



# 1Q Fiscal 2026 Webcast

February 19, 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.

## 1Q 2026 Webcast – February 19, 2026

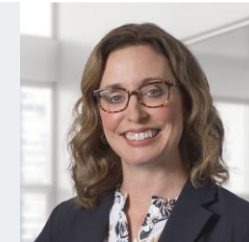
- 1<sup>st</sup> Quarter Highlights
- Sales & Earnings Performance
- Balance Sheet and Cash Flow
- Enterprise Performance
- 2026 Guidance Update
- Q&A



**Sundaram Nagarajan**  
President &  
Chief Executive Officer



**Dan Hopgood**  
Executive Vice President &  
Chief Financial Officer



**Lara Mahoney**  
Vice President,  
Investor Relations



# 1Q 2026 Highlights

Strong operating performance, adjusted EPS  
above the midpoint of 1Q 26 guidance

- ✓ **Record 1Q sales of \$669M**, a 9% increase over prior year, including 7% organic growth
- ✓ **Organic growth in all segments**, as end markets continue to inflect and stabilize
- ✓ **Record 1Q EBITDA of \$203M**, or 30% of sales
- ✓ **Record 1Q adjusted EPS of \$2.37**, a 15% increase over prior year
- ✓ **Continued strong cash flow performance**

# Total Company – 1Q 2026



## Sales

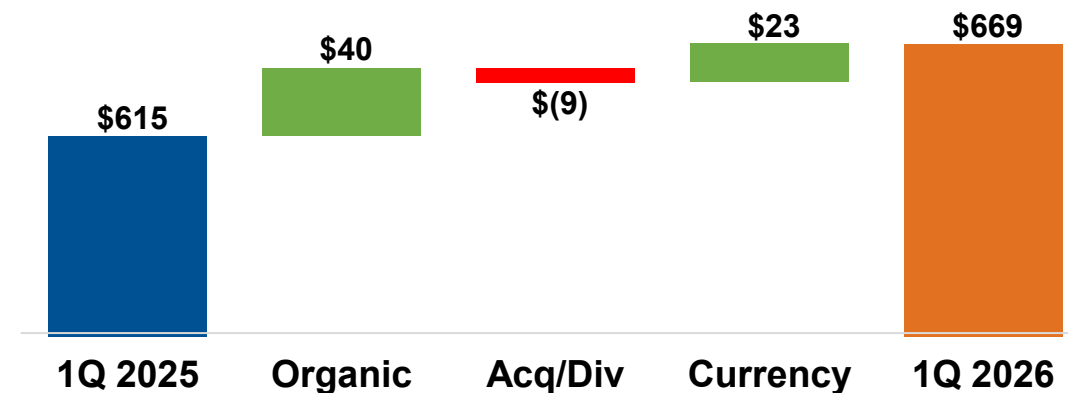
- Reported sales of \$669M, an increase of 9% compared to the prior year, inclusive of previously divested medical contract manufacturing business
  - 7% organic sales increase driven by growth in all segments
  - Favorable currency impact of 4% and unfavorable net impact of 1% from divested sales

## EBITDA

- EBITDA was \$203 million, up 8% over prior year
- Strong EBITDA margin of 30%, in line with prior year

5 \*\*Amounts may not add due to rounding.

### 1Q 2026 Sales Bridge\*\*



	1Q 2025	1Q 2026		Δ
Sales	\$615.4	\$669.5	↑	9%
Adj. Operating Profit*	\$151.1	\$166.4	↑	10%
EBITDA*	\$188.1	\$203.0	↑	8%
EPS GAAP	\$1.65	\$2.38	↑	44%
EPS Adjusted*	\$2.06	\$2.37	↑	15%

