

Business Development

Mitch Smith, *Chief Revenue Officer*

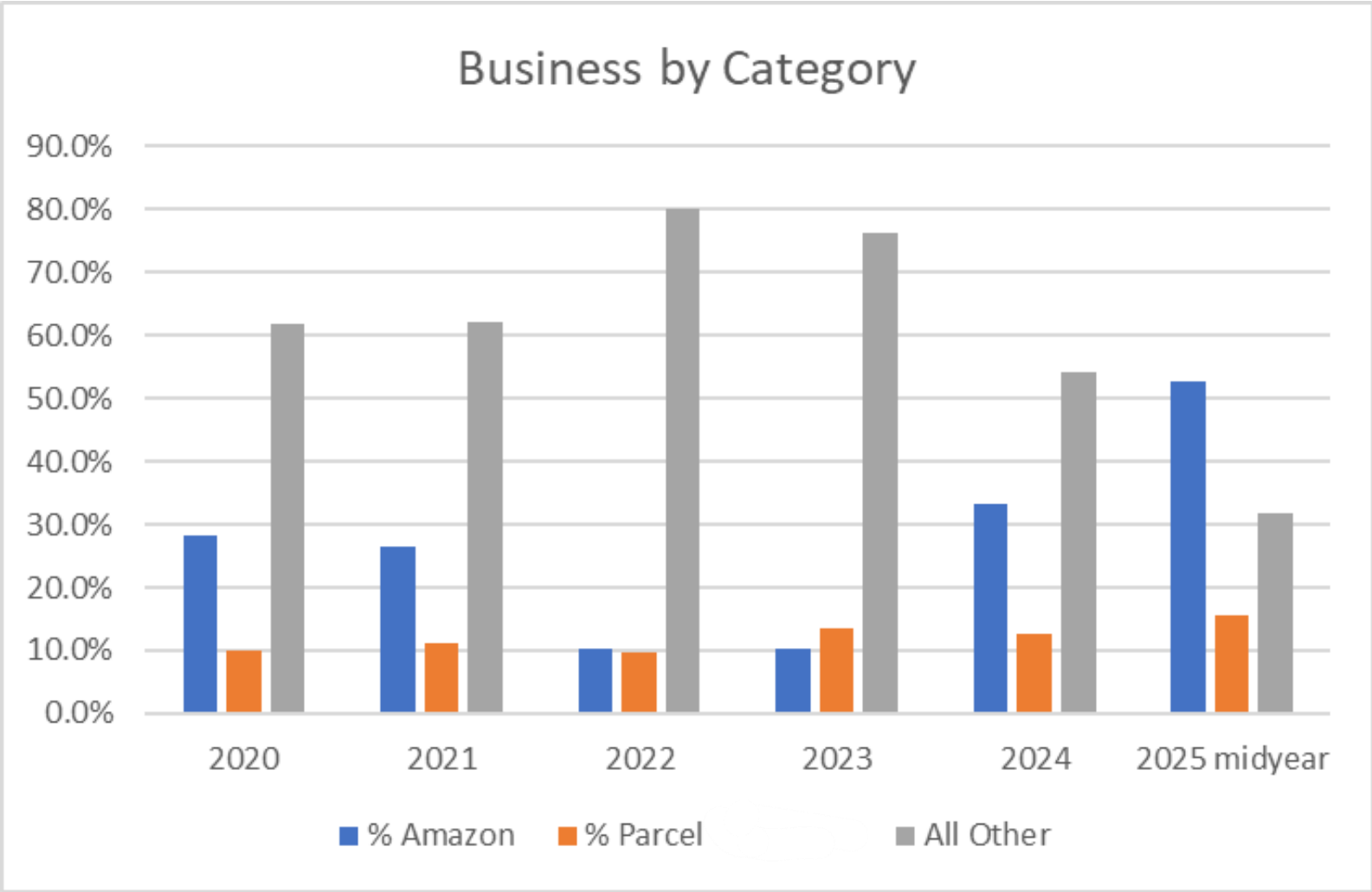
Agenda:

- Incoming Order Rate YTD vs. Plan
- Highlights & Business Trends
 - By Business Segment (General, Parcel, E-Com, etc.)
 - Integration Partner Trends YTD
 - Quoting Activity
 - Economic Insights
- 2026 Business Forecast
- Lead Times
- 2026 Pricing News
- Top Six Celebration Event
- Customer Appreciation Event

