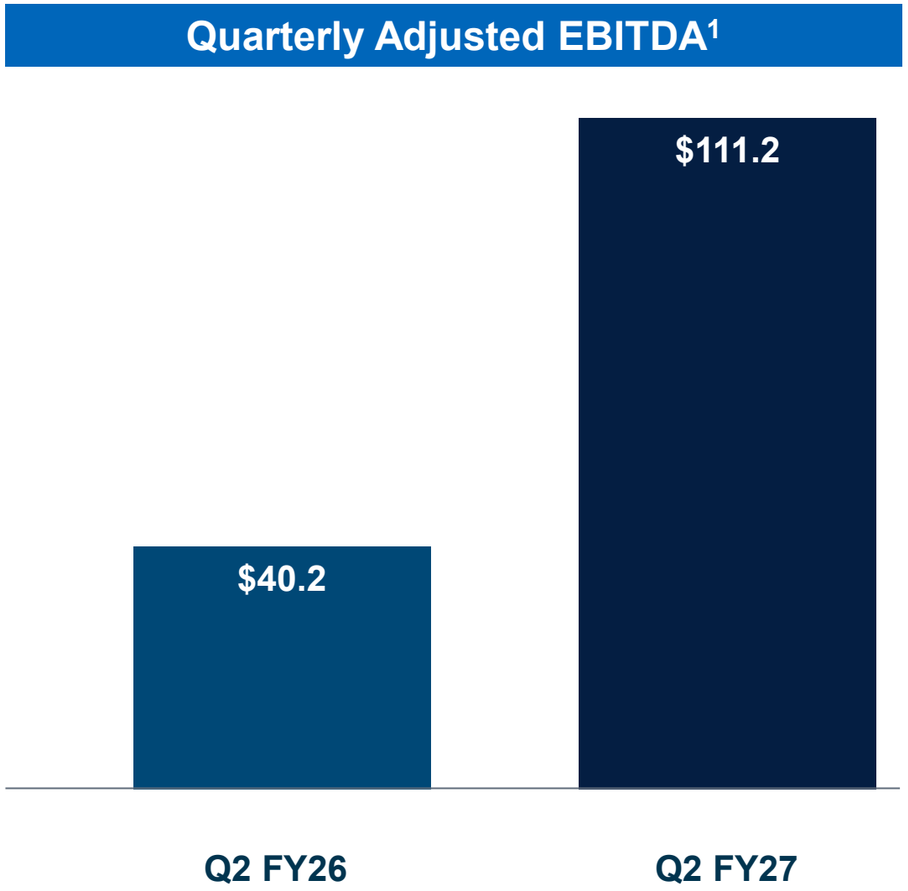
Q2 FY27 net sales of $539M increased 107% Y/Y:

- Legacy CMCO Net Sales Growth[2] of 5% driven by pricing and volume
  - Growth led by project businesses, including Automation and Linear Motion
  - Growth across all geographies
- Addition of $300M sales from Kito Crosby Acquisition, which reflects pricing and volume growth
- $34M of unfavorable sales impact from the Divestiture

1. Components may not sum due to rounding
2. Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation

Adjusted EBITDA[1] and Adjusted EBITDA Margin[1]

($ in millions, $M)



	Q2 FY26	Q2 FY27
Net income (loss) attributable to the Company	$4.6M	($25.5M)
Net income (loss) margin	1.8%	(4.7%)
Adj. EBITDA Margin[1]	15.4%	20.6%

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

Q2 FY27 net loss attributable to the Company of $26M includes:

