



3Q Fiscal 2026 Webcast

August 20, 2026



Safe Harbor Statement

Under the Private Securities Litigation Reform Act of 1995



Certain statements contained in this release are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by terminology such as “may,” “will,” “should,” “could,” “expects,” “anticipates,” “believes,” “projects,” “forecasts,” “outlook,” “guidance,” “continue,” “target,” or the negative of these terms or comparable terminology. These statements reflect management’s current expectations and involve a number of risks and uncertainties. These risks and uncertainties include, but are not limited to, U.S. and international economic conditions; financial and market conditions; currency exchange rates and devaluations; possible acquisitions, including the Company’s ability to successfully integrate acquisitions; the Company’s ability to successfully divest or dispose of businesses that are deemed not to fit with its strategic plan; the effects of changes in U.S. trade policy and trade agreements, including new or increased tariffs or trade restrictions; the effects of changes in tax law; and the possible effects of events beyond our control, such as political unrest, conflicts or wars between sovereign nations, acts of terror, natural disasters and pandemics, and the other factors discussed in Item 1A (Risk Factors) in the Company’s most recently filed Annual Report on Form 10-K and in its Forms 10-Q filed with the Securities and Exchange Commission, which should be reviewed carefully. The Company undertakes no obligation to update or revise any forward-looking statement in this presentation.

3Q 2026 Webcast – August 20, 2026

- 3rd Quarter Highlights
- Sales & Earnings Performance
- Balance Sheet and Cash Flow
- Enterprise Performance
- 2026 Guidance Update
- Q&A



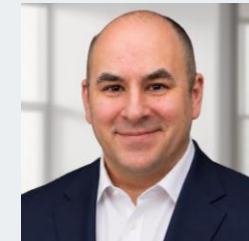
Sundaram Nagarajan

President &
Chief Executive Officer



Dan Hopgood

Executive Vice President &
Chief Financial Officer



Matthew Matejka

Senior Director,
Investor Relations



3Q 2026 Highlights

Strong sales and earnings performance, including organic growth in all segments and total performance exceeding high end of 3Q 2026 guidance

- ✓ **Record Q3 sales of \$818M,**
a 10% increase over prior year,
up 12% organically
- ✓ **Record Q3 sales in all segments**
- ✓ **Order entry momentum continues,**
backlog up 35% compared to prior year
- ✓ **Record Q3 EBITDA of \$262M,**
or 32% of sales
- ✓ **Record Q3 adjusted EPS of \$3.25,**
a 19% increase over prior year

Total Company – 3Q 2026



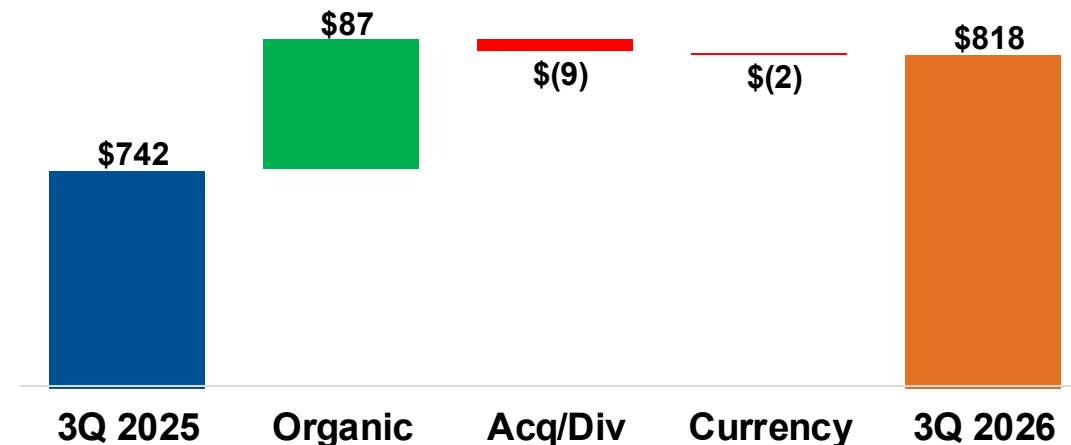
Sales

- Reported record sales of \$818M, an increase of 10% compared to the prior year
 - 12% organic sales increase driven by growth in all segments
 - Currency essentially neutral and unfavorable net impact of 1% from prior year divestiture, net of Capstan acquisition completed in Q2

