



AUGMENTING STRATEGY ADVANCING TECHNOLOGIES ACCELERATING GROWTH

OVERVIEW OF SYSTEM SALES

JANUARY 18, 2024

SAFE HARBOR STATEMENT

This presentation and oral statements made by management in connection herewith that are not historical facts are “forward-looking statements” within the meaning of Section 21E of the Securities Exchange Act of 1934. Forward-looking statements involve risks and uncertainties, and actual results may differ materially from those expressed or implied by such statements. They include statements regarding current expectations, estimates, forecasts, projections, our beliefs, and assumptions made by Helios Technologies, Inc. (“Helios” or the “Company”), its directors or its officers about the Company and the industry in which it operates, and assumptions made by management, and include among other items, (i) the Company’s strategies regarding growth, including its intention to develop new products and make acquisitions; (ii) the effectiveness of creating the Centers of Excellence; (iii) the Company’s financing plans; (iv) trends affecting the Company’s financial condition or results of operations; (v) the Company’s ability to continue to control costs and to meet its liquidity and other financing needs; (vi) the declaration and payment of dividends; and (vii) the Company’s ability to respond to changes in customer demand domestically and internationally, including as a result of the cyclical nature of our business and the standardization. In addition, we may make other written or oral statements, which constitute forward-looking statements, from time to time. Words such as “may,” “expects,” “projects,” “anticipates,” “intends,” “plans,” “believes,” “seeks,” “estimates,” variations of such words, and similar expressions are intended to identify such forward-looking statements. Similarly, statements that describe our future plans, objectives or goals also are forward-looking statements. These statements are not guaranteeing future performance and are subject to a number of risks and uncertainties. Our actual results may differ materially from what is expressed or forecasted in such forward-looking statements, and undue reliance should not be placed on such statements. All forward-looking statements are made as of the date hereof, and we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.

Factors that could cause the actual results to differ materially from what is expressed or forecasted in such forward-looking statements include, but are not limited to, (i) the Company’s ability to respond to global economic trends and changes in customer demand domestically and internationally, including as a result of standardization and the cyclical nature of our business, which can adversely affect the demand for capital goods; (ii) supply chain disruption and the potential inability to procure goods; (iii) conditions in the capital markets, including the interest rate environment and the availability of capital; (iv) inflation (including hyperinflation) or recession; (v) changes in the competitive marketplace that could affect the Company’s revenue and/or cost bases, such as increased competition, lack of qualified engineering, marketing, management or other personnel, and increased labor and raw materials costs; (vi) risks related to health epidemics, pandemics and similar outbreaks, which may among other things, adversely affect our supply chain, material costs, and work force and may have material adverse effects on our business, financial position, results of operations and/or cash flows; (vii) risks related to our international operations, including the potential impact of the ongoing conflict in Ukraine and the Middle East; and (viii) new product introductions, product sales mix and the geographic mix of sales nationally and internationally; (ix) our failure to realize the benefits expected from acquisitions, our failure to promptly and effectively integrate acquisitions and the ability of Helios to retain and hire key personnel, and maintain relationships with suppliers. Further information relating to factors that could cause actual results to differ from those anticipated is included but not limited to information under the heading Item 1. “Business” and Item 1A. “Risk Factors” in the Company’s Form 10-K for the year ended December 31, 2022 filed with the Securities and Exchange Commission on February 28, 2023.

Helios has presented forward-looking statements regarding non-GAAP measures. Helios believes that providing these specific Non-GAAP figures are important for investors and other readers of Helios financial statements, as they are used as analytical indicators by Helios management to better understand operating performance. The determination of the amounts that are excluded from these Non-GAAP measures is a matter of management judgment and depends upon, among other factors, the nature of the underlying expense or income recognized in a given period. You should not consider the inclusion of this additional information in isolation or as a substitute for results prepared in accordance with GAAP. Please carefully review the Non-GAAP reconciliations to the most directly comparable GAAP measures and the related additional information provided throughout. Because these metrics are Non-GAAP measures and are thus susceptible to varying calculations, these figures, as presented, may not be directly comparable to other similarly titled measures used by other companies.

This presentation also presents forward-looking statements regarding Non-GAAP measures, including Adjusted EBITDA, Adjusted EBITDA margin, cash net income and cash net income per diluted share. The Company is unable to present a quantitative reconciliation of these forward-looking Non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures because such information is not available, and management cannot reliably predict the necessary components of such GAAP measures without unreasonable effort or expense. In addition, the Company believes that such reconciliations would imply a degree of precision that would be confusing or misleading to investors. The unavailable information could have a significant impact on the Company’s 2023 financial results. These Non-GAAP financial measures are preliminary estimates and are subject to risks and uncertainties, including, among others, changes in connection with quarter-end and year-end adjustments. Any variation between the Company’s actual results and preliminary financial data set forth above may be material.

JOSEF MATOSEVIC
PRESIDENT AND CEO



STRATEGIC INVESTMENTS MADE OVER THE LAST SEVERAL YEARS

1

Product Innovation



Helios continues to be a leading innovator introducing many new products leveraging its strengths across both Hydraulics and Electronics

2

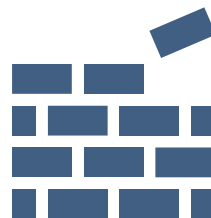
Acquisitions



Helios is enhancing its technology, expanding end markets, deepening geographic reach, adding talent and strengthening its global facility footprint via acquisitions

3

Capacity



Helios is bringing ~200,000 square feet of capacity online to meet demand from OEMs and further enable its manufacturing capabilities as a competitive advantage

4

Regional Structure



Helios is maximizing quality and efficiency for our customers with an 'In the region for the region' approach anchored by regional Centers of Excellence

5

Systems / Software



Helios is leveraging open-source software along with its new patented remote field service platform to create a recurring revenue stream (SaaS)

Helios has been Investing Over the Last Several Years Through a Challenging Macro Environment to be Ready When the Market Turns to Drive Leverage Across Both the Top and Bottom Lines



TRANSFORMATION TO AN INTEGRATED OPERATING COMPANY

WE ARE MAKING GREAT PROGRESS WITH A LOT OF RUNWAY AHEAD OF US...