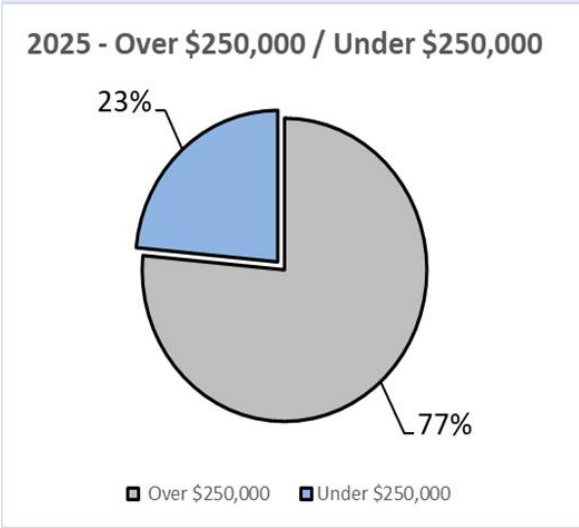
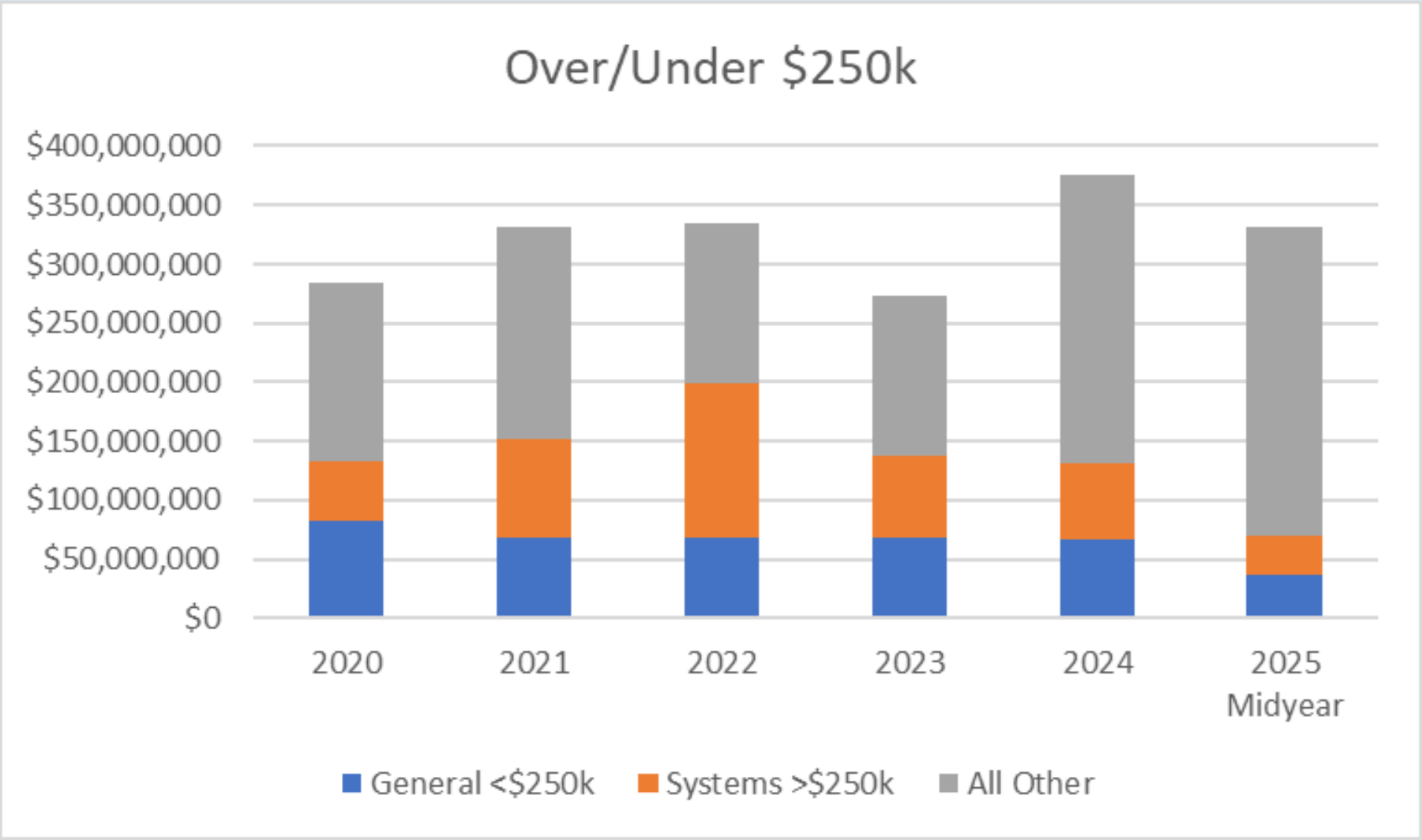
2025 Incoming Order Highlights