EBITDA

- EBITDA was \$262 million, up 10% over prior year
- EBITDA margin of 32%, in line with prior year
- 19% adjusted EPS growth

3Q 2026 Sales Bridge**



	3Q 2025	3Q 2026		Δ
Sales	\$742	\$818	↑	10%
Adj. Operating Profit*	\$201	\$226	↑	13%
EBITDA*	\$239	\$262	↑	10%
EPS GAAP	\$2.22	\$2.73	↑	23%
EPS Adjusted*	\$2.73	\$3.25	↑	19%

**Amounts may not add due to rounding.

*Non-GAAP numbers - See appendix for reconciliation. In millions except for per share data.

Industrial Precision Solutions – 3Q 2026



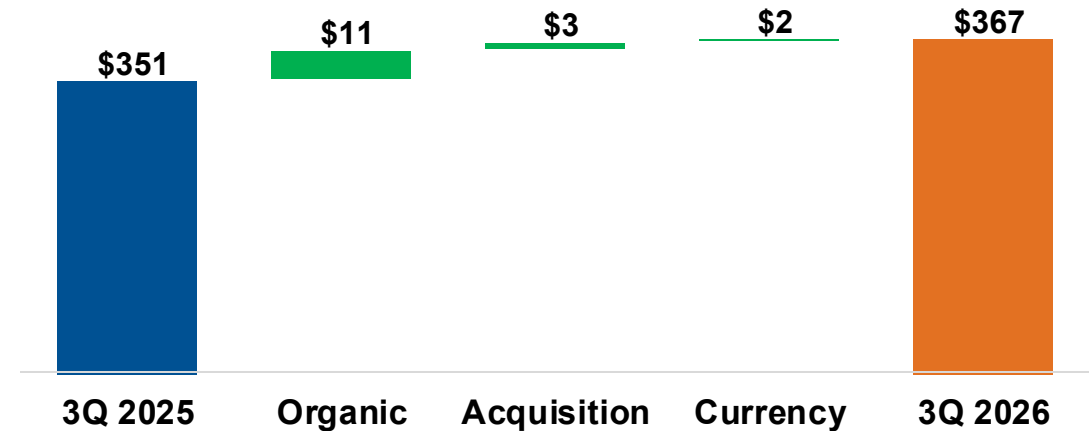
Sales

- Third quarter record sales of \$367 million, a 5% increase, including a favorable currency impact of 1% and a 1% contribution from the Capstan AG acquisition
- Organic sales increased 3% driven by industrial coating and polymer processing systems demand and stable demand in consumer and industrial end markets

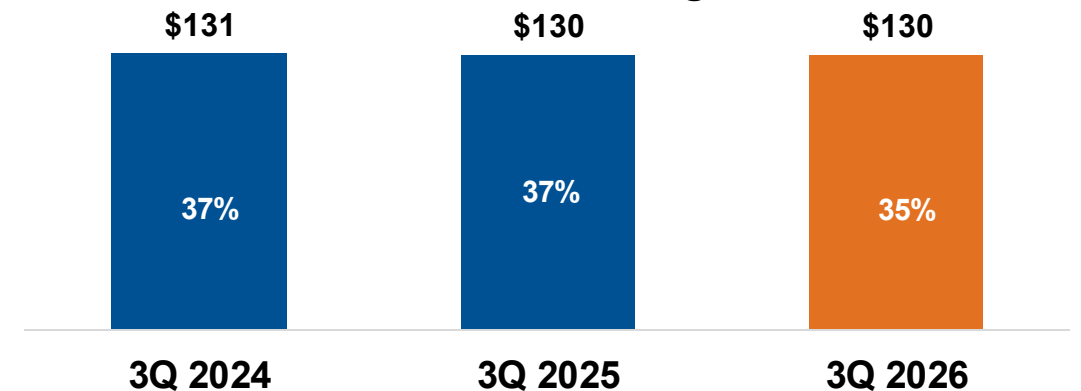
EBITDA

- EBITDA was \$130 million, or 35% of sales
- Margins remain stable vs 1H as segment continues to grow sales and invest in innovation while offsetting inflationary pressures

