



JP Morgan 2015 Aviation, Transportation and Industrials Conference

March 5, 2015

Actuant

THE DRIVE TO LEAD

ATU
LISTED
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 December 18, 2014. 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 first quarter fiscal 2015 earnings press release statements on the Investors section of Actuant’s website (www.actuant.com) for a reconciliation to the appropriate GAAP measure.



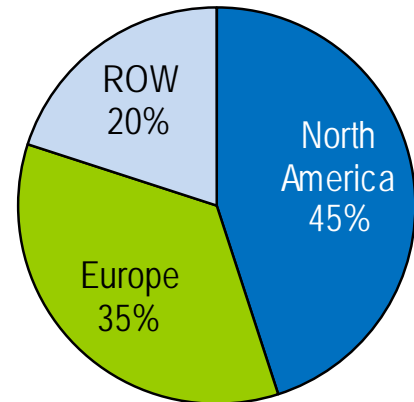
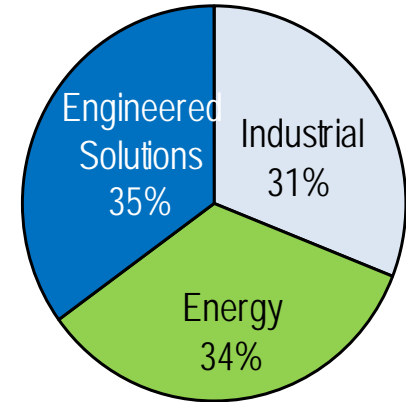
Actuant Overview

Actuant Overview

Diversified Industrial Business Focused on Profitable Growth

- Founded in 1910
- Three segments – leading niche market positions
- Continuous improvement culture
- ROIC / cash flow focused
- Disciplined acquisition & integration strategy
- Significant diversification
 - End markets
 - Geographies
 - Customers

Revenue \$1.4 Billion ⁽¹⁾



(1) TTM sales pro-forma for Hayes Acquisition and RV Divestiture

Three Key Takeaways for Investors

1. Diversified portfolio of market leading businesses executing longstanding business model
2. Growth focused including:
 - Long-term secular growth trends and high growth markets
 - Growth + Innovation culture
 - Acquisitions
3. Ample liquidity to execute accretive capital allocation opportunities – both acquisitions and share repurchases



Industrial – High Force Hydraulics

US \$ in millions	2012	2013	2014
Sales	\$419	\$423	\$414
EBITDA	\$122.2	\$125.6	\$127.0
EBITDA %	29.1%	29.7%	30.7%

- Industry leader
- Global, value-added distribution
- Vast array of end market applications

– MRO & General Industrial

- Mining, rail, energy, agriculture, marine, aerospace, defense, power generation, shipbuilding, concrete tensioning, workholding....

– Integrated Solutions

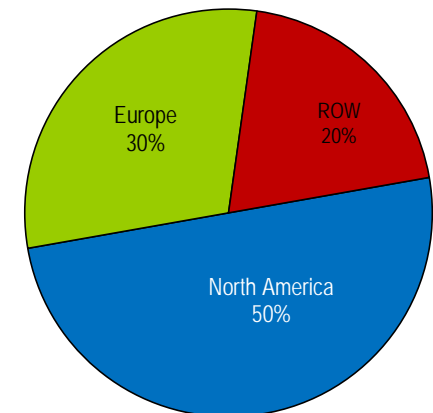
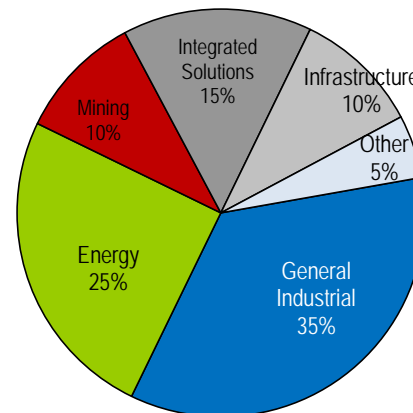
- Special Project / Infrastructure

ENERPAC 

SIMPLEX
A DIVISION OF ENERPAC, MILWAUKEE & CO., LLC.

milwaukee
Cylinder

PRECISION-HAYES
INTERNATIONAL



Energy – MRO and Critical Connections

US \$ in millions	2012	2013	2014
Sales	\$349	\$363	\$462
EBITDA	\$79.2	\$80.1	\$88.8
EBITDA %	22.7%	22.1%	19.2%