PREVIOUS STATE

Customer

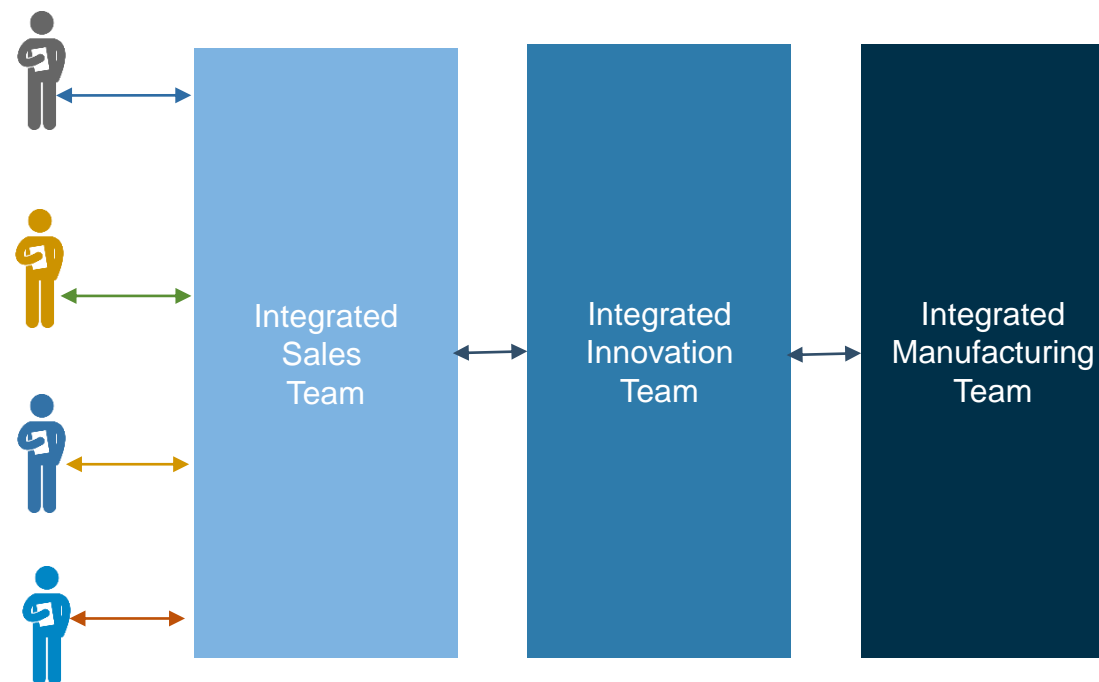
Helios Team

Business Segment



CURRENT/FUTURE STATE

New strategy allows for fewer customer contact points and internal efficiencies, resulting in satisfied customers, higher margins, and increased revenue



THE EVOLUTION OF SYSTEM SALES

- Welcome / Summary of where we are (Josef Matosevic)
- Recap / Overview of content (Tania Almond)
- Intra-segment system sales – Electronics (Lee Wichlacz)
- i3PD & HCEE how they differ and support system sales (Doug Conyers)
- Intra-segment system sales – Hydraulics (Rick Martich)
- Inter-segment system sales (Lee, Rick, Doug)
- Product Demos in the Innovation Lab
- Group Lunch
- Manufacturing Plant Tour

TANIA ALMOND

VP, INVESTOR RELATIONS & CORPORATE COMMUNICATION



LEE WICHLACZ
PRESIDENT, ELECTRONICS





OPENING VIDEO – ELECTRONICS SEGMENT

Link to Electronics Segment Video: [Here](#)