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

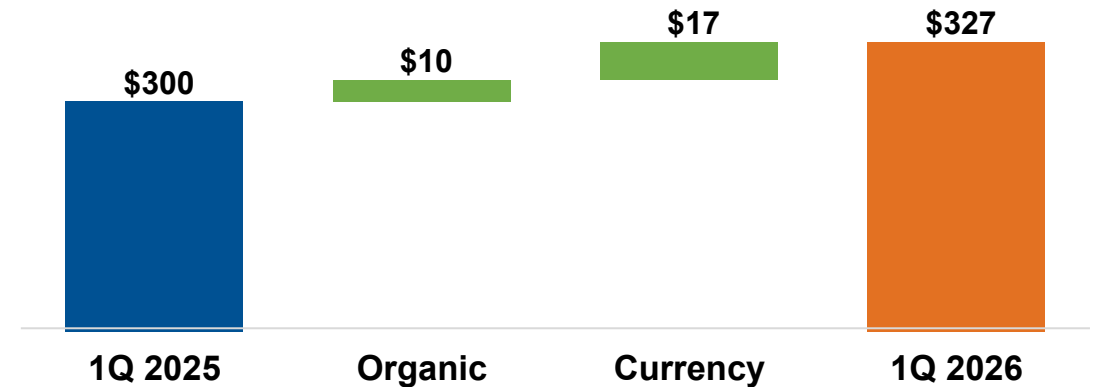
## Sales

- Sales of \$327 million, a 9% increase
- Organic sales increased 3% compared to 1Q 2025 driven by growth across most product lines with particular strength in Asia Pacific markets
- Favorable currency impact of 6%

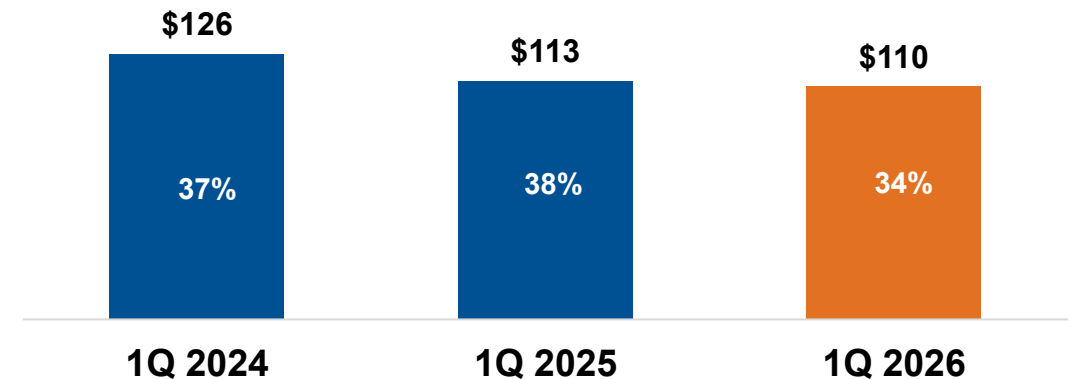
## EBITDA

- EBITDA was \$110 million, or 34% of sales, down 2% over prior year related to product and geographic mix