- New Records in Incoming Orders
 - Quickest Timeframe to exceed \$200MM by 1st Week of April
 - Exceeded \$300MM by 2nd Week of May
 - Largest Single PO > \$39MM
 - Largest Single Day of POs > \$65MM
 - Largest Backlog in History > \$267MM
- Primary Drivers of New Business
 - Influx of UPS Business (Network of the Future, Creating Joint Products)
 - Influx of Amazon Business (New Agreement, Creating Joint Products)
 - Uncertainty of Tariff Situation (leveraging Buy American – No Tariff!)
- Challenges
 - Incoming order rate from 52% of Hytrol's Integration Partner Network is down year-over-year.
 - Economic factors such as tariff and interest rate uncertainties are the main reasons for customer hesitation or the redirection of orders.
 - Opportunities in Canada and Mexico are being directly impacted.
 - Pressure to extend payment terms (60, 90, 120 Days)
 - Several Hytrol IPs are expressing concern about Hytrol's growing backlog & extended lead times, however, *Central Planning will continue to hold capacity for Traditional Business.*

Business Trends – Consolidated

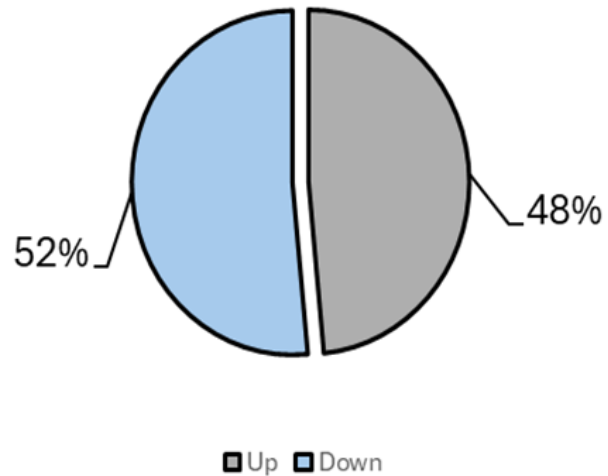