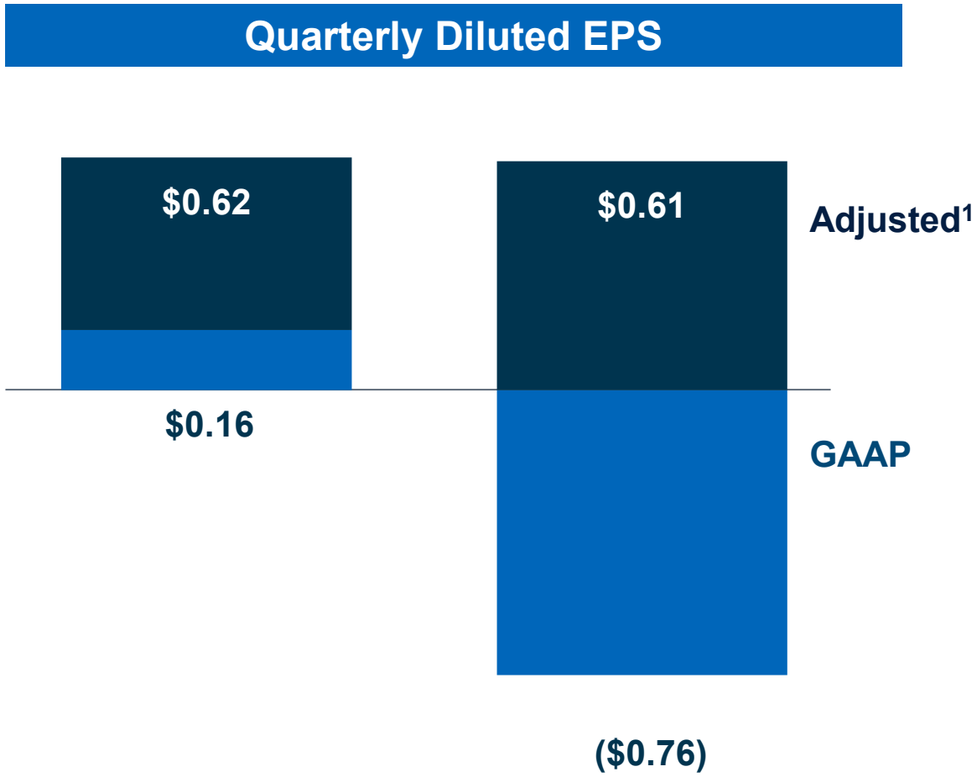
- ↑ Net contribution from the Kito Crosby Acquisition and Divestiture
- ↓ Increased interest expense
- ↓ Acquisition inventory step-up amortization expense

Q2 FY27 Adjusted EBITDA[1] of $111M includes:

- ↑ Net contribution from the Kito Crosby Acquisition and Divestiture
- ↑ Pricing and sales volume
- ↑ Expense reductions from cost synergies
- ↓ COGS inflation
- ↓ Higher incentive compensation

Earnings Per Share

($ in millions, $M, except per share data)



	Q2 FY26	Q2 FY27
Net income (loss) attributable to the Company	$4.6M	($25.5M)
Adjusted Net Income[1]	$17.9M	$31.1M

Net loss attributable to the Company of $26M

- Includes $7M of non-cash acquisition inventory step-up expense and $12M of integration related costs
- GAAP loss per share of $0.76

Adjusted Net Income[1] of $31M increased $13M Y/Y:

- Higher operating profit
- Partially offset by higher interest expense

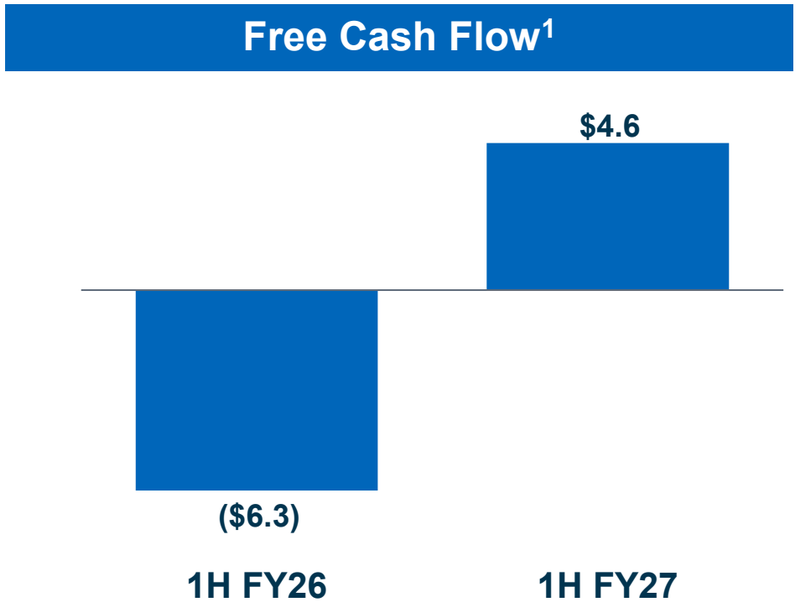
Adjusted EPS[1] of $0.61 declined $0.01 Y/Y:

- Higher Adjusted Net Income[1]
- Offset by higher share count due to the inclusion of 21.8M common shares issuable upon conversion of Preferred Shares[2]

1. Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation
2. 800,000 Series A Cumulative Convertible Participating Preferred Shares of the Company, par value $1.00 per share (the “Preferred Shares”)

