

CMC Announces Acquisition of Concrete Pipe & Precast (CP&P)

September 2025



# **Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of the federal securities laws with respect to the proposed acquisition of CP&P and the timing thereof, the ability to obtain regulatory approvals and meet other closing conditions for the proposed acquisition, the expected benefits of the proposed acquisition, general economic conditions, key macro-economic drivers that impact our business, the effects of ongoing trade actions, the effects of continued pressure on the liquidity of our customers, potential synergies and growth provided by acquisitions and strategic investments, demand for our products, shipment volumes, metal margins, the ability to operate our steel mills at full capacity, particularly during periods of domestic mill start-ups, future availability and cost of supplies of raw materials and energy for our operations, growth rates in certain reportable segments, product margins within our Emerging Businesses Group segment, share repurchases, legal proceedings, construction activity, international trade, the impact of geopolitical conditions, capital expenditures, tax credits, our liquidity and our ability to satisfy future liquidity requirements, estimated contractual obligations, the expected capabilities and benefits of new facilities, anticipated benefits and the timeline for execution of our growth plan and initiatives, including our TAG operational and commercial excellence program, and our expectations or beliefs concerning future events. The statements in this presentation that are not historical statements, are forward-looking statements. These forward-looking statements can generally be identified by phrases such as we or our management "expects," "anticipates," "future," "intends," "may," "plans to," "ought," "could," "will," "should," "likely," "appears," "projects," "forecasts," "outlook" or other similar words or phrases, as well as by discussions of strategy, plans or intentions.

Our forward-looking statements are based on management's expectations and beliefs as of the date of this presentation. Although we believe that our expectations are reasonable, we can give no assurance that these expectations will prove to have been correct, and actual results may vary materially. Except as required by law, we undertake no obligation to update, amend or clarify any forward-looking statements to reflect changed assumptions, the occurrence of anticipated or unanticipated events, new information or circumstances or any other changes. Important factors that could cause actual results to differ materially from our expectations include those described in our filings with the Securities and Exchange Commission, including, but not limited to, in Part I, Item 1A, "Risk Factors" of our annual report on Form 10-K for the fiscal year ended August 31, 2024 and Part II, Item 1A, "Risk Factors" of our subsequent guarterly reports on Form 10-Q, as well as the following: changes in economic conditions which affect demand for our products or construction activity generally, and the impact of such changes on the highly cyclical steel industry; rapid and significant changes in the price of metals, potentially impairing our inventory values due to declines in commodity prices or reducing the profitability of downstream contracts within our vertically integrated steel operations due to rising commodity pricing; excess capacity in our industry, particularly in China, and product availability from competing steel mills and other steel suppliers including import quantities and pricing; the impact of geopolitical conditions, including political turmoil and volatility, regional conflicts, terrorism and war on the global economy, inflation, energy supplies and raw materials; increased attention to environmental, social and governance ("ESG") matters, including any targets or other ESG, environmental justice or regulatory initiatives; operating and startup risks, as well as market risks associated with the commissioning of new projects could prevent us from realizing anticipated benefits and could result in a loss of all or a substantial part of our investments; impacts from global public health crises on the economy, demand for our products, global supply chain and on our operations; compliance with and changes in existing and future laws, regulations and other legal requirements and judicial decisions that govern our business, including increased environmental regulations associated with climate change and greenhouse gas emissions; involvement in various environmental matters that may result in fines, penalties or judgments; evolving remediation technology, changing regulations, possible third-party contributions, the inherent uncertainties of the estimation process and other factors that may impact amounts accrued for environmental liabilities; potential limitations in our or our customers' abilities to access credit and non-compliance with their contractual obligations, including payment obligations; activity in repurchasing shares of our common stock under our share repurchase program; financial and non-financial covenants and restrictions on the operation of our business contained in agreements governing our debt; our ability to successfully identify, consummate and integrate acquisitions and realize any or all of the anticipated synergies or other benefits of acquisitions; the effects that acquisitions may have on our financial leverage; risks associated with acquisitions generally, such as the inability to obtain, or delays in obtaining, required approvals under applicable antitrust legislation and other regulatory and third-party consents and approvals; lower than expected future levels of revenues and higher than expected future costs; failure or inability to implement growth strategies in a timely manner; the impact of goodwill or other indefinite-lived intangible asset impairment charges; the impact of long-lived asset impairment charges; currency fluctuations; global factors, such as trade measures, military conflicts and political uncertainties, including changes to current trade regulations, such as Section 232 trade tariffs and quotas, tax legislation and other regulations which might adversely impact our business; availability and pricing of electricity, electrodes and natural gas for mill operations; our ability to hire and retain key executives and other employees; competition from other materials or from competitors that have a lower cost structure or access to greater financial resources; information technology interruptions and breaches in security; our ability to make necessary capital expenditures; availability and pricing of raw materials and other items over which we exert little influence, including scrap metal, energy and insurance; unexpected equipment failures; losses or limited potential gains due to hedging transactions; litigation claims and settlements, court decisions, regulatory rulings and legal compliance risks, including risks related to the unfavorable judgment against us in the Pacific Steel Group ("PSG") litigation; risk of injury or death to employees, customers or other visitors to our operations; and civil unrest, protests and riots.

