

# HILLENBRAND

## ABOUT US

Hillenbrand is a global diversified industrial company with multiple market-leading brands that serve a wide variety of industries across the globe. We pursue profitable growth and robust cash generation in order to drive increased value for our shareholders. Hillenbrand's portfolio is composed of two business segments: the Process Equipment Group and Batesville. The Process Equipment Group businesses design, develop, manufacture and service highly engineered industrial equipment around the world. Batesville is a recognized leader in the North American death care industry. Hillenbrand is publicly traded on the NYSE under "HI."

 Corporate Headquarters: Batesville, Indiana, USA

 Established as HI on New York Stock Exchange: 2008

## MARKETS WE SERVE

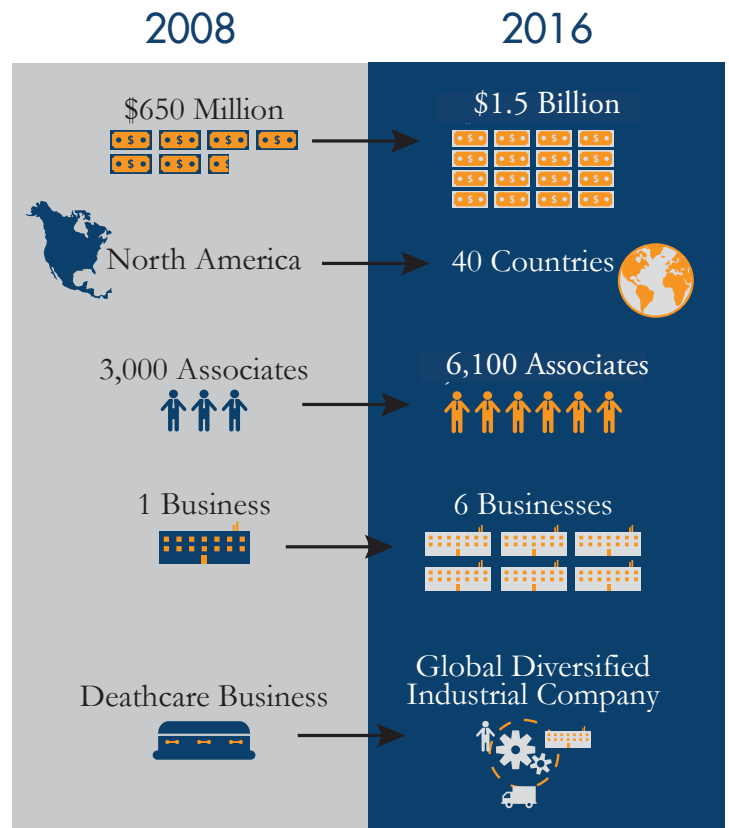


## PERCENT OF REVENUE IN 2016

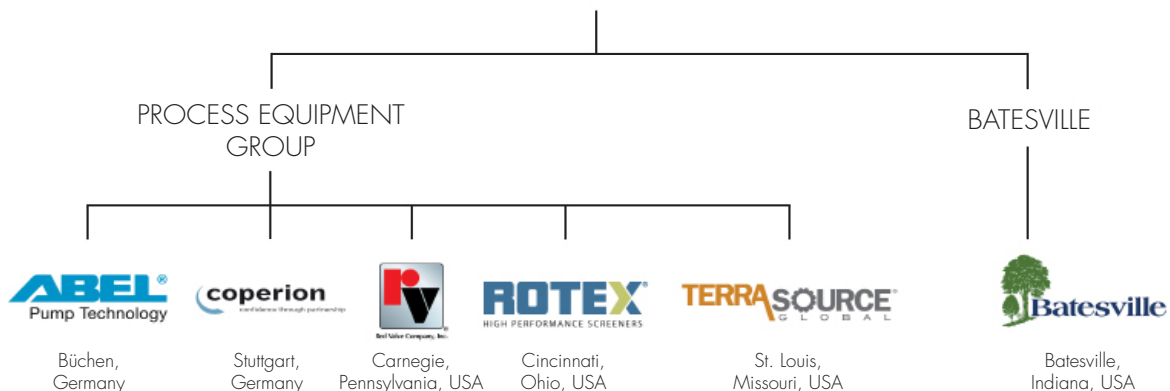


## A STORY OF GROWTH

Hillenbrand became a publicly traded company in 2008. Since that time, Hillenbrand continues to experience significant company growth. In 2015 and 2016, within its Process Equipment Group, Hillenbrand acquired both ABEL and Red Valve, making Hillenbrand a global provider in the flow control space.



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## BY THE NUMBERS

\$1.5  
billion total revenue

40  
countries

6,100  
associates

6  
operating companies

~2.6%  
dividend yield

37%  
gross margin

## HILLENBRAND OPERATING MODEL

At Hillenbrand our companies engineer, manufacture and sell business-to-business products and services into a variety of end markets. We strive to provide a superior return to our shareholders, exceptional value to our customers and great professional opportunities to our people through the deployment of the Hillenbrand Operating Model (HOM). The HOM outlines the following five management practices:

- Strategy Management Process
- Segmentation
- Talent Management
- Lean
- Acquisitions



The HOM is a consistent and repeatable framework designed to produce sustainable and predictable results. It defines how Hillenbrand runs the business and focuses on three key steps:

- Understand the Business
- Focus on the Critical Few
- Grow to get bigger and better

## FINANCIAL HIGHLIGHTS

### GAAP Measures\*

(in millions, except per share data)

	2014	2015	2016
Revenue	\$ 1,667.2	\$ 1,596.8	\$ 1,538.4
Gross Profit	589.2	570.4	570.6
Gross Profit Margin	35.3%	35.7%	37.1%
Net Income <sup>1</sup>	109.7	111.4	112.8
Diluted EPS	1.72	1.74	1.77
Operating Cash Flow	179.6	105.0	238.2
Capital Expenditures	23.6	31.0	21.2
Dividends Per Share	\$ 0.79	\$ 0.80	\$ 0.81

1. Net income attributable to Hillenbrand

### Non-GAAP Measures

(in millions, except per share data) (See page 31 of our included 2016 10-K, page 30 of our 2015 10-K filed with the SEC, and our Q4 2016 earnings press release furnished to the SEC for a reconciliation of non-GAAP measures to the most directly comparable GAAP measures)

	2014	2015	2016
Adjusted Net Income	\$ 131.6	\$ 130.9	\$ 128.0
Adjusted EBITDA	275.5	268.7	267.1
Adjusted EBITDA Margin	16.5%	16.8%	17.4%
Adjusted Diluted EPS	2.06	2.05	2.01
Free Cash Flow (Operating Cash Flow minus CapEx)	156.0	74.0	217.0
Backlog	\$ 580.4	\$ 458.8	\$ 500.2

\*Please refer to Hillenbrand's website for appropriate reconciliations.

## Hillenbrand

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