3Q 2026 IPS Sales Bridge*



EBITDA and Margin



Medical and Fluid Solutions – 3Q 2026



Sales

- Record quarterly sales of \$231 million, a 5% increase, inclusive of the divested sales impact of (6)%
- Organic sales increased 11% driven by growth in engineered fluid solutions and medical product lines

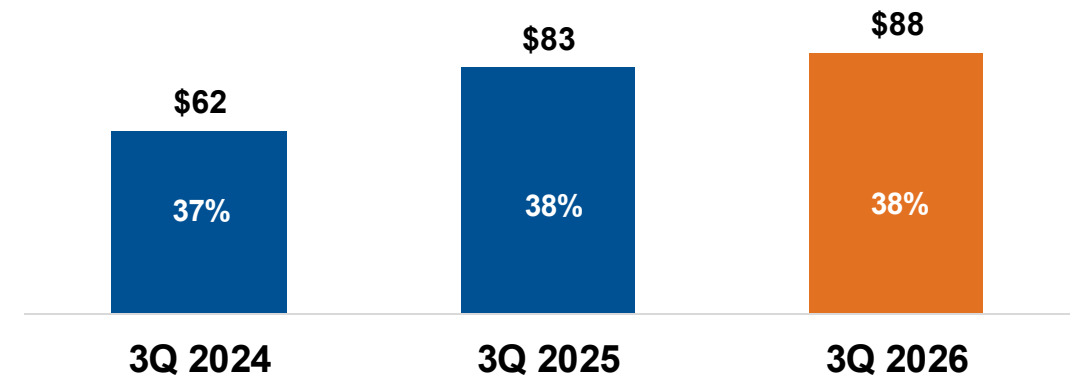
EBITDA

- EBITDA was \$88 million, an all-time record and increase of 6% compared to the prior year
- EBITDA margin as a percent of sales was 38% in line with the prior year margins on higher sales

3Q 2026 MFS Sales Bridge*



EBITDA and Margin



Advanced Technology Solutions – 3Q 2026



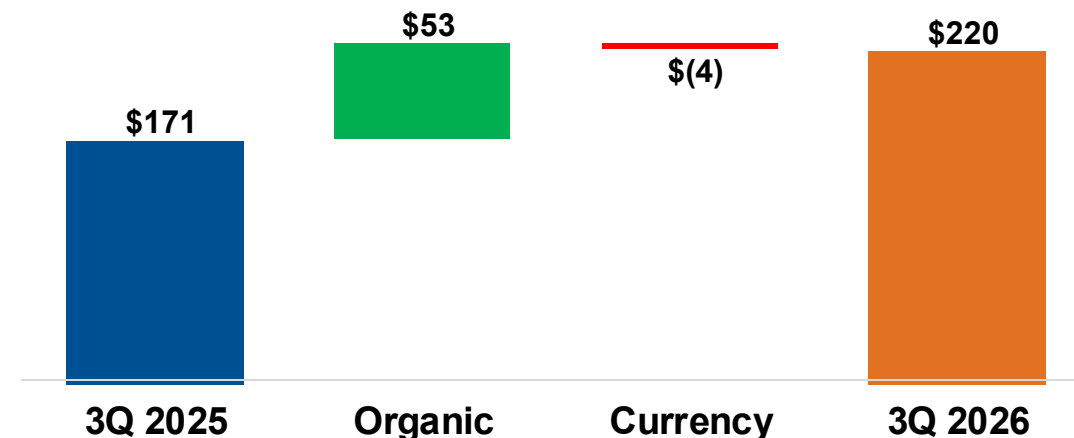
Sales

- Record quarterly sales of \$220 million, an increase of 28%
- 31% organic sales increase driven by growth in electronics dispense and test and inspection applications
- Unfavorable currency impact of 3%