Business Trends - General vs. Systems Sales



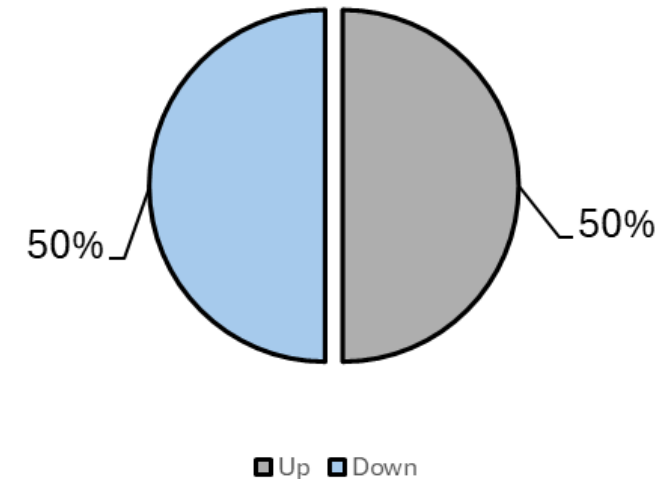
Business Trends – Integrators

Integrators Up / Down in 2025



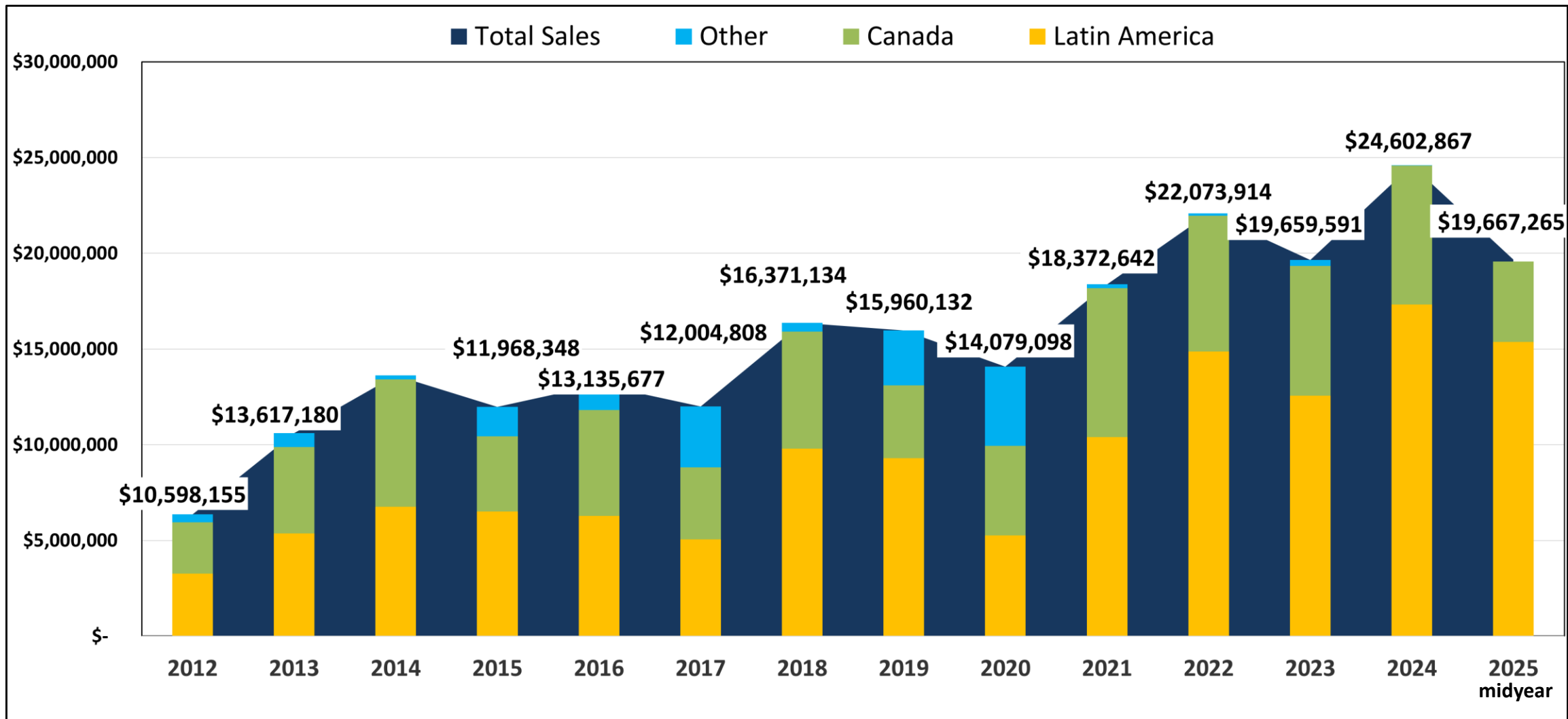
Domestic

International Up / Down in 2025



International

Business Trends – International



Business Trends - International



George Reyher - BD



Henri Forcella - BD



Gustavo Ramos- SAE



Carlos Solis - SAE



Juan Tapia - CTF



Jose Gonzalez -
CSR



David Pantoja - SPE



Jose Pratts- Perez - FSE



Martha Rodriguez - PC



Johnny Serrano - PPE



Maria Stacy – CSR



Jennifer Tapia – DE



Salvador Vega - SAE

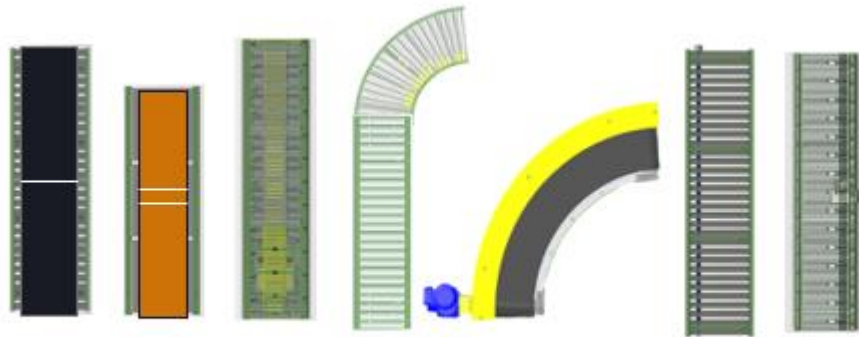


Arturo Zuniga - TPL

Business Trends – International

International Maintenance Training Seminar – Mexico City, October 14-15

- 7 Hytrol conveyor models – RB, SB, ABEZ, 190 ACC/LRC, SBC, NSP, 190E24EZ NET
- Equipment will remain stored at an IP Warehouse in Mexico City
- 2-day maintenance training seminars per year (20 people per seminar)
- Provides access to Hytrol maintenance training to people that cannot travel to the U.S.