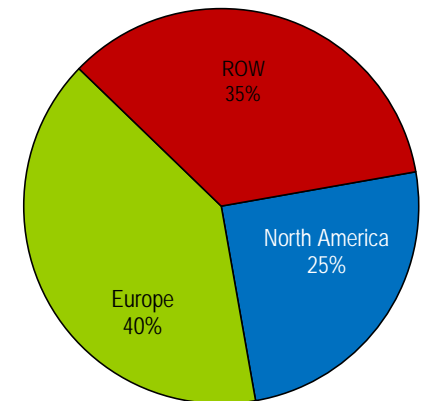
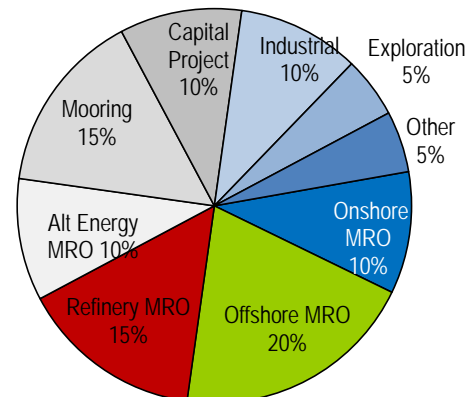
hydratight

**VIKING
SeaTech**

CORTLAND



- **Joint Integrity - Maintenance and Repair** – product, rental and technical manpower services for safety critical joints for global oil & gas, nuclear, petrochem and power generation
- **Critical Connections - Highly engineered, custom designed and mission critical** including dynamic umbilicals and synthetic rope & slings
- **Mooring Systems** – design, layout, installation, rental, maintenance and inspection of offshore mooring solutions



Engineered Solutions – Motion Control

US \$ in millions	2012	2013	2014
Sales	\$508	\$494	\$524
EBITDA	\$74.4	\$57.0	\$58.5
EBITDA %	14.6%	11.5%	11.2%

POWER-PACKER

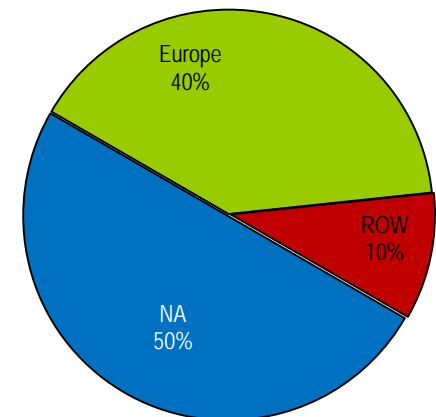
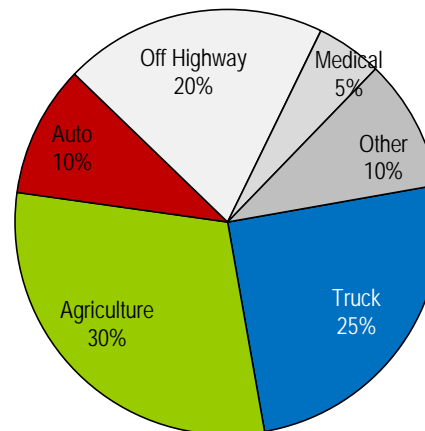


GITS MFG. CO.

maximatecc



- Position & motion control
 - Europe / ROW HD truck cab-tilt
 - Automotive convertible top
 - Patient handling
 - Emission control air valves
- Power transmission – agriculture drivelines and flexible shafts
- Severe-duty vehicle instrumentation & displays



Focused on Macro Growth Markets



Key Trends

Energy Demand

- Global power generation and oil & gas maintenance
- New installations
- Demanding technology & methods (offshore, sub-sea, oil sands, natural gas, fracking)
- Rental and Services

Global Infrastructure

- Emerging market build-out
- Transportation
- Bridges, tunnels
- Rail
- Off-highway equipment (productivity & safety)

Food/Farm Productivity

- Population growth
- Affluence / protein diets
- Biofuels
- Agriculture equipment
- Efficient seeding technology

Natural Resources / Sustainability

- Mining / resources
- Emission reduction solutions
- Alternative energy (wind)
- Energy efficiency (power gen)

Key Products / Technology

- Joint Integrity solutions
- Nuclear maintenance tools
- Pipeline connectors
- Rope / slings / moorings
- Umbilicals

- Integrated solutions – heavy lift technologies
- High force hydraulic tools
- Concrete tensioning
- Truck cab-tilt & latch
- HMI* displays