ELECTRONIC SYSTEM SALES ACROSS DIVERSIFIED END MARKETS

Current Markets



Material Handling



Specialized Vehicles



Stationary Equipment



Off-Highway
Equipment & Vehicles



Health & Wellness



On-Road Vehicles



Recreational



Mining

Growth Markets



Construction



Commercial Food
Service



Cold Plunge Pool

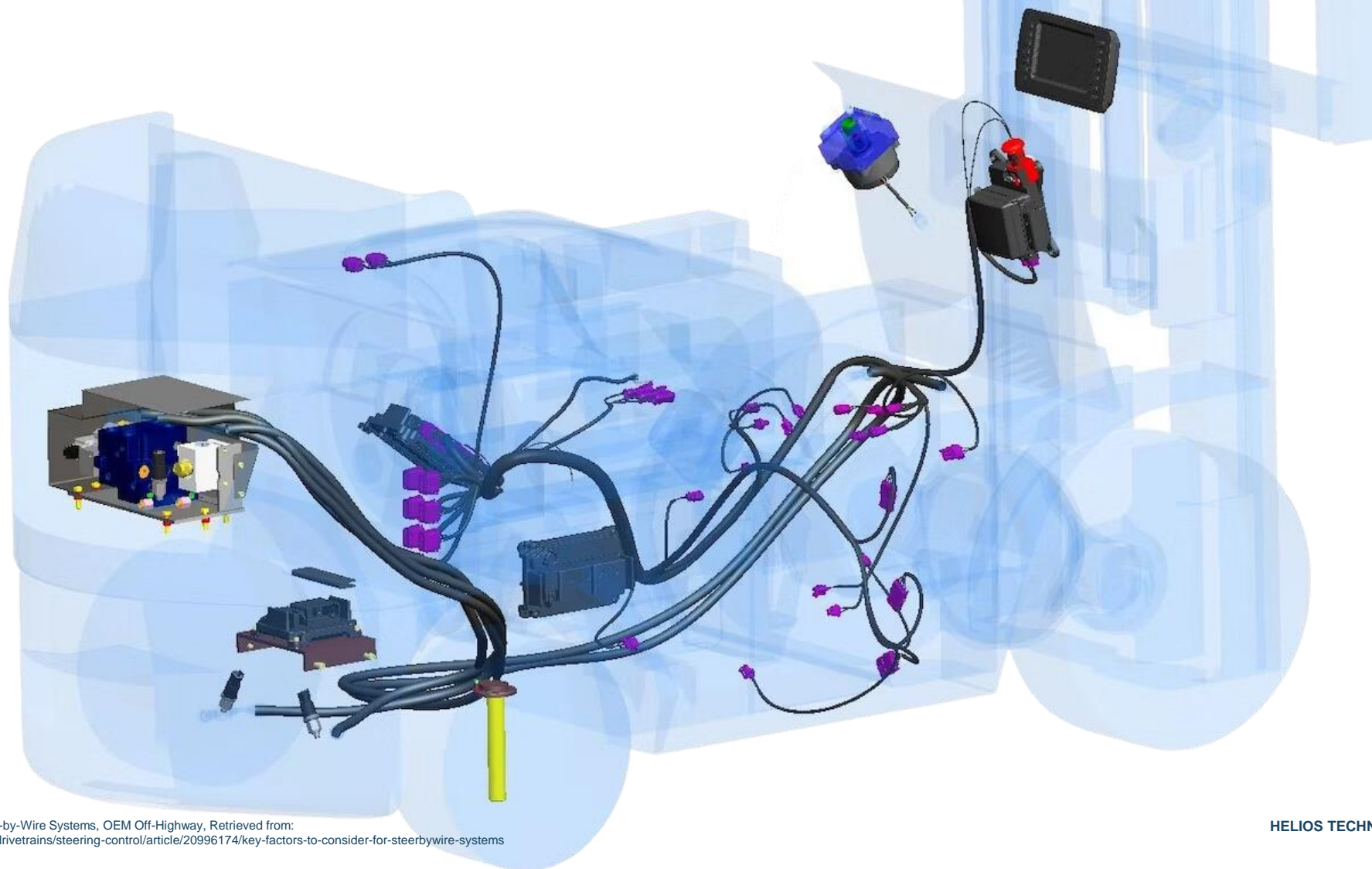


Agriculture



Commercial
HVAC

WIRE HARNESS OPPORTUNITIES PART OF THE SYSTEM SALE



DOUG CONYERS
SVP, INNOVATION AND TECHNOLOGY



i3 PRODUCT DEVELOPMENT: VIRTUAL HQ TOUR

Link to i3 PD Video: [Here](#)





28+

YEARS IN
BUSINESS

55

TEAM
MEMBERS

450+

LOYAL
CLIENTS

15K

SQ FT SHOP
SPACE

4000+

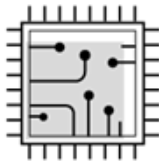
COMPLETED
PROJECTS

i3 OUR CAPABILITIES



Vision & Strategy

Value proposition, competitive analysis, cost estimates, program management



Electrical Engineering

PCB layouts, integrated circuits, wireless communication, sensor design



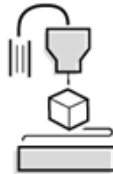
UX & UI Design

Wireframing & design, usability testing, design systems, interactive prototyping



Industrial Design

Trends research, 2D & 3D renderings, user research, materials selection, ergonomics



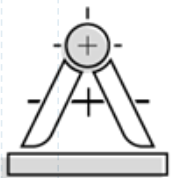
Prototyping

3D printing, cast urethane, cast silicone, metal fabrication, CNC machining, painting & finishing



Software Development

Android & iOS apps, cloud architecture, front-end & back-end development



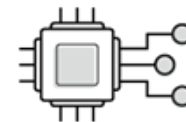
Mechanical Engineering

Mechanical design, analytical engineering, solid & surface modeling, plastic design



Testing & Quality Assurance

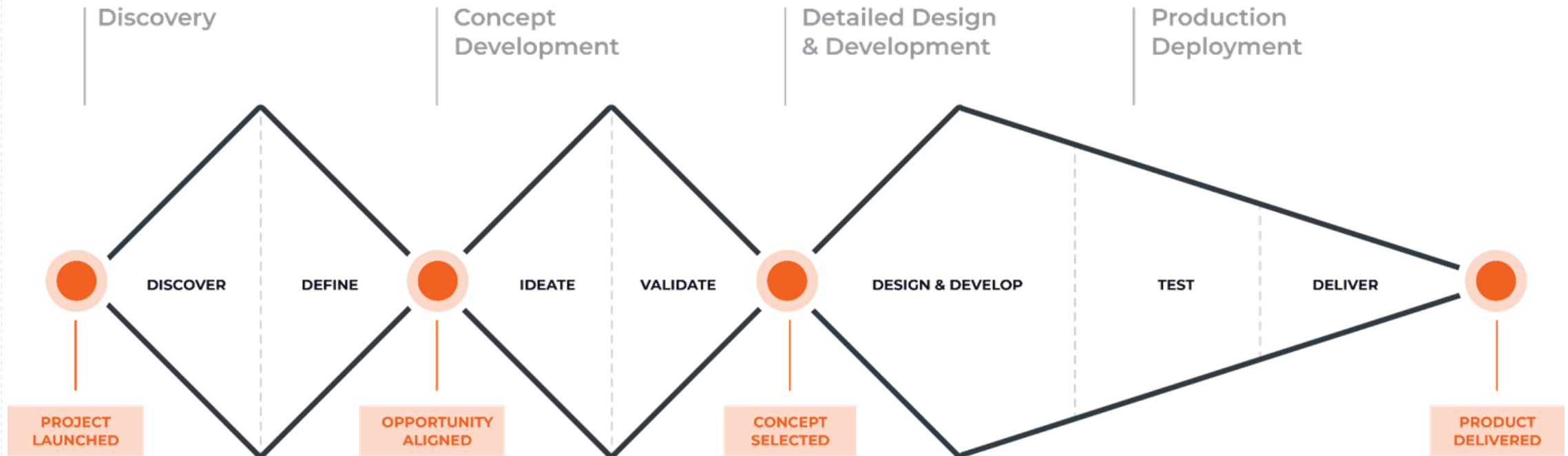
Prototype validation, quality control testing, life-cycle testing, software quality assurance (SQA)



