



Q4 FY26 Earnings Results

October 21, 2026



Forward-Looking Statements

Historical financial and operating data in this presentation reflect the consolidated results of WD-40 Company and its subsidiaries (collectively, the “Company”). The Company markets maintenance products (“MP”) under the WD-40®, 3-IN-ONE®, and GT85® brand names. The WD-40 brand portfolio also includes the WD-40® Multi-Use Product, the WD-40 Specialist®, and WD-40 BIKE® product lines. The Company markets the homecare and cleaning products (“HCCP”) under the following brands: X-14® and 2000 Flushes® automatic toilet bowl cleaners, Carpet Fresh® and no vac® rug and room deodorizers, Spot Shot® aerosol and liquid carpet stain removers, and Lava® and Solvol® heavy-duty hand cleaners.

Except for the historical information contained herein, this presentation contains “forward-looking statements” within the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. Our forward-looking statements are generally identified with words such as “believe,” “expect,” “intend,” “plan,” “project,” “could,” “may,” “aim,” “anticipate,” “target,” “estimate” and similar expressions. Such statements reflect the Company’s current expectations with respect to currently available operating, financial and economic information. These forward-looking statements are subject to certain risks, uncertainties and assumptions that could cause actual results to differ materially from those anticipated in or implied by the forward-looking statements.

These forward-looking statements include, but are not limited to, discussions about future financial and operating results, including: growth expectations for maintenance products; expected levels of promotional and advertising spending; anticipated input costs for manufacturing and the costs associated with distribution of our products; plans for and success of product innovation, the impact of new product introductions on the growth of sales; anticipated results from product line extension sales; expected tax rates and the impact of tax legislation and regulatory action; changes in the geopolitics and political conditions or relations between the United States and other nations; changes in trade policies and tariffs and the impact therefrom; the impacts from inflationary trends including the changes in input costs linked to commodity prices; the impacts from supply chain constraints and supply chain disruptions, including potential disruptions from transitions to new third-party manufacturers; changes in interest rates; and forecasted foreign currency exchange rates; ability to manage the transition and effectiveness of interim or newly appointed leadership; expected benefits from any divestiture transaction; disruption to the parties’ business as a result of the announcement or completion of any divestiture transaction; the Company’s ability to successfully complete any planned divestiture; expected timing for the closing of any divestitures; expected proceeds from any divestiture; the intended use of proceeds by the Company from any divestiture transaction; impact of any divestiture transaction on the Company’s stock price or EPS.

The Company’s expectations, beliefs and forecasts are expressed in good faith and are believed by the Company to have a reasonable basis, but there can be no assurance that the Company’s expectations, beliefs or forecasts will be achieved or accomplished.

Actual events or results may materially differ from those projected in forward-looking statements due to various factors, including, but not limited to, those identified in Part I—Item 1A, “Risk Factors,” in the Company’s Annual Report on Form 10-K for the fiscal year ended August 31, 2025 which the Company filed with the SEC on October 27, 2025, and in the Company’s Annual Report on Form 10-K for the period ended August 31, 2026, which the Company expects to file with the SEC on October 26, 2026.

All forward-looking statements included in this presentation should be considered in the context of these risks. These statements reflect the Company’s expectations as of October 21, 2026, and the Company undertakes no obligation to update or revise any such statements, whether as a result of new information, future events or otherwise. Investors and prospective investors are cautioned not to place undue reliance on these forward-looking statements.

Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.



FY26 Results

FY26 Results

(\$M except EPS, gross margin and % change)

Financial Results	FY26	FY25	% Change
As reported			
Net Sales	\$688.0	\$620.0	11%
Gross Margin	55.3%	55.1%	+20 bps
Operating Income	\$108.9	\$103.8	5%
Net Income	\$82.3	\$91.0	-10%
Adjusted Net Income - non-GAAP	\$83.7	\$79.1	6%
EPS (Diluted)	\$6.08	\$6.69	-9%
Adjusted Diluted EPS - non-GAAP	\$6.18	\$5.82	6%

- Net sales of maintenance products were \$665.9 million, up 13% versus the prior year. On a non-GAAP constant currency basis, net sales of maintenance products were \$644.7 million, up 9% versus the prior year.
- Net income decreased 10% to \$82.3 million, and diluted earnings per share were \$6.08, compared with \$6.69. The decrease reflects a favorable \$11.9 million income tax adjustment in fiscal year 2025 related to the release of an uncertain tax position.⁽¹⁾
- Excluding that prior-year tax benefit and \$1.3 million of amortization expense in fiscal year 2026 related to the reclassification of certain homecare and cleaning products in the Americas from held for sale to held for use, non-GAAP operating income improved 6% to \$110.2 million, net income increased 6% to \$83.7 million and non-GAAP diluted EPS increased 6% to \$6.18.

1. This income tax benefit was the result of an uncertain tax position associated with the Tax Cuts and Jobs Act of 2017 mandatory "toll tax" on unremitted foreign earnings that was released in the second quarter of fiscal year 2025 due to the expiration of the statute of limitations. This item is infrequent in nature and not reflective of the underlying operational results of our business.

Americas Segment

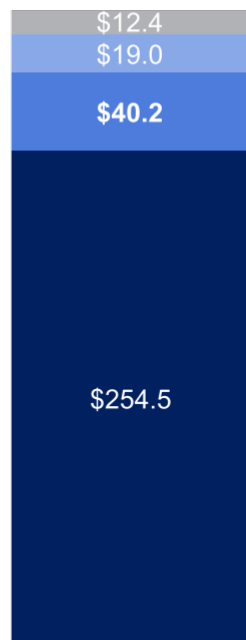
Americas Net Sales (in millions)

\$290.6



FY25

\$326.2



FY26

- WD-40 Multi-Use Product
- WD-40 Specialist
- Other Maintenance Products
- Homecare and Cleaning Products