# **Compelling Strategic Rationale**

Expands CMC's market leadership into the attractive precast concrete industry

**Enhances financial profile** of CMC via higher, more stable margins and cash flows

Extends growth runway and creates a scalable platform

# **Strong Strategic Fit**

Leverages existing leadership in early-stage construction and deep knowledge of customers, market applications, and geographies





**Improves CMC's position** with targeted customer groups and expands participation on the job-site

Strengthens CMC's core through a broadening commercial portfolio and expected synergies

Increased exposure to powerful structural trends driving construction activity

# **Overview of Concrete Pipe & Precast (CP&P)**





17 7 ~700 #1 or #2 Leading plants core states served employees in core regions product suite

- Leading supplier of concrete precast and pipe products in the Mid-Atlantic and South Atlantic regions
- Superregional player with #1 or #2 position across key Atlantic geographies, covering some of the fastest growing metro areas in the U.S.
- Footprint of 17 facilities supporting CP&P's unique design and engineering capabilities
- Full line of standard and customized products serving every construction segment
- Uniquely positioned to deliver on structural demand tailwinds in infrastructure investment, re-shoring, data center construction, and stormwater management



# **Key Investment Highlights**

- Broadens CMC's commercial portfolio
- Entry into an attractive industry
- Regional leader with room to improve
- Platform investment with scalability
- Geographical overlap maximizes value levers
- Enhances CMC's financial profile
- CP&P has a proven track record of growth, with more to come







































