

For Immediate Release

[kjeffries@paulmueller.com](mailto:kjeffries@paulmueller.com) | <https://paulmueller.com>

**Paul Mueller Company Announces Its First Quarter Earnings of 2025**

Springfield, Missouri - April 25, 2025. Paul Mueller Company (OTC: MUEL) today announced earnings for the first quarter ended March 31, 2025.

**PAUL MUELLER COMPANY**

**THREE-MONTH REPORT**

(In thousands)

<b>CONSOLIDATED STATEMENTS OF INCOME</b>				
	Three Months Ended March 31		Twelve Months Ended March 31	
	2025	2024	2025	2024
Net Sales	\$ 58,860	\$ 50,356	\$ 257,089	\$ 223,161
Cost of Sales	41,038	34,560	172,602	153,631
Gross Profit	\$ 17,822	\$ 15,796	\$ 84,487	\$ 69,530
Selling, General and Administrative Expense	11,533	10,358	47,423	86,040
Operating Income (Loss)	\$ 6,289	\$ 5,438	\$ 37,064	\$ (16,510)
Interest Income (Expense)	29	(1,248)	976	(1,501)
Other Income	64	1,544	897	3,491
Income (Loss) before Provision (Benefit) for Income Taxes	\$ 6,382	\$ 5,734	\$ 38,937	\$ (14,520)
Provision (Benefit) for Income Taxes	1,454	1,285	8,786	(5,413)
Net Income (Loss)	\$ 4,928	\$ 4,449	\$ 30,151	\$ (9,107)
Earnings (Loss) per Common Share - Basic and Diluted	\$5.26	\$4.10	\$32.18	(\$8.39)

<b>CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME</b>			
	Three Months Ended March 31		
	2025	2024	
Net Income	\$ 4,928	\$ 4,449	
Other Comprehensive Income (Loss), Net of Tax:			
Foreign Currency Translation Adjustment	875	(239)	
Comprehensive Income	\$ 5,803	\$ 4,210	

<b>CONSOLIDATED BALANCE SHEETS</b>			
	March 31 2025	December 31 2024	
Cash and Cash Equivalents	\$ 21,674	\$ 21,169	
Marketable Securities	33,634	24,446	
Accounts Receivable, net	21,551	31,266	
Inventories (FIFO)	47,587	40,905	
LIFO Reserve	(21,529)	(20,146)	
Inventories (LIFO)	26,058	20,759	
Current Net Investments in Sales-Type Leases	44	39	
Other Current Assets	6,766	4,933	
Current Assets	\$ 109,727	\$ 102,612	
Net Property, Plant, and Equipment	54,713	50,754	
Right of Use Assets	2,213	2,235	
Other Assets	1,411	1,862	
Long-Term Net Investments in Sales-Type Leases	1,494	1,211	
Total Assets	\$ 169,558	\$ 158,674	
Accounts Payable	\$ 13,037	\$ 17,588	
Current Maturities and Short-Term debt	432	3,466	
Current Lease Liabilities	350	336	
Advance Billings	34,136	26,788	
Other Current Liabilities	30,281	23,226	
Current Liabilities	\$ 78,236	\$ 71,404	
Long-Term Debt	5,184	5,096	
Other Long-Term Liabilities	628	2,329	
Lease Liabilities	973	896	
Total Liabilities	\$ 85,021	\$ 79,725	
Shareholders' Investment	84,537	78,949	
Total Liabilities and Shareholders' Investment	\$ 169,558	\$ 158,674	

# SELECTED FINANCIAL DATA

	March 31 2025	December 31 2024
Book Value per Common Share	\$90.24	\$84.27
Total Shares Outstanding	936,837	936,837
Backlog	\$ 254,516	\$ 153,685

# CONSOLIDATED STATEMENT OF SHAREHOLDERS' INVESTMENT

	Common Stock	Paid-in Surplus	Retained Earnings	Treasury Stock	Accumulated Other Comprehensive Income (Loss)	Total
<b>Balance, December 31, 2024</b>	\$ 1,508	\$ 9,708	\$ 96,037	\$ (22,697)	\$ (5,607)	\$ 78,949
<b>Add (Deduct):</b>						
Net Income			4,928			4,928
Other Comprehensive (Loss) Net of Tax					875	875
Dividends, \$.23 per Common Share			(215)			(215)
Other						-
<b>Balance, March 31, 2025</b>	\$ 1,508	\$ 9,708	\$ 100,750	\$ (22,697)	\$ (4,732)	\$ 84,537