Capital, Liquidity and Cash Flow

($ in millions, $M)



	1H FY26	1H FY27
Net cash provided by (used for) operating activities	**$0.2**	**$21.1**
Capital Expenditures	(6.5)	(16.5)
Free Cash Flow[1,2]	**($6.3)**	**$ 4.6**

YTD net cash provided by operating activities of $21M and Free Cash Flow[1] of $5M

- Includes Kito Crosby Acquisition-related cash payments of $23M, reflecting deal and integration costs
- Investment in working capital to support sales growth expected to increasingly convert to cash in 2H FY27

Credit Agreement Net Leverage Ratio[1] of 4.9x, down 0.2x YTD

Total liquidity of $532M:

- $421M of Revolving Credit Facility availability
- $111M of cash and cash equivalents

1H FY27 Free Cash Flow[1] Improved; Expected to Accelerate in 2H FY27

1. Non-GAAP financial measure; see definition and reconciliation at the end of this Presentation
2. Note: components may not sum due to rounding

FY27 Guidance

	Current	Prior
Net Sales	$2.13 – $2.17 billion	$2.09 – $2.15 billion
Adjusted EBITDA[1]	$425 – $440 million	$405 – $420 million
Adjusted EPS[1]	$2.00 – $2.15	$1.90 – $2.10

Fiscal 2027 guidance assumes approximately:

Interest Expense	$185 – $190 million	$185 – $190 million
Amortization Expense	$130 – $135 million	$135 – $140 million
Depreciation Expense	$80 – $85 million	$75 – $80 million
Capital Expenditures	$45 – $55 million	$50 – $60 million
Normalized Effective Tax Rate, as used in the calculation of Adjusted EPS	25%	25%
Adjusted Diluted Shares Outstanding	52 million	52 million

1. The Company has not reconciled its Adjusted EBITDA, Adjusted EPS or Adjusted Diluted Shares Outstanding guidance for fiscal 2027 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 guidance for the comparable GAAP financial measures. Forward-looking guidance regarding Adjusted EBITDA, Adjusted EPS and Adjusted Diluted Shares Outstanding are made in a manner consistent with the relevant definitions and assumptions noted herein



SUPPLEMENT

Non-GAAP Financial 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.

- Adjusted Gross Profit and Adjusted Gross Margin
- Adjusted RSG&A and Adjusted RSG&A Margin
- Adjusted Net Income and Adjusted EPS
- Adjusted EBITDA and Adjusted EBITDA Margin
- Legacy CMCO Net Sales and Legacy CMCO Net Sales Growth
- Pro Forma Net Sales and Pro Forma Net Sales Growth
- Free Cash Flow
- Credit Agreement Net Leverage Ratio, Credit Agreement Net Debt, Credit Agreement Adjusted EBITDA and Credit Agreement Adjusted EBITDA Margin

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

	Three Months Ended		Six Months Ended	
	September 30, 2026	September 30, 2025	September 30, 2026	September 30, 2025
Gross profit	$ 187,909	$ 90,160	$ 334,178	$ 167,382
Add back (deduct):				
Business realignment costs	—	65	—	1,450
Acquisition inventory step-up expense	7,445	—	62,643	—
Acquisition integration costs	1,397	68	2,475	68
Factory and warehouse consolidation costs	—	283	—	708
Monterrey, MX new factory start-up costs	—	1,530	—	3,431
Adjusted Gross Profit	$ 196,751	$ 92,106	$ 399,296	$ 173,039
Net sales	$ 539,285	$ 261,047	$ 1,070,746	$ 496,967
Gross margin	34.8 %	34.5 %	31.2 %	33.7 %
Adjusted Gross Margin	36.5 %	35.3 %	37.3 %	34.8 %

Adjusted Gross Profit is defined as gross profit as reported, adjusted for certain items. Adjusted Gross 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 Margin as used by other companies. Nevertheless, the Company believes that providing non-GAAP financial measures, such as Adjusted Gross Profit and Adjusted Gross Margin, are important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current period's gross profit and gross 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 margin to that of other companies.

