

## Company Profile

Helios Technologies is a global industrial technology leader that develops and manufactures hydraulic and electronic control solutions for diverse markets. The Company does business through its operating subsidiaries around the world, including Sun Hydraulics, LLC, Enovation Controls, LLC and Faster S.r.l. The Hydraulics segment serves diverse markets including material handling, construction equipment, agriculture, specialized vehicles, energy and others through its Sun Hydraulics and Faster Group companies, providing high-performance screw-in hydraulic cartridge valves and manifolds as well as quick-release hydraulic coupling solutions. The Electronics segment provides electronic control solutions through Enovation Controls for recreational and off-highway vehicles, as well as industrial stationary and mobile power equipment.

## Vision 2025

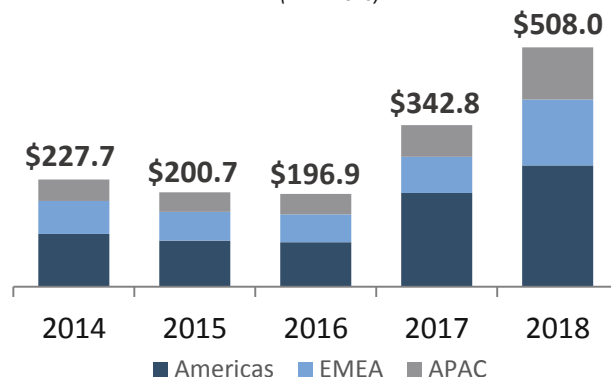
Achieve global technology leadership in the industrial goods sector by 2025 with critical mass exceeding \$1B in sales while maintaining superior profitability & financial strength.

## Growth Strategy

- Maintain and improve upon core competencies
- Expand electronic and digital capabilities
- Act on opportunities to grow in both new and existing geographic regions
- Accelerate lean efforts

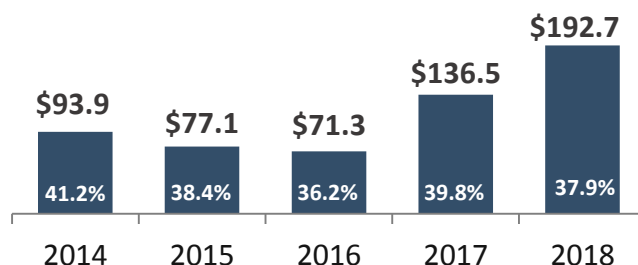
## Sales

(in millions)



## Gross Profit & Margin

(\$ in millions)



## Vision 2025:

### Pathway to Superior Growth

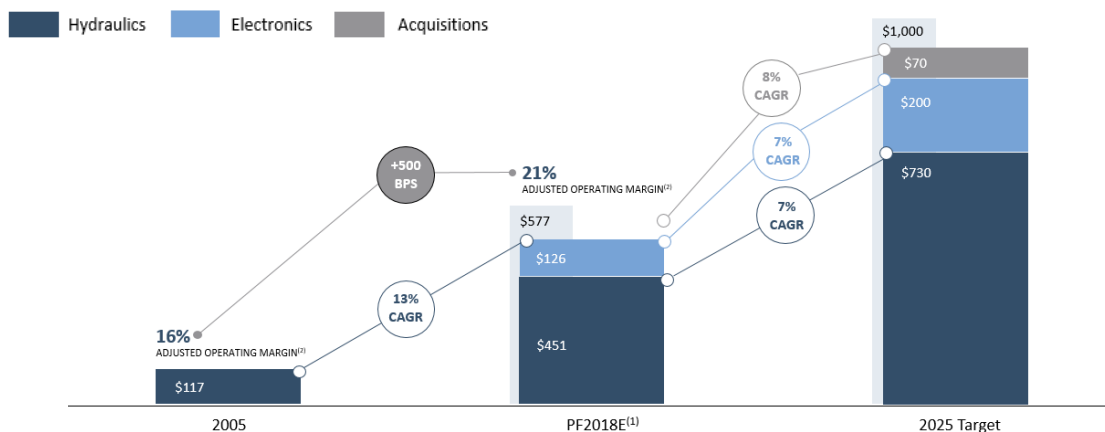
Assumption: Includes One Mild Recession

### Vision Metric Floors:

**\$1B**  
REVENUE

**>20%**  
ADJ OP MARGIN

**>24%**  
EBITDA MARGIN



(1) Represents actual 2018, adjusted to 2018 pro forma to reflect full year results for Faster and Custom Fluidpower

(2) See Supplemental disclosures for definition of Adjusted Operating Margin and reconciliation from GAAP and other disclaimers regarding non-GAAP information

## Market Highlights

Market Cap	\$1.52 bln
Avg. Daily Volume (3 mos.)	141k
Recent Price	\$47.38
52-Week Range	\$30.79 – \$58.26

Shares Outstanding	32.0 mln
Institutional ownership	89%
Insider ownership	10%

Market data as of February 27, 2019 [Source: S&P Capital IQ]; ownership as of most recent filing

## Investor Relations Contact

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# Financial Highlights

(\$ in thousands, except per share data)

