PLP Second Quarter 2025 Earnings Presentation

July 30, 2025

FORWARD LOOKING STATEMENTS AND NON-GAAP MEASURES

Cautionary Note Regarding Forward-Looking Statements

This presentation contains forward-looking statements regarding Preformed Line Products Company's (the "Company", "we" "us" or "our") and our management's beliefs and expectations. Any forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. As a general matter, forward-looking statements are those focused upon future plans, objectives or performance (as opposed to historical items) and include statements of anticipated events or trends and expectations and beliefs relating to matters not historical in nature. Use of words such "anticipates," "believes," "may," "should," "will," "would," "could," "plans," "projects," "expects," "estimates," "predicts," "targets," "forecasts," "intends," "contemplates," and similar words may identify forward-looking statements. Such forward-looking statements are subject to uncertainties and factors relating to the Company's operations and business environment, all of which are difficult to predict and many of which are beyond our control. Such uncertainties and factors could cause our actual results to differ materially from those matters expressed in or implied by such forward-looking statements, and include, without limitation, the following: (1) the overall demand for cable anchoring and control hardware for electrical transmission and distribution lines on a worldwide basis, which has a slow growth rate in mature markets and may grow slowly or experience prolonged delay in developing regions despite expanding power needs; (2) the impact of global economic conditions, including the impact of inflation, recently enacted tariffs and related economic uncertainty, and rising interest rates, on the Company's ongoing profitability and future growth opportunities in the Company's core markets in the U.S. and other foreign countries, which may experience continued or further instability due to political and economic conditions, social unrest, acts of war, military conflict (including the ongoing Russian-Ukrainian and Israeli-Palestinian and Iranian conflicts), international hostilities or the perception that hostilities may be imminent, terrorism, changes in diplomatic and trade relationships and public health concerns (including viral outbreaks such as COVID-19); (3) the ability of our customers to raise funds needed to build the infrastructure projects their customers require; (4) technological developments that affect longer-term trends for communication lines, such as wireless communication; (5) the decreasing demand for products supporting copper-based infrastructure due to the introduction of products using new technologies or adoption of new industry standards; (6) our success at continuing to develop proprietary technology and maintaining high quality products and customer service to meet or exceed new industry performance standards and individual customer expectations; (7) our success in strengthening and retaining customer relationships, growing sales and expanding geographically; (8) our success in supporting the renewable energy sector; (9) the growth of autonomous technologies and artificial intelligence; (10) the extent to which we are successful at expanding our product line or production facilities into new areas or implementing efficiency measures at existing facilities; (11) the effects of fluctuation in currency exchange rates, together with non-currency risks of investing in and conducting significant operations in foreign countries, including those relating to political, social, economic and regulatory factors; (12) our ability to identify, complete, obtain funding for and integrate acquisitions for profitable growth; (13) the potential impact of consolidation, deregulation and bankruptcy among our suppliers, competitors and customers and of any legal or regulatory claims; (14) competition and customer price pressure on our products; (15) the cost, availability and quality of raw materials required for the manufacture of products and any tariffs that may be associated with the purchase of these products and impacts of any disruption to our supply chain; (16) strikes, labor disruptions and other fluctuations in labor costs; (17) changes and uncertainty in significant government regulations and funding priorities, including those affecting environmental compliance or regulatory or third-party litigation matters; (18) security breaches or other disruptions to our information technology structure; (19) the frequency and intensity of severe weather; (20) the telecommunications market's continued deployment of Fiber-to-the-Premises; (21) the impact of any failure to timely implement and maintain adequate financial, information technology and management processes and controls and procedures; and (22) additional factors described under the heading "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2024 filed with the U.S. Securities and Exchange Commission.

In light of these risks and uncertainties, we caution you not to place undue reliance on these forward-looking statements. Any forward-looking statement that we make in this presentation speaks only as of the date of such statement, and we undertake no obligation to update any forward-looking statement or to publicly announce the results of any revision to any of those statements to reflect future events or developments. Comparisons of results for current and any prior periods are not intended to express any future trends or indications of future performance, unless specifically expressed as such, and should only be viewed as historical data.