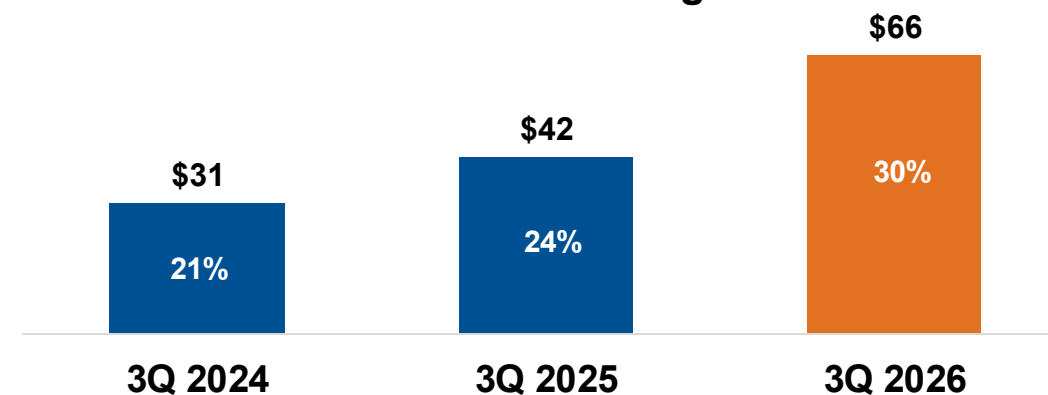
EBITDA

- EBITDA was an all-time record \$66 million, or 30% of sales, an increase of 58% compared to the prior year
- EBITDA margin improvement driven by record volumes and actions taken to improve operations and footprint in prior periods

3Q 2026 ATS Sales Bridge*



EBITDA and Margin



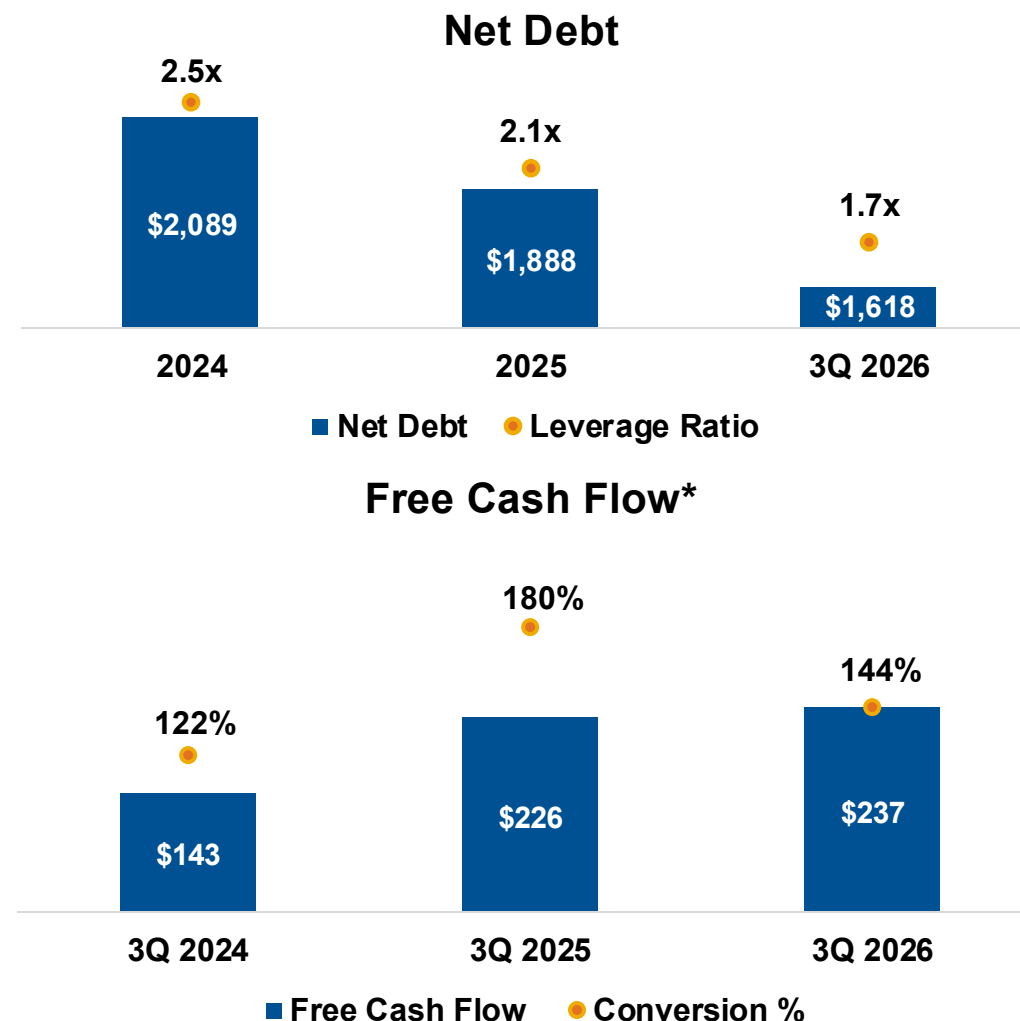
Balanced Capital Deployment Returning Value to Shareholders

