

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 SERVED BY THE PROCESS EQUIPMENT GROUP

Plastics & Chemicals Food & Pharma Separation Flow Control

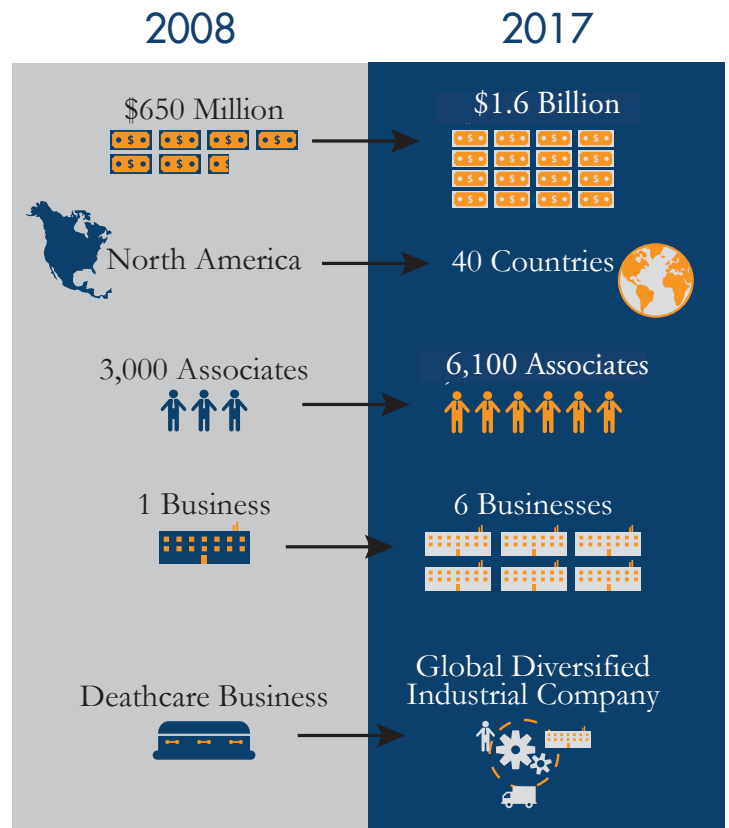


PERCENT OF REVENUE IN 2017

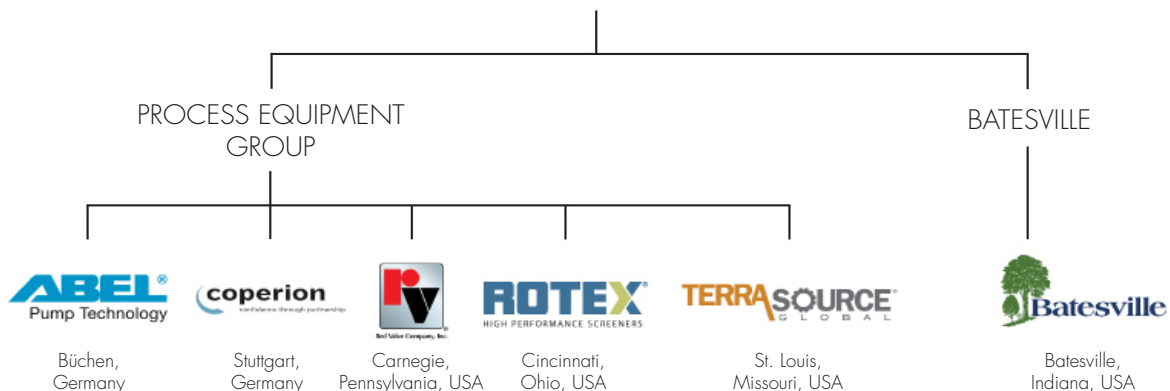


A STORY OF GROWTH

Hillenbrand will celebrate 10 years of being a publicly traded company in 2018. Hillenbrand continues to experience significant company growth. Recent acquisitions within its Process Equipment Group made Hillenbrand a global provider in the flow control space.



HILLENBRAND





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BY THE NUMBERS

\$1.6
billion total revenue

40
countries

6,100
associates

6
operating companies

~2.1%
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)

	2015	2016	2017
Revenue	\$1,596.8	\$1,538.4	\$1,590.2
Gross Profit	570.4	570.6	591.3
Gross Profit Margin	35.7%	37.1%	37.2%
Net Income ⁽¹⁾	111.4	112.8	126.2
Diluted EPS	1.74	1.77	1.97
Operating Cash Flow	105.0	238.2	246.2
Capital Expenditures	31.0	21.2	22.0
Dividends Per Share	\$ 0.80	\$ 0.81	\$ 0.82

NON-GAAP MEASURES

(in millions, except per share data) [See page 31 of our included 2017 10-K and our Q4 2017 earnings press release furnished to the SEC for a reconciliation of non-GAAP measures to the most directly comparable GAAP measures]

	2015	2016	2017
Adjusted Net Income ⁽¹⁾	\$ 130.9	\$ 128.0	\$ 134.8
Adjusted EBITDA	268.7	267.1	281.0
Adjusted EBITDA Margin	16.8%	17.4%	17.7%
Adjusted Diluted EPS	2.05	2.01	2.11
Free Cash Flow (Operating Cash Flow minus CapEx)	74.0	217.0	224.2
Backlog	\$ 458.8	\$ 500.2	\$ 632.2

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

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