Non-GAAP Measures: Adjusted Net Income and Adjusted EPS

	Three Months Ended		Six Months Ended	
	September 30, 2026	September 30, 2025	September 30, 2026	September 30, 2025
Net income (loss) attributable to the Company	$ (25,533)	$ 4,595	$ (114,262)	$ 2,697
Add back (deduct):				
Amortization of other intangibles	29,964	7,683	64,772	15,318
Transaction-related costs	694	9,827	462	17,930
Acquisition inventory step-up expense	7,445	—	62,643	—
Acquisition integration costs	11,771	169	27,083	169
Business realignment costs	—	1,131	2,716	3,656
Net loss (gain) on sales of businesses	709	—	1,275	—
Factory and warehouse consolidation costs	—	298	—	780
Headquarter relocation costs	—	71	—	71
Cost of debt repricing	1,056	—	1,056	—
Monterrey, MX new factory start-up costs	—	1,530	—	3,431
Normalize tax rate[1]	4,960	(7,410)	15,833	(11,902)
Adjusted Net Income	$ 31,066	$ 17,894	$ 61,578	$ 32,150
GAAP average diluted shares outstanding	28,900	28,874	28,847	28,841
Add back:				
Effect of dilutive preferred shares	21,846	—	21,659	—
Effect of dilutive share-based awards	209	—	200	—
Adjusted Diluted Shares Outstanding	50,955	28,874	50,706	28,841
GAAP EPS	$ (0.76)	$ 0.16	$ (2.80)	$ 0.09
Adjusted EPS	$ 0.61	$ 0.62	$ 1.21	$ 1.11

[1] *Applies a normalized tax rate of 25% to GAAP pre-tax income, net income (loss) attributable to noncontrolling interest and non-GAAP adjustments above, which are each pre-tax.*

Adjusted Net Income is defined as net income (loss) attributable to the Company as reported, adjusted for certain items, including amortization of intangibles, and also adjusted for a normalized tax rate. Adjusted Diluted Shares Outstanding is defined as average diluted shares outstanding adjusted for the effect of dilutive preferred shares and the effect of dilutive share-based awards. Adjusted EPS is defined as Adjusted Net Income per Adjusted Diluted Shares Outstanding. Adjusted Net Income, Adjusted Diluted Shares Outstanding and Adjusted EPS are not measures determined in accordance with GAAP and may not be comparable with the measures used by other companies. Nevertheless, the Company believes that providing non-GAAP financial measures, such as Adjusted Net Income, Adjusted Diluted Shares Outstanding and Adjusted EPS, are important for investors and other readers of the Company's financial statements and assists in understanding the comparison of current periods' net income (loss) attributable to the Company, average diluted shares outstanding and GAAP EPS to the historical periods' net income (loss) attributable to the Company, average diluted shares outstanding and GAAP EPS, as well as facilitates a more meaningful comparison of the Company's net income (loss) attributable to the Company and GAAP EPS to that of other companies. The Company believes that presenting Adjusted Net Income, Adjusted Diluted Shares Outstanding and Adjusted 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 RSG&A and Adjusted RSG&A Margin

	Three Months Ended		Six Months Ended	
	September 30, 2026	September 30, 2025	September 30, 2026	September 30, 2025
RSG&A	$ 122,193	$ 70,289	$ 250,785	$ 134,384
Add back (deduct):				
Transaction-related costs	(694)	(9,827)	(462)	(17,930)
Acquisition integration costs	(10,374)	(101)	(24,608)	(101)
Business realignment costs	—	(1,066)	(2,716)	(2,206)
Factory and warehouse consolidation costs	—	(15)	—	(72)
Headquarter relocation costs	—	(71)	—	(71)
Adjusted RSG&A	$ 111,125	$ 59,209	$ 222,999	$ 114,004
Net sales	539,285	261,047	1,070,746	496,967
RSG&A as a percent of sales	22.7 %	26.9 %	23.4 %	27.0 %
Adjusted RSG&A as a Percent of Sales	20.6 %	22.7 %	20.8 %	22.9 %

Adjusted RSG&A is defined as selling, general and administrative, and research and development (RSG&A) expenses as reported, adjusted for certain items. Adjusted RSG&A as a Percent of Sales is defined as Adjusted RSG&A divided by net sales. Adjusted RSG&A and Adjusted RSG&A as a Percent of Sales are not measures determined in accordance with GAAP and may not be comparable with Adjusted RSG&A and Adjusted RSG&A as a Percent of Sales as used by other companies. Nevertheless, Columbus McKinnon believes that providing non-GAAP financial measures, such as Adjusted RSG&A and Adjusted RSG&A as a Percent of Sales, are important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current quarter and year's RSG&A and RSG&A as a Percent of Sales to the historical periods' RSG&A and RSG&A as a Percent of Sales, as well as facilitates a more meaningful comparison of the Company's RSG&A and RSG&A as a Percent of Sales to that of other companies.