Net Debt

- Cash totaled \$113 million
- 1.7x net debt leverage ratio based on trailing 12-month EBITDA, a 0.4x improvement from year end
- \$1.1 billion in capacity available for strategic acquisition in the near term

Free Cash Flow*

- Free cash flow of \$237 million, which is a conversion rate of 144%
- Continued progress on improving working capital utilization





Strategic Capital Allocation

Year-to-date capital allocation driving value

- ✓ Invested \$40M in capital investments to fuel new capabilities and future growth
- ✓ Acquired CapstanAG, a strategic add to Precision Ag portfolio
- ✓ Reduced net debt by \$270M leverage ratio down 2.1x to 1.7x
- ✓ Completed \$159M in share repurchases
- ✓ Paid \$137M in dividends

Growth fueled by strong competitive advantages

Differentiated
Products

Close to
Customer

Diversified, Niche
End Markets

High Recurring
Revenue

NBS Next Growth
Framework

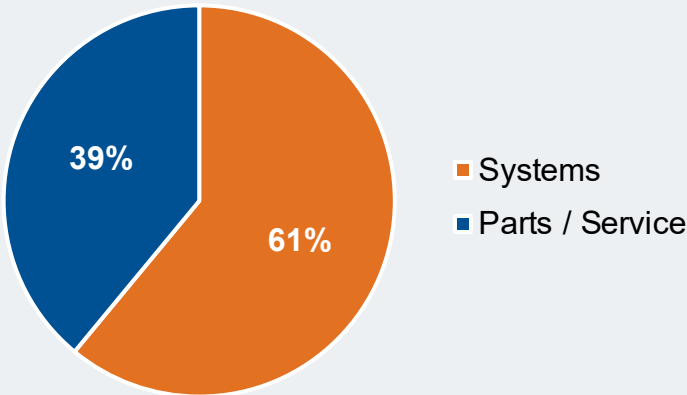
Strong Growth
Portfolio

Leadership position in niche end markets
with differentiated products

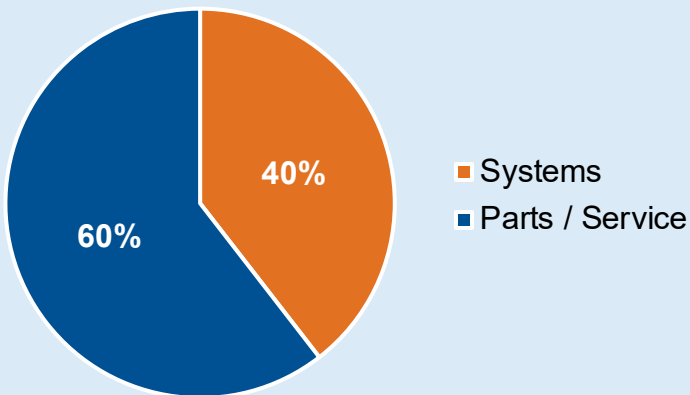
Portfolio Driving Accelerated Growth



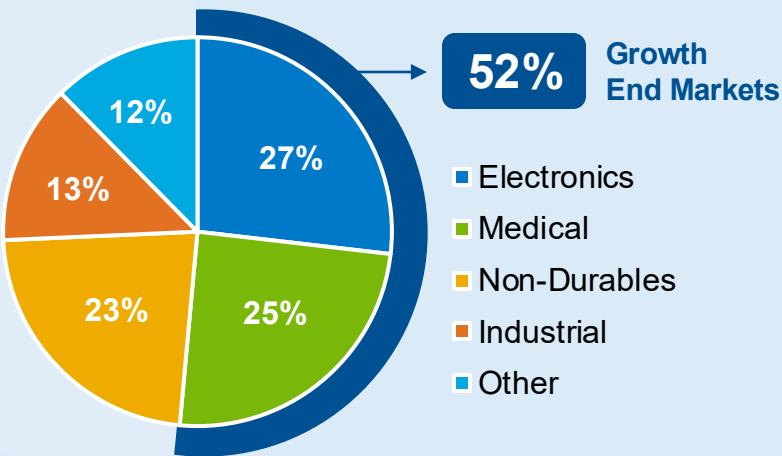
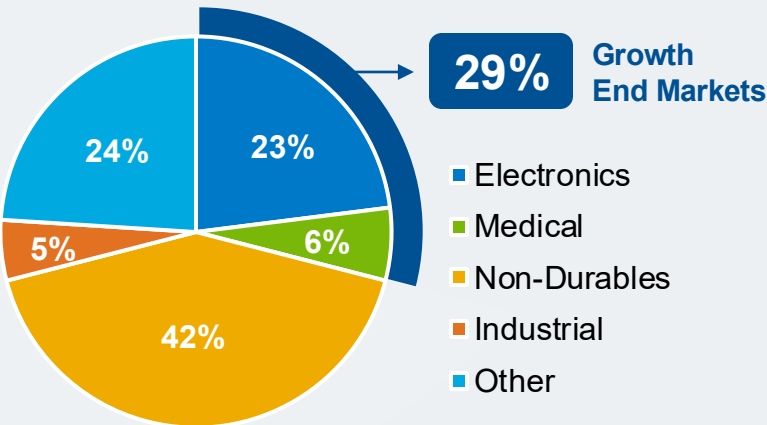
2014 (FY Revenue \$1.7B)



2025 (FY Revenue \$2.8B)



Information is for directional purposes only.



2026 Fiscal Full Year Guidance Progression



Strong Performance through Nine Months...

- Q3 record performance exceeded expectations for revenue and earnings
- Order entry strength continued during the quarter with backlog up 35% YOY
- Teams continue to execute and deliver
- Assumes FX rates hold at current levels – neutral impact on Q4; other assumptions unchanged

...Raising Full Year Guidance

