

POSITIVE PERFORMANCE



Company Profile

Graham is a global business that designs, manufactures and sells critical equipment for the energy, defense and chemical/petrochemical industries. Energy markets include oil refining, cogeneration, nuclear and alternative power. For the defense industry, the Company's equipment is used in nuclear propulsion power systems for the U.S. Navy. Graham's global brand is built upon its world-renowned engineering expertise in vacuum and heat transfer technology, responsive and flexible service, and unsurpassed quality.

Graham designs and manufactures custom-engineered ejectors, vacuum pumping systems, surface condensers and vacuum systems. The Company is also a leading nuclear code accredited fabrication and specialty machining company. Sold either as components or complete system solutions, the principal markets for the Company's equipment include:

- Refining
- Chemical/Petrochemical
- Power
- Defense and Other Industrial

Graham equipment can also be found in diverse product applications, such as:

- Refrigeration
- Water Heating
- Metal Refining
- Food Processing
- Pharmaceutical
- Pulp and Paper Processing
- Shipbuilding
- HVAC
- Desalination
- Alternative Energy

For nearly 80 years, Graham has built a reputation for top quality, reliable products, and high standards of customer service. Its equipment is installed in facilities from North and South America to Europe, Asia, Africa, and the Middle East.

Graham Vision and Strategy

Graham's vision is to be a world-class leader in the design and manufacture of engineered-to-order products for the energy markets with a goal to grow organic revenue to exceed \$200 million:

- Leveraging capacity to capture market share
- Expanding predictable base business including nuclear market MRO, U.S. Navy, aftermarket and short-cycle products
- Acquiring engineered-to-order product companies to expand geographically and/or diversify products
- Cultivating new markets, such as gas-to-liquids
- Maintaining margins through engineering and manufacturing operational efficiency improvements
- Maintaining a strong balance sheet through aggressive cash management

Investment Considerations

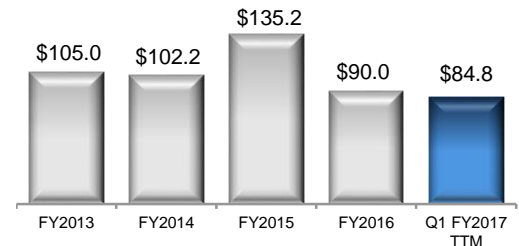
- Expected long-term global energy demand growth driving opportunities
- Leading market position and worldwide brand recognition
- Sales model based on early engineering involvement
- Expanding addressable market opportunities
- Strong and flexible balance sheet
- Acquisition opportunities
- Results-oriented management team
- Top quartile financial performance
- Solid operating leverage and powerful cash generation

Market Data

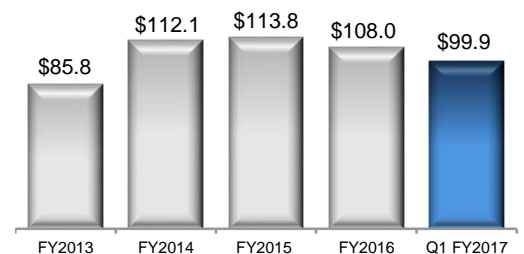
Recent price	\$18.55	Market capitalization (millions)	\$180.2
52-week range	\$14.39 - \$21.09	Common shares outstanding (at 7/27/16; in millions)	9.7
Average daily volume (3 months; in thousands)	22.4	Institutional ownership	79.8%

Market data as of July 27, 2016 (Source: Bloomberg); ownership as of most recent filing

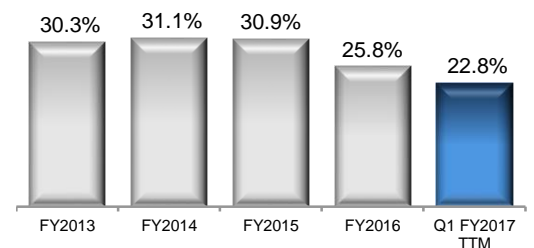
Sales (in millions)



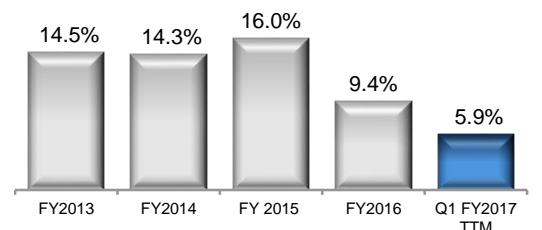
Backlog (in millions)