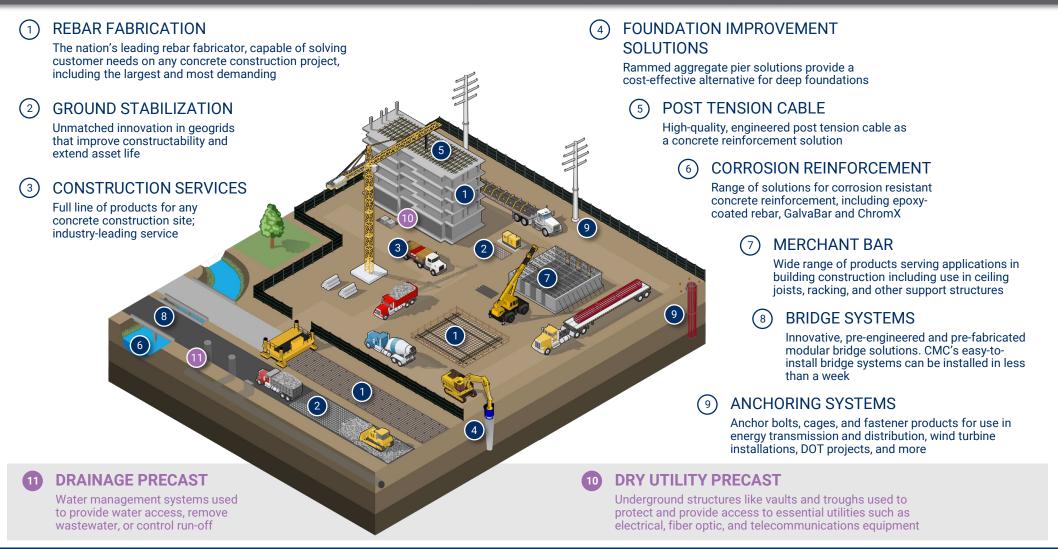






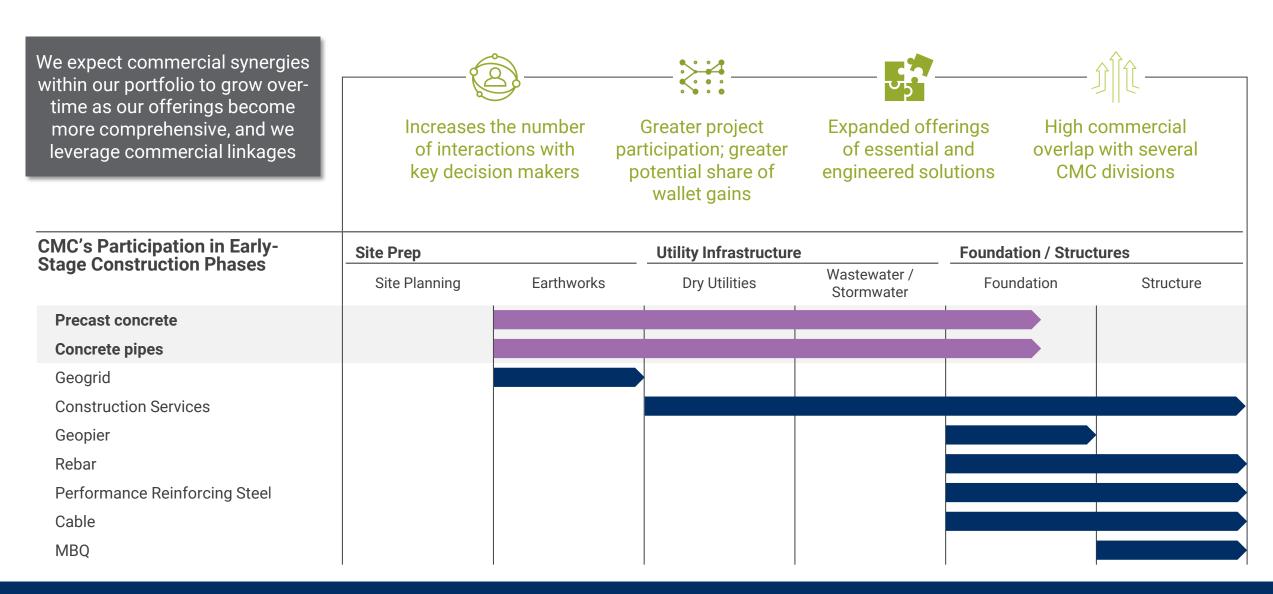
# **Broadens Commercial Portfolio: Improved Customer Value Proposition**

