



BURNHAM HOLDINGS
PERFORMANCE PROVEN • TECHNOLOGY FORWARD

2021 Virtual Stockholders Meeting

WELCOME

Meeting Will Begin at 11:30 ET

April 26, 2021
OTC: BURCA

vote@burnhamholdings.com

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Doug Brossman

Chief Executive Officer

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Cautionary Statements

Statements in this presentation that are not historical are “forward-looking statements” and are subject to change. These statements are subject to risks and uncertainties that could cause the Company’s actual operating results to differ materially from those contemplated by the forward-looking statements. Certain non-GAAP financial measures may also be used. For further information on risk factors affecting the Company’s business, or reconciliation to appropriate GAAP measures, please refer to our most recent annual and quarterly reports available on our website at www.burnhamholdings.com. The company expressly disclaims any obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

Burnham Holdings, Inc. (“BHI”) is a holding company owning multiple, separate subsidiaries that each do business in the HVAC industry. All products, services and related activities referred to herein are the products, services and related activities of the applicable subsidiary, and not of BHI.



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2020 Financial Highlights:

- **Net Sales were \$187.5mm, off \$24.8mm or 12% versus 2019**
 - Residential sales off 10%
 - Commercial sales off 15%
- **Net income was \$6.5 mm, or \$1.43/sh.**
 - Net Income off \$2.2mm versus 2019
- **Dividends of \$0.88 per share**
- **Year end Debt of \$19mm was \$4mm higher than 2019**



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First Quarter Results

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------------------------|----------|----------|----------|--------|----------|-----------------|
| Net Sales (\$mm) | \$33.2 | \$35.6 | \$40.8 | \$45.5 | \$37.0 | \$44.0 |
| Net Income (\$mm) | (\$1.1) | (\$0.9) | (\$0.2) | \$0.9 | (\$1.1) | (\$0.58) |
| EPS | (\$0.25) | (\$0.19) | (\$0.05) | \$0.19 | (\$0.24) | (\$0.13) |
| Dividend/SH (Mar 2021) | \$0.22 | \$0.22 | \$0.22 | \$0.22 | \$0.22 | \$0.22 |

- First Quarter Net sales of \$44.0mm, up \$7mm, or 19%
 - Residential Product Sales up 30%
 - Commercial Product Sales off 10%
- Net loss for the quarter of \$0.58 mm was \$0.5mm improvement versus 2020.

**Markets Rebounding From Covid Pandemic Impacts as
Product Demand Returns**

- **Retiring from Board after 15 Years of Service**
 - 1 year as Chairman of the Board
 - Served on Audit & Risk and Nominating Committees



Thank You for Your Numerous Contributions

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Thank You For Attending

Meeting Has Concluded

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