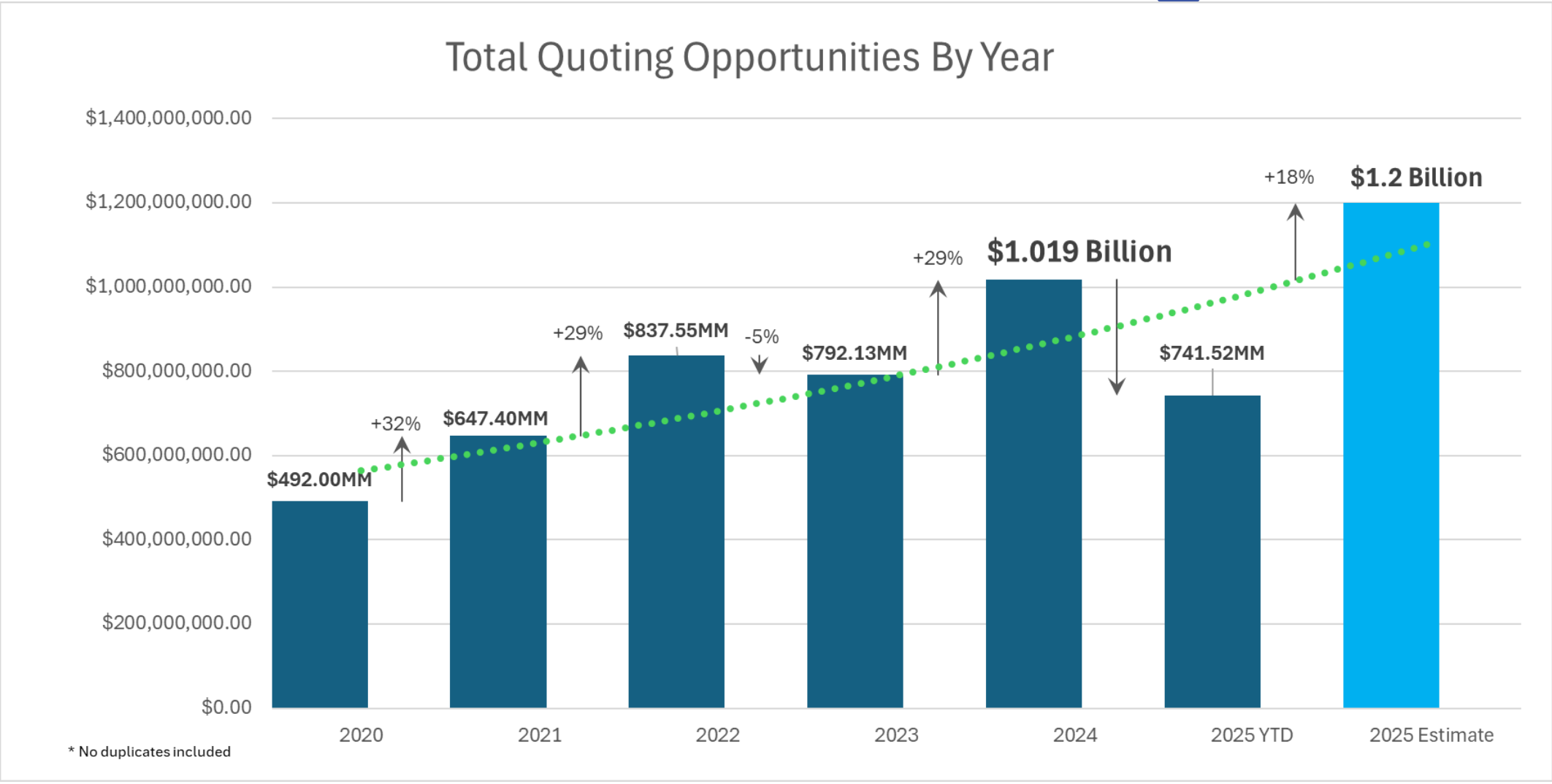


Agenda

2 Days

- Belt-over Overview & Troubleshooting
 - RB / SB / SBC
- Belt Under Overview & Troubleshooting
 - ACC / LRC
- Zero Pressure accumulation
 - ABEZ
- Line Shaft
 - NSP
- EZLogic® NET
 - 190E24EZ NET™