1Q 2026 IPS Sales Bridge\*



EBITDA and Margin



# Medical and Fluid Solutions – 1Q 2026

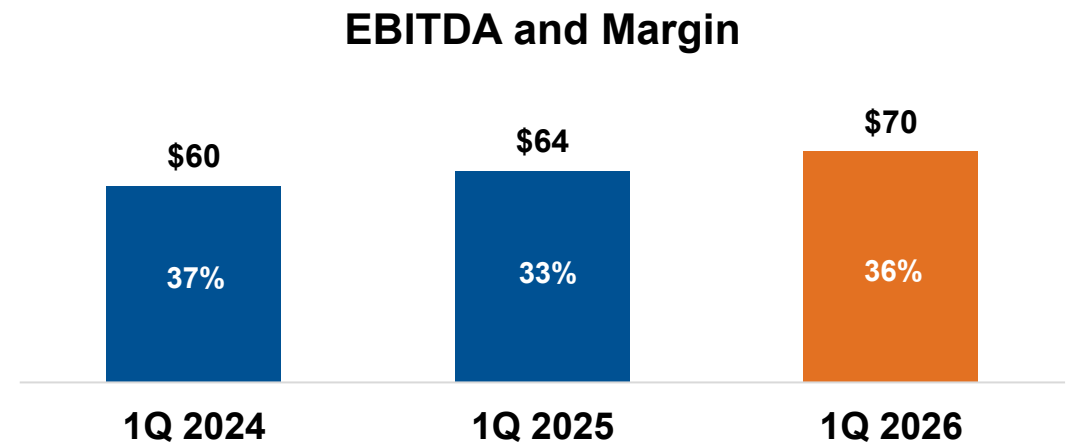
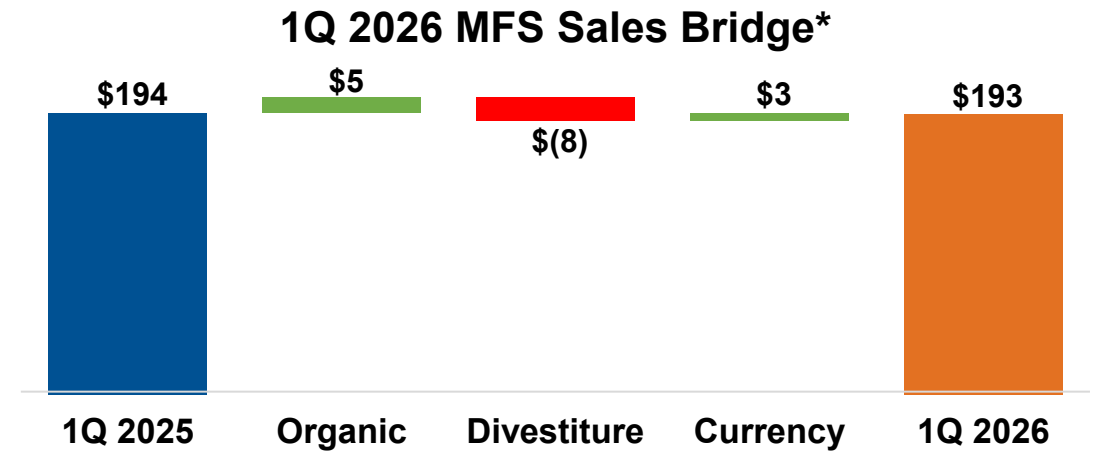


## Sales

- Sales of \$193 million, relatively flat compared to prior year inclusive of the divested sales impact of (4)%
- Organic sales increase of 3% from growth in engineered fluid solutions product lines

## EBITDA

- EBITDA was \$70 million, or 36% of sales, an increase of 9% compared to the prior year
- EBITDA margin improvement was driven by the divestiture, organic sales volume, and strong incremental performance



7 \*Amounts may not add due to rounding.

# Advanced Technology Solutions – 1Q 2026



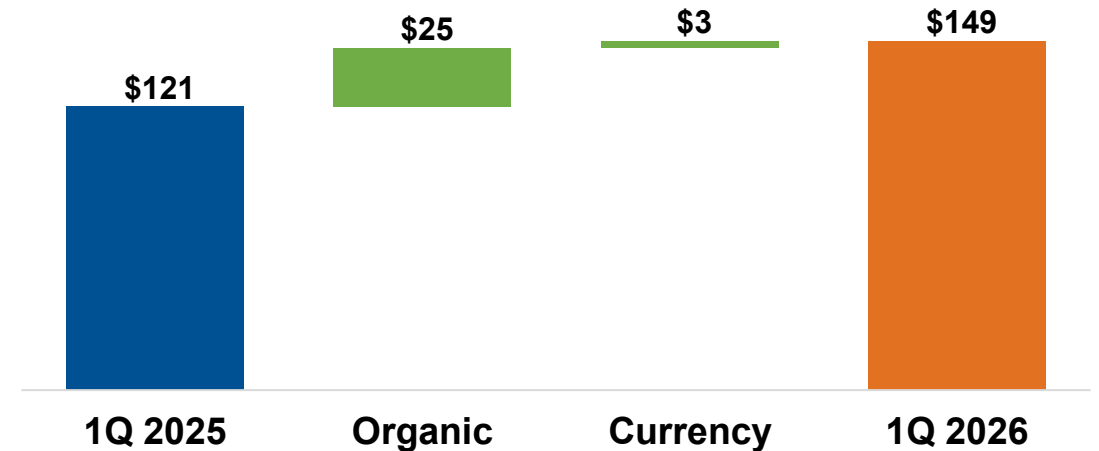
## Sales

- Sales were \$149 million, an increase of 23%
- 21% organic sales increase driven by ongoing strength in electronics dispense systems and recovering demand for x-ray systems
- Favorable currency impact of 2%