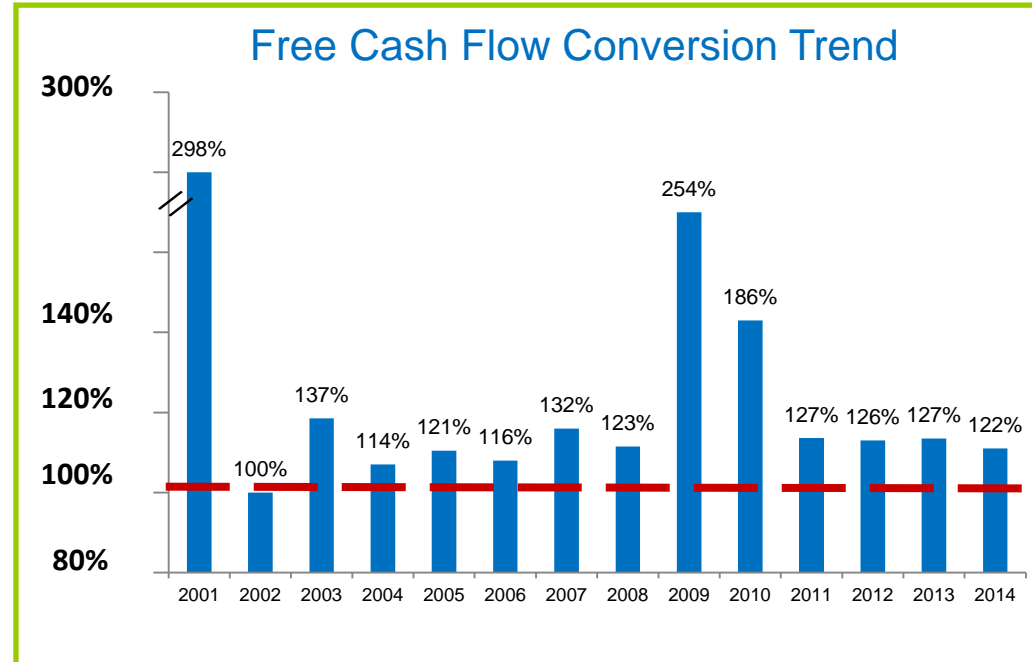
- HMI displays
- PTO drivelines
- Seeding systems
- Flexible shafts

- EGR, turbocharger and other air flow valves
- Mining safety & productivity MRO solutions
- HMI* displays

* Human Machine Interface (HMI)

Cash Flow / Capital Allocation

- Capital deployment strategies:
 - Deploy substantially all free cash flow in acquisitions
 - Net debt/EBITDA leverage comfort zone: 1.5-2.5x range
- Capital allocation priorities:
 - Growth
 - Organic
 - Acquisitions
 - Share Repurchases
 - Dividend – no change



Robust Cash Flow and Current Balance Sheet Creates Strategic Flexibility



Current Topics

Fiscal 2015 – First Quarter Snapshot

- Core sales down 1%
 - Strong growth in Energy (+6%) due to Viking and Hydratight performance
 - Industrial's -1% core due to IS decline; Engineered Solutions -7% from truck pre-buy comps.
- Higher tax rate, litigation charge and stronger US dollar resulted in year-over-year EPS decline.
- Repurchased 3.3 million shares for \$104 million.
- Significant change in market dynamics during the quarter including massive oil price decline, strengthening US dollar and agriculture and truck order weakness.

(in millions, except per share amounts)

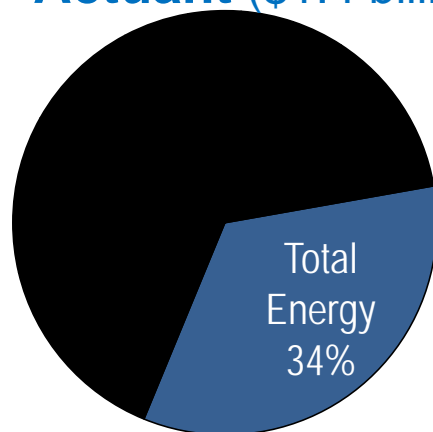
	<u>Q1 F'2015</u>
Sales	\$328
Core Growth	-1%
EBITDA	\$52
<i>Margin</i>	16.0%
Diluted EPS	\$0.38
<i>Y-O-Y change</i>	-14%
Free Cash Flow	(\$31)
Net Debt/EBITDA	1.8

