



Actuant

Baird Industrial Conference

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ATU
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NYSE

Safe Harbor

Statements in this presentation that are not historical are considered “forward-looking statements” and are subject to change based on various factors and uncertainties that may cause actual results to differ significantly from expectations. Those factors are contained in Actuant’s Securities and Exchange Commission filings.

All estimates of future performance are as of September 26, 2018. Actuant’s inclusion of these estimates or targets in the presentation is not an update, confirmation, affirmation or disavowal of the estimates or targets.

In this presentation certain non-GAAP financial measures may be used. Please refer to the supplemental schedules included at the end of this presentation or the third quarter fiscal 2018 earnings press release statements on the Investors section of Actuant’s website (www.actuant.com) for a reconciliation to the appropriate GAAP measure.

Actuant Snapshot

Providing **customers** with the **mission critical** tools, systems and services that enable **safe**, and **productive** solutions, while earning superior returns for Actuant shareholders.



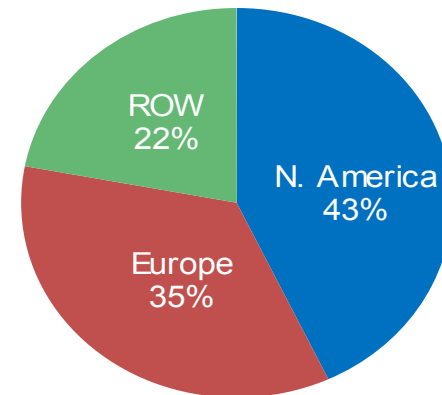
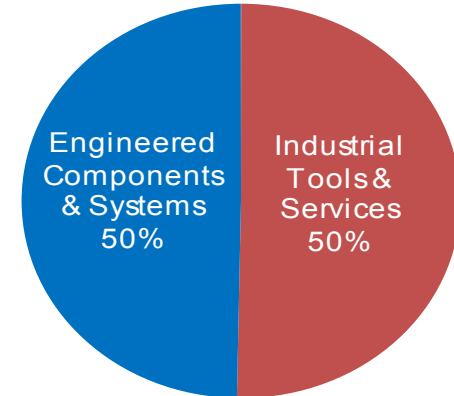
INDUSTRIAL TOOLS & SERVICES



ENGINEERED COMPONENTS & SYSTEMS



Revenue \$1.2 Billion



Actuant – How We Create Value



Core growth above market

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

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



Driving world-class operations and service

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

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



Disciplined capital deployment

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

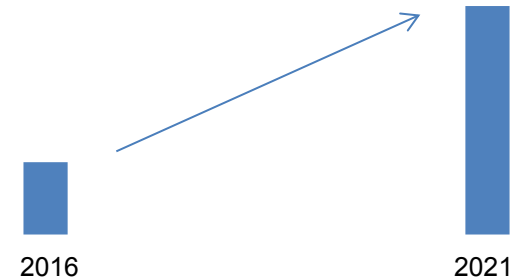
**EBITDA Margins
~20% by 2021**



Best-in-class shareholder returns

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

**EPS Growth
15-20% CAGR**



March 2016 – Present

Assessment/Reshaping	Focus on Growth	Portfolio Actions
<p style="text-align: center;">2016 – Phase 1</p> <p>Organization</p> <ul style="list-style-type: none"> • New segment presidents • Operations • Marketing • Regional sales • Engineering <p>Process</p> <ul style="list-style-type: none"> • Sales management • Sales coverage • Product development • Marketing • Engineering • Lean Manufacturing <p style="text-align: center;">Strategy Launched Oct 16</p>	<p style="text-align: center;">2017 – Phase 2</p> <p>Growth</p> <ul style="list-style-type: none"> • Organic growth • New product plans launched in Enerpac / ES • Expanded sales coverage <p>Process</p> <ul style="list-style-type: none"> • Lean Reassessment • Service Excellence • Supply Chain <p>Result - Profit Improvement</p> <ul style="list-style-type: none"> • 2016 – 2017 	<p style="text-align: center;">2018/2019 – Phase 3</p> <p>Portfolio</p> <ul style="list-style-type: none"> • Sale of Viking • Other targeted sales • Focus on Tools company acquisitions <p>Process</p> <ul style="list-style-type: none"> • Plants moving closer to true lean status <p>Growth</p> <ul style="list-style-type: none"> • Market share expansion • New Tool products Introductions • Engineered Components & Systems platform wins <p>Profit Improvement</p> <ul style="list-style-type: none"> • 2017 → 2018 → 2019 <p>Two Operating Segments</p> <ul style="list-style-type: none"> • Industrial Tools & Services • Engineered Components & Systems

Fourth Quarter 2018 Highlights

Tools



- Share expansion and improved product vitality
 - 12 new tool product introductions / 30 for the full year
 - Hydratight sales +7% for the quarter
 - 6 new component platform launches / 29 for the full year

Services



- New Products +10% of total tool and component sales
- Portfolio Management
 - Anticipated sale of Cortland Fibron – offshore O&G systems

Components



- New Segment Structure in 2019
 - Industrial Tools & Services
 - Engineered Components & Systems



Segment Profile

Industrial Tools & Services

US \$ in millions	2016	2017	2018
Sales	\$588	\$553	\$591
*EBITDA	\$138	\$111	\$119
*EBITDA %	23.4%	20.1%	20.2%

ENERPAC 

hydratight

SIMPLEX
A DIVISION OF SIMPLEX TOOLS & CO., INC.