Non-GAAP Financial Measures

In addition to the results provided in accordance with GAAP, this presentation includes certain non-GAAP measures, which present operating results on an adjusted basis. These are supplemental measures of performance that are not required by or presented in accordance with GAAP and include: (i) free cash flow (or FCF) and (ii) free cash flow conversion (or FCF conversion).

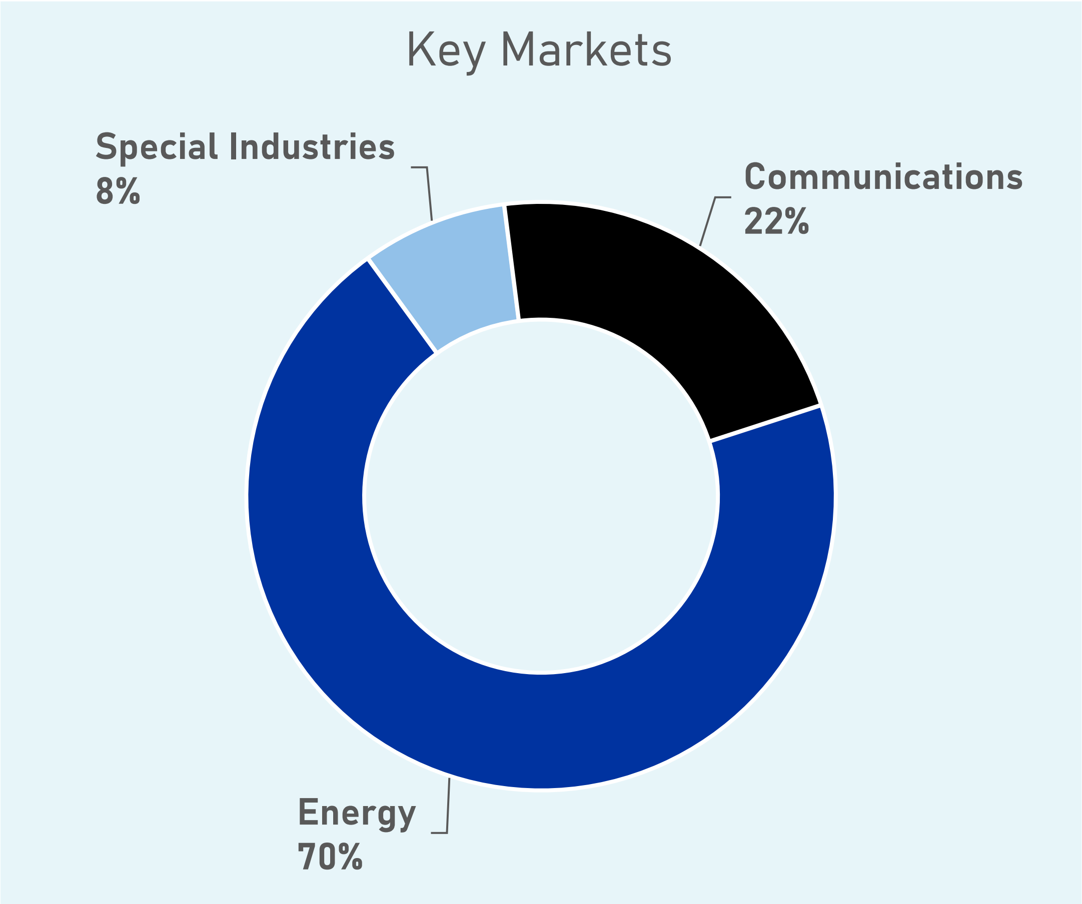
We believe that these are useful as supplemental measures in assessing the operating performance of our business. These permit investors to assess the operating performance of our business relative to our performance based on GAAP results and relative to other companies within our industry by isolating the effects of certain items that may vary from period to period without correlation to core operating performance or that vary widely among similar companies. However, our inclusion of these adjusted measures should not be construed as an indication that our future results will be unaffected by unusual or infrequent items or that the items for which we have made adjustments are unusual or infrequent or will not recur. These non-GAAP financial measures are not intended to replace GAAP financial measures, and they are not necessarily standardized or comparable to similarly titled measures used by other companies.