Business Trends – Quoting Activity

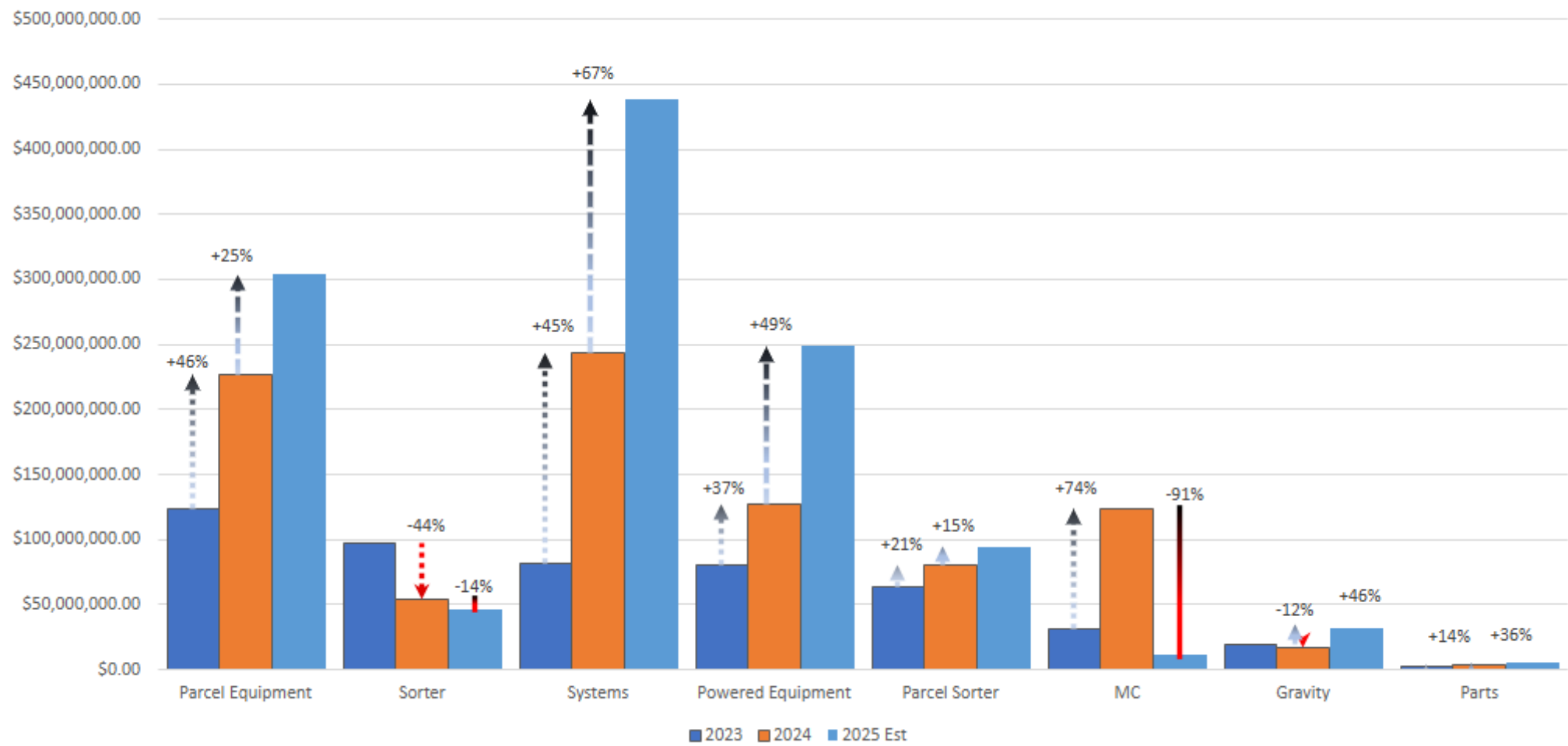


POWERED THROUGH PARTNERSHIP



Business Trends – Quoting Activity

Total Quoted by Equipment Type 2023 to 2025 YTD

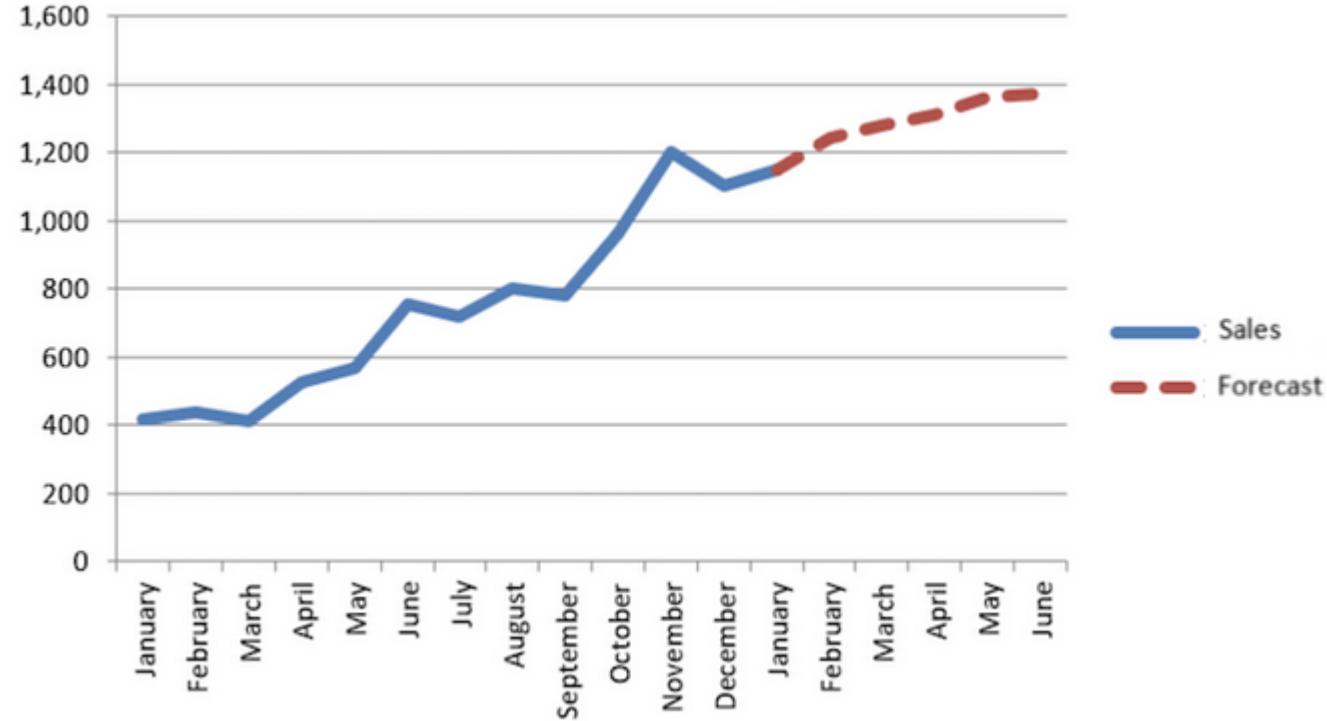


Business Trends – Economic Report

- U.S. core capital-goods orders rebounded; ISM Manufacturing below 50 but production steady.
- Section 232 tariffs doubled to 50% on steel/aluminum; diesel steady around \$3.60–3.70/gal; warehousing labor remains costly.
- E-commerce at 16.3% of retail; LMI is in expansion; industrial real estate vacancy tightening.
- Canada:
 - USMCA still provides duty-free access; Section 232 steel/aluminum tariffs do not apply to Canada.
- Mexico:
 - Duty-free access under USMCA.
 - Strong industrial absorption in Mexico City region
 - Labor: Minimum wage increased 12% in 2025, raising operating costs. Automate!

2026 Business Forecast

- Hytrol needs your sales forecast information.
 - > \$550M Incoming Order Rate
 - Working to improve S&OP Process
- No Placeholder POs Accepted
- POs must be accompanied with:
 - HyCAD / Heroes BOM
 - Agreed Upon F.E. dates
 - 1st Ship Date, and
 - Final Ship Date.



Lead Times



Processable Orders received today will have the following estimated shipping dates:

- 24 Hour Orders will be scheduled for 7 days with an estimated ship date of: 9/10/2025
- Parts Orders have a lead time of 2 weeks with an estimated ship date of 9/17/2025
- Gravity Orders have a lead time of 2 weeks with an estimated ship date of: 9/17/2025