Precast solutions are used alongside CMC's products on nearly every job-site



# 1

# **Broadens Commercial Portfolio: Expands Early-Stage Construction Participation**



# **Attractive Industry: Large and Growing Market**



Significant increase to CMC's total addressable market



Growth at market rate <u>plus</u> increased penetration



High exposure to powerful long-term structural demand trends



Precast solutions address multiple construction industry pain points

\$30 billion

U.S. total
addressable market<sup>1</sup>

5% to 7%

Forecasted demand CAGR (2024 to 2028)<sup>2</sup>

### **Exposure to Structural Trends**

**CMC Existing Solutions** 

	market	trends	industry pain points		Precast	Steel Products	EBG Solutions		
Structural Demand Drivers	Infrastructure expansion / renewal	Remainder of IIJA <sup>3</sup> and future federal funding expected to support activity							
	Reshoring of industry	Government policy and lessons from pandemic to continue driving investment							
	U.S. housing shortage	Domestic housing shortage of two	•	•					
	Energy generation & transmission	Data center growth and grid fragilit							
	Al infrastructure	Rapid expansion is expected to continue for years to come							
	Stormwater management	Increased coastal populations and storm activity require enhanced systems for runoff management							
Adoption Tailwinds	Labor savings	Reduce the amount of construction site labor required to construct a project							
	Time savings	Shorten the duration of a project th							
	Consistent quality	Avoid work stoppages due to on-si	te quality issues or weather delays	Increased exposure to key trends			•		
	Regulatory tailwinds	Potential for more stringent policies related to drinking water, wastewater, or drainage							
11 boood	based on data from the National Propert Congrete Association: [2] Company estimates based on third party research: [2] Infrastructure Investment and John Act (ILIA)								

[1] based on data from the National Precast Concrete Association; [2] Company estimates based on third party research; [3] Infrastructure Investment and Jobs Act (IIJA)

# **Attractive Industry: Serves Mission Critical Applications**



Precast products are widely used and go mostly unseen, but are critical to the functioning of virtually every construction installation

### Manufactured concrete structures

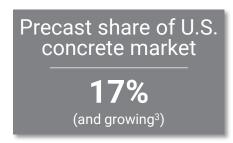
- Produced by casting concrete in a reusable mold or "form" reinforced with steel then cured in a controlled environment, transported to the construction site, and maneuvered into place for immediate use
- Precast and concrete pipe products are widely used in critical applications ranging from site preparation to structural elements
- Products range from standard to highly engineered

### Consistent quality is a result of production in a tightly controlled manufacturing environment

- Labor savings through off-site manufacturing vs. on-site assembly and installation of traditional cast-in-place
- Easier project scheduling and less sensitive to weather related delays
- Predictable and reliable performance in several critical applications

# Residential Used on virtually every construction site Non-Residential





### **In-Focus Applications and Key Products**







Utility vaults

Junction boxes



Sanitary and Stormwater



Retention / Detention



Manholes



Stormwater treatment



Water and Wastewater



Concrete pipe



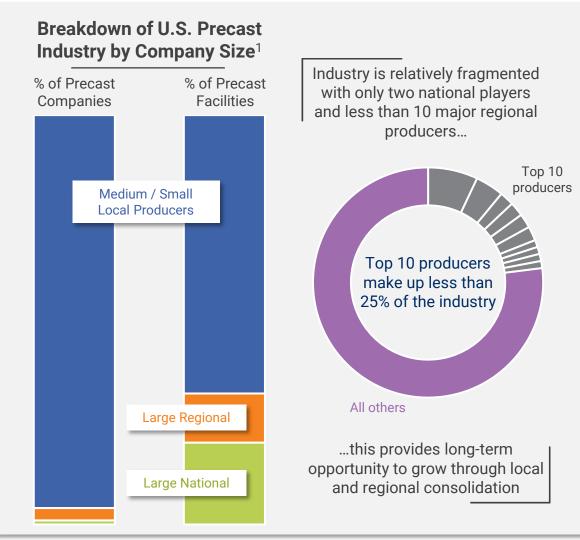
Box culverts



Grease traps

<sup>[1]</sup> Source: third party research; [2] Company estimates based on National Precast Concrete Association data; [3] Source: Insight Partners

# **Attractive Industry: Strong Financial Characteristics**



- Strong and defensible geographical positions can be achieved
- Attractive margin and cash flow profile; good stability through the cycle
- ☑ Limited number of participants in any region
- Potential for scale benefits within local regions
- Minimal import presence, and most products are shipped less than 150 miles
- Precast solutions are essential but make up less than 3% of project cost
- High capital costs, steep learning curve, and long certification process for greenfield entrants

[1] Source: third party research based on National Precast Concrete Association data

# 3 Regional Leader with Room to Improve



### **Well-Positioned in One of the Fastest Growing Regions**



- CP&P operates within the South Atlantic; a region that has experienced above average growth in recent years
- Well-situated to benefit from structural trends such as reshoring, data center build out, infrastructure investment, population growth, and improved stormwater management
- Heavy geographical overlap with CMC's existing operational footprint