EQUALIZER
INTERNATIONAL

MIRAGE
PORTABLE PERFORMANCE

LARZEP
HYDRAULIC



Products

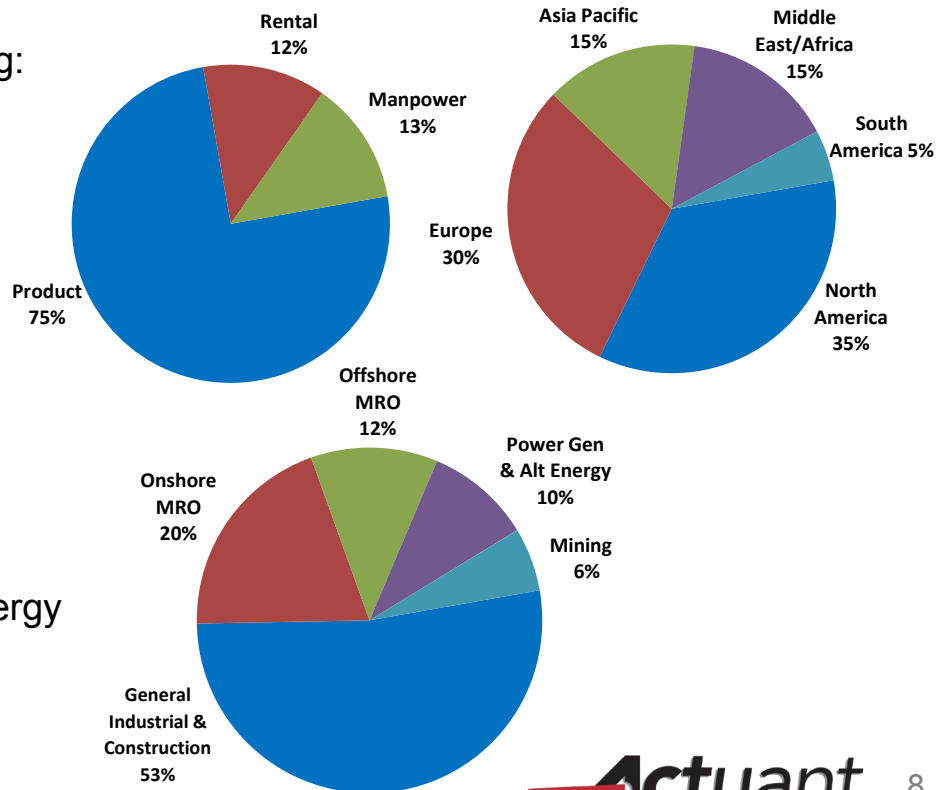
- High force hydraulic and mechanical tools including:
 - Cylinders, pumps, valves and specialty tools
 - Bolt tensioners and connectors for oil & gas

Service and rental

- Bolting, machining and joint integrity

End Markets

- General industrial, manufacturing, mining, rail, energy, agriculture, marine, aerospace, defense, power generation, oil & gas/ petrochem and alt energy



Extensive Global Distribution

*Adjusted EBITDA excludes restructuring, impairment and other non-recurring charges

Engineered Components & Solution

US \$ in millions	2016	2017	2018
Sales	\$561	\$543	\$591
EBITDA	\$42.1	\$34.9	\$48.5
EBITDA %	7.5%	6.4%	8.2%

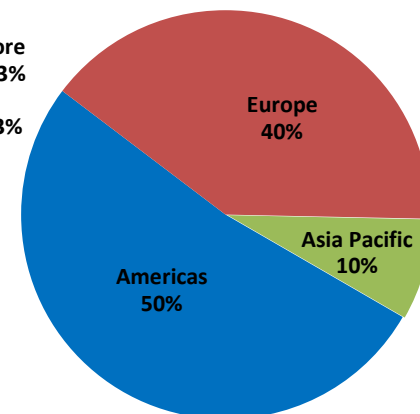
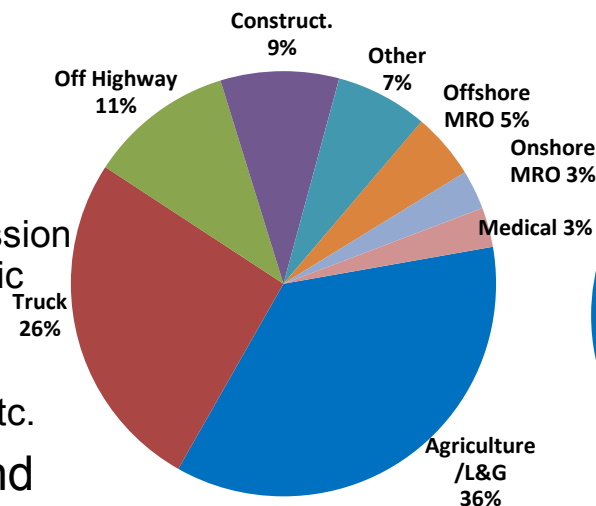
Motion Actuation & Control

- Agricultural drivelines and flexible shafts
- Europe / China HD truck cab-tilt
- Automotive convertible top
- Emission control air valves
- Severe-duty vehicle instrumentation & displays

Rope and Cable Solutions

- Highly engineered, custom designed and mission critical fiber based solutions including dynamic umbilicals and synthetic rope & slings
- Serves both energy and non-energy markets including medical, aerospace and defense, etc.

Concrete Tensioning Consumables and Equipment



*Adjusted EBITDA excludes restructuring, impairment and other non-recurring charges