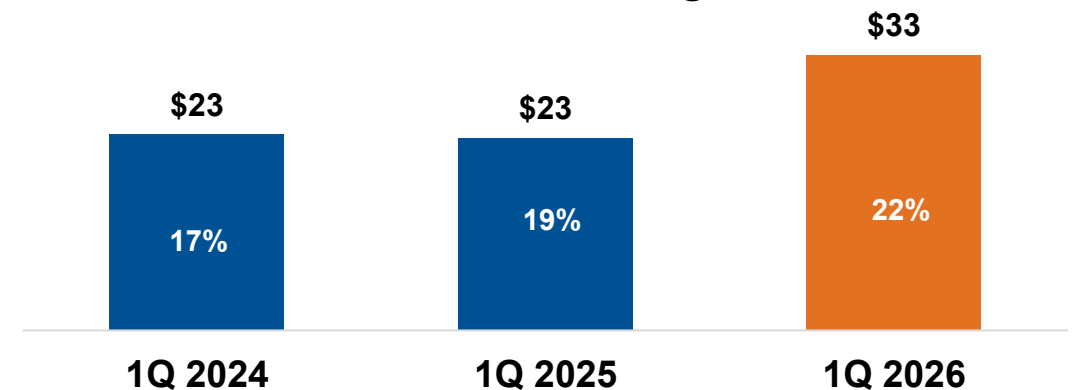
## EBITDA

- EBITDA was \$33 million, or 22% of sales, an increase of 43% compared to the prior year
- EBITDA margin improvement compared to prior year reflects stronger sales volume and related leverage

