

**Graham Corporation**  
**Q4 FY 2023**  
**Supplemental Information - Unaudited**  
*(\$ in thousands)*

**SALES BY MARKET**

	FY 2022										FY 2023										Q4 23 vs Q4 22		Q4 23 vs Q3 23		FY23 vs FY22	
	Q1 2022	% of Total	Q2 2022	% of Total	Q3 2022	% of Total	Q4 2022	% of Total	2022	% of Total	Q1 2023	% of Total	Q2 2023	% of Total	Q3 2023	% of Total	Q4 2023	% of Total	2023	% of Total	Variance		Variance		Variance	
Refining	\$ 4,619	23%	\$ 6,317	18%	\$ 3,958	14%	\$ 9,512	24%	\$ 24,406	20%	\$ 7,875	22%	\$ 7,568	20%	\$ 6,497	16%	\$ 5,330	12%	\$ 27,270	17%	\$ (4,182)	-44%	\$ (1,167)	-18%	\$ 2,864	12%
Chemical/Petrochemical	4,602	23%	3,483	10%	3,047	11%	4,823	12%	15,955	13%	5,875	16%	5,804	15%	3,927	10%	6,344	15%	21,950	14%	1,521	32%	2,417	62%	5,995	38%
Space	725	4%	1,292	4%	1,449	5%	2,278	6%	5,744	5%	6,462	18%	4,306	11%	3,510	9%	6,902	16%	21,180	13%	4,624	203%	3,392	97%	15,436	269%
Defense	7,079	35%	19,798	58%	16,598	58%	18,714	47%	62,189	51%	9,800	27%	14,855	39%	21,687	54%	18,985	44%	65,327	42%	271	1%	(2,702)	-12%	3,138	5%
Other	3,132	16%	3,256	10%	3,722	13%	4,410	11%	14,520	12%	6,063	17%	5,610	15%	4,252	11%	5,466	13%	21,391	14%	1,056	24%	1,214	29%	6,871	47%
	\$ 20,157	100%	\$ 34,146	100%	\$ 28,774	100%	\$ 39,737	100%	\$ 122,814	100%	\$ 36,075	100%	\$ 38,143	100%	\$ 39,873	100%	\$ 43,027	100%	\$ 157,118	100%	\$ 3,290	8%	\$ 3,154	8%	\$ 34,304	28%

**SALES BY REGION**

	FY 2022										FY 2023										Q4 23 vs Q4 22		Q4 23 vs Q3 23		FY23 vs FY22	
	Q1 2022	% of Total	Q2 2022	% of Total	Q3 2022	% of Total	Q4 2022	% of Total	2022	% of Total	Q1 2023	% of Total	Q2 2023	% of Total	Q3 2023	% of Total	Q4 2023	% of Total	2023	% of Total	Variance		Variance		Variance	
United States	\$ 13,894	69%	\$ 26,201	77%	\$ 24,737	86%	\$ 32,886	83%	\$ 97,718	80%	\$ 28,169	78%	\$ 30,325	80%	\$ 33,163	83%	\$ 35,862	83%	\$ 127,519	81%	\$ 2,976	9%	\$ 2,699	8%	\$ 29,801	30%
Middle East	612	3%	963	3%	627	2%	287	1%	2,489	2%	459	1%	686	2%	621	2%	1,148	3%	2,914	2%	861	300%	527	85%	425	17%
Asia	3,509	17%	5,483	16%	1,493	5%	3,202	8%	13,687	11%	4,248	12%	4,255	11%	4,226	11%	3,311	8%	16,040	10%	109	3%	(915)	-22%	2,353	17%
Other	2,142	11%	1,499	4%	1,917	7%	3,362	8%	8,920	7%	3,199	9%	2,877	8%	1,863	5%	2,706	6%	10,645	7%	(656)	-20%	843	45%	1,725	19%
	\$ 20,157	100%	\$ 34,146	100%	\$ 28,774	100%	\$ 39,737	100%	\$ 122,814	100%	\$ 36,075	100%	\$ 38,143	100%	\$ 39,873	100%	\$ 43,027	100%	\$ 157,118	100%	\$ 3,290	8%	\$ 3,154	8%	\$ 34,304	28%