Americas – FY25 vs. FY26

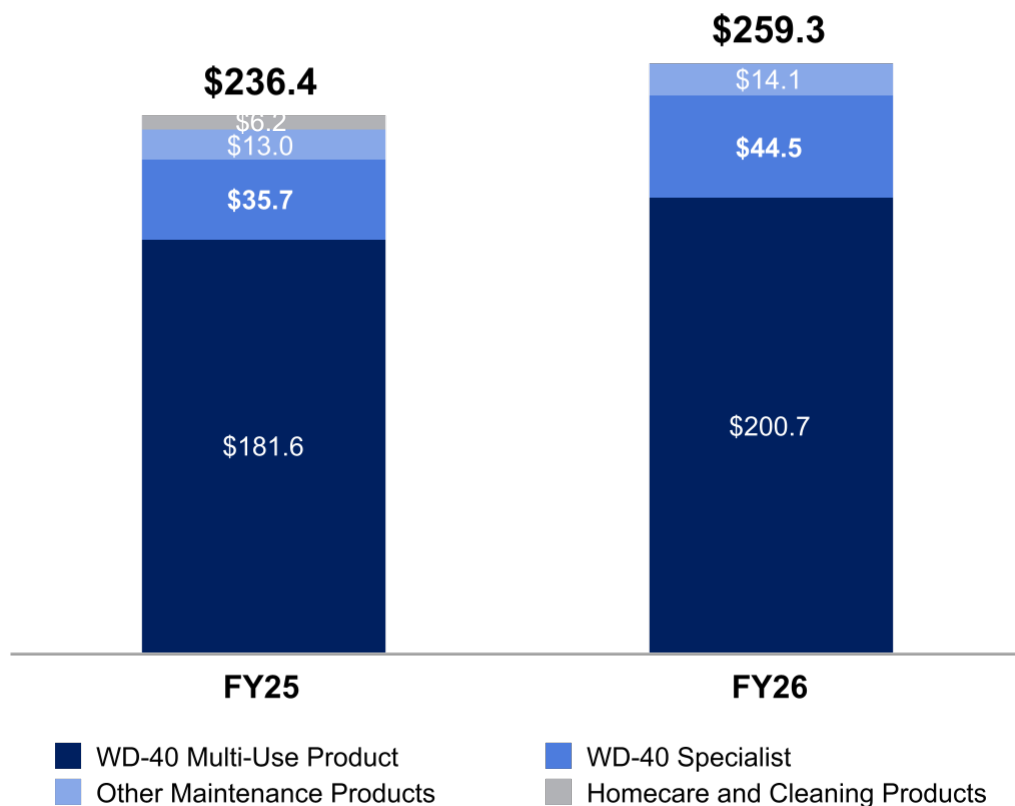
- Total reported segment sales ▲ 12%
 - Segment = 47% of global net sales
 - WD-40® Multi-Use Product sales ▲ 13%
 - WD-40 Specialist® sales ▲ 15%
 - In non-GAAP constant currency sales ▲ 11%
- Maintenance product (MP) sales:
 - U.S. MP sales ▲ 14%
 - Latin America MP sales ▲ 13%
 - Canadian MP sales ▲ 11%

Table notes and general definitions

1. Americas segment includes the United States, Latin America and Canada.
2. Net sales total may not aggregate due to rounding.

EIMEA Segment

EIMEA Net Sales (in millions)



EIMEA – FY25 vs. FY26

- Total reported segment sales ▲ 10%
 - Segment = 38% of global net sales
 - WD-40® Multi-Use Product sales ▲ 10%
 - WD-40 Specialist® sales ▲ 25%
 - In non-GAAP constant currency sales ▲ 3%
- Maintenance product (MP) sales:
 - EIMEA MP sales ▲ 13%
 - In non-GAAP CC EIMEA MP sales ▲ 6%
- Homecare and cleaning product sales:
 - FY26 revenue was \$0, reflecting the sale of the HCCP business. Prior year sales were \$6.2 million.

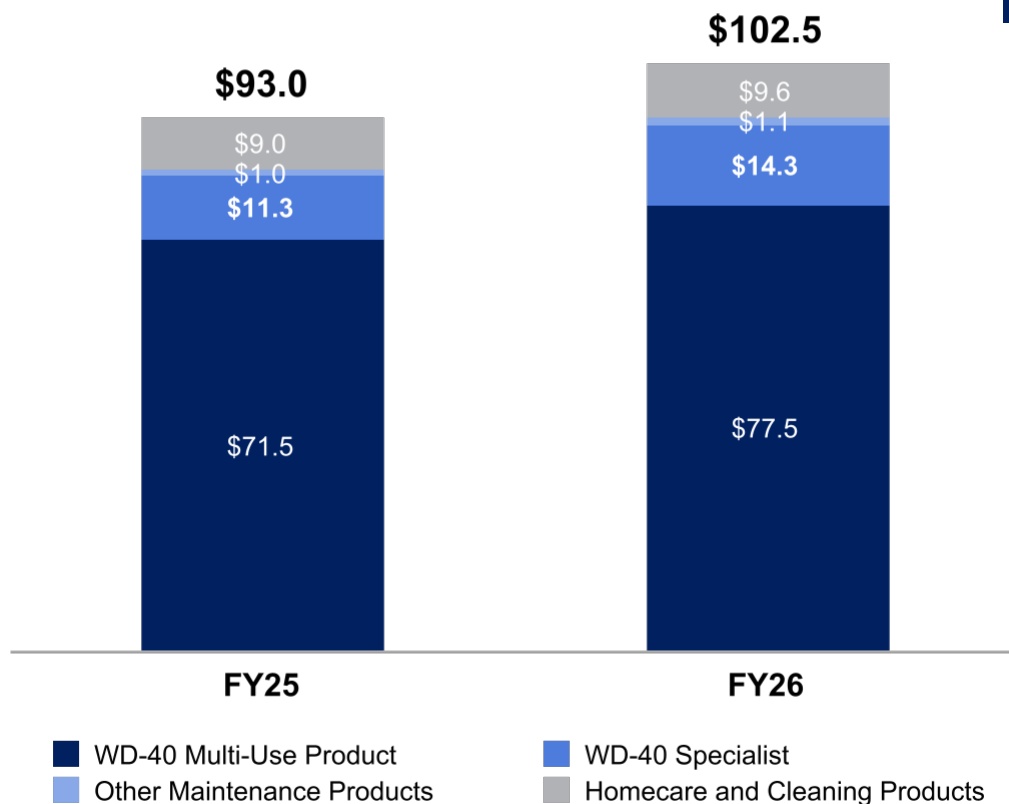
Table notes and general definitions

1. EIMEA segment includes Europe, India, the Middle East, and Africa.
2. Net sales total may not aggregate due to rounding.
3. The Company sold its homecare and cleaning product brands in the EIMEA segment during the fourth quarter of fiscal year 2025. These brands are included in fiscal 2025 financial results but are not included in fiscal 2026 financial results.