1Q 2026 ATS Sales Bridge\*



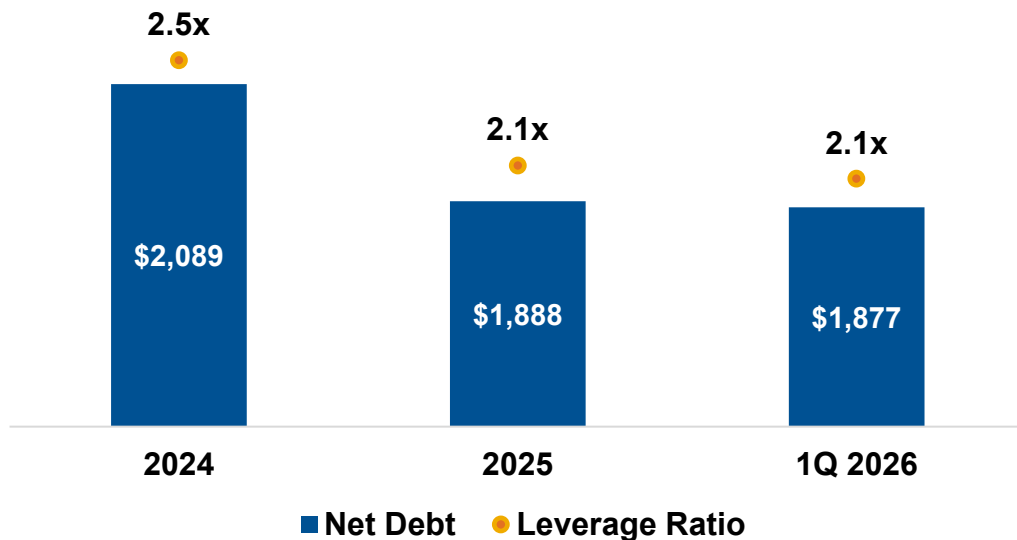
EBITDA and Margin



## Balanced Capital Deployment Returning Value to Shareholders

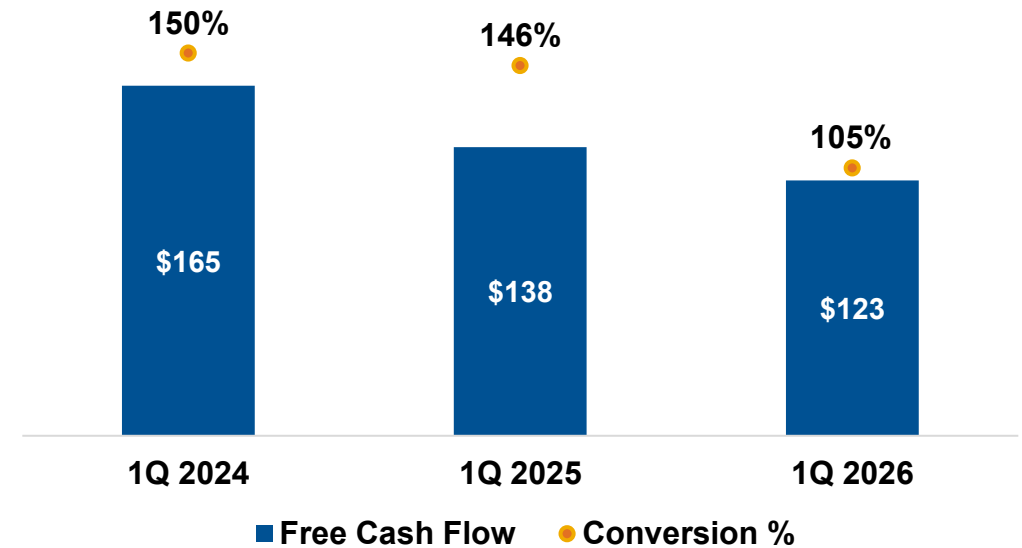
### Net Debt

- Cash totaled \$120 million
- 2.1x net debt leverage ratio based on trailing 12-month EBITDA, consistent with year end results



### Free Cash Flow\*

- Free cash flow of \$123 million, which is a conversion rate of 105% excluding the non-cash gain (third consecutive quarter above 100%)



\*Non-GAAP number – See appendix for reconciliation.



# Strategic Capital Allocation

- ✓ **Invested \$18M in capital investments** to fuel new capabilities and future growth
- ✓ **Paid \$46M in dividends**
- ✓ **Completed \$82M in share repurchases**
- ✓ **Entered a \$1.2B new credit agreement**
  - Term debt converted with no change in total debt outstanding
  - Increased flexibility to pursue strategic opportunities

# End Market Visibility



## Industrial Precision Solutions



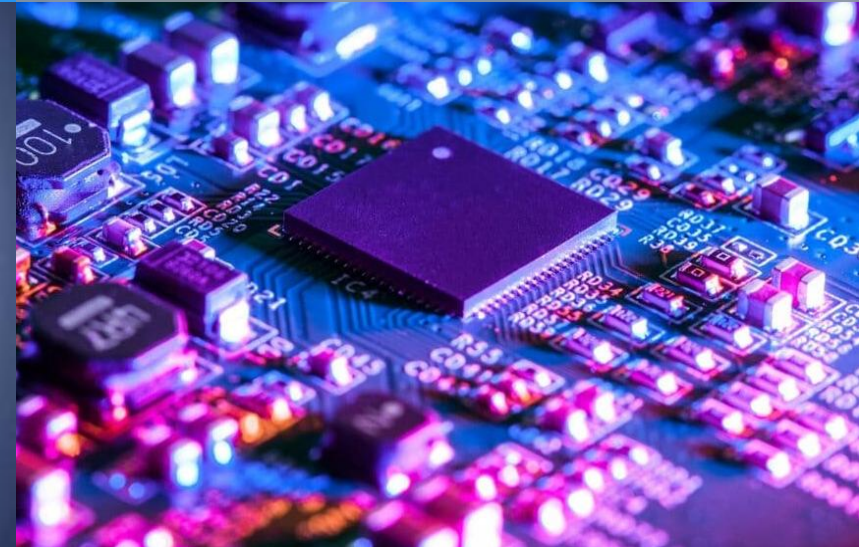
- Sustaining investments in packaging and product assembly end markets
- Continued growth in precision agriculture in Europe and South America
- Polymer processing and automotive end markets have stabilized
- Stable aftermarket demand