**ORDERS BY MARKET**

	FY 2022										FY 2023										Q4 23 vs Q4 22		Q4 23 vs Q3 23		FY23 vs FY22	
	Q1 2022	% of Total	Q2 2022	% of Total	Q3 2022	% of Total	Q4 2022	% of Total	2022	% of Total	Q1 2023	% of Total	Q2 2023	% of Total	Q3 2023	% of Total	Q4 2023	% of Total	2023	% of Total	Variance		Variance		Variance	
Refining	\$ 11,425	55%	\$ 5,003	16%	\$ 8,366	12%	\$ 3,617	15%	\$ 28,411	20%	\$ 11,491	29%	\$ 8,723	10%	\$ 3,764	19%	\$ 5,298	10%	\$ 29,276	14%	\$ 1,681	46%	\$ 1,534	41%	\$ 865	3%
Chemical/Petrochemical	3,346	16%	6,065	19%	6,172	9%	6,658	28%	22,241	15%	5,543	14%	4,608	5%	2,313	12%	2,842	6%	15,306	8%	(3,816)	-57%	529	23%	(6,935)	-31%
Space	6	0%	2,362	8%	2,882	4%	5,483	23%	10,733	7%	7,274	18%	3,742	4%	1,631	8%	2,513	5%	15,160	7%	(2,970)	-54%	882	54%	4,427	41%
Defense	2,347	11%	12,458	40%	45,564	67%	2,846	12%	63,215	44%	11,317	28%	69,598	76%	7,788	39%	28,011	55%	116,714	58%	25,165	884%	20,223	260%	53,499	85%
Other	3,741	18%	5,498	18%	4,980	7%	5,056	21%	19,275	13%	4,683	12%	4,840	5%	4,548	23%	12,159	24%	26,230	13%	7,103	140%	7,611	167%	6,955	36%
	\$ 20,865	100%	\$ 31,386	100%	\$ 67,964	100%	\$ 23,660	100%	\$ 143,875	100%	\$ 40,308	100%	\$ 91,511	100%	\$ 20,044	100%	\$ 50,823	100%	\$ 202,686	100%	\$ 27,163	115%	\$ 30,779	154%	\$ 58,811	41%

**BACKLOG BY MARKET**

	FY 2022										FY 2023										Q4 23 vs Q4 22		Q4 23 vs Q3 23	
	Q1 2022	% of Total	Q2 2022	% of Total	Q3 2022	% of Total	Q4 2022	% of Total	2022	% of Total	Q1 2023	% of Total	Q2 2023	% of Total	Q3 2023	% of Total	Q4 2023	% of Total	2023	% of Total	Variance		Variance	
Refining	\$ 27,569	12%	\$ 26,327	11%	\$ 30,711	11%	\$ 25,402	10%	\$ 25,402	10%	\$ 27,939	11%	\$ 28,502	9%	\$ 26,255	9%	\$ 26,142	9%	\$ 26,142	9%	\$ 740	3%	\$ (113)	0%
Chemical/Petrochemical	6,571	3%	9,196	4%	12,395	5%	13,647	5%	13,647	5%	13,853	5%	12,549	4%	10,996	4%	7,842	3%	7,842	3%	(5,805)	-43%	(3,154)	-29%
Space	5,860	2%	6,843	3%	8,626	3%	11,283	4%	11,283	4%	15,143	6%	13,210	4%	12,492	4%	8,242	3%	8,242	3%	(3,041)	-27%	(4,250)	-34%
Defense	188,504	80%	181,324	78%	210,117	77%	194,758	76%	194,758	76%	193,195	74%	248,672	79%	234,485	80%	243,628	81%	243,628	81%	48,870	25%	9,143	4%
Other	7,459	3%	9,559	4%	10,751	4%	11,447	4%	11,447	4%	10,545	4%	10,407	3%	9,443	3%	15,880	5%	15,880	5%	4,433	39%	6,437	68%
	\$ 235,963	100%	\$ 233,249	100%	\$ 272,600	100%	\$ 256,537	100%	\$ 256,537	100%	\$ 260,675	100%	\$ 313,340	100%	\$ 293,671	100%	\$ 301,734	100%	\$ 301,734	100%	\$ 45,197	18%	\$ 8,063	3%

**BOOK TO BILL RATIO**

1.0
0.9
2.4
0.6
1.2
1.1
2.4
0.5
1.2
1.3