Asia-Pacific Segment

Asia-Pacific Net Sales (in millions)



Asia-Pacific – FY25 vs. FY26

- Total reported Asia-Pacific sales ▲ 10%
 - Segment = 15% of global net sales
 - WD-40® Multi-Use Product sales ▲ 8%
 - WD-40 Specialist® sales ▲ 26%
 - In non-GAAP constant currency sales ▲ 8%
- Maintenance product (MP) sales:
 - Australia MP sales ▲ 12%
 - China MP sales ▲ 26%
 - Asia distributor market MP sales (No change)

Table notes and general definitions

1. Asia-Pacific segment includes Australia, China and other countries in the Asia region.
2. Net sales total may not aggregate due to rounding.

A man with dark, wavy hair, wearing a white long-sleeved shirt and black gloves, is focused on applying WD-40 to a metal structure. He is holding a blue and yellow WD-40 can with a red nozzle. The background is a blurred workshop or garage setting with various metal parts and tools. The image has a blue tint and a yellow horizontal line across the middle.

Q4 FY26 Results

Q4 FY26 Results

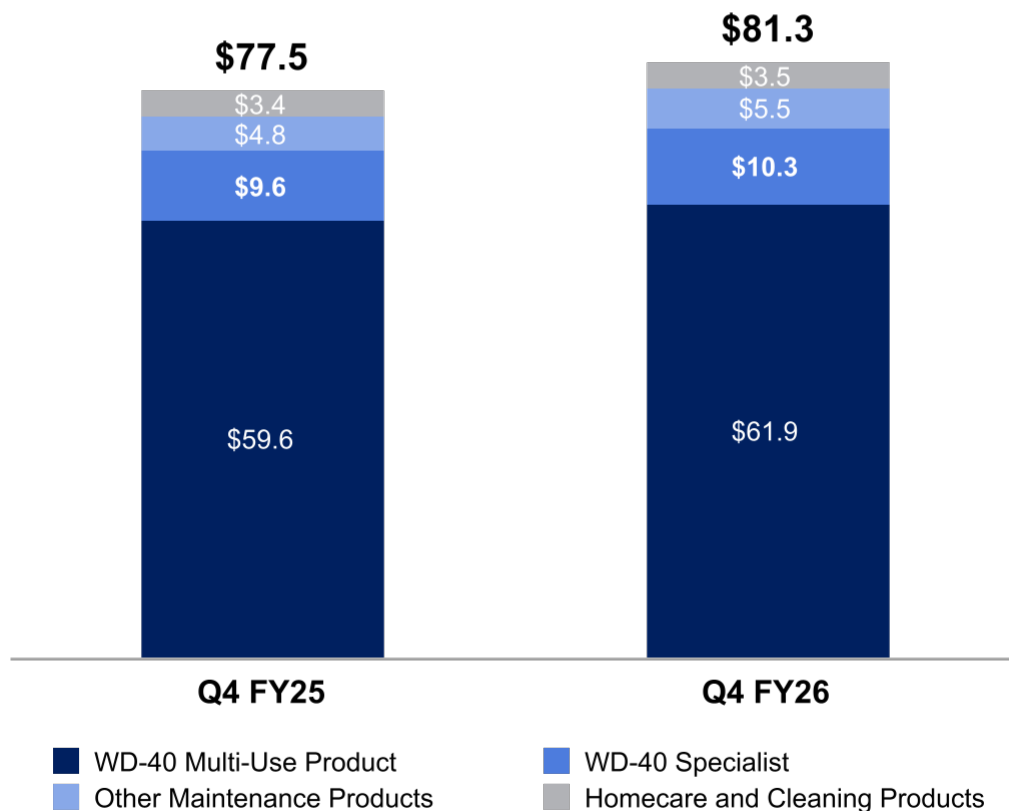
(\$M except EPS, gross margin and % change)

Financial Results	Q4 FY26	Q4 FY25	% Change
As reported			
Net Sales	\$176.8	\$163.5	8%
Gross Margin	52.8%	54.7%	-190 bps
Operating Income	\$19.1	\$28.0	-32%
Net Income	\$14.4	\$21.2	-32%
EPS (Diluted)	\$1.06	\$1.56	-32%

- Net sales of maintenance products were \$170.5 million, up 9% versus the prior year. On a non-GAAP constant currency basis, net sales of maintenance products were \$168.8 million, up 8% versus the prior year.
- Operating income, net income and diluted EPS were unfavorably impacted by:
 - Lower gross margin due to the cost environment
 - Higher SG&A, primarily from increased incentive compensation accruals
 - Higher A&P to support brand growth through promotional activities

Americas Segment

Americas Net Sales (in millions)