### **Durable Competitive Strengths**

- Scale advantage
- Diverse product portfolio offering broad range from standard to highly customized solutions
- Familiarity with localities and their needs (e.g. construction conditions, regulations, certifications, etc.)
- ✓ Long-term track record of superior customer service
- ✓ Unique design, engineering, and manufacturing capabilities

### **Opportunities for Future Earnings Growth**

- Identified self-help measures, including improved pricing strategy and deeper penetration into customized products
- Acquisitions to gain greater scale and synergies
- ✓ Introduction of new products across key applications
- Operations optimization manufacturing efficiencies, logistics, procurement, and support synergies

[1] Source: third party research based on National Precast Concrete Association data

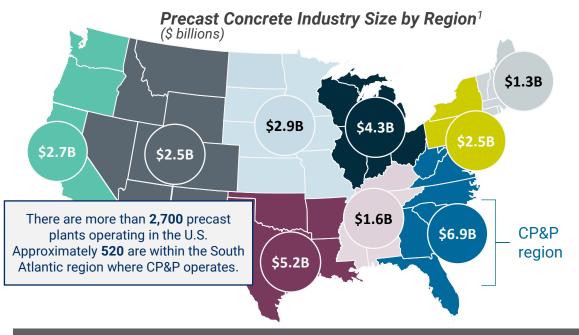
### **Leadership Positions in Local Geographies**

Position in MSA	State	Key Metro Areas (MSA) Served
rt a b	Virginia	Fredericksburg, Norfolk, Richmond, Roanoke
#1	North Carolina	Charlotte, Raleigh-Durham
	South Carolina	Charleston, Columbia, Greenville, Myrtle Beach
#2	Maryland	Baltimore, Washington D.C.
	Georgia	Savannah, Augusta, Jacksonville (FL)

# Platform Investment with Scalability

### Building a strong platform in an attractive industry...

- Acquisition is large enough to provide a platform for growth and well-sized from an integration and financial risk perspective
- Fragmented industry on a national and regional level provides long runway for executable inorganic growth
- · Ability to target specific regions or even metro areas for growth



Industry structure provides ample opportunity to grow over the long-term and focus on geographies that are most strategically attractive

[1] Source: third party research based on National Precast Concrete Association data

### ...which will yield value enhancing efficiencies as it expands

### **Acquisition of CP&P**

- Establish a platform in an attractive geography
- Execute on identified organic growth
- Achieve synergies through optimization efforts

### **Future Acquisitions**

- Enlarge platform in targeted metro areas
- Add exposure to new metro areas
- Capture synergies on new investments added to the platform
  - Operational synergies
  - Overhead efficiencies
  - Commercial synergies

### **Long-term Vision**

 Locations in multiple major U.S. regions



- Efficiencies across a large network of precast facilities
- Ability to create meaningful value by routinely adding bolt-on acquisitions to a highly efficient network

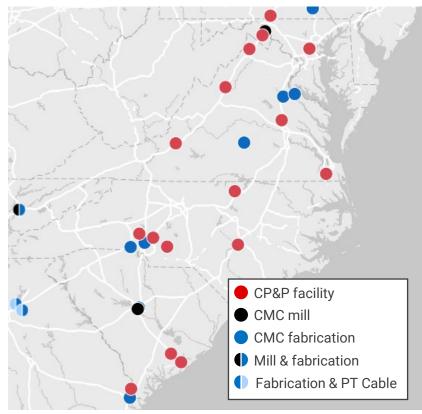
Expected synergies from new acquisitions should increase as CMC scales up its precast network. A greater portion of costs can be removed when assets are added to a large and efficient network

# **High Geographical Overlap Maximizes Value Levers**



Every CP&P plant is located within 100 miles or less of a CMC facility, maximizing the opportunity to coordinate

### **CMC and CP&P Locations**



High geographical overlap helps to fully utilize CMC's capabilities and maximize the effectiveness of value levers