# CONSOLIDATED STATEMENT OF CASH FLOWS

	Three Months Ended March 31, 2025	Three Months Ended March 31, 2024
<b>Operating Activities:</b>		
Net Income	\$ 4,928	\$ 4,449
Adjustment to Reconcile Net Income to Net Cash Provided by Operating Activities:		
Pension Contributions (Greater) Less than Expense	-	(8)
Depreciation & Amortization	1,557	1,736
Loss (Gain) on Disposal of Equipment	197	18
Change in Assets and Liabilities		
Dec (Inc) in Accts and Notes Receivable	9,716	(42)
(Inc) in Cost in Excess of Estimated Earnings and Billings	(73)	(35)
(Inc) in Inventories	(5,000)	(1,901)
(Inc) in Prepayments	(2,048)	(3,772)
(Inc) in Net Investment in Sales-Type Leases	(288)	(25)
Dec in Other Assets	556	469
Dec in Deferred Taxes	288	-
(Dec) Inc in Accounts Payable	(4,550)	952
Inc in Accrued Income Tax	1,454	1,501
Inc (Dec) in Accrued Expenses	2,554	(654)
Inc in Advanced Billings	7,348	6,051
Inc (Dec) in Billings in Excess of Costs and Estimated Earnings	3,079	(1,730)
Inc in Lease Liability for Operating	-	24
Principal payments on Lease Liability for Operating	(71)	(41)
(Dec) in Long Term Liabilities	(1,774)	(12)
(Dec) in Long Term Deferred Tax Liabilities	-	(82)
<b>Net Cash Provided by Operating Activities</b>	\$ 17,873	\$ 6,898
<b>Investing Activities</b>		
Proceeds from Sales of Equipment	-	15
Purchases of Marketable Securities	(10,452)	(12,221)
Proceeds from Sales of Marketable Securities	1,264	12,575
Additions to Property, Plant, and Equipment	(4,957)	(3,064)
<b>Net Cash (Required) for Investing Activities</b>	\$ (14,145)	\$ (2,695)
<b>Financing Activities</b>		
Principal payments on Lease Liability for Financing	(26)	(52)
Proceeds from Short-Term Borrowings	2,136	277
(Repayment) of Short-Term Borrowings	(5,186)	(277)
(Repayment) of Long-Term Debt	(334)	(158)
Dividends paid	(215)	(163)
<b>Net Cash (Required) for Financing Activities</b>	\$ (3,625)	\$ (373)
<b>Effect of Exchange Rate Changes</b>	402	(69)
<b>Net Increase in Cash</b>	\$ 505	\$ 3,761
<b>Cash at Beginning of Year</b>	21,169	1,883
<b>Cash at End of Quarter</b>	\$ 21,674	\$ 5,644

PAUL MUELLER COMPANY  
SUMMARIZED NOTES TO THE FINANCIAL STATEMENTS  
(In thousands)

- A. The chart below depicts the net revenue on a consolidating basis for the three months ended March 31.

Three Months Ended March 31		
Revenue	2025	2024
Domestic	\$ 50,077	\$ 38,877
Mueller BV	\$ 8,783	\$ 11,825
Eliminations	\$ -	\$ (346)
Net Revenue	\$ 58,860	\$ 50,356

The chart below depicts the net revenue on a consolidating basis for the twelve months ended March 31.

Twelve Months Ended March 31		
Revenue	2025	2024
Domestic	\$ 213,382	\$ 176,298
Mueller BV	\$ 44,916	\$ 48,231
Eliminations	\$ (1,209)	\$ (1,368)
Net Revenue	\$ 257,089	\$ 223,161

The chart below depicts the net income (loss) on a consolidating basis for the three months ended March 31.

Three Months Ended March 31		
Net Income	2025	2024
Domestic	\$ 5,428	\$ 4,048
Mueller BV	\$ (494)	\$ 374
Eliminations	\$ (6)	\$ 27
Net Income	\$ 4,928	\$ 4,449

The chart below depicts the net income on a consolidating basis for the twelve months ended March 31.