Americas – Q4 FY25 vs. Q4 FY26

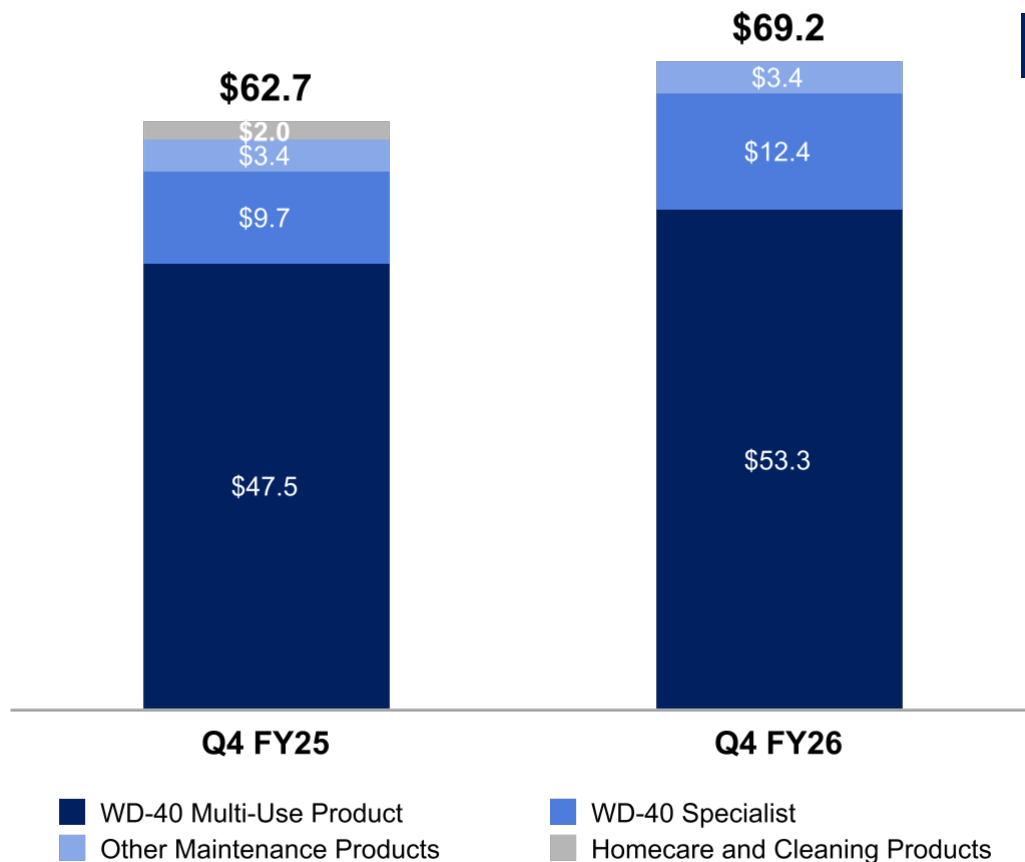
- Total reported segment sales ▲ 5%
 - Segment = 46% of global net sales
 - WD-40® Multi-Use Product sales ▲ 4%
 - WD-40 Specialist® sales ▲ 7%
 - In non-GAAP constant currency sales ▲ 4%
- Maintenance product (MP) sales:
 - U.S. MP sales (No Change)
 - Latin America MP sales ▲ 19%
 - Canadian MP sales ▲ 15%

Table notes and general definitions

1. Americas segment includes the United States, Latin America and Canada.
2. Net sales total may not aggregate due to rounding.

EIMEA Segment

EIMEA Net Sales (in millions)



EIMEA – Q4 FY25 vs. Q4 FY26

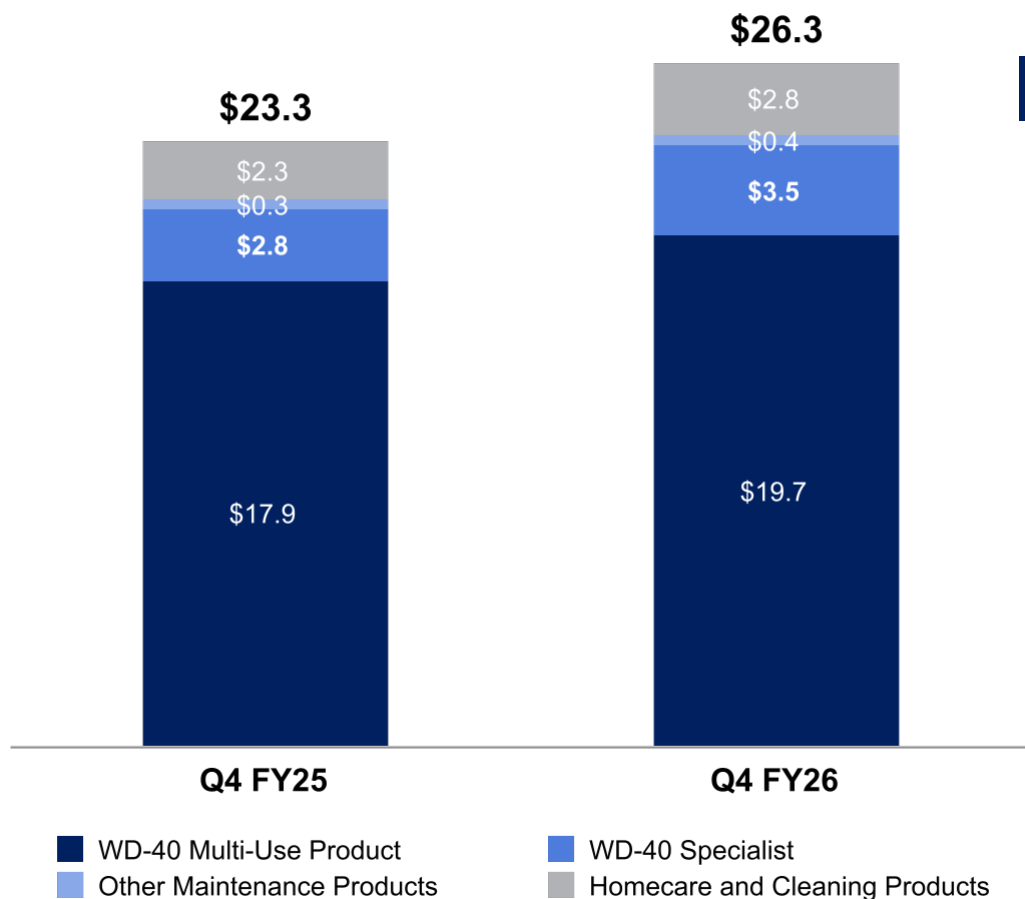
- Total reported segment sales ▲ 10%
 - Segment = 39% of global net sales
 - WD-40® Multi-Use Product sales ▲ 12%
 - WD-40 Specialist® sales ▲ 27%
 - In non-GAAP constant currency sales ▲ 10%
- Maintenance product (MP) sales:
 - EIMEA MP sales ▲ 14%
 - In non-GAAP CC EIMEA MP sales ▲ 14%
- Homecare and cleaning product sales:
 - Q4 FY26 revenue was \$0, reflecting the sale of the HCCP business. Prior year sales were \$2.0 million.

Table notes and general definitions

1. EIMEA segment includes Europe, India, the Middle East, and Africa.
2. Net sales total may not aggregate due to rounding.
3. The Company sold its homecare and cleaning product brands in the EIMEA segment during the fourth quarter of fiscal year 2025. These brands are included in fiscal 2025 financial results but are not included in fiscal 2026 financial results.