Commercial Coordination

- Coordinated sales efforts across products
- Full suite of CMC product portfolio is available



Logistics Management

- Optimize logistics fleets within regions
- Maximize on-time delivery, minimize waste



**Steel Sourcing** 

CMC facilities will supply precast plants with rebar



Customer Relationships

- Greater access to key decision makers
- More project touchpoints and greater value proposition



Talent Sourcing and Management

- Better utilization of top manufacturing talent
- Sharing of transferable best practices



Leverage CMC's TAG Program

- Reinforce a culture of continuous improvement
- Extension of TAG program to CP&P



Project Management

- Improved job-site scheduling
- Ease of doing business for customers

# **Enhances CMC's Financial Profile**

We expect that future transactions will further increase the mix of higher, more stable margin businesses







# Reduced Earnings and Cash Flow Volatility

Precast PPI, Concrete PPI vs. U.S. Domestic Rebar Benchmark Price<sup>1</sup>



- Concrete pricing, and related cost inputs, are less volatile than steel
- Margins are higher and more stable

# **Increased Earnings Contributions from Emerging Businesses**

CMC Segment EBITDA generation from Emerging Businesses Group<sup>2</sup> (% of total)



- This acquisition enhances CMC's core business and adds a complementary earnings driver with higher, more stable margin characteristics
- Post-transaction CMC adjusted EBITDA margin improves approximately 50 basis points

### Reduced Capital Intensity

Free cash flow conversion<sup>6</sup> from EBITDA

The precast business is less capital intensive than CMC's traditional steel

 More of each dollar of EBITDA is retained as free cash flow

operations

### **Increased Headroom for Growth**

Transaction significantly extends the runway for growth

\$30 billion<sup>4</sup>
U.S total
addressable
market

5% to 7%<sup>5</sup> forecasted demand CAGR (2024 to 2028)

- Precast total addressable market is greater than that of CMC's long steel products
- Fragmented nature of the industry provides prolonged path for inorganic growth
- Trends in construction labor availability and stormwater management are expected to drive increased market penetration

[1] Based on data from Fastmarkets and U.S. Census Bureau; [2] see non-GAAP reconciliations on pages 20 and 21; [3] third party research based on National Precast Concrete Association data; [4] based on data from the National Precast Concrete Association; [5] Company estimates based on third party research; [6] calculated as tax-adjusted EBITDA less maintenance capex divided by Core EBITDA.

# **CP&P Has a Proven Track Record of Growth, With More to Come**

### Revenue Growth (last 5-Year CAGR)

14%

- Achieved strong gains in average selling price that outpaced cost inflation
- Successfully acquired and integrated four facilities that complemented the existing footprint and product offering
- Located in regions with strong growth
- Increased penetration of specialized, higher margin products

### EBITDA Growth (last 5-Year CAGR)

23%

- Benefit from operational initiatives
- Strategic pricing efforts and value focused commercial approach
- Synergies from four acquired facilities; fully integrated plants and improved operating efficiencies
- Achieved strong operating leverage on volume growth

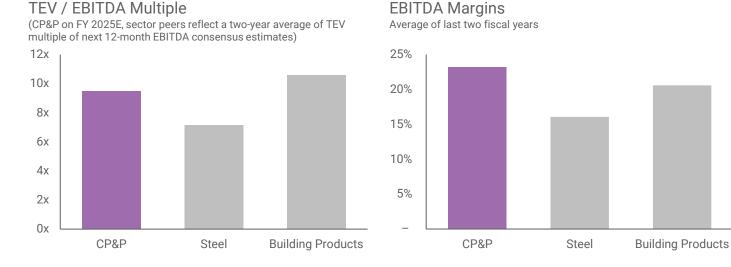
### What's Next?