Embedded Software & Firmware Development

Embedded systems architecture, RTOS design, microcontrollers, embedded Linux, IoT connectivity

i3 NPD PROCESS



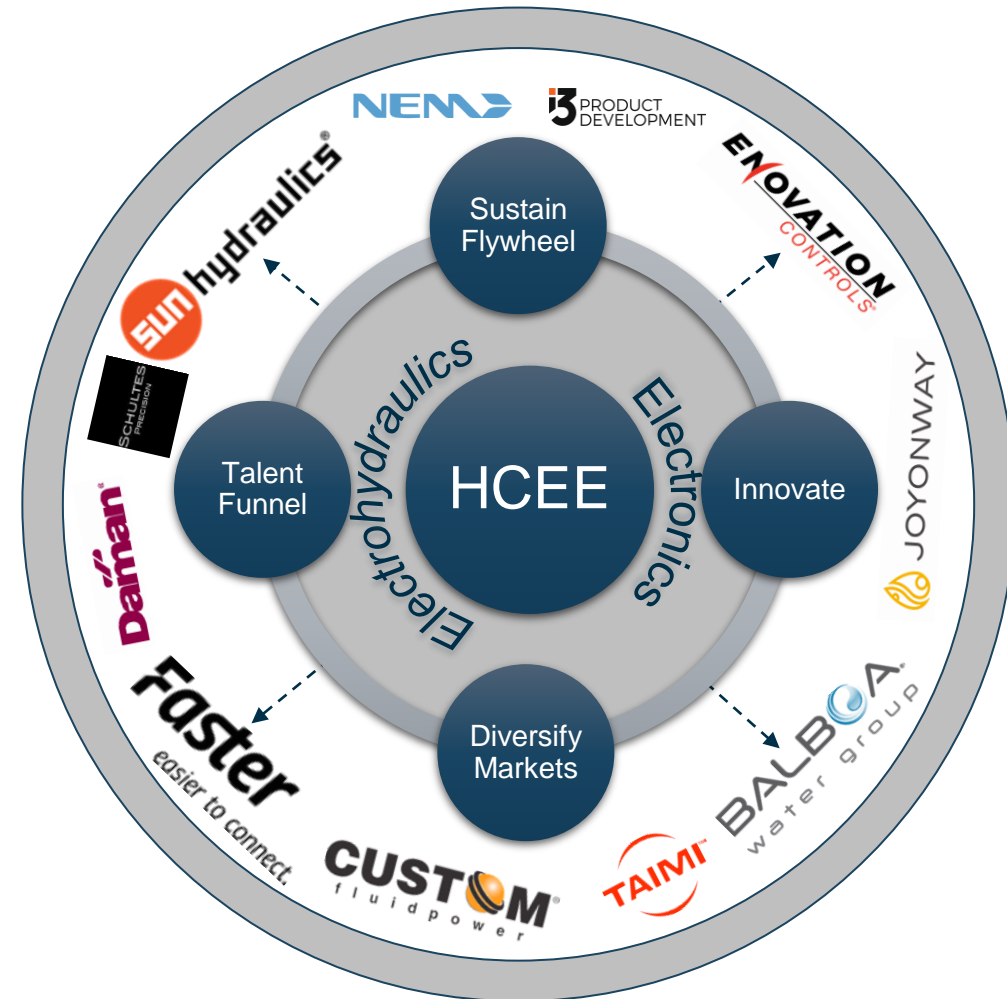


HELIOS CENTER OF ENGINEERING EXCELLENCE (HCEE)

IDEATION AND INCUBATION OF NEW PLATFORMS AND TECHNOLOGIES

Driving Intercompany Innovation
Initiatives

Investment in the Future of Innovative,
Connected, Electrohydraulic System
Solutions



i3 AND HCEE – COMPLEMENTARY, BUT DISTINCT MISSIONS

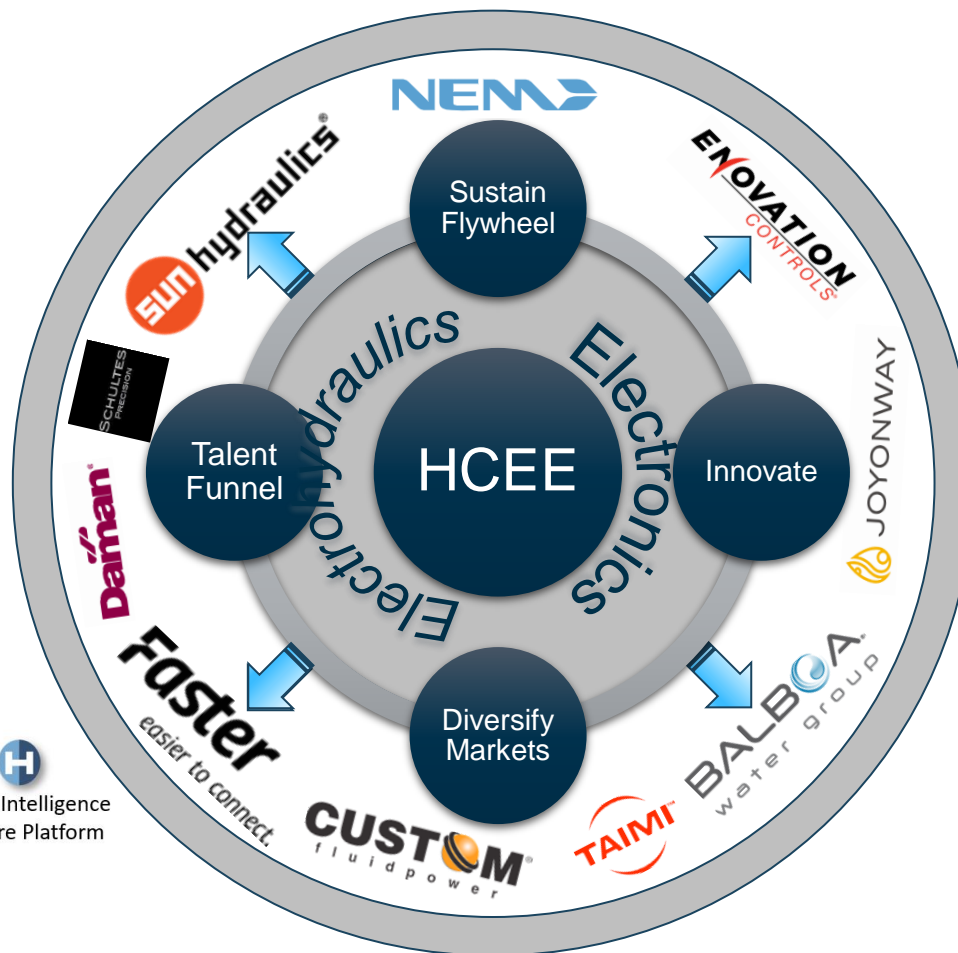
Scenario	i3 Product Development	HCEE (Innovation Incubator)
Focus	Engages with clients for custom development work ideally leveraging existing Helios platforms.	Works within Helios to bring new platforms from ideation to near-production state before injecting them back into the businesses.
Profitability	Generates revenue by increasing the Helios Wallet Share with customer-specific solution .	Accelerates innovation by partnering with other Helios businesses to bring new platforms and solutions to market .
Intellectual Property	Flexibility under a “Work for Hire” consulting arrangement to develop IP for custom applications .	Partners with sister companies within Helios to develop platforms with a strong focus on protecting the IP. (patents, trade secrets or other means of maintaining a competitive advantage)