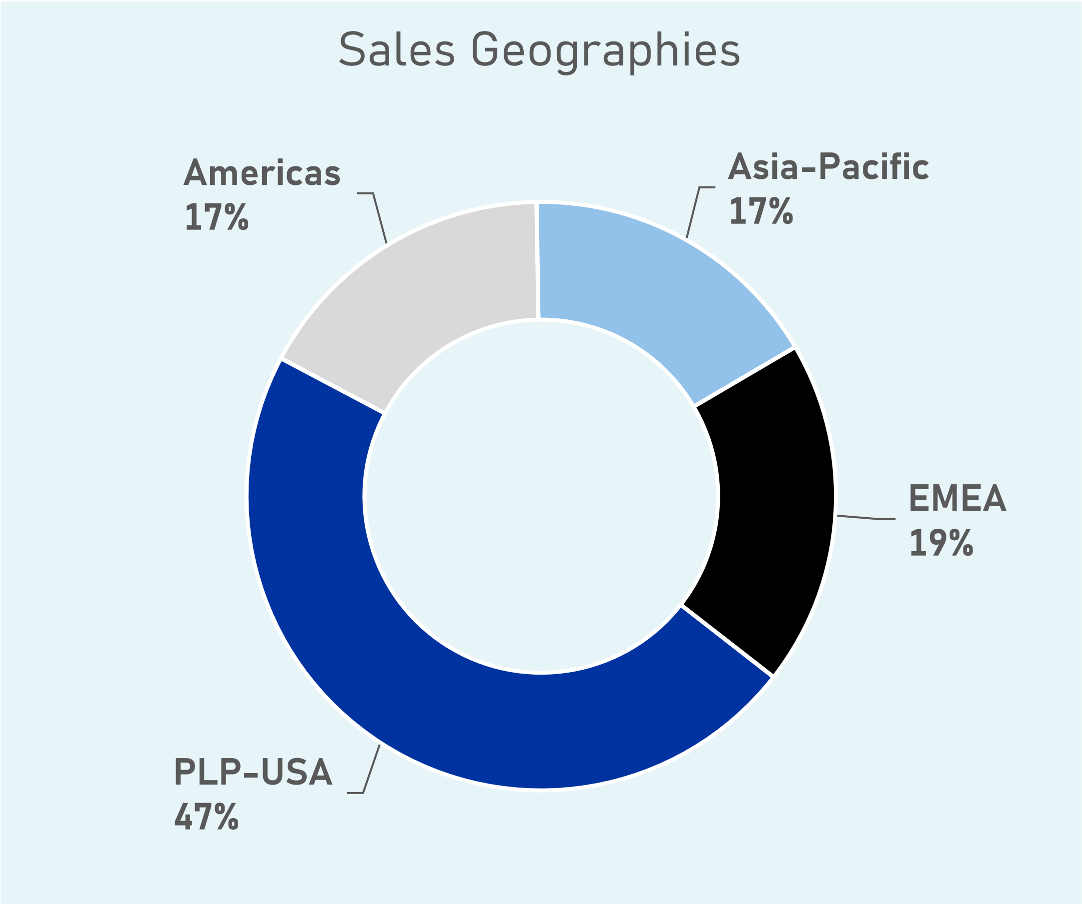
Q2 2025 Summary

- Net sales of $169.6 million, up 22% from Q2 2024 with an increase in both energy and communication sales
- Pre-Tax income of $17.3 million, an increase of 55% vs the prior year
- Diluted EPS of $2.56, up 35% vs the prior year; third consecutive increase of quarterly diluted EPS
- Robust year over year growth in both the domestic and international markets with sales increasing 32% and 15%, respectively
- 75 bps year over year increase in gross profit margin despite tariff and inflationary pressures increasing costs across supply chain
- Targeted pricing adjustments were implemented to maintain profit margins in the current high tariff environment