- Power Orders have a lead time of 6 weeks with an estimated ship date of: 10/16/2025
- Gravity Orders have a lead time of 4 weeks with an estimated ship date of : 10/1/2025
- Power Orders have a lead time of 8 weeks with an estimated ship date of: 10/30/2025
- Contact Factory Parts have a lead time of 6 to 8 weeks with an estimated ship date starting on 10/16/2025
- Systems Orders have a lead time of 17 weeks with an estimated ship date starting on 12/31/2025
- Parcel Orders have a lead time of 19 weeks with an estimated ship date starting on 1/15/2026
- Non-Systems Contact Factory Orders have a lead of 17 weeks with an estimated ship date starting on 12/31/2025
- Contact Factory Power Systems have a lead time of 15 to 17 weeks with an estimated ship date starting on 12/22/2025
- Contact Factory Power Non-Systems have a lead time of 15 to 17 weeks with an estimated ship date starting on 12/22/2025

For "Special" orders, Contact Factory.

Orders must be received by 2 PM Central Time to be considered received today.

* Note: Above are standard published lead times. In the event you need a quicker lead time than listed, please contact your Hytrol Account Manager to discuss

** FRAT Orders: Lead time is currently 12-14 weeks
PPI Pulley Orders: Lead time is currently 8-10 weeks

Current Lead
Times



POWERED THROUGH PARTNERSHIP





2026 Pricing News

- The current 6% surcharge will roll into the 2026 pricing.
- Select conveyor models will be assessed an additional 2% to 6% based on component part increases.
- A 30-day advanced notice will be provided before any price increase occurs.