Twelve Months Ended March 31		
Net Income	2025	2024
Domestic	\$ 29,714	\$ (11,730)
Mueller BV	\$ 468	\$ 2,621
Eliminations	\$ (31)	\$ 2
Net Income (Loss)	\$ 30,151	\$ (9,107)

- B.** March 31, 2025 backlog is \$254.5 million compared to \$95.2 million at March 31, 2024. The majority of this backlog is in the U.S. where the backlog is \$247.7 million at March 31, 2025 compared to \$87.8 million at March 31, 2024. The \$159.3 million increase in U.S. backlog is primarily from the Industrial Equipment segment which accepted approximately \$120 million in purchase orders in March 2025 to be completed through the end of 2026. In the Netherlands, the backlog is relatively flat -- \$7.5 million at March 31, 2025 versus \$7.9 million on March 31, 2024.
- C.** Revenue is up from the previous year by \$8.5 million on a three-month basis and up \$33.9 million for the trailing twelve months. Operations in the U.S. are up \$11.2 million for the three months and \$37.1 million for the twelve months with the increases primarily from the Industrial Equipment segment. In the Netherlands, revenues are down slightly over \$3 million on a three-month and twelve-month basis, primarily from the Benelux where environmental regulations continue to be uncertain.

Net Income is up \$0.5 million on a three-month and up \$39.3 million on a twelve-month basis before removing the pension settlement charges. In the Netherlands, earnings are down \$0.9 million for three months and \$2.2 million over twelve months on lower revenues.

We manage our business in the U.S. looking at earnings before tax (EBT) and excluding the effects of LIFO and non-reoccurring events such as the pension settlement. This non-GAAP adjusted EBT (as shown in the table below) is up \$3.4 million for the three months and up \$13.2 million for the trailing twelve months primarily from strong results in the Industrial Equipment segment.

(In Thousands)	Three Months Ended March 31		Twelve Months Ended March 31	
	2025	2024	2025	2024
Domestic Net Income	\$ 5,428	\$ 4,048	\$ 29,715	\$ (11,730)
Income Tax Expense	\$ 1,628	\$ 1,171	\$ 8,609	\$ (4,991)
Domestic EBT - GAAP	\$ 7,056	\$ 5,219	\$ 38,324	\$ (16,721)
LIFO Adjustment	\$ 1,383	\$ (217)	\$ (28)	\$ 51
Pension Adjustment	\$ -	\$ -	\$ -	\$ 41,774
Domestic EBT - Non-GAAP	\$ 8,439	\$ 5,002	\$ 38,296	\$ 25,104

- D.** Effective March 26, 2025, the Company extended its domestic bank borrowing facility until March 31, 2026.
- E.** On March 28, 2025, the Company paid off the amortizing note secured by domestic land, building, and equipment in the amount of \$3,019,000.
- F.** On March 31, 2025, the Board of Directors authorized a tender offer effective from March 31, 2025, through May 7, 2025, for up to \$15 million of the Company's common stock at a price of \$250 per share.

- G. On April 15, 2025, the Company announced the second phase of the expansion to the Components Products facility. This \$17.9 million expansion adds 20,000 square feet to increase the capacity for producing tank heads, cones, and shells. It will also allow the production of thicker materials to access new markets.
- H. The consolidated financials are affected by the euro to dollar exchange rate when consolidating Mueller B.V., the Dutch subsidiary. The month-end euro to dollar exchange rate was 1.08 for March 2024, 1.04 for December 2024, and 1.08 for March 2025, respectively.

This press release contains forward-looking statements that provide current expectations of future events based on certain assumptions. All statements regarding future performance growth, conditions, or developments are forward-looking statements. Actual future results may differ materially from those described in the forward-looking statements due to a variety of factors, including, but not limited to, the factors described in the Company's Annual Report under "Safe Harbor for Forward-Looking Statements", which is available at paulmueller.com. The Company expressly disclaims any obligation or undertaking to update these forward-looking statements to reflect any future events or circumstances.

**The accounting policies related to this report and additional management discussion and analysis are provided in the 2024 annual report, available at [www.paulmueller.com](http://www.paulmueller.com).**