OPERATIONAL HIGHLIGHTS

Q2 2025 Sales





FINANCIAL HIGHLIGHTS

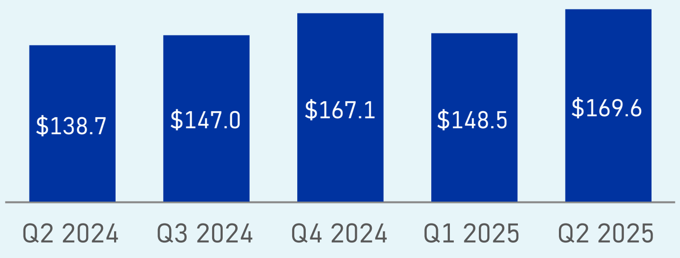
Q2 2025 HIGHLIGHTS

$ Millions, except per share amounts

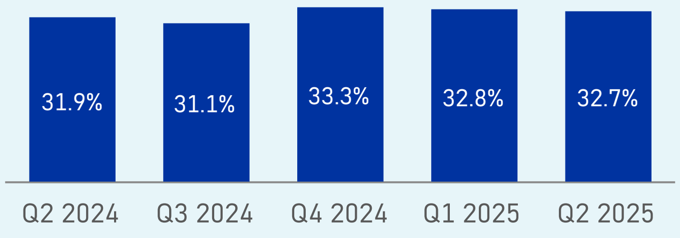
	Q2 2025	Q2 2024	YoY
Net Sales	$169.6	$138.7	22%
Gross Profit	$55.4	$44.3	25%
Gross Profit %	32.7%	31.9%	75 bps
Pre-Tax Income	$17.3	$11.2	55%
Pre-Tax Income %	10.2%	8.0%	216 bps
Diluted EPS	$2.56	$1.89	35%

- Sales up 22% compared to prior year driven by USA (up 32%), Americas (up 31%), and Asia-Pacific (up 20%)
- Acquisition of JAP Telecom in Q2 2025 added $1M of sales
- 75 bps YoY increase in gross profit margin due to increased sales volumes and favorable product mix
- Maintained consistent profit margins with Q1 despite increased Section 232 tariffs in Q2

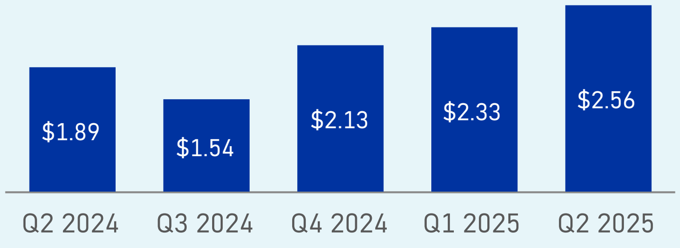
Net Sales



Gross Profit %



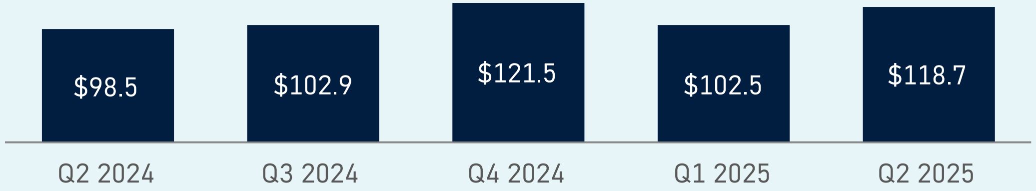
Diluted EPS



DISAGGREGATED REVENUE

$ Millions

ENERGY



- Increase of 21% compared to Q2 2024 due to an increase in transmission and distribution product sales
- Year over year PLP-USA growth of 32% and Americas growth of 36%
- 16% increase from Q1 2025 driven by transmission and substation sales

COMMUNICATIONS

- Increase of 22% compared to Q2 2024 due to an increase in fiber closure product sales
- 41% year over year growth for PLP-USA
- Americas up 16% due to the acquisition of JAP Telecom in Q2 2025