First quarter ending November 30, 2014

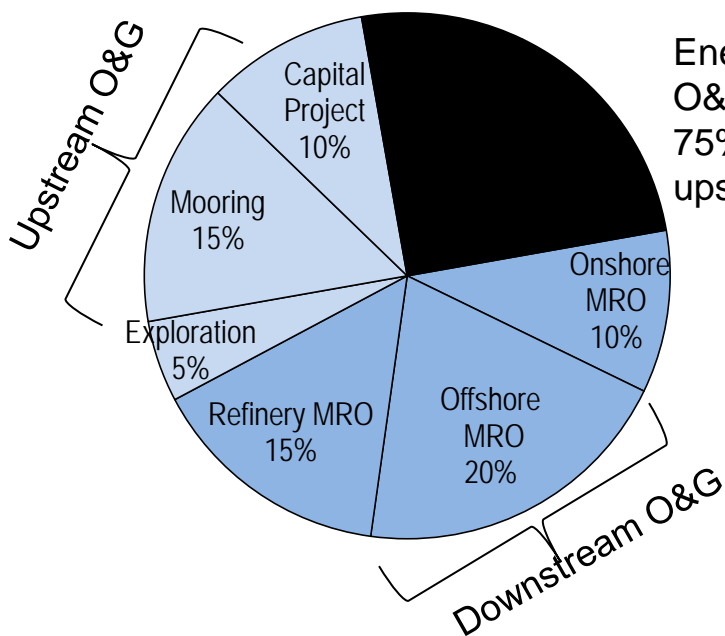
Dynamic Macro Environment in Many Served Markets

Actuant Oil & Gas Exposure

Actuant (\$1.4 billion)

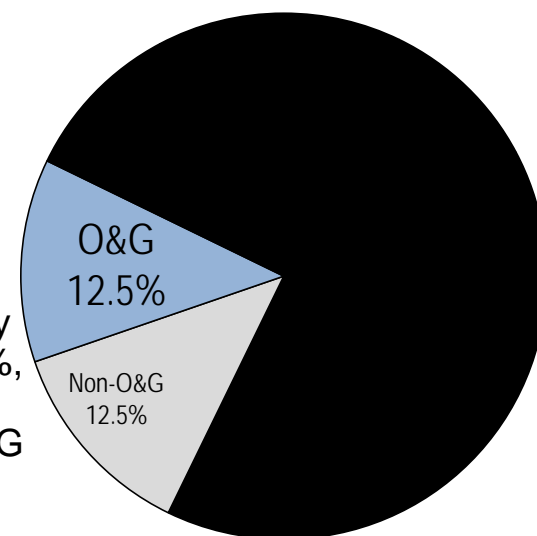


Energy Segment (\$465 million)



Energy Segment O&G exposure is 75%, including 30% upstream

Industrial Segment (\$430 million)



Industrial Segment energy exposure is 25%, split between O&G & non-O&G

Actuant Oil & Gas Exposure ~\$400 million or 28% of Sales.
Approximately \$140 million or 10% is Upstream O&G.

Oil & Gas Business Dynamics

- Hydratight is primarily tied to production and MRO, therefore less impacted by capital spending and oil and gas price changes.
- Cortland's seismic, ROV, workover and other cables and umbilicals are most susceptible to capital spending cuts.
- Viking drill ship mooring is tied to offshore drilling.
- Industrial (Enerpac) energy exposure is primarily for MRO tools.

Business	Upstream	Midstream	Downstream
Hydratight			√
Cortland	√		√
Viking	√		
Enerpac			√
Total O&G	35%	0%	65%

Upstream More Susceptible to Oil Price Changes Than Downstream

In Summary

- Current environment remains dynamic
 - Oil prices
 - Currency exchange rates
 - Agriculture and Europe/China truck markets
 - General European economy
- Contingency and cost saving actions are being executed, with additional funnels built in the event they are needed
- We continue to:
 - Execute our strategy and business model – diversification limits variability
 - Pursue acquisitions at the proper valuations in all 3 segments
 - Opportunistically repurchase shares

We are Focused on Controlling What We Can Control

Questions ??

**Diversified End
Markets, Customers &
Geography**

**Niche Market
Leadership Positions**

**Continuous
Improvement Culture**

The logo for Actuant, featuring the word "Actuant" in a bold, black, sans-serif font. A red horizontal line with a white arrowhead pointing to the right is positioned above the letter "A".

**Experienced
Leadership Team and
Strong
Insider Ownership**

**Disciplined
Acquisition &
Integration Strategy**

**Cash Flow / ROIC
Focused**