Non-GAAP Measures: Adjusted EBITDA and Adjusted EBITDA Margin

	Three Months Ended		Six Months Ended	
	September 30, 2026	September 30, 2025	September 30, 2026	September 30, 2025
Net income (loss) attributable to the Company	$ (25,533)	$ 4,595	$ (114,262)	$ 2,697
Add back (deduct):				
Income tax expense (benefit)	15,315	(1,446)	36,359	(1,186)
Interest and debt expense	48,050	8,747	95,660	17,445
Investment (income) loss	129	(521)	(1,563)	(1,570)
Foreign currency exchange (gain) loss	(2,947)	754	1,076	412
Other (income) expense, net	(1,368)	59	(1,617)	(118)
Stock-based compensation	4,947	2,784	7,622	4,626
Depreciation and amortization expense	50,937	12,219	104,138	24,485
Cost of debt repricing	1,056	—	1,056	—
Transaction-related costs	694	9,827	462	17,930
Acquisition integration costs	11,771	169	27,083	169
Acquisition inventory step-up expense	7,445	—	62,643	—
Business realignment costs	—	1,131	2,716	3,656
Net loss (gain) on sales of businesses	709	—	1,275	—
Factory and warehouse consolidation costs	—	298	—	780
Headquarter relocation costs	—	71	—	71
Monterrey, MX new factory start-up costs	—	1,530	—	3,431
Adjusted EBITDA	$ 111,205	$ 40,217	$ 222,648	$ 72,828
Net sales	$ 539,285	$ 261,047	$1,070,746	$ 496,967
Net income (loss) attributable to the Company margin	(4.7)%	1.8 %	(10.7)%	0.5 %
Adjusted EBITDA Margin	20.6 %	15.4 %	20.8 %	14.7 %

Adjusted EBITDA is defined as net income (loss) attributable to the Company before interest expense, income taxes, depreciation, amortization, and other adjustments, including stock-based compensation. 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, the Company 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.

Non-GAAP Measures: Legacy CMCO Net Sales

	Three Months Ended		Six Months Ended	
	September 30, 2026	September 30, 2025	September 30, 2026	September 30, 2025
Net sales	$ 539,285	$ 261,047	$ 1,070,746	$ 496,967
Less Divestiture net sales	—	(33,902)	$ —	$ (68,749)
Less Kito Crosby Acquisition net sales	(300,205)	—	(604,968)	$ —
Legacy CMCO Net Sales	$ 239,080	$ 227,145	$ 465,778	$ 428,218
Net sales growth	106.6 %		115.5 %	
Legacy CMCO Net Sales Growth	5.3 %		8.8 %	

Legacy CMCO Net Sales is defined as net sales as reported, adjusted for the impact of the Kito Crosby Acquisition and Divestiture. Legacy CMCO Net Sales Growth is defined as the change in Legacy CMCO Net Sales between the current period and the prior year period divided by prior year period Legacy CMCO Net Sales. Legacy CMCO Net Sales and Legacy CMCO Net Sales Growth are not determined in accordance with GAAP and may not be comparable with non-GAAP net sales calculations used by other companies. Nevertheless, the Company believes that providing non-GAAP financial measures, such as Legacy CMCO Net Sales and Legacy CMCO Net Sales Growth, are important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current period's net sales and net sales growth to the historical periods' net sales and net sales growth.

Non-GAAP Measures: Pro Forma Net Sales

	Three Months Ended		Six Months Ended	
	September 30, 2026	September 30, 2025	September 30, 2026	September 30, 2025
Net sales	$ 539,285	$ 261,047	$ 1,070,746	$ 496,967
Less Divestiture net sales	—	(33,902)	$ —	$ (68,749)
Plus Kito Crosby Acquisition net sales	—	278,750	—	560,246
Pro Forma Net Sales	$ 539,285	$ 505,895	$ 1,070,746	$ 988,464
Net sales growth	106.6 %		115.5 %	
Pro Forma Net Sales Growth	6.6 %		8.3 %	

Pro Forma Net Sales is defined as net sales as reported, adjusted for both the Kito Crosby Acquisition and the Divestiture of the legacy CMCO U.S. power chain hoist and chain operations as if each transaction had been completed prior to the beginning of the prior year. Pro Forma Net Sales Growth is defined as the change in Pro Forma Net Sales between the current period and the prior period divided by prior period Pro Forma Net Sales. Pro Forma Net Sales and Pro Forma Net Sales Growth are not determined in accordance with GAAP and may not be comparable with non-GAAP net sales calculations used by other companies. Nevertheless, Columbus McKinnon believes that providing non-GAAP financial measures, such as Pro Forma Net Sales and Pro Forma Net Sales Growth, 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 fiscal year's net sales and net sales growth to the historical periods' net sales.