2026 Top Six Awards Trip



Dates: March 12-15, 2026



POWERED THROUGH PARTNERSHIP



Top Six Criteria

- Group 1 is the Top Ten Integrators from the previous year.
- Group 2 is the 2nd Ten (11-20) Integrators from the previous year.
- Group 3 is the 3rd Ten (21-30) Integrators from the previous year.
- Group 4 is the rest of the Integrators provided they have sold \$500,000 for the previous year.



Top Six Criteria



| GROUP 1 INTEGRATION PARTNER | |
|-----------------------------|----------------------------------|
| 1 | Fortna Systems, Inc. (MHS) |
| 2 | Bastian Solutions |
| 3 | Designed Conveyor Systems |
| 4 | Raymond Handling Solutions |
| 5 | Systems in Motion |
| 6 | Lafayette Engineering |
| 7 | Diversified Conveyors, Int. |
| 8 | Cisco- Eagle, Inc. |
| 9 | Flostor Engineering |
| 10 | Impact Automation |
| GROUP 2 INTEGRATION PARTNER | |
| 11 | Advanced Equipment Co |
| 12 | S&H Systems |
| 13 | Dan Integral Chile Spa |
| 14 | RMH Systems |
| 15 | AI International |
| 16 | Stokes Material Handling Systems |
| 17 | Envista, Llc |
| 18 | Fives Intralogistics Corp |
| 19 | Conveyors & Drives |
| 20 | Zion Solutions |

| GROUP 3 INTEGRATION PARTNER | |
|-----------------------------|--------------------------------|
| 21 | Trifactor Solutions, Inc. |
| 22 | Conveyor Handling Company |
| 23 | Trio Pac, Inc. |
| 24 | St. Cyr, Inc. |
| 25 | Western Industrial Contractors |
| 26 | Norpak Handling Ltd |
| 27 | American Conveyor Group |
| 28 | Grupo Internacional |
| 29 | McKee Stewart Equipment Co. |
| 30 | IBT, Inc. |
| GROUP 4 INTEGRATION PARTNER | |
| 31 | Storage Solutions, Inc. |
| 32 | Korber |
| 33 | Kuecker Pulse Integration Lp |
| 34 | Siggins Company |
| 35 | Columbia Machine |
| 36 | Van Doren Sales |
| 37 | Precision Warehouse Design |
| 38 | Midwest Industrial Concepts |
| 39 | Vargo Integrated Systems Inc. |
| 40 | Dmw&H Systems, Inc. |

Group 1



#1



#2



#3

PRELIMINARY

Group 2

#1



ADVANCED
EQUIPMENT COMPANY

#2



Group 3



PRELIMINARY

Group 4



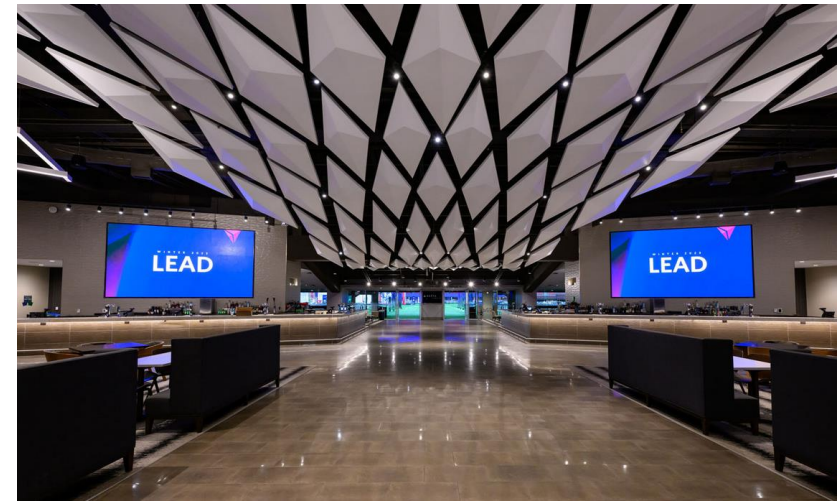
STORAGE SOLUTIONS
simple. smart. strategic.





Customer Appreciation Event

- Mercedes Benz Stadium – Atlanta, GA
- Tuesday, April 14, 2026
- 5:30 PM to 9:30 PM ET
- Guests:
 - Integration Partners
 - Key End Users
- Entertainment:
 - John C. Maxwell, Leadership Speaker
 - Michael Jr., Comedian
 - Don McMillan, Comedian



QUESTIONS?