HELIOS CENTER OF ENGINEERING EXCELLENCE (HCEE)

IDEATION AND INCUBATION OF NEW PLATFORMS AND TECHNOLOGIES



Advancing integrated cartridge valve sensing technology



NEXT DISPLAY PLATFORM™

Powered by Helios Technologies

spaTouch™ 4
SPA PANEL



Appeals broadly to general market



Highly-customizable software for high-end OEMs

OpenView™
SELECT DISPLAYS



Drives global sales applicability



Opens new markets with cost-conscious design



Targets OEMs RFQs with rich feature set and high-value ROI



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Helios Technologies Introduces the Next Display Platform™

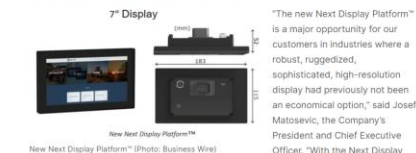
September 14, 2022 9:45am EDT

Download as PDF

Innovative open platform electronic displays bring value and functionality to broader end markets

SARASOTA, Fla.--(BUSINESS WIRE)-- Helios Technologies (NYSE: HLIO) ("Helios" or the "Company") a global leader in highly engineered motion control and electronic controls technology for diverse end markets, announced today the launch of the Next Display Platform™. This is a flexible, integrated bundle of core features and technologies allowing Helios to bring lighter, faster and more cost-effective control systems to new end markets.

This press release features multimedia. View the full release here:
<https://www.businesswire.com/news/home/20220914005283/en/>



Innovate trusted technology solutions that ensure safety, reliability, connectivity, and control within aggressive timelines



Promise: IoT will bring shiny visions of the future



User reviews



★ ★ ★ ★ ★ February 17, 2019



same as others. app wont pair with left shoe. paired with sneakers right after unboxing then completely crashed after last update. been going back n forth with nike elite support through email and nothing seems to work. tried resetting shoe, uninstalling app, turn off bluetooth with no luck. now I h...



, 02/15/2020

WiFi crockpot

I use to love this crockpot, Unfortunately I cannot get it to connect to my router/Wi-Fi anymore. It was working one day then quit. Sometimes it will get to the 37% and stop [more](#)



Horrible.

Won't load on apple watch. Wasted \$5 and can't find a way to contact the developer.

This is awful



Nov 25

Steve S22

I've owned by hot tub for two months and can confirm all the bad reviews on here are warranted. The app/spa don't connect the majority of the time. When it is connected there's a huge delay, many times up to a minute or more between when you hit a button and when it shows up as having been pressed on the app.....so you don't know whether you need to press it again or not. This is supposed to be a high end hot tub and that should include the app/user interface. They owe to everyone to fix the problems even if that means swapping out the hardware and upgrading or replacing the software. I will not recommend Marquis to anyone till these issues are fixed.