	Three Months Ended		Reporting Year		
	29-Dec	30-Dec			
	2018	2017	2018	2017	2016
Net Sales	\$ 138,723	\$ 84,150	\$ 508,045	\$ 342,839	\$ 196,934
Gross Profit	52,928	28,854	192,683	136,525	71,349
<i>Gross Margin</i>	38.2%	34.3%	37.9%	39.8%	36.2%
Operating Income	22,051	7,604	75,554	61,491	34,459
<i>Operating Margin</i>	15.9%	9.0%	14.9%	17.9%	17.5%
Net Income	16,424	2,768	46,730	31,558	23,304
<i>Net Margin</i>	11.8%	3.3%	9.2%	9.2%	11.8%
Earnings per share - diluted	\$ 0.51	\$ 0.10	\$ 1.49	\$ 1.17	\$ 0.87
Dividends per common share	\$ 0.09	\$ 0.09	\$ 0.36	\$ 0.38	\$ 0.40

(\$ in thousands)

	Reporting Year			
	2018	2017	2016	2015
Capital Expenditures	\$ 28,380	\$ 22,205	\$ 6,187	\$ 6,106
Depreciation & Amortization	39,714	19,190	11,318	9,557
Cash and cash equivalents & short-term investments	23,515	63,922	81,083	126,106
Working Capital, excluding cash, short-term investments & debt	85,566	36,991	29,109	19,230
Total Assets	1,042,165	459,766	444,777	241,540
Total Debt	352,685	116,000	140,000	-
Shareholders' Equity	\$ 530,768	\$ 272,673	\$ 236,397	\$ 222,187

## Q4 2018 Highlights

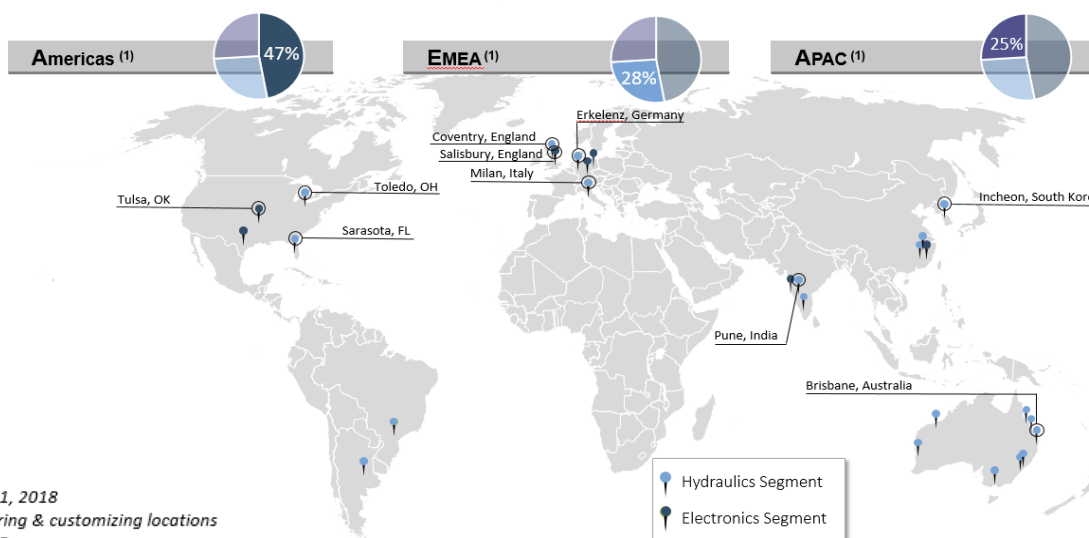
- Sales of \$138.7 million, up 65%
  - Faster contributed \$36.0 million
  - Custom Fluidpower contributed \$11.9 million
  - Organic growth 8%
- Net income of \$16.4 million; non-GAAP net income grew 78% to \$13.0 million
- Adjusted EBITDA of \$32.4 million, 23.4% of sales
- Making steady progress with synergy realization among Enovation Controls, Faster, and CFP, together with legacy Sun Hydraulics business
- Streamlining and consolidating Sarasota manufacturing facilities to be completed by end of Q1 2019

## 2019 Guidance (as of February 25, 2019)

(\$ in millions)

- Consolidated revenue \$590 - \$600
  - Hydraulics segment revenue \$464 - \$469
  - Electronics segment revenue \$126 - \$131
- GAAP EPS \$2.10 - \$2.20
- Non-GAAP cash EPS \$2.55 - \$2.65
- Adjusted EBITDA Margin 24.5% - 25.5%

## Growing Global Reach



Note: As of December 31, 2018

○ Denotes manufacturing & customizing locations

(1) Denotes 2018E Pro Forma

This fact sheet may contain forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. One can identify these forward-looking statements by the use of the words such as "expect," "anticipate," "plan," "may," "will," "estimate" or other similar expressions. Because such statements apply to future events, they are subject to risks and uncertainties that could cause the actual results to differ materially. Important factors, which could cause actual results to differ materially, are described in the Company's reports on Form 10-K and 10-Q on file with the Securities and Exchange Commission.