Gross Profit Margin



Operating Margin



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Financial Highlights

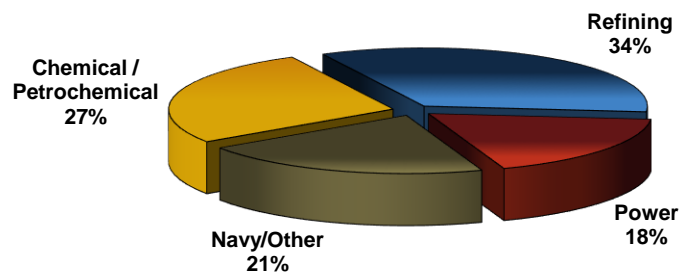
(in thousands except per share data)

	Three Months Ended June 30,		Fiscal Year Ended March 31,		
	2016	2015	2016	2015	2014
Sales	\$ 22,365	\$ 27,617	\$ 90,039	\$ 135,169	\$ 102,218
Gross profit	4,111	8,037	23,255	41,804	31,812
Selling, general and administrative	3,656	4,638	16,565	18,512	17,195
Restructuring charge	555	-	-	1,718	-
Other income	-	-	(1,789)	-	-
Net interest income	(85)	(49)	(251)	(178)	(93)
Income before taxes	(15)	3,448	8,730	21,752	14,710
Net income	85	2,361	6,131	14,735	10,145
Diluted earnings per share	\$ 0.01	\$ 0.23	\$ 0.61	\$ 1.45	\$ 1.00
Weighted average shares outstanding – diluted	9,680	10,161	9,983	10,143	10,104
Gross margin	18.4 %	29.1%	25.8%	30.9%	31.1%
Operating margin	(0.4)%	12.3%	9.4%	16.0%	14.3%
Net margin	0.4 %	8.5%	6.8%	10.9%	9.9%

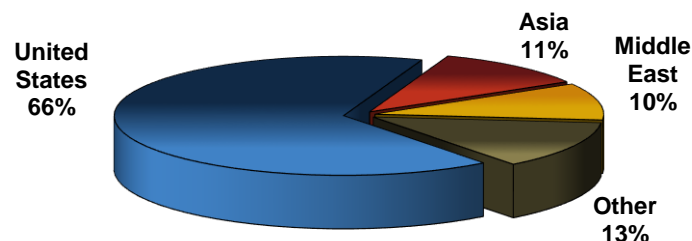
(in thousands)

	June 30, 2016	March 31, 2016	March 31, 2015	March 31, 2014
Cash and investments	\$ 67,705	\$ 65,072	\$ 60,271	\$ 61,146
Current assets	108,137	102,730	111,047	96,788
Other assets	39,906	40,401	42,956	44,183
Total assets	148,043	143,131	154,003	140,971
Current liabilities	33,403	27,923	30,163	26,110
Capital lease obligations, excluding current portion	147	157	98	136
Other liabilities	5,826	5,671	7,191	8,817
Stockholders' equity	108,667	109,380	116,551	105,908
Total liabilities and stockholders' equity	148,043	143,131	154,003	140,971

Revenue by Industry



Revenue by Geographic Market



Q1 FY 2017 TTM Revenue: \$84.8 Million

First Quarter Fiscal 2017 Highlights

- Net sales in the first quarter of fiscal 2017 were \$22 million, down 19%, impacted by persistent weak market conditions
- Net income was \$0.1 million or \$0.01 per share; excluding a \$0.4 million, nonrecurring restructuring charge, adjusted net income was \$0.5 million, or \$0.05 per share
- Further cost reductions, including a 10% headcount reduction, were implemented to reduce annual operating costs by an estimated \$2.7 million, \$2.0 million of which is expected to be realized in fiscal 2017
- Backlog of \$100 million at quarter end continues to reflect strength of diversification strategy
- Expecting fiscal 2017 revenue to be between \$80 million and \$95 million, gross margin between 24% and 26%

The above contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements are subject to risks, uncertainties and assumptions and can be identified by words such as "expects," "estimates," "projects," "anticipates," "believes," "could," and other similar words and expressions. All statements addressing operating performance, events, or developments that Graham expects or anticipates will occur in the future, including but not limited to, statements relating to anticipated revenue, profit margins, foreign operations, Graham's strategies, the effectiveness of automation, Graham's ability to improve its cost competitiveness, customer preferences, changes in market conditions in the industries in which it operates, changes in economic conditions and customer behavior are forward-looking statements and they should be evaluated in light of important risk factors and uncertainties. These risk factors and uncertainties are more fully described in Graham's most recent Annual and Quarterly Reports filed with the Securities and Exchange Commission, included under the heading entitled "Risk Factors." Should one or more of these risks or uncertainties materialize, or should any of Graham's underlying assumptions prove incorrect, actual results may vary materially from those currently anticipated. Undue reliance should not be placed on Graham's forward-looking statements. Except as required by law, Graham disclaims any obligation to update or publicly announce any revisions to any of its forward-looking statements.