



## **Special Note Regarding Forward-Looking Statements**

Certain statements in this document constitute "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995 (the "Reform Act"). All statements other than statements of historical fact included in this Annual Report, including statements regarding the Company's future financial condition, results of operations, business operations and business prospects, are forward-looking statements. Words such as "anticipate," "estimate," "expect," "project," "intend," "plan," "predict," "believe" and similar words, expressions and variations of these words and expressions are intended to identify forward-looking statements. Such forwardlooking statements are subject to known and unknown risks, uncertainties, assumptions, and other important factors that could significantly impact results or achievements expressed or implied by such forward-looking statements. Such factors, risks, uncertainties and assumptions include, but are not limited to: competitive and general economic conditions, including disruptions from government mandates, both domestically and internationally, as well as supplier constraints and other supply disruptions; changes in customer demands; technological changes in our operations or in our industry; dependence on customers' required delivery schedules; risks related to fluctuations in the Company's operating results from quarter to quarter; risks related to international operations, including foreign currency fluctuations; changes in the legal and regulatory environment; changes in raw materials and commodity costs; acts of terrorism, war, governmental action, natural disasters and other Force Majeure events. The cautionary statements made pursuant to the Reform Act herein and elsewhere by us should not be construed as exhaustive. We cannot always predict what factors would cause actual results to differ materially from those indicated by the forward-looking statements. Over time, our actual results, performance, or achievements will likely differ from the anticipated results, performance or achievements that are expressed or implied by our forward-looking statements, and such difference might be significant and harmful to our stockholders' interest. Many important factors that could cause such a difference are described under the caption "Risk Factors," in Item 1A of the Company's Annual Report on Form 10-K for the fiscal year ended April 30, 2023, which you should review carefully. These forward-looking statements speak only as of the date of this document. The Company assumes no obligation, and expressly disclaims any obligation, to update any forward-looking statements, whether as a result of new information, future events or otherwise. These reports are available on our investor relations website at www.kewaunee.com and on the SEC website at www.sec.gov.

Kewaunee Scientific Corporation | NASDAQ: KEQU

# **Solutions for Every Lab Discipline**

















Kewaunee Scientific, founded 1906, is a global leader in the design, manufacture and installation of laboratory, healthcare and technical furniture products

#### Revenue



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# **Our Vision** To be the global supplier of choice with customers in the lab furniture and infrastructure markets. **Encouraging new** discovery...Worldwide

# Why We Win

- Global sales and delivery capabilities
- Extensive product portfolio
- Superior dealer and distribution network
- Innovative new products
- Strong balance sheet

# Active in Multiple Sectors



#### **HEALTH**

- Market includes life sciences, pharmaceutical, biotechnology and healthcare customers
- Macro population and aging trends support continued investment in health related initiatives requiring laboratories

#### **INDUSTRIAL**

- Market includes chemicals, petroleum, manufacturing and aerospace
- Continued global investment in research and development
- Expanding spend on infrastructure





#### **EDUCATION**

- Market includes K-12 and colleges and universities
- Increasing investments being made in STEM requiring new or upgraded facilities
- State and local governments beginning to fund education infrastructure improvements

**IKEWAUNEE®** 

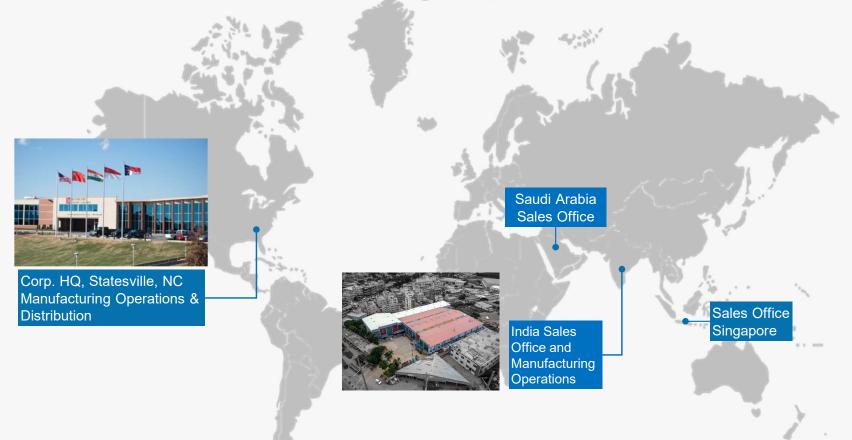
# **Continued Global Growth Opportunity**

- The overall market for laboratory furniture and enclosures is forecasted to grow at a 5 year compound annual growth rate of 3.3%.\*
- International and emerging markets forecasted to grow faster than established markets.\*

#### 2018 Lab Furniture and **Enclosure Global Market\***



# Global Geographic Footprint



# **End to End Customer Engagement**



Customers trust Kewaunee with their entire laboratory project based on the Company's history of providing total laboratory design and engineering solutions and the Company's ability to design, manufacture and install the most complex products.