Reality: IoT often creates new ways to fail and unexpected complexity

REACH[®] CUSTOMERS EXPERIENCE



↓90%

Decrease in Call Times



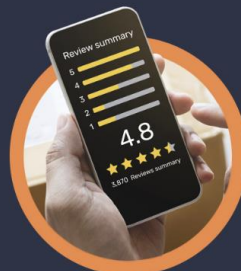
↓75%

Reduction in
Technician Visits

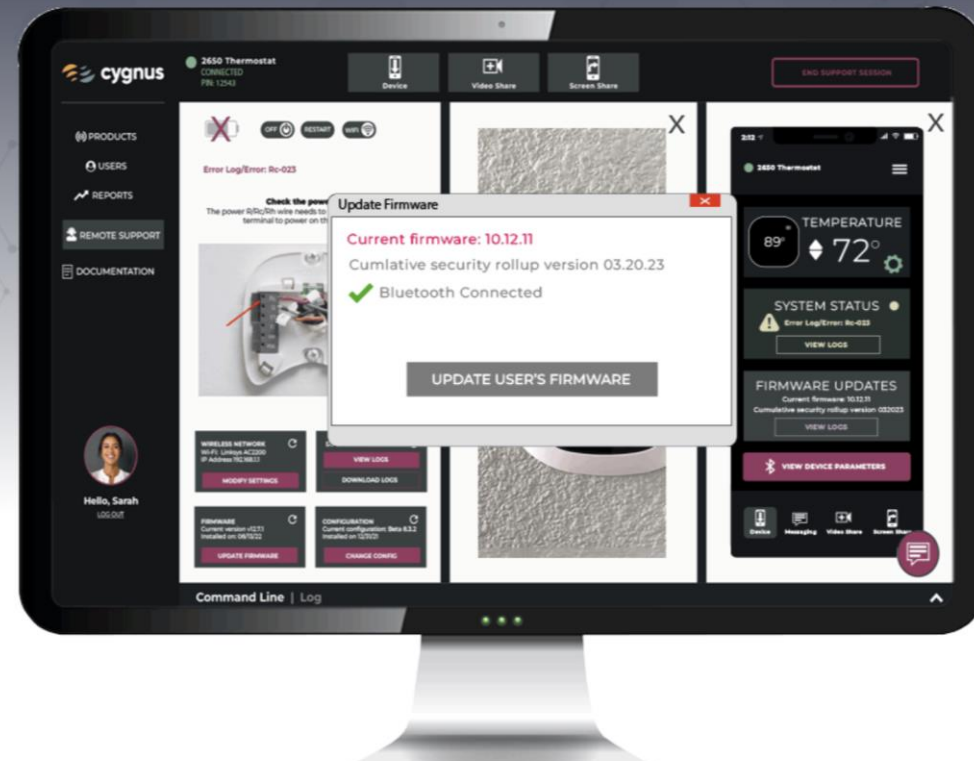


↓75%

Fewer Product
Returns



↑
Improved App &
Product Ratings



How it Works



SEE



SHARE

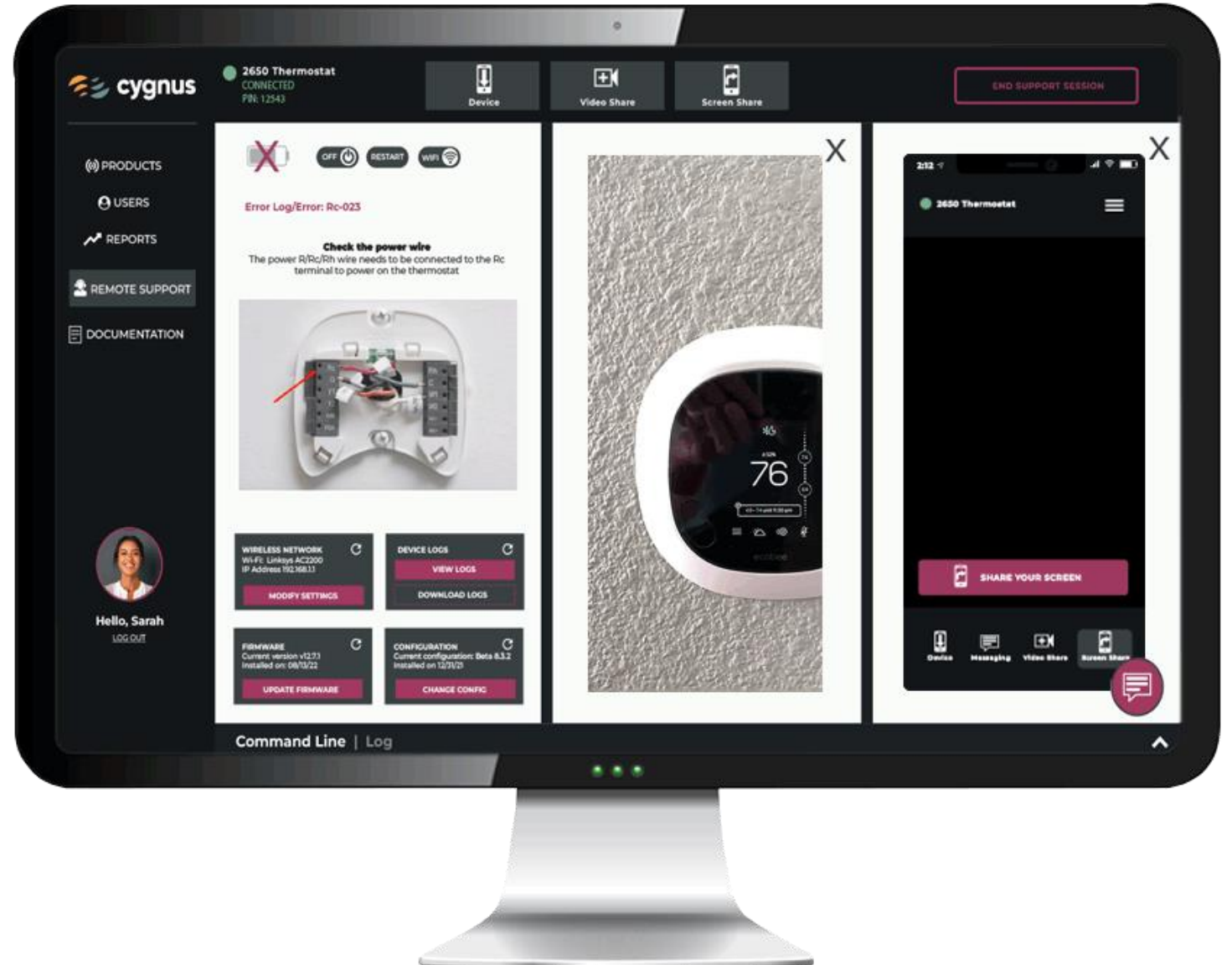


REPAIR

Opportunity: Deliver high-value customer support capability leveraging IoT



LIVE DEMO



H CYGNUS INTEGRATION SUPPORT



Superior Customer Support Platform fully-integrated into every application built to both delight our customers and generate a valuable recurring revenue business model



RICK MARTICH
PRESIDENT OF HYDRAULICS, AMERICAS



OPENING VIDEO – HYDRAULICS SEGMENT

Link to Hydraulics Segment Video: [Here](#)