Asia-Pacific Segment

Asia-Pacific Net Sales (in millions)



Asia-Pacific – Q4 FY25 vs. Q4 FY26

- Total reported Asia-Pacific sales ▲ 13%
 - Segment = 15% of global net sales
 - WD-40® Multi-Use Product sales ▲ 10%
 - WD-40 Specialist® sales ▲ 23%
 - In non-GAAP constant currency sales ▲ 9%
- Maintenance product (MP) sales:
 - Australia MP sales ▲ 13%
 - China MP sales ▲ 41%
 - Asia distributor market MP sales ▲ 2%

Table notes and general definitions

1. Asia-Pacific segment includes Australia, China and other countries in the Asia region.
2. Net sales total may not aggregate due to rounding.

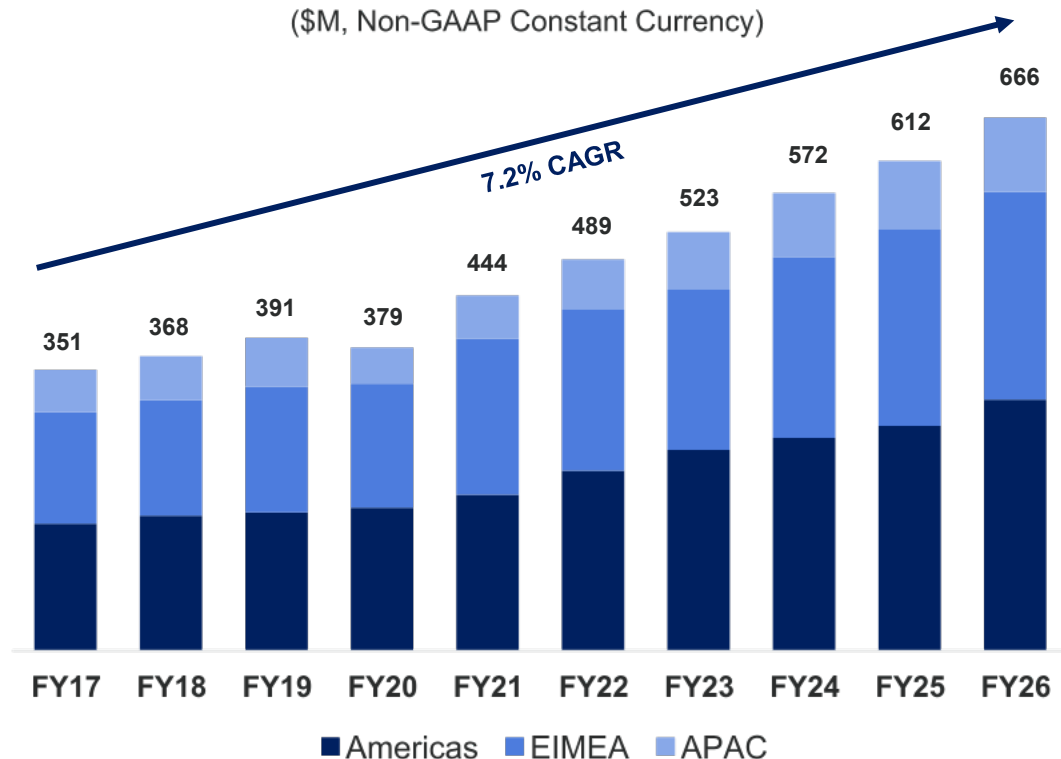


Growth Aspirations

Consistent Historical Growth with Long Runway Ahead

Maintenance Product Net Sales¹

(\$M, Non-GAAP Constant Currency)



Maintenance Products 10-year Net Sales CAGR

8.0%

EIMEA

6.9%

APAC

6.7%

AMERICAS

1) FY26 maintenance product net sales presented as reported; all prior years presented on a non-GAAP constant currency basis using FY26 foreign currency exchange rates.

See appendix for descriptions and reconciliations of this non-GAAP measure. Maintenance product net sales compound annual growth rate (CAGR) targets calculated from FY16 baseline maintenance product sales, adjusted for currency using FY26 foreign currency exchange rates, of \$331M.

Growth Targets for Maintenance Product Revenue

Non-GAAP Constant Currency

Long-Term Growth Ambition By Segment ¹

AMERICAS

CAGR Target

5-8%

47%

of FY26
Global Net Sales

EIMEA

CAGR Target

8-11%

38%

of FY26
Global Net Sales

APAC

CAGR Target

10-13%

15%

of FY26
Global Net Sales

Total Company

CAGR Target

5-9%

Our Four-by-Four Strategic Framework

Four Must-Win Battles

01

**Lead Geographic
Expansion**

02

**Accelerate
Premiumization**

03

**Drive WD-40
Specialist Growth**

04

**Turbo-Charge
Digital Commerce**

Four Strategic Enablers

01

Ensure a People-First Mindset

02

Build an Enduring Business For the Future

03

Achieve Operational Excellence in Supply Chain

04

Drive Productivity Through Enhanced Systems



Must-Win Battles – Results and Targets

Must-Win Battles FY26 Results

01

Lead Geographic Expansion

- WD-40 Multi-Use Product ▲ 11%
 - Americas ▲ 13%
 - EIMEA ▲ 10%
 - APAC ▲ 8%

02

Accelerate Premiumization

- WD-40 Smart Straw and EZ Reach products ▲ 17%

03

Drive WD-40 Specialist Growth

- WD-40 Specialist ▲ 21%
 - Americas ▲ 15%
 - EIMEA ▲ 25%
 - APAC ▲ 26%

04

Turbo-Charge Digital Commerce

- E-commerce sales of maintenance products ▲ 19%

Must-Win Battles Long-term Targets

***Estimated long-term growth opportunity
~\$1.7B¹***

Targeting CAGR of >10%

Targeting CAGR of >10%

Targeting CAGR of >10% and increased engagement online

1. Based on Industrial Value Added (IVA) / Purchase Price Parity (PPP) third-party benchmarking. WD-40 Company's estimated IVA/PPP figure is calculated using country GDP (PPP) data, which is a country's GDP converted into 'international dollars' using the PPP index, then multiplied by the country's IVA (% GDP) figure.



Enduring Business Model

Enduring Business Model Fuels Perpetual Compounding

5% to 9%

Generate Mid-to-High-Single Digit Net Sales Growth¹

55%+

Achieve Gross Margin Target

Above net sales growth

Drive Adj. EBITDA² Faster than Net Sales

1% to 2% of net sales

Low Capital Requirements



**ROIC
25%+**

**~90%
Free Cash Flow
Conversion³**

**Annual dividends
targeted at
~50%
of earnings**

1. Net sales targets apply to maintenance products only, are measured on a non-GAAP constant currency basis.
2. See the Appendix for a definition of and reconciliation to the most directly comparable GAAP measure.
3. Free cash flow is defined as cash provided by operating activities less capital expenditures. Free cash flow conversion is defined as cumulative free cash flow divided by cumulative net income over the preceding 10-year period.