SPECIAL INDUSTRIES

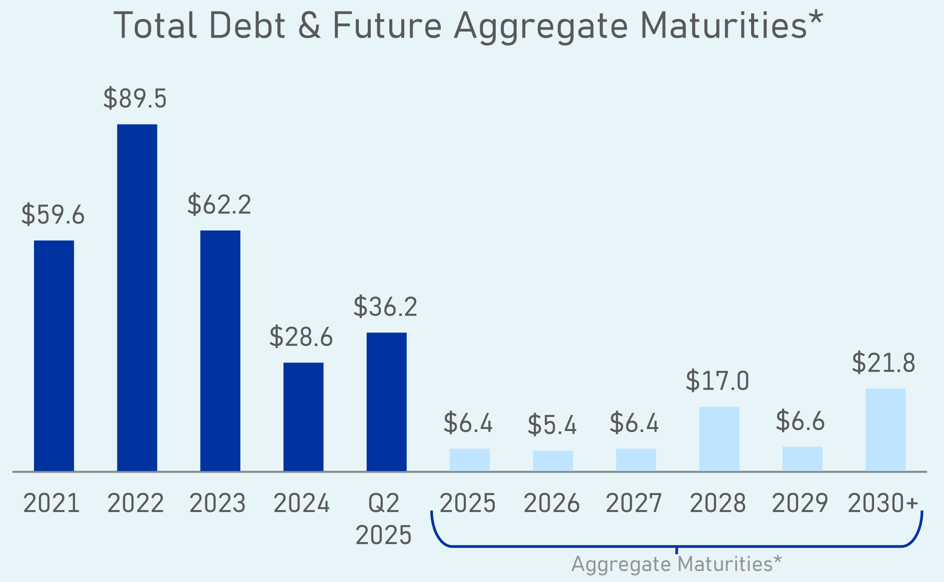
- Increase of 40% compared to Q2 2024 due growth in EMEA and Asia-Pacific segments
- Renewable product sales (primarily solar) is driving the growth from both Q2 2024 and Q1 2025

BALANCE SHEET & LIQUIDITY

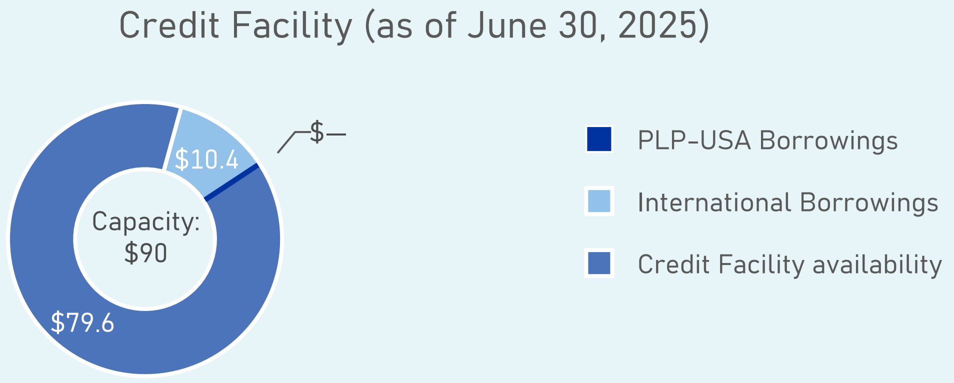
- Continued strong liquidity, robust cash generation and disciplined cash management approach
- Increase in long-term debt from 2024 was used to fund acquisition of land and building in Spain and new Poland facility
- New $27.4M loan agreement entered into on July 16, 2025 to finance construction of new Poland manufacturing facility