HYDRAULICS SYSTEM SALES ACROSS DIVERSIFIED MARKETS

Current Markets



Material Handling



Specialized Vehicles



Forestry Equipment



Agriculture



Renewable Energy



Mining



Marine/Offshore



Construction



Factory Automation



Packaging & Processing

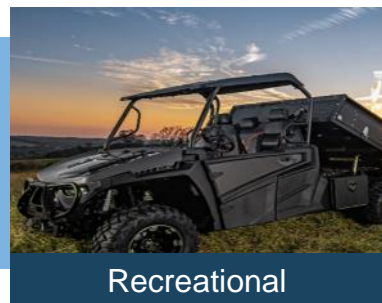


Machine Tools & Presses



Exploration

Growth Markets



Recreational



Pharmaceutical



Aerospace



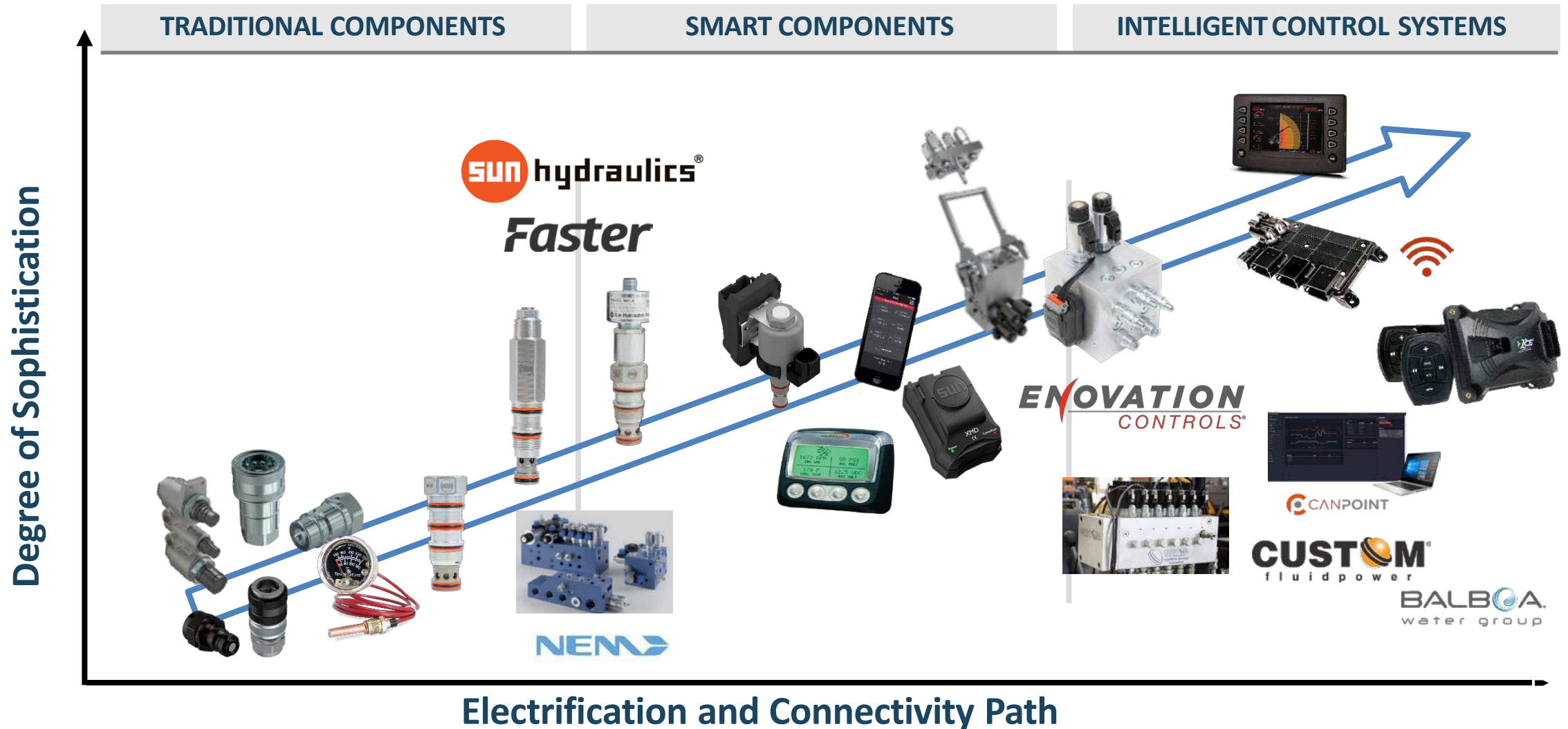
Automation

INTER-SEGMENT SYSTEM SALES (LEE, RICK, DOUG)