Non-GAAP Measures: Free Cash Flow (FCF)

	Three Months Ended		Six Months Ended	
	September 30, 2026	September 30, 2025	September 30, 2026	September 30, 2025
Net cash provided by (used for) operating activities	$ (4,559)	$ 18,401	$ 21,065	$ 248
Capital expenditures	(10,796)	(3,321)	(16,464)	(6,523)
Free Cash Flow	$ (15,355)	$ 15,080	$ 4,601	$ (6,275)

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

Non-GAAP Financial Measure: Credit Agreement Net Leverage Ratio

	Twelve Months Ended	
	September 30, 2026	March 31, 2026
Net income (loss)	$ (345,759)	$ (229,437)
Add back (deduct):		
Annualize EBITDA for the Kito Crosby Acquisition, Divestiture and synergies[1]	132,389	264,352
Income tax expense (benefit)	60,475	22,930
Interest and debt expense	139,360	61,145
Cost of debt repricing	25,241	24,185
Depreciation and amortization expense	156,691	77,038
Stock-based and other compensation	12,565	9,569
Transaction-related costs	39,889	55,603
Acquisition integration costs	37,563	12,795
Acquisition inventory step-up expense	99,441	36,798
Business realignment costs	3,370	4,310
Factory and warehouse consolidation costs	274	1,054
Headquarter relocation costs	392	463
Loss on impairment of goodwill[2]	200,000	200,000
Monterrey, MX new factory start-up costs	3,049	6,480
Net (gain) loss on sale of business	(102,153)	(103,306)
Net gain on sale of facilities	(914)	(917)
Net loss attributable to noncontrolling interest	(735)	(98)
Unrealized foreign exchange	6,658	(1,934)
Credit Agreement Trailing Twelve Month Adjusted EBITDA	$ 467,796	$ 441,030
Current portion of long-term debt and finance lease obligations	$ 150,000	$ 166,418
Term loan, Senior Secured Notes, AR securitization facility and finance lease obligations	2,262,308	2,226,589
Total debt	$ 2,412,308	$ 2,393,007
Standby letters of credit	19,276	16,067
Cash and cash equivalents	(110,900)	(96,562)
AR securitization facility obligations[3]	$ (42,762)	(53,127)
Credit Agreement Net Debt	$ 2,277,922	$ 2,259,385
Credit Agreement Net Leverage Ratio	4.9x	5.1x

1 EBITDA is normalized to include a full year of performance from Kito Crosby and Divestiture and assumes all cost synergies are achieved in fiscal 2026.

2 For its annual goodwill impairment test for fiscal 2026, the Company elected to bypass the qualitative assessment and performed a quantitative impairment test for its reporting units, comparing the carrying amount of each reporting unit with its estimated fair value. While each of the individual reporting units initially had fair values in excess of their book value, the sustained reduction in the Company's stock price and market capitalization resulted in the aggregate equity value of the combined company exceeding its market capitalization at its annual measurement date. On this basis, the Company reevaluated the fair value of each of its reporting units and this resulted in a partial impairment of the goodwill for the Precision Conveyance reporting unit in the amount of $200,000,000.

3 The Company's Credit Agreement definition of Net Debt excludes any debt related to its AR securitization facility given that borrowings under the AR securitization facility support the Company's short term working capital needs.

Credit Agreement Net Debt is defined in the Company's Credit Agreement as total debt plus standby letters of credit, net of cash and cash equivalents and AR securitization facility obligations. Credit Agreement Net Leverage Ratio is defined as Credit Agreement Net Debt divided by the Credit Agreement Trailing Twelve Month Adjusted EBITDA. Credit Agreement Trailing Twelve Month Adjusted EBITDA is defined in the Company's Credit Agreement as net income (loss) adjusted for interest expense, income taxes, depreciation, amortization, and other adjustments. Credit Agreement Net Debt, Credit Agreement Net Leverage Ratio and Credit Agreement Trailing Twelve Month Adjusted EBITDA 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 Credit Agreement Net Debt, Credit Agreement Net Leverage Ratio and Credit Agreement Trailing Twelve Month Adjusted EBITDA are important for investors and other readers of the Company’s financial statements.