# Line of sight to \$20M to \$25M EBITDA growth by year 3

- Refinements to pricing strategy
- Synergies in the form of:
  - Greater manufacturing efficiencies and automation
- Optimized logistics, procurement, and support
- Leverage unique capabilities to capitalize on regional construction trends, including data centers, reshoring, and stormwater management
- Underlying market growth

# **Financially Attractive Transaction**

### Transaction Valuation and Margin Comparisons



### Comparison to CMC Valuation

<u>.</u>			
TEV / EBITDA		Maintenance Capex % of EBITDA	
CP&P	9.5x 2025 EBITDA	5% to 10%	
CMC	6.1x <sup>1</sup>	~20% to ~30% <sup>2</sup>	
Tax benefit effective moves 78.5x vs the		CP&P's maintenance ca meaning it converts mo	

### **Additional Highlights**

- √ Transaction is expected to be year 1 accretive to both free cash flow and earnings per share
- ✓ TEV / EBITDA multiple paid is consistent with similar transactions over the last decade
- ✓ CP&P (and broader precast industry) has a solid track record of consistently generating positive economic value
- ✓ CMC's balance sheet will remain strong, with posttransaction net debt to EBITDA of ~1.1x³

[1] based on last two years average trading multiple on next 12-month Wall Street consensus EBITDA estimate per Refinitiv; [2] based on assumed annual maintenance capital expenditures of \$250 million divided by Core EBITDA, with range including the following fiscal periods: FY 2021 to FY 2024 and the last 12 months ended 5/31/2025; [3] Net debt and EBITDA are non-GAAP financial measures. Net debt is defined as total debt less cash & cash equivalents. Total debt is defined as long-term debt plus current maturities of long-term debt and short-term borrowings. We have not reconciled the forward-looking net debt to EBITDA ratio presented above and discussed on the related conference call to the comparable GAAP measure because applicable information for future periods, on which this reconciliation would be based, is not readily available due to uncertainty regarding, and the potential variability of, future financial results. Accordingly, a reconciliation of the forward-looking net debt to EBITDA ratio is not available at this time without unreasonable effort

# **Key Transaction Parameters**

Purchase Price	<ul> <li>Purchase price of \$675 million on a debt-free, cash-free basis</li> <li>Subject to customary working capital adjustment</li> <li>2025E EBITDA multiple of 9.5x; effective multiple reduced to ~8.5x by cash tax benefit</li> </ul>						
Synergies	<ul> <li>Estimated at approximately \$5 million to \$10 million annually by year 3 sourced from identified optimization opportunities</li> <li>Long-term opportunity for meaningful commercial synergies</li> </ul>						
Financing	<ul> <li>100% cash deal paid from cash on hand</li> <li>Expect post-transaction net leverage at close to approximate 1.1x</li> </ul>						
Financial Impact	Immediately accretive to earnings per share and free cash flow per share						
Timing	<ul> <li>Anticipated to close by the end of calendar 2025</li> <li>Transaction is subject to regulatory approval and customary closing conditions</li> </ul>						

# **Acquisition of CP&P Strengthens CMC**

### **CMC Position / Aspiration**

- Leading domestic positions in major solutions
- Density in high-growth Sunbelt region
- · Excellent balance sheet and financial flexibility
- · Powerful, long-term structural demand trends
- \$150 billion early-stage construction market to accommodate future growth aspirations
- Targeting permanent enhancements to financial profile
- Significant upside from TAG operational and commercial excellence program
- Additions to solutions portfolio that will increase value to our customers
- Robust capital returns to shareholders

Strong competitive positions

Attractive end markets

Game changing strategy

✓ Leader in core regions

- ✓ Concentrated in attractive key areas of Sunbelt
- ✓ Transaction not expected to strain CMC financial resources

**CP&P Attribute** 

- Exposure to same trends, with additional regional specific opportunities
- ✓ Precast represents one of the largest (\$30 billion) and most fragmented segments of early-stage construction
- ✓ Consistent EBITDA margins ~25% and strong FCF yield
- ✓ Several identified areas of opportunities; TAG skillset is transferable
- ✓ Precast is a mission critical construction solution with a sales timeline similar to CMC products
- Enhances value to customers and opens avenue to meaningful commercial synergies
- ✓ Identified growth opportunities
- ✓ Strong financial profile should generate cash for future distributions to shareholders