# **Key Products & Solutions**

- Laboratory furniture
- Fume hoods
- Laminar flow
- Biologic safety cabinets (BSC)
- Service (installation, repair, etc.)
- Mechanical systems design and execution

# **Laboratory Furniture**

- Extensive product portfolio
- Flexible systems for every lab
  - Alpha: Flexible workstation
  - Enterprise: Adaptable workstation
  - Evolution: Column-based systems
  - CoDA: New, revolutionary design
- Innovative Design



## **Fume Hoods**

- Venturi
- VENTURI
  Supreme Air Kewaunee Scientific Corporation
- Custom enclosures
- Full access hoods
- Fume hood testing
- Detect air filtered fume hoods



#### **Laminar Flow**

### **Biologic Safety Cabinets**

- Front-loading HEPA Filter
- Optional adjustable height base stand
- Optional epoxy resin or stainless steel dished worksurface

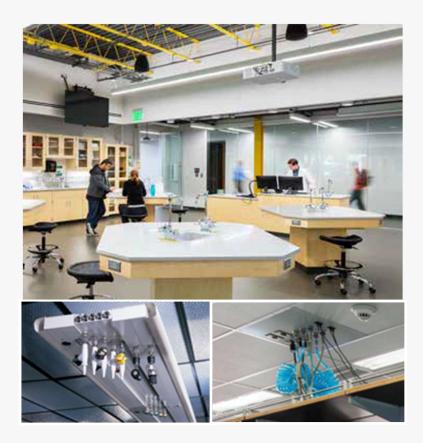




- Double wall construction
- Easy access, touch screen controls
- Telescopic base stand options include manual or electrically operated adjustable height
- Quietest in the industry
- Industry leading performance and efficacy

### Service **Carriers**

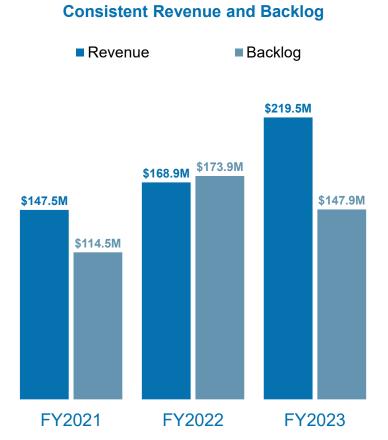
- Ceiling Panels
- Overhead Service **Enclosure**
- Overhead service manifolds



# KemResin **Work Tops**

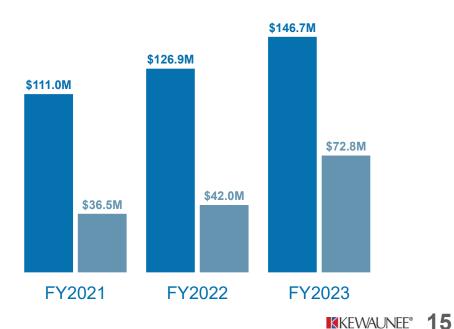
- Excellent resistance to acids, alkalies and solvents
- Highly resistant to heat and normal physical abuse
- Usable wherever physical and chemical resisting properties are required

## **Historical Financials**









## **Historical Financials**



# Financials – First Quarter, QTD FY 2024



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## **Balance Sheet**

(\$000's)	As of July 31, 2023	As of April 30, 2023	As of April 30, 2022
Cash, Cash Equivalents & Restricted Cash	\$21,568	\$13,815	\$6,894
Total Assets	\$124,818	\$118,898	\$118,773
Total Liabilities	\$84,278	\$80,413	\$82,593
Total Stockholders' Equity	\$40,540	\$38,485	\$36,180
Total Liabilities & Stockholders' Equity	\$124,818	\$118,898	\$118,773

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Worldwide