Note: Enduring Business Model reflects our long-term growth expectations, which may not always align with short-term trends and results. Quarterly and annual results may vary.

Gross Margin Detail – FY26

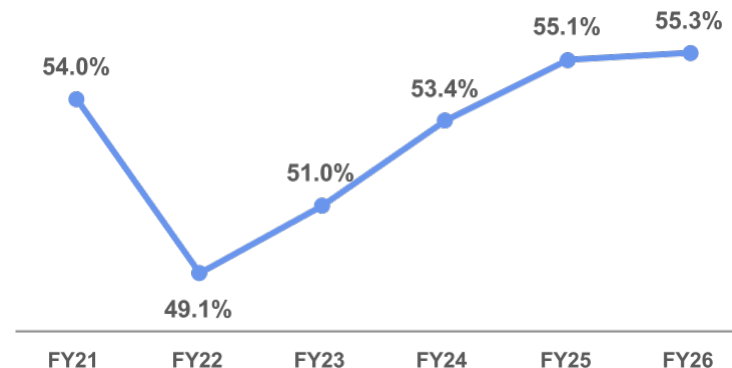
Gross Margin vs. Prior Year	
<u>FY26</u>	<u>FY25</u>
55.3%	55.1%

Gross margin increased by 20 basis points over prior year primarily due to the following impacts:

Gross Margin Drivers	Change vs. Prior Year (bps)
Increases in average selling prices	+80
Higher specialty chemical, components, and raw material costs	-80

Gross Margin by Trade Bloc		
	<u>FY26</u>	<u>Change vs Prior Year</u>
Americas	53.0%	+90
EIMEA	57.7%	+40
Asia-Pacific	56.6%	-210

Gross Margin Trend



Actions to improve gross margin:

- Premiumization
- Geographic expansion and market mix
- Product mix
- Cost optimization
- Tactical price increases

Gross Margin Detail – Q4 FY26

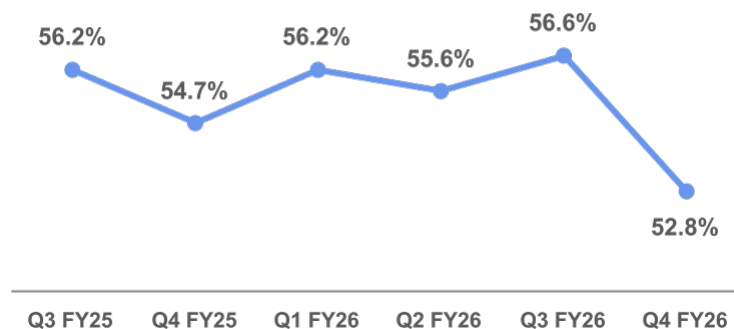
Gross Margin vs. Prior Year	
<u>Q4 FY26</u>	<u>Q4 FY25</u>
52.8%	54.7%

Gross margin decreased by 190 basis points over prior year period primarily due to the following impacts:

Gross Margin Drivers	Change vs. Prior Year (bps)
Higher specialty chemical, components, and raw material costs	-370
Lower costs of aerosol cans and fill fees	+170

Gross Margin by Trade Bloc		
	<u>Q4 FY26</u>	<u>Change vs Prior Year</u>
Americas	49.6%	-360
EIMEA	57.4%	+90
Asia-Pacific	54.6%	-370

Gross Margin Trend



Actions to improve gross margin:

- Cost optimization
- Tactical price increases
- Premiumization
- Geographic expansion and market mix
- Product mix



FY 2027 Guidance

Fiscal Year 2027 Guidance

Sales Growth <i>(Non-GAAP Constant Currency)</i>	Between 4% and 7%
Net Sales <i>(Non-GAAP Constant Currency)</i>	Between \$715 and \$735 million
Gross Margin	Between 54.0% and 55.5%
A&P Investment	Around 6% of net sales
Operating Income	Between \$114 and \$120 million <i>Between 5% to 10% over 2026 results</i>
Provision For Income Tax	Between 22.5% and 23.5%
Diluted EPS	Between \$6.40 and \$6.70 (Based on 13.4M shares outstanding) <i>Between 5% to 10% over 2026 results</i>

