



Taking the Next Step to Create Shareholder Value

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**Actuant**

Send your questions to questions@actuant.com

Actuant – How We Create Value



Core growth above market

- Expand industries and regions
- Commercial effectiveness & share capture
- Product innovation



Driving world-class operations and service

- Full deployment of Actuant LEAD systems
- Goal Zero – safety
- Optimized cost position



Disciplined capital deployment

- Organic growth: products, services & people
- Portfolio Management
- Strategic acquisitions – Dominate Share Space
- Opportunistic share repurchases



Best-in-class shareholder returns

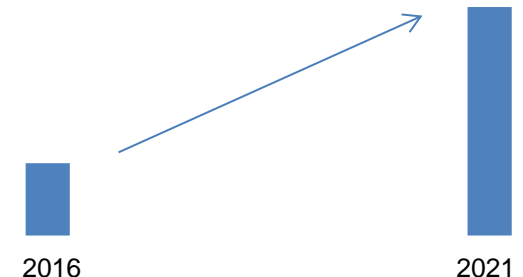
- Base business margin expansion
- 100%+ free cash flow conversion
- Targeting 15-20% Five-Year EPS CAGR

**10% Total Sales CAGR
with Core Sales
Growth > Market**

**\$600+ Million FCF =
Acquisition Capital**

**EBITDA Margins
~20% by 2021**

**EPS Growth
15-20% CAGR**

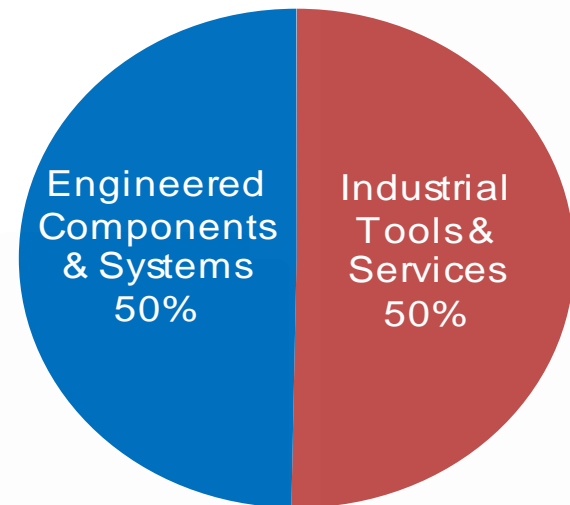


Actuant Today: Two Distinct Business Segments

- Over the past two years, we have worked to transform Actuant into a more efficient company and reinvigorate organic growth
- As part of these efforts, we completed operational realignment at end of fiscal year 2018 and created two separate operating segments with independent strategies and footprints



FY'18 Net Sales - \$1.2B



Portfolio Repositioning - Two Categories

Highly cyclical
Underperforming
No pathway to fix/improve
No strategic fit

Viking divestiture
Fibron – Divested 12/19

Limit upstream/offshore
oil & gas exposure

Lacks scale/size
Cyclical
Long term strategic fit uncertain
Can be improved

Represents ~\$100M in
revenue

Cortland (remaining) → Held for Sale
Precision-Hayes → Divested – 12/31

Opportunistic timing –
not urgent

Deploy capital to grow higher margin Tools and Services business

Initiating Process to Divest EC&S Segment

- We believe that now is the right time to take the next step to best unlock the value and foster the growth of two distinct segments
- As a result of our continued portfolio evaluation, we are now commencing process to maximize the value of EC&S through a divestiture of the segment.
- EC&S is a strong business, and we believe this process represents best way to secure a positive future for EC&S and its talented employees.
- Goal is to pursue a sale of EC&S that will enable its next phase of growth and success.

Creating Greater Shareholder Value – Pure-Play Tools Strategy

- As a publicly traded company, we regularly evaluate Actuant's portfolio of businesses in conjunction with our Board of Directors
- IT&S continues to generate superior operating profit margins and solid year-over-year core sales growth
- We believe now is the right time to focus solely on becoming a pure play industrial tools and service company under the premier Enerpac brand

As a pure play tools company, Actuant has the opportunity to create significantly greater value for its shareholders

Capital Allocation and Financial Statements

Capital Allocation Priorities

Invest in Ourselves –

- to achieve organic growth, we invest in new product development, sales force effectiveness, etc.

Maintain a strong balance sheet –

- prudent debt reduction as required and/or drives value

Invest in strategic tools acquisitions –

- through a disciplined process at a fair valuation and conducted in a manner such that does not risk the balance sheet

Return capital to shareholders –

- via opportunistic share repurchase at the right price

Goal of enhancing ATU's position as a premier industrial tools and services company and its commitment to sustainable shareholder value creation