## Medical and Fluid Solutions



- Supply chain normalized in interventional product lines, returning to market growth
- Healthy pipeline of customer projects
- Electronics and industrial investments are driving growth in engineered fluid solutions product lines

## Advanced Technology Solutions



- Global production shifts in manufacturing
- Long-term growth drivers remain attractive
- Investments in dispense and surface treatment product lines, while x-ray systems are starting to inflect
- General and automotive electronics stable

# Why Nordson Wins in Advanced Electronics



- Broad and market leading technology portfolio
  - Market-leading Nordson® Vantage® and Spectrum® S2 systems enable underfill and encapsulation which allow the stacking of increasingly small chips
  - Nordson optical, acoustic and x-ray inspection technologies inspect increasingly higher density of miniature connections
- Leaders in application knowledge with close to the customer business model
- Technologically and geographically well positioned as investments expand in other regions
- NBS Next growth framework ensures crystal clear focus on best opportunities

The Nordson Vantage system enhances automation, precision, and dispense accuracy for advanced packaging, coupled with quality controls including closed-loop process control, predictive maintenance and real-time process insights.



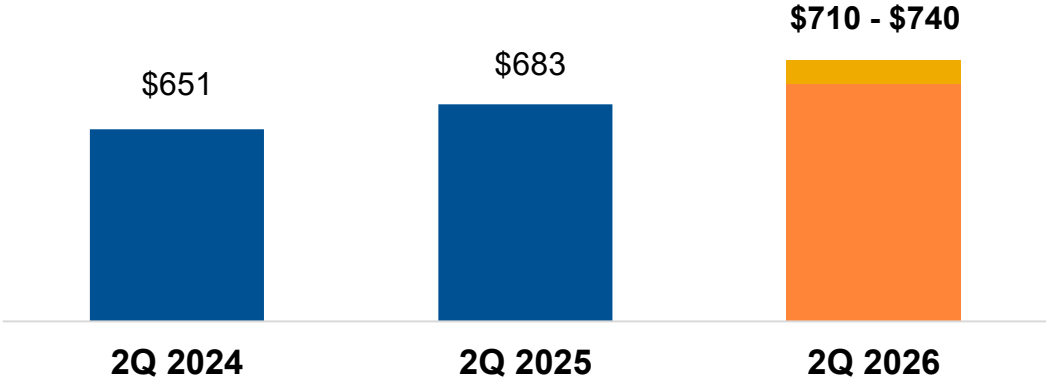
# 2Q Fiscal 2026 Guidance



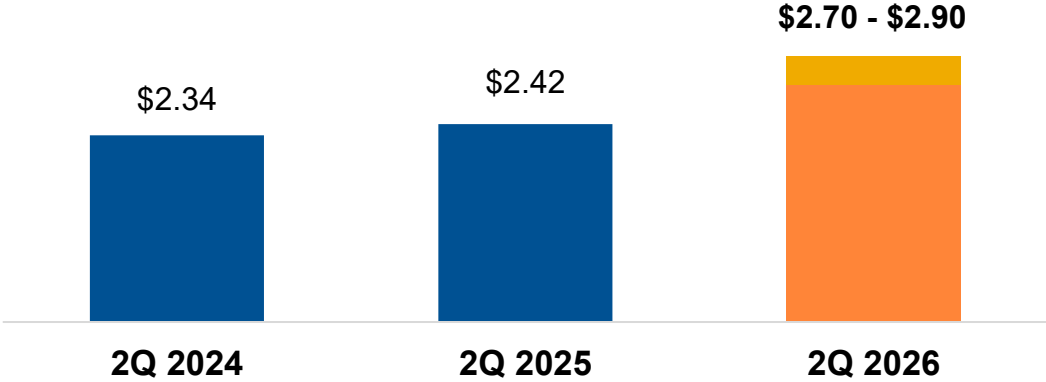
## Momentum in electronic end markets while industrial and medical end markets experience stable demand