- Fiscal 2026 sales growth now expected in the range of 9% to 10%
- Adjusted earnings now expected in the range of 15% to 17%

	December	February	May	August
Reported Sales	\$2,830 - \$2,950	\$2,860 - \$2,980	\$2,930 - \$3,010	\$3,035 - \$3,075
Adjusted EPS	\$10.80 - \$11.50	\$11.00 - \$11.60	\$11.30 - \$11.80	\$11.80 - \$12.00



Questions?

Reconciliation of Non-GAAP Measures

Net Income to EBITDA (Dollars in thousands)



NORDSON CORPORATION

RECONCILIATION OF NON-GAAP MEASURES - NET INCOME TO EBITDA (Unaudited) (Dollars in thousands)

	Three Months Ended		Nine Months Ended	
	July 31, 2026	July 31, 2025	July 31, 2026	July 31, 2025
Net income	\$ 152,846	\$ 125,784	\$ 403,544	\$ 332,840
Income taxes	33,093	33,340	88,070	81,909
Interest expense - net	20,359	25,698	64,680	77,335
Pension settlement charge	—	—	24,049	—
Other expense - net	16,794	2,945	6,357	5,380
Inventory step-up amortization ⁽¹⁾	2,269	—	3,404	3,135
Severance and other ⁽¹⁾	—	451	—	16,725
Acquisition-related costs ⁽¹⁾	576	235	1,110	1,778
Divestiture and related charges	—	12,211	—	12,211
Adjusted operating profit	225,937	200,664	591,214	531,313
Depreciation and amortization	36,546	37,847	109,446	112,454
EBITDA (non-GAAP) ⁽²⁾	\$ 262,483	\$ 238,511	\$ 700,660	\$ 643,767

⁽¹⁾ Represents non-recurring cost reduction actions as well as fees and non-cash inventory charges associated with acquisitions.

⁽²⁾ EBITDA is a non-GAAP measure used by management to evaluate the Company's ongoing operations. EBITDA is defined as operating profit plus certain adjustments, such as non-recurring cost reduction actions, fees and non-cash inventory charges associated with acquisitions, plus depreciation and amortization.

