



Badger Meter

Third Quarter 2026 Financial Results

October 22, 2026



Badger Meter





Forward Looking Statements

Certain statements contained in this presentation as well as other information provided from time to time by Badger Meter, Inc. (the “Company”) or its employees, may contain forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from those statements. The words “anticipate,” “believe,” “estimate,” “expect,” “think,” “should,” “could” and “objective” or similar expressions are intended to identify forward looking statements. All such forward looking statements are based on the Company’s then current views and assumptions and involve risks and uncertainties. The Company’s results are subject to its ability to develop and manufacture technologically advanced products that are accepted by the market, supply chain risk, legal and regulatory risks, political and general economic risks, risks related to doing business in foreign countries, including foreign currency risk, competition for skilled employees, material and labor cost increases, competitive pricing and operating efficiencies, the effects of climate change, cybersecurity attacks and disruptions to our information technology and the successful integration of acquisitions. See the Company’s Form 10-K filed with the SEC for further information regarding risk factors, which are incorporated herein by reference. The Company disclaims any obligation to publicly update or revise any forward-looking statements as a result of new information, future events or any other reason.

In this presentation certain non-GAAP financial measures may be used. Please see the supplemental financial schedules at the end of this presentation for a reconciliation to the appropriate GAAP measure.

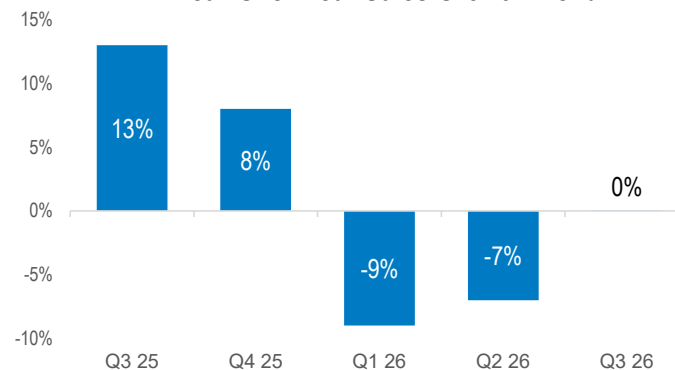


Third Quarter 2026 Results Improved Sequentially as Anticipated; Long-Term Demand Outlook Remains Intact

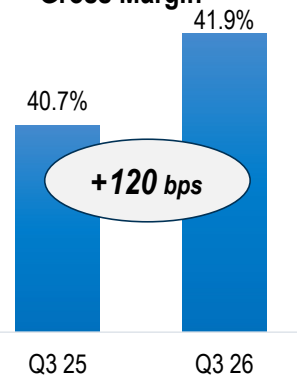
- Sales of \$235.9M were consistent with prior year and increased 6% sequentially, as expected, due primarily to awarded utility projects commencing / ramping initial deployments. Excluding UDLive, sales declined 2% y-o-y.
- Operating earnings increased 4% y-o-y to \$47.7M, with operating profit margins of 20.2% versus 19.6% in Q3 2025. Base operating earnings increased 4% y-o-y, with Base operating profit margins of 20.9%.
- Diluted EPS of \$1.24, up from \$1.19 in Q3 2025.
- Quarterly free cash flow of \$40.3 million.

¹ Adjusted metrics ("Base") are non-GAAP measures excluding the results of UDLive acquired May 1, 2026. See appendix for reconciliations of these GAAP to non-GAAP measures.

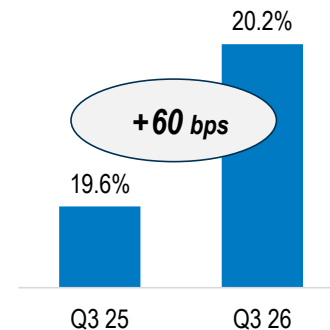
Year-Over-Year Sales Growth Trend



Gross Margin



Operating Profit Margin





Strong Gross Margin and Benefit of Cost Actions Drive Profitability Expansion

(US\$ in millions, except per share data)	<u>2026 Q3</u>	<u>2025 Q3</u>	<u>Change</u>
Sales	\$ 235.9	\$ 235.7	0.1%
Gross Margin	98.8 41.9%	95.8 40.7%	3.1% 120 bps
SEA	51.1 21.7%	49.8 21.1%	2.6% 60 bps
Op Income	47.7 20.2%	46.1 19.6%	3.5% 60 bps
Income Tax Rate	25.1%	26.1%	
EBITDA	58.0 24.6%	54.8 23.3%	5.8% 130 bps
EPS	1.24	1.19	4.2%
Free Cash Flow	\$ 40.3	\$ 48.2	-16.4%