H INTER-SEGMENT SYSTEM SALES

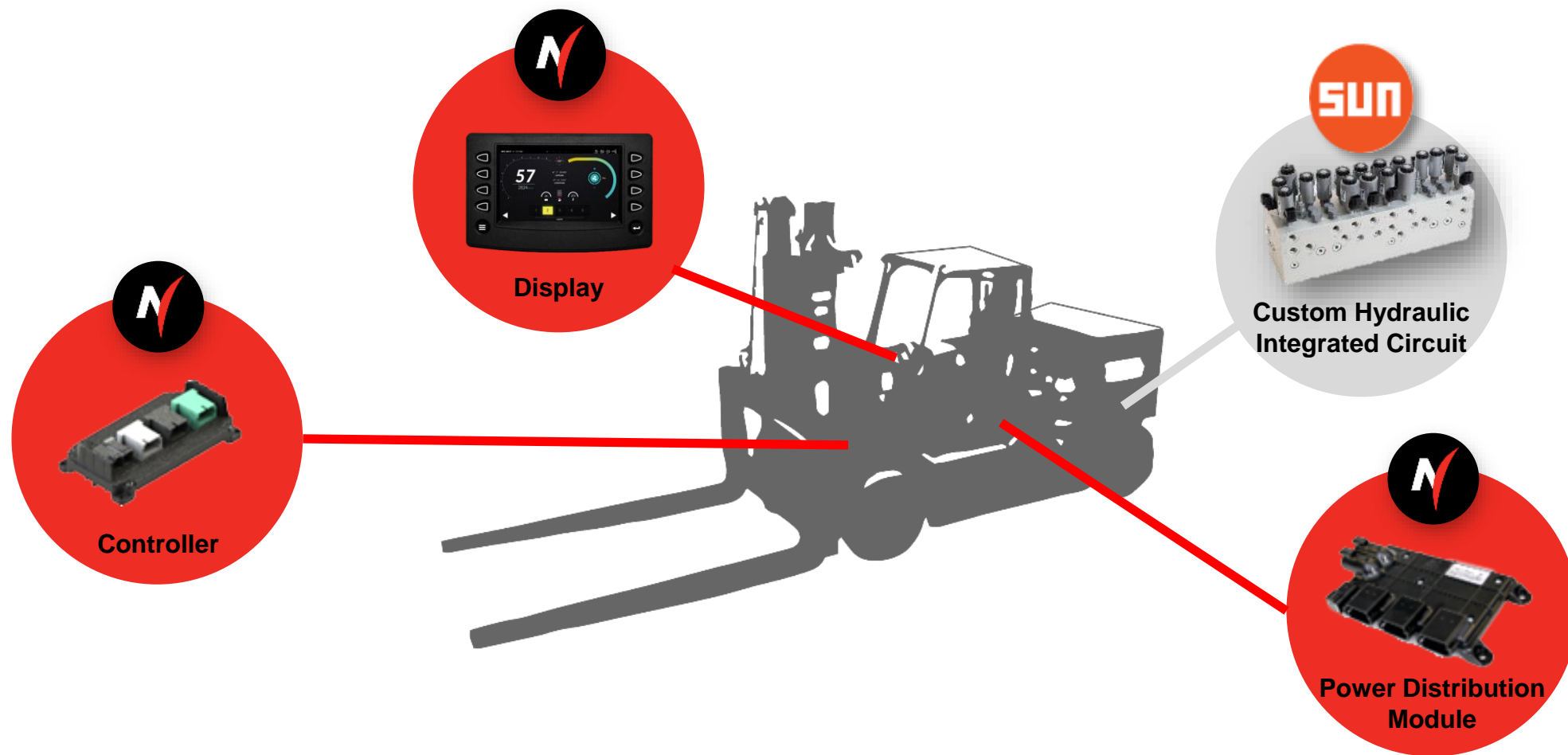
CREATING HIGH VALUE SOLUTIONS ACROSS OUR SPECTRUM OF PRODUCTS AND PLATFORMS





INTER-SEGMENT EXAMPLE: GAS/ELECTRIC POWERED FORKLIFT

ELECTRO-HYDRAULIC TECHNOLOGY CURRENTLY ADOPTED BY CUSTOMERS

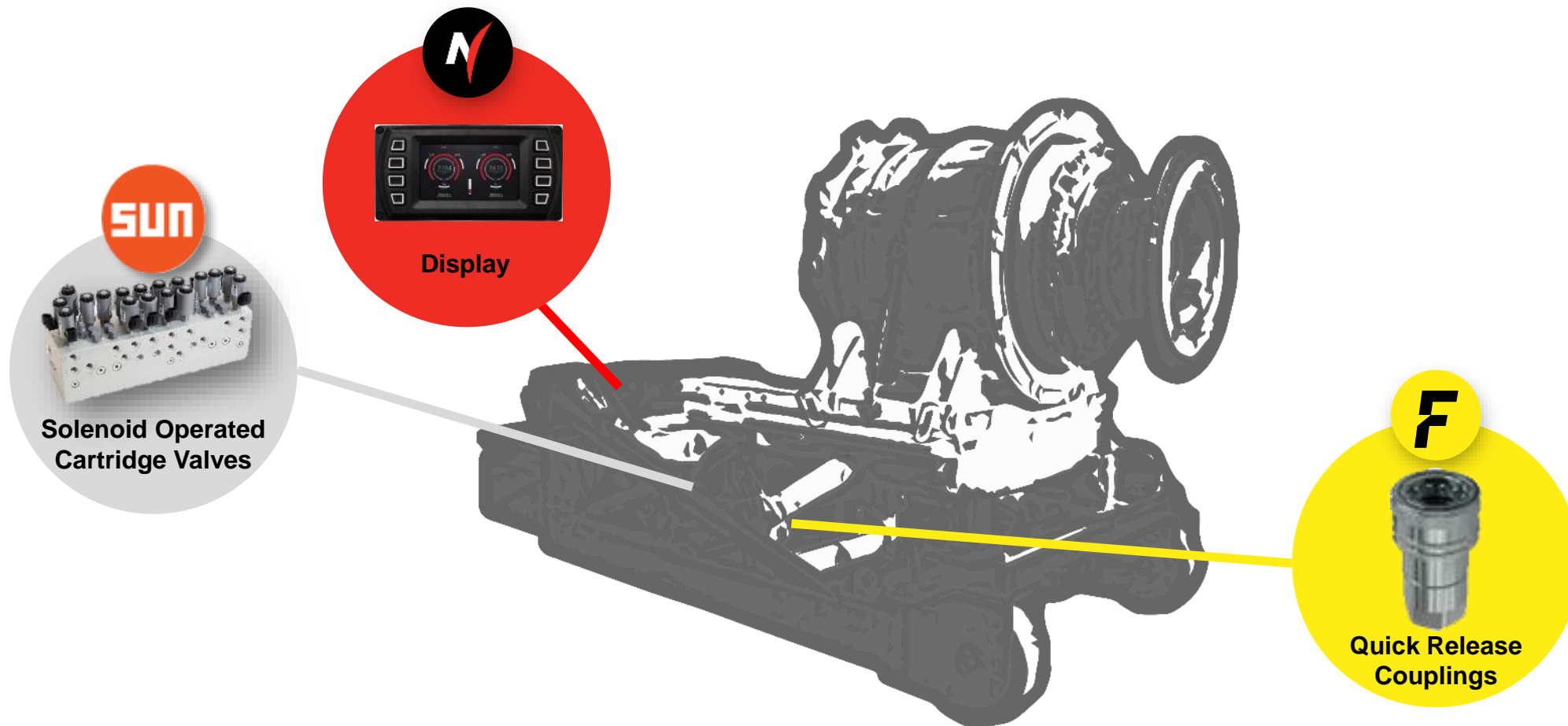


- Packaged solution controlling the engine, hydraulics, and electronics
- Customized OEM proprietary electronic and hydraulic technology



INTER-SEGMENT EXAMPLE: HEAVY MACHINERY TRANSMISSION HOIST

ELECTRO-HYDRAULIC TECHNOLOGY CURRENTLY ADOPTED BY CUSTOMERS