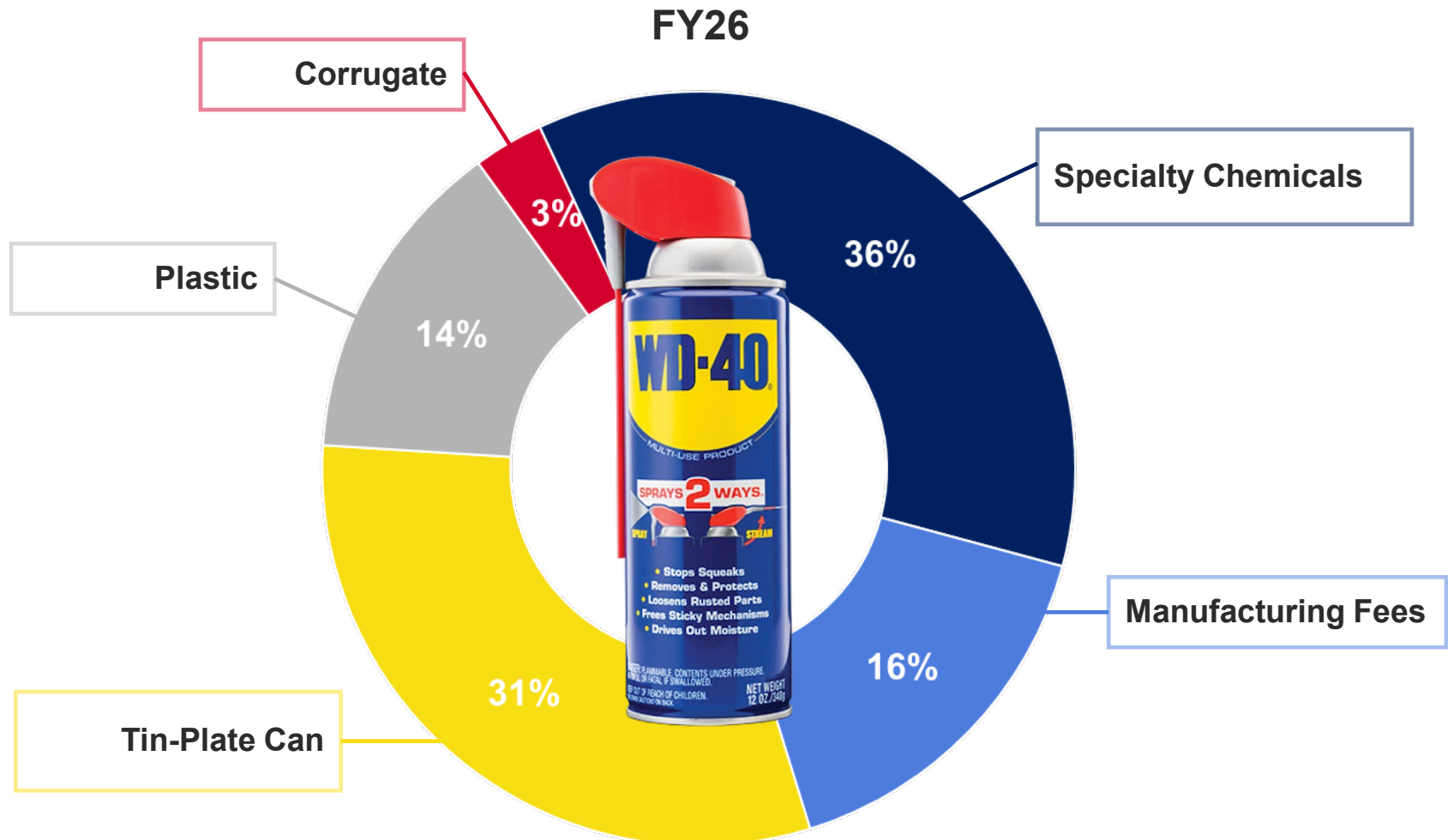
As of October 21, 2026, this guidance is expressed in good faith and is based on management's current view of anticipated results. It assumes no material changes in the current economic environment and that crude oil prices remain near current levels through the first half of fiscal 2027 before moderating in the second half. Unanticipated inflationary pressures or other unforeseen events may affect the Company's financial results. Net sales presented on a non-GAAP constant currency basis use weighted average fiscal year 2026 foreign currency exchange rates.



Appendix

What Makes Up the Cost of a Can?

Approximate cost breakdown of a typical can of
WD-40® Multi-Use Product manufactured in the United States



Sales Impact – Consolidated Net Sales Changes

Changes from Prior Year Fiscal Period

(\$ in millions)

Price, Volume and FX Impact	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Year to Date
Increase in average selling price ⁽¹⁾	\$1.7	\$2.8	\$—	\$3.5	\$8.0
Increase (decrease) in sales volume ⁽¹⁾	(2.6)	5.0	32.1	9.9	44.4
Decrease in sales volume due to sale of HCCP ⁽²⁾	(1.6)	(1.5)	(1.1)	(2.0)	(6.2)
Currency impact on current period	3.4	9.3	7.2	1.9	21.8
Increase in net sales	\$0.9	\$15.6	\$38.2	\$13.3	\$68.0

1. Management's estimates of changes in net sales attributable to volumes and the average selling price of our products are impacted by differences in sales mix related to products, markets and distribution channels from period to period.

2. The Company sold its homeware and cleaning product brands in the EIMEA segment during the fourth quarter of fiscal year 2025. These brands are included in fiscal 2025 financial results but are not included in fiscal 2026 financial results.

Foreign Currency Translation Impact or “Constant Currency” – FY26

(\$ in millions; except EPS and % change)

Financial Results	FY26	FY25	% Change
As reported			
Net Sales	\$688.0	\$620.0	11%
Operating Income	\$108.9	\$103.8	5%
Net Income	\$82.3	\$91.0	-10%
EPS (Diluted)	\$6.08	\$6.69	-9%

(\$ in millions; except EPS and % change)

Financial Results	FY26 CC ⁽¹⁾	FY25	% Change
Net Sales	\$666.2	\$620.0	7%
Operating Income	\$104.6	\$103.8	1%
Net Income	\$78.9	\$91.0	-13%
EPS (Diluted)	\$5.86	\$6.69	-12%

1. FY26 results translated at FY25 foreign currency exchange rates. See appendix for descriptions and reconciliations of these non-GAAP measures.

Note: Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Foreign Currency Translation Impact or “Constant Currency” – Q4 FY26

(\$ in millions; except EPS and % change)

Financial Results	Q4 FY26	Q4 FY25	% Change
As reported			
Net Sales	\$176.8	\$163.5	8%
Operating Income	\$19.1	\$28.0	-32%
Net Income	\$14.4	\$21.2	-32%
EPS (Diluted)	\$1.06	\$1.56	-32%

(\$ in millions; except EPS and % change)

Financial Results	Q4 FY26 CC ⁽¹⁾	Q4 FY25	% Change
Net Sales	\$174.9	\$163.5	7%
Operating Income	\$19.0	\$28.0	-32%
Net Income	\$14.4	\$21.2	-32%
EPS (Diluted)	\$1.07	\$1.56	-31%

1. FY26 results translated at FY25 foreign currency exchange rates. See appendix for descriptions and reconciliations of these non-GAAP measures.

Note: Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Non-GAAP Reconciliation - FY26

This presentation contains certain non-GAAP (generally accepted accounting principles in the United States of America) measures, that management believes provide our stockholders with additional insights into WD-40 Company's results of operations and how it runs its business. Adjusted EBITDA is defined as net income before interest, income taxes, depreciation, amortization of definite-lived intangible assets, and cloud computing amortization. Cloud computing amortization is included in cost of doing business and Adjusted EBITDA calculations. Cloud computing amortization is recognized in selling, general and administrative expenses in the Company's condensed consolidated statements of operations. Reconciliations of these non-GAAP financial measures to the WD-40 Company financials as prepared under U.S. GAAP are as follows:

Adjusted EBITDA:

Net income – GAAP

Provision for income taxes

Interest income

Interest expense

Amortization ⁽¹⁾⁽²⁾

Depreciation ⁽²⁾

Adjusted EBITDA

Net sales

Adjusted EBITDA as a percentage of net sales – non-GAAP

Fiscal year ended August 31, 2026

	2026	2025
\$	82,346	\$ 90,994
	24,153	10,632
	(671)	(517)
	2,774	3,441
	4,013	2,254
	8,174	7,622
\$	<u>120,789</u>	<u>\$ 114,426</u>
\$	687,993	\$ 619,985
	18 %	18 %

1. Includes amortization of definite-lived intangible assets and cloud computing amortization.

2. Includes amortization and depreciation presented in both cost of products sold and operating departments.

Note: Percentages may not aggregate to Adj. EBITDA percentage due to rounding and because amounts recorded in other income (expense), net on the Company's consolidated statement of operations are not included as an adjustment to earnings in the Company's Adj. EBITDA calculation.

