

Graham Corporation
Q1 FY 2024
Supplemental Information - Unaudited

(\$ in thousands)

SALES BY MARKET

	FY 2023										FY 2024		Q1 24 vs Q1 23		Q1 24 vs Q4 23	
	Q1 2023	% of Total	Q2 2023	% of Total	Q3 2023	% of Total	Q4 2023	% of Total	2023	% of Total	Q1 2024	% of Total	Variance		Variance	
Refining	\$ 7,875	22%	\$ 7,568	20%	\$ 6,497	16%	\$ 5,330	12%	\$ 27,270	17%	\$ 6,867	14%	\$ (1,008)	-13%	\$ 1,537	29%
Chemical/Petrochemical	5,875	16%	5,804	15%	3,927	10%	6,344	15%	21,950	14%	6,041	13%	166	3%	(303)	-5%
Space	6,462	18%	4,306	11%	3,510	9%	6,902	16%	21,180	13%	4,822	10%	(1,640)	-25%	(2,080)	-30%
Defense	9,800	27%	14,855	39%	21,687	54%	18,985	44%	65,327	42%	22,817	48%	13,017	133%	3,832	20%
Other	6,063	17%	5,610	15%	4,252	11%	5,466	13%	21,391	14%	7,022	15%	959	16%	1,556	28%
	\$ 36,075	100%	\$ 38,143	100%	\$ 39,873	100%	\$ 43,027	100%	\$ 157,118	100%	\$ 47,569	100%	\$ 11,494	32%	\$ 4,542	11%

SALES BY REGION

	FY 2023										FY 2024		Q1 24 vs Q1 23		Q1 24 vs Q4 23	
	Q1 2023	% of Total	Q2 2023	% of Total	Q3 2023	% of Total	Q4 2023	% of Total	2023	% of Total	Q1 2024	% of Total	Variance		Variance	
United States	\$ 28,169	78%	\$ 30,325	80%	\$ 33,163	83%	\$ 35,862	83%	\$ 127,519	81%	\$ 38,141	80%	\$ 9,972	35%	\$ 2,279	6%
Middle East	459	1%	686	2%	621	2%	1,148	3%	2,914	2%	1,049	2%	590	129%	(99)	-9%
Asia	4,248	12%	4,255	11%	4,226	11%	3,311	8%	16,040	10%	5,902	12%	1,654	39%	2,591	78%
Other	3,199	9%	2,877	8%	1,863	5%	2,706	6%	10,645	7%	2,477	5%	(722)	-23%	(229)	-8%
	\$ 36,075	100%	\$ 38,143	100%	\$ 39,873	100%	\$ 43,027	100%	\$ 157,118	100%	\$ 47,569	100%	\$ 11,494	32%	\$ 4,542	11%

ORDERS BY MARKET

	FY 2023										FY 2024		Q1 24 vs Q1 23		Q1 24 vs Q4 23	
	Q1 2023	% of Total	Q2 2023	% of Total	Q3 2023	% of Total	Q4 2023	% of Total	2023	% of Total	Q1 2024	% of Total	Variance		Variance	
Refining	\$ 11,491	29%	\$ 8,723	10%	\$ 3,764	19%	\$ 5,298	10%	\$ 29,276	14%	\$ 14,321	21%	\$ 2,830	25%	\$ 9,023	170%
Chemical/Petrochemical	5,543	14%	4,608	5%	2,313	12%	2,842	6%	15,306	8%	10,863	16%	5,320	96%	8,021	282%
Space	7,274	18%	3,742	4%	1,631	8%	2,513	5%	15,160	7%	4,606	7%	(2,668)	-37%	2,093	83%
Defense	11,317	28%	69,598	76%	7,788	39%	28,011	55%	116,714	58%	32,958	49%	21,641	191%	4,947	18%
Other	4,683	12%	4,840	5%	4,548	23%	12,159	24%	26,230	13%	5,185	8%	502	11%	(6,974)	-57%
	\$ 40,308	100%	\$ 91,511	100%	\$ 20,044	100%	\$ 50,823	100%	\$ 202,686	100%	\$ 67,933	100%	\$ 27,625	69%	\$ 17,110	34%

BACKLOG BY MARKET

	FY 2023										FY 2024		Q1 24 vs Q1 23		Q1 24 vs Q4 23	
	Q1 2023	% of Total	Q2 2023	% of Total	Q3 2023	% of Total	Q4 2023	% of Total	2023	% of Total	Q1 2024	% of Total	Variance		Variance	
Refining	\$ 27,939	11%	\$ 28,502	9%	\$ 26,255	9%	\$ 26,142	9%	\$ 26,142	9%	\$ 33,264	10%	\$ 5,325	19%	\$ 7,122	27%
Chemical/Petrochemical	13,853	5%	12,549	4%	10,996	4%	7,842	3%	7,842	3%	12,794	4%	(1,059)	-8%	4,952	63%
Space	15,143	6%	13,210	4%	12,492	4%	8,242	3%	8,242	3%	8,675	3%	(6,468)	-43%	433	5%
Defense	193,195	74%	248,672	79%	234,485	80%	243,628	81%	243,628	81%	253,358	79%	60,163	31%	9,730	4%
Other	10,545	4%	10,407	3%	9,443	3%	15,880	5%	15,880	5%	13,912	4%	3,367	32%	(1,968)	-12%
	\$ 260,675	100%	\$ 313,340	100%	\$ 293,671	100%	\$ 301,734	100%	\$ 301,734	100%	\$ 322,003	100%	\$ 61,328	24%	\$ 20,269	7%

BOOK TO BILL RATIO

1.1 2.4 0.5 1.2 1.3 1.4