See appendix for reconciliation of GAAP to Non-GAAP measures

- Utility water sales flat to prior year Q3, excluding UDLive decreased 3%, due to uneven project pacing
- Flow instrumentation sales improved 2% with growth in water-related markets
- Gross margins improved 120 bps on favorable structural mix
- SEA increased \$1.3M y-o-y with addition of UDLive, including related intangible asset amortization, offset by tight spending controls and lower incentive compensation
- Robust free cash flow; lower y-o-y on higher cash taxes



OneNetwork™ Software Platform Launched at WEFTEC 2026; Customer ENGAGE Hosted in Milwaukee

Launch of OneNetwork:

- Creates a unified, real-time view of AMI, network monitoring, water quality and SCADA data
- Enables utilities to identify issues and respond faster with alerts, advanced analytics and integrated workflows
- Improves operational efficiency and decision making across water distribution and wastewater collection networks
- Enhances the value of infrastructure investments while further connecting Badger Meter's BlueEdge® portfolio



ENGAGE - Dynamic customer community designed to:

- Foster collaboration and engagement among our customers
- Provide a forum to discuss innovation, current and future issues faced and share use cases and lessons learned
- Hosted in Milwaukee over the past 3 days, including nearly 70 current and prospective customers and distributors



Our Value Creation Process is Straightforward and is Supported by Our Competitive Advantages within an Attractive Water Sector

- Durable macro trends support long-term digitization
- Demonstrated outcomes drive adoption
- Durable competitive advantages including Cellular AMI

Constructive Industry Backdrop



- Market leader with expanding hardware-enabled software offerings
- Above market Cellular AMI adoption
- Beyond the Meter extensions
- Growing SaaS

Long Growth Runway



- Strong cash flow and borrowing capacity
- Early phases of organic and inorganic strategic portfolio evolution

Growth-Focused Investments



- Differentiated Cellular AMI expertise
- Positive structural sales mix and SEA leverage drive margins

Differentiated Execution



- Values-driven
- Customer-focused execution
- Continuous improvement focus across enterprise

Exceptional Team





Questions

For your planning purposes, Badger Meter Q4 2026 earnings are tentatively scheduled for January 28, 2027



Badger Meter



GAAP To Non-GAAP Reconciliations

Adjusted “Base” Results

(US\$ in millions; results unaudited)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2026	UDlive	Base	2026	UDlive	Base
Net sales	\$ 235.9	\$ 5.6	\$ 230.3	\$ 660.5	\$ 7.7	\$ 652.9
Selling, engineering and administration	51.1	2.3	48.8	151.7	4.1	147.6
Operating earnings (loss)	47.7	(0.3)	48.0	122.3	(1.5)	123.8
<i>Operating margin %</i>	<i>20.2%</i>		<i>20.9%</i>	<i>18.5%</i>		<i>19.0%</i>

* UDlive results are included from the date of acquisition of May 1, 2026

** UDlive amortization was \$1.2M and \$2.0M for the three and nine months ended September 30, 2026, respectively, and reported as part of selling, engineering and administration expense

*** UDlive results include \$0.5M and \$0.7M for the three and nine months ended September 30, 2026, respectively, of inventory step-up amortization associated with acquisition accounting



GAAP To Non-GAAP Reconciliations

EBITDA

(US\$ in millions)

	<u>Q3 2026</u>	<u>Q3 2025</u>	<u>YTD 2026</u>	<u>YTD 2025</u>
Net Earnings (GAAP)	\$35.9	\$35.1	\$93.0	\$108.1
Interest income	(0.2)	(1.3)	(1.6)	(3.6)
Income tax provision	12.1	12.4	31.0	35.9
Depreciation	2.6	2.6	8.3	8.3
Amortization	<u>7.6</u>	<u>6.0</u>	<u>20.8</u>	<u>17.5</u>
EBITDA	\$58.0	\$54.8	\$151.5	\$166.2

Free Cash Flow

(US\$ in millions)

	<u>Q3 2026</u>	<u>Q3 2025</u>
Cash from Ops (GAAP)	\$43.3	\$51.3
Capital Expenditures	<u>(3.0)</u>	<u>(3.1)</u>
Free Cash Flow	\$40.3	\$48.2

	<u>YTD 2026</u>	<u>YTD 2025</u>
Cash from Ops (GAAP)	\$103.9	\$128.9
Capital Expenditures	<u>(12.3)</u>	<u>(10.0)</u>
Free Cash Flow	\$91.6	\$118.9