Reconciliation of Non-GAAP Measures

Adjusted Net Income and Earnings Per Share (Dollars in thousands)



NORDSON CORPORATION

RECONCILIATION OF NON-GAAP MEASURES - ADJUSTED NET INCOME AND EARNINGS PER SHARE (Unaudited) (Dollars in thousands)

	Three Months Ended		Nine Months Ended	
	July 31, 2026	July 31, 2025	July 31, 2026	July 31, 2025
<u>GAAP AS REPORTED</u>				
Net income	\$ 152,846	\$ 125,784	\$ 403,544	\$ 332,840
Diluted earnings per share	\$ 2.73	\$ 2.22	\$ 7.20	\$ 5.83
Shares outstanding - diluted	56,027	56,728	56,084	57,084
<u>ADJUSTMENTS</u>				
Inventory step-up amortization ⁽¹⁾	\$ 2,269	\$ —	\$ 3,404	\$ 3,135
Acquisition costs ⁽¹⁾	576	235	1,110	1,778
Severance and other ⁽¹⁾	—	451	—	16,725
Acquisition amortization of intangibles	19,345	20,092	58,320	59,099
Entity liquidation	—	—	—	988
Non-cash loss on minority investments ⁽²⁾	14,892	—	2,481	—
Pension settlement charge	—	—	24,049	—
Total adjustments	\$ 37,082	\$ 32,989	\$ 89,364	\$ 93,936
Adjustments net of tax	\$ 29,364	\$ 29,084	\$ 72,075	\$ 78,451
EPS effect of adjustments	\$ 0.52	\$ 0.51	\$ 1.29	\$ 1.37
<u>NON-GAAP</u>				
Adjusted net income ⁽³⁾	\$ 182,210	\$ 154,868	\$ 475,619	\$ 411,291
Adjusted earnings per share ⁽⁴⁾	\$ 3.25	\$ 2.73	\$ 8.48	\$ 7.20

⁽¹⁾Represents non-recurring cost reduction actions as well as fees and non-cash inventory charges associated with acquisitions.

⁽²⁾Represents non-cash loss on minority investments accounted for at fair value.

⁽³⁾ Adjusted net income is a non-GAAP measure defined as net income plus tax effected adjustments and other discrete tax items.

⁽⁴⁾ Adjusted earnings per share is a non-GAAP measure defined as GAAP EPS adjusted for tax effected adjustments and other discrete tax items.

Reconciliation of Non-GAAP Measures

Operating Cash Flow to Free Cash Flow



NORDSON CORPORATION

RECONCILIATION OF NON-GAAP MEASURES - OPERATING CASH FLOW TO FREE CASH FLOW (Unaudited) (Dollars in thousands)

	Year to Date	
	July 31, 2026	April 30, 2026
Net cash provided by operating activities	\$ 570,473	\$ 321,101
Additions to property, plant and equipment	(40,313)	(27,693)
Free cash flow ⁽¹⁾	\$ 530,160	\$ 293,408
Free cash flow - quarter to date ⁽¹⁾	\$ 236,752	
Net income	\$ 403,544	\$ 250,698
Non-cash loss on minority investments and pension charge - after-tax	20,552	9,383
Net income excluding non-cash loss on minority investments and pension loss ⁽²⁾	\$ 424,096	\$ 260,081
Free cash flow conversion ⁽³⁾	125 %	113 %
Net income excluding non-cash loss on minority investments and pension charge - quarter to date ⁽²⁾	\$ 164,015	
Free cash flow conversion - quarter to date ⁽³⁾	144 %	
	Year to Date	
	July 31, 2025	April 30, 2025
Net cash provided by operating activities	\$ 516,264	\$ 278,292
Additions to property, plant and equipment	(49,002)	(37,439)
Free cash flow ⁽¹⁾	\$ 467,262	\$ 240,853
Free cash flow - quarter to date ⁽¹⁾	\$ 226,409	
Net income	\$ 332,840	\$ 207,056
Free cash flow conversion ⁽³⁾	140 %	116 %
Net income - quarter to date ⁽²⁾	\$ 125,784	
Free cash flow conversion - quarter to date ⁽³⁾	180 %	

⁽¹⁾ Free cash flow is a non-GAAP measure used by management to evaluate the Company's ongoing operations and is defined as Net cash provided by operating activities minus Additions to property, plant and equipment.

⁽²⁾ Net income excluding non-cash loss on minority investments and pension charge is a non-GAAP measure used by management as an input to the calculation of Free cash flow conversion and is defined as Net income excluding non-cash losses (gains) on minority investments and pension settlement charge.

⁽³⁾ Free cash flow conversion is a non-GAAP measure used by management to evaluate the Company's ongoing operations and is defined as Free cash flow divided by Net income excluding non-cash losses on minority investments and pension settlement charge.