# Free cash flow conversion - normalized

[1] Maintenance capital expenditures is assumed to be approximately \$250 million

		12 MONTHS ENDED				3 MONTHS ENDED				
Figures in thousand \$	5/31/2025	8/31/2024	8/31/2023	8/31/2022	8/31/2021	5/31/2025	2/28/2025	11/30/2024	8/31/2024	
Net earnings (loss)	\$36,812	\$485,491	\$859,760	\$1,217,262	\$412,865	\$83,126	\$25,473	(\$175,718)	\$103,931	
Interest expense	45,495	47,893	40,127	50,709	51,904	10,864	11,167	11,322	12,142	
Income tax expense (benefit)	11,250	150,180	262,207	297,885	121,153	26,386	10,627	(55,582)	29,819	
Depreciation and amortization	285,587	280,367	218,830	175,024	167,613	72,376	70,584	70,437	72,190	
Amortization of acquired unfavorable contract backlog	-	-	-	_	(6,035)	-	-	_	-	
Asset impairments	7,729	6,708	3,780	4,926	6,784	785	386	-	6,558	
Adjusted EBITDA	\$386,873	\$970,639	\$1,384,704	\$1,745,806	\$754,284	\$193,537	\$118,237	(\$149,541)	\$224,640	
Non-cash stock-based compensation	36,989	45,066	60,529	46,978	43,677	9,546	8,038	10,232	9,173	
Loss on debt extinguishment	_	-	-	16,052	16,841	_	-	_	_	
Gain on sale of assets	_	-	-	(273,315)	(10,334)	-	-	_	-	
Facility closure	_	-	-	_	10,908	_	-	_	_	
Labor cost government refund	_	-	-	_	(1,348)	-	-	_	-	
Settlement of New Markets Tax Credit transactions	(9,534)	(6,748)	(17,659)	_	-	(2,786)	-	_	(6,748)	
Litigation expense	358,496	-	-	_	-	3,776	4,720	350,000	-	
Acquisition and integration related costs and other	-	_	_	8,651	-	_	-	_	_	
Purchase accounting effect on inventory	_	-	-	8,675	-	_	-	-	-	
Core EBITDA	\$772,824	\$1,008,957	\$1,427,574	\$1,552,847	\$814,028	\$204,073	\$130,995	\$210,691	\$227,065	
Net sales	\$7,680,111	\$7,925,972	\$8,799,533	\$8,913,481	\$6,729,760	\$2,019,984	\$1,754,376	\$1,909,602	\$1,996,149	
Calculation of Free Cash Flow Conversion - Normalized										
Core EBITDA	772,824	1,008,957	1,427,574	1,552,847	814,028					
Less: depreciation and amortization	285,587	280,367	218,830	175,024	167,613					
EBIT	\$487,237	\$728,590	\$1,208,744	\$1,377,823	\$646,415					
Less: Income tax at 25%	121,809	182,148	302,186	344,456	161,604					
Plus: depreciation and amortization	285,587	280,367	218,830	175,024	167,613					
Less: maintenance capital expenditures <sup>1</sup>	250,000	250,000	250,000	250,000	250,000					
Free Cash Flow Conversion - Normalized	\$401,015	\$576,809	\$875,388	\$958,391	\$402,424					
Free Cash Flow Conversion - Normalized as a % of Core EBITDA	51.9%	57.2%	61.3%	61.7%	49.4%					

<sup>20</sup> 

# **Emerging Businesses Group Adjusted Segment EBITDA % of Total Segment EBITDA**

	12 MONTHS ENDED	3 MONTHS ENDED				
figures in thousand \$	5/31/2025	5/31/2025	2/28/2025	11/30/2024	8/31/2024	
North America Steel Group	\$713,939	\$185,984	\$128,818	\$188,205	\$210,932	
Emerging Businesses Group	129,610	40,912	23,519	22,660	42,519	
Europe Steel Group	26,562	3,593	752	25,839	(3,622)	
Total of Operating Segments	870,111	230,489	153,089	236,704	249,829	
Emerging Businesses % of Total	15%					