Non-GAAP Reconciliation - Q4FY26

This presentation contains certain non-GAAP (generally accepted accounting principles in the United States of America) measures, that management believes provide our stockholders with additional insights into WD-40 Company's results of operations and how it runs its business. Adjusted EBITDA is defined as net income before interest, income taxes, depreciation, amortization of definite-lived intangible assets, and cloud computing amortization. Cloud computing amortization is included in cost of doing business and Adjusted EBITDA calculations. Cloud computing amortization is recognized in selling, general and administrative expenses in the Company's condensed consolidated statements of operations. Reconciliations of these non-GAAP financial measures to the WD-40 Company financials as prepared under U.S. GAAP are as follows:

Adjusted EBITDA:

Net income – GAAP

Provision for income taxes
Interest income
Interest expense
Amortization ⁽¹⁾⁽²⁾
Depreciation ⁽²⁾

Adjusted EBITDA

Net sales

Adjusted EBITDA as a percentage of net sales – non-GAAP

Three Months Ended August 31,

	2026	2025
	\$ 14,361	\$ 21,241
	4,121	6,228
	(182)	(159)
	666	660
	847	467
	2,116	1,659
	<u>\$ 21,929</u>	<u>\$ 30,096</u>
	\$ 176,780	\$ 163,471
	12 %	18 %

1. Includes amortization of definite-lived intangible assets and cloud computing amortization.

2. Includes amortization and depreciation presented in both cost of products sold and operating departments.

Note: Percentages may not aggregate to Adj. EBITDA percentage due to rounding and because amounts recorded in other income (expense), net on the Company's consolidated statement of operations are not included as an adjustment to earnings in the Company's Adj. EBITDA calculation.

Non-GAAP Reconciliation - FY26

This presentation contains certain non-GAAP (generally accepted accounting principles in the United States of America) measures, that management believes provide our stockholders with additional insights into WD-40 Company's results of operations and how it runs its business. During the second quarter of fiscal year 2025, the Company released an uncertain tax position that generated a favorable income tax adjustment of \$11.9 million, which Includes the tax impact on adjustment. During the third quarter of fiscal year 2026, we reassessed the classification of our homecare and cleaning product businesses in the Americas segment previously recorded as held for sale. These items are infrequent in nature and not reflective of the underlying operational results of our business. We have included non-GAAP measures of Adjusted Net Income and Adjusted EPS which adjust for the impacts associated with the expenses related to amounts of amortization to reclassify held for sale assets to held for use. Reconciliations of these non-GAAP financial measures to the WD-40 Company financials as prepared under U.S. GAAP are as follows:

Adjusted Net Income:

Net Income - GAAP

Release of Uncertain Tax Position - Tax Cut and Jobs Act

Amortization related to reclassification of held for sale assets

Adjusted Net Income - non-GAAP

Fiscal year ended August 31, 2026

	2026	2025
	\$ 82,346	\$ 90,994
	—	(11,929)
	1,343	—
	<u>\$ 83,689</u>	<u>\$ 79,065</u>

Adjusted EPS:

Diluted EPS - GAAP

Amortization related to reclassification of held for sale assets

Adjusted Diluted EPS - non-GAAP

	\$ 6.08	\$ 6.69
	0.10	(0.87)
	<u>\$ 6.18</u>	<u>\$ 5.82</u>

Non-GAAP Reconciliation

In order to show the impact of changes in foreign currency exchange rates on our results of operations, we have included currency adjusted disclosures, where necessary, in this presentation. Currency adjusted disclosures represent the translation of our current fiscal year revenues from the functional currencies of our subsidiaries to U.S. Dollars using the exchange rates in effect for the corresponding period of the prior fiscal year. Results on a currency adjusted basis are not in accordance with accounting principles generally accepted in the United States of America ("non-GAAP") and should be considered in addition to, not as a substitute for, results prepared in accordance with U.S. GAAP. We use results on a currency adjusted basis as one of the measures to understand our net sales results and evaluate our performance in comparison to prior periods in order to enhance the visibility of the underlying business trends, excluding the impact of translation arising from foreign currency exchange rate fluctuations. Management believes this non-GAAP financial measure provides investors with additional financial information that should be considered when assessing our underlying business performance and trends. However, reference to currency adjusted basis should not be considered in isolation or as a substitute for other financial measures calculated and presented in accordance with U.S. GAAP.

U.S GAAP to Currency Adjusted (Non-GAAP) Reconciliation FY26 Weighted Average Foreign Exchange Rates Applied to Prior Year Net Sales (in millions)

	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
MP Net Sales U.S. GAAP	\$ 342.3	\$ 372.4	\$ 386.6	\$ 369.4	\$ 448.8	\$ 485.3	\$ 503.6	\$ 558.0	\$ 591.0	\$ 665.9
Favorable (Unfavorable) Impact using Fiscal Year Rates	\$ 8.6	\$ (3.9)	\$ 5.1	\$ 9.8	\$ (4.4)	\$ 3.2	\$ 20.0	\$ 14.4	\$ 20.5	\$ —
MP Net Sales – Non-GAAP (using Fiscal Year rates) ¹	\$ 350.9	\$ 368.5	\$ 391.8	\$ 379.2	\$ 444.5	\$ 488.5	\$ 523.5	\$ 572.4	\$ 611.4	\$ 665.9

1. Changes in foreign currency exchange rates impact year-over-year changes in net sales. FY25 maintenance product ("MP") net sales presented as reported; all years prior to FY25 presented on a currency adjusted basis using weighted average FY25 foreign currency exchange rates to translate such prior years' local currency results.