$ Millions

	Q2 2025	Q4 2024
Cash and Cash Equivalents	**$66.9**	**$57.2**



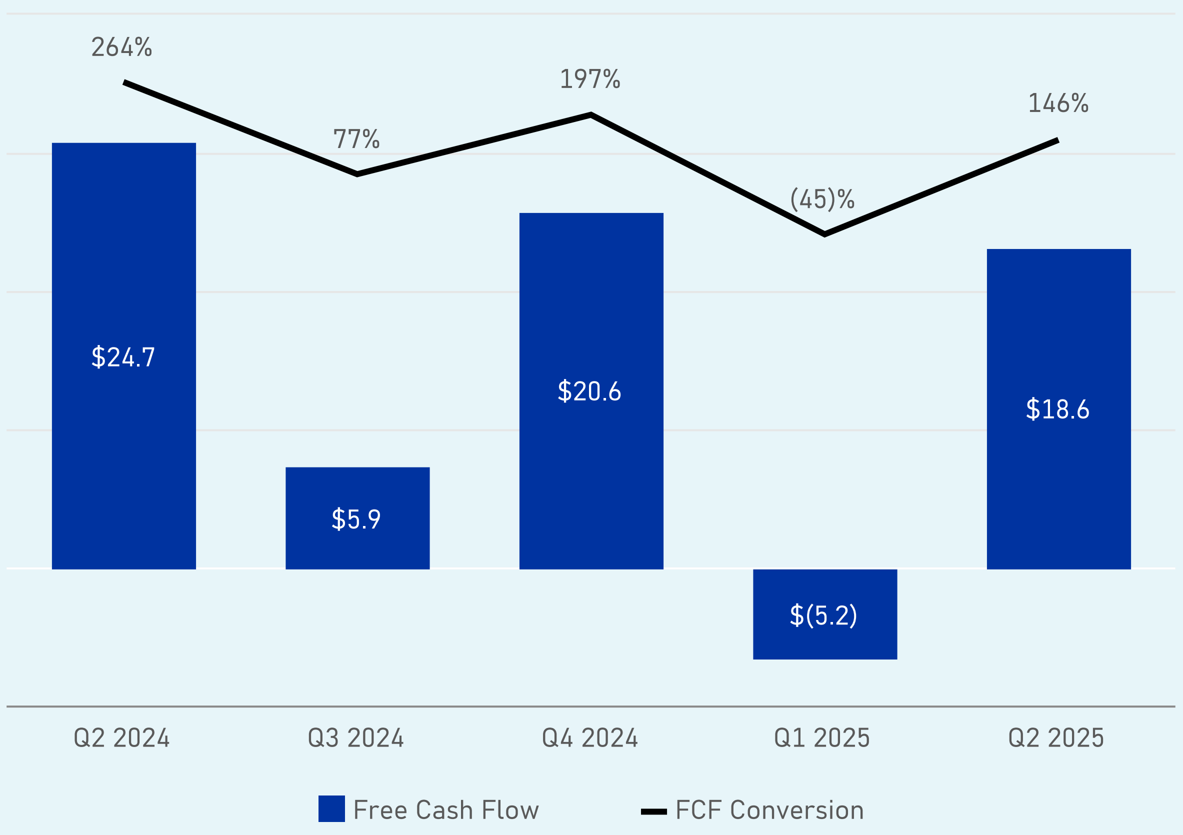
* Aggregate maturities reflects payments required under the $27.4M Poland loan entered into on July 16, 2025.



- 88% availability on global Credit Facility ($10.4 million borrowed)
- Cash flow from operations was $32.6 million
- Bank debt to equity ratio of 7.9%
- Additional US borrowings of $11.6 million outside of Credit Facility (aircraft)
- Additional international borrowings outside of the Credit Facility were $14.2 million as of June 30, 2025
- Manageable debt maturities over the next several years

QUARTERLY FREE CASH FLOW

$ Millions



- See reconciliation to net cash provided by operating activities in Appendix.

- Free Cash Flow (FCF) returned to normalized levels in Q2
- Decline in FCF compared to prior year is driven primarily from a year over year increase in capital expenditures of $4.7 million and timing of accounts receivable collections
  - Increased capital expenditures due to new Poland manufacturing facility
- Trailing twelve month FCF conversion of 94%
- Expect capital expenditures to increase for remainder of 2025 due to new Poland facility

APPENDIX

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

Below is a reconciliation of non-GAAP financial measures to their most directly comparable financial measures calculated and presented in accordance with GAAP.

(Dollars in Thousands)

Reconciliation of operating cash flow to free cash flow:

	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025
Net Cash provided by operating activities	$ 28,294	$ 9,366	$ 24,067	$ 5,655	$ 26,928
Capital Expenditures	(3,728)	(3,574)	(3,431)	(10,976)	(8,378)
Proceeds from the sale of property and equipment	128	128	(39)	91	6
Free Cash Flow	$ 24,694	$ 5,920	$ 20,597	$ (5,230)	$ 18,556
Net Income	$ 9,367	$ 7,696	$ 10,445	$ 11,553	$ 12,700
Free cash flow conversion	264%	77%	197%	-45%	146%
Free cash flow - Trailing twelve month					$ 39,843
Net Income - Trailing twelve month					$ 42,394
Free Cash Flow Conversion - Trailing Twelve Month					94%

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