- 2Q FY2026 revenue of \$710 - \$740 million
- 2Q FY2026 adjusted earnings per share in the range of \$2.70 - \$2.90
- Context: healthy backlog entering the quarter and strong order entry trends; assumes FX rates remain at current levels

2Q FY2026 Revenue Guidance





2Q FY2026 Adjusted EPS Guidance



## Increasing Our Full Year Outlook after Strong 1Q Result

- Backlog grew approximately 4% YOY and order entry trends encouraging
- Fiscal 2026 sales growth now expected in the range of ~3% to 7% YOY
- Assumes FX rates hold at current levels and other assumptions remain unchanged
- Adjusted earnings now expected to grow 7% – 13%, up 10% YOY at the midpoint

	Initial Guidance	Updated Guidance
<b>Reported Sales</b>	\$2,830 - \$2,950	\$2,860 - \$2,980 
<b>Adjusted EPS</b>	\$10.80 - \$11.50	\$11.00 - \$11.60 



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	
	January 31, 2026	January 31, 2025
Net income	\$ 133,382	\$ 94,652
Income taxes	31,119	22,203
Interest expense — net	22,741	25,618
Other income — net	(20,837)	(1,526)
Inventory step-up amortization <sup>(1)</sup>	—	3,135
Severance and other <sup>(1)</sup>	—	5,961
Acquisition-related costs <sup>(1)</sup>	—	1,030
Adjusted operating profit	166,405	151,073
Depreciation and amortization	36,585	37,030
EBITDA (non-GAAP) <sup>(2)</sup>	\$ 202,990	\$ 188,103

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

<sup>(2)</sup> 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	
	January 31, 2026	January 31, 2025
<b><u>GAAP AS REPORTED</u></b>		
Net income	\$ 133,382	\$ 94,652
Diluted earnings per share	\$ 2.38	\$ 1.65
Shares outstanding — diluted	56,127	57,486
<b><u>ADJUSTMENTS</u></b>		
Inventory step-up amortization <sup>(1)</sup>	\$ —	\$ 3,135
Acquisition costs <sup>(1)</sup>	—	1,030
Severance and other <sup>(1)</sup>	—	5,961
Acquisition amortization of intangibles	19,569	19,311
Non-cash gain on minority investment <sup>(2)</sup>	(22,238)	—
Total adjustments	\$ (2,669)	\$ 29,437
Adjustments net of tax	\$ (632)	\$ 23,844
EPS effect of adjustments	\$ (0.01)	\$ 0.41
<b><u>NON-GAAP</u></b>		
Adjusted net income <sup>(3)</sup>	132,750	118,496
Adjusted earnings per share <sup>(4)</sup>	\$ 2.37	\$ 2.06

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

<sup>(2)</sup> Represents non-cash gain on minority investment accounted for at fair value.

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

<sup>(4)</sup> 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	
	January 31, 2026	January 31, 2025
Net cash provided by operating activities	\$ 140,428	\$ 159,122
Additions to property, plant and equipment	(17,513)	(21,399)
Free cash flow — year to date <sup>(1)</sup>	\$ 122,915	\$ 137,723
Net income — year to date	\$ 133,382	\$ 94,652
Non-cash gain on minority investment — after-tax	(16,679)	—
Net income excluding non-cash gain on minority investment — year to date <sup>(2)</sup>	\$ 116,703	\$ 94,652
Free cash flow conversion — year to date <sup>(3)</sup>	105 %	146 %

<sup>(1)</sup> 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.

<sup>(2)</sup> Net income excluding non-cash gain on minority investment 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 gains/losses on minority investment.

<sup>(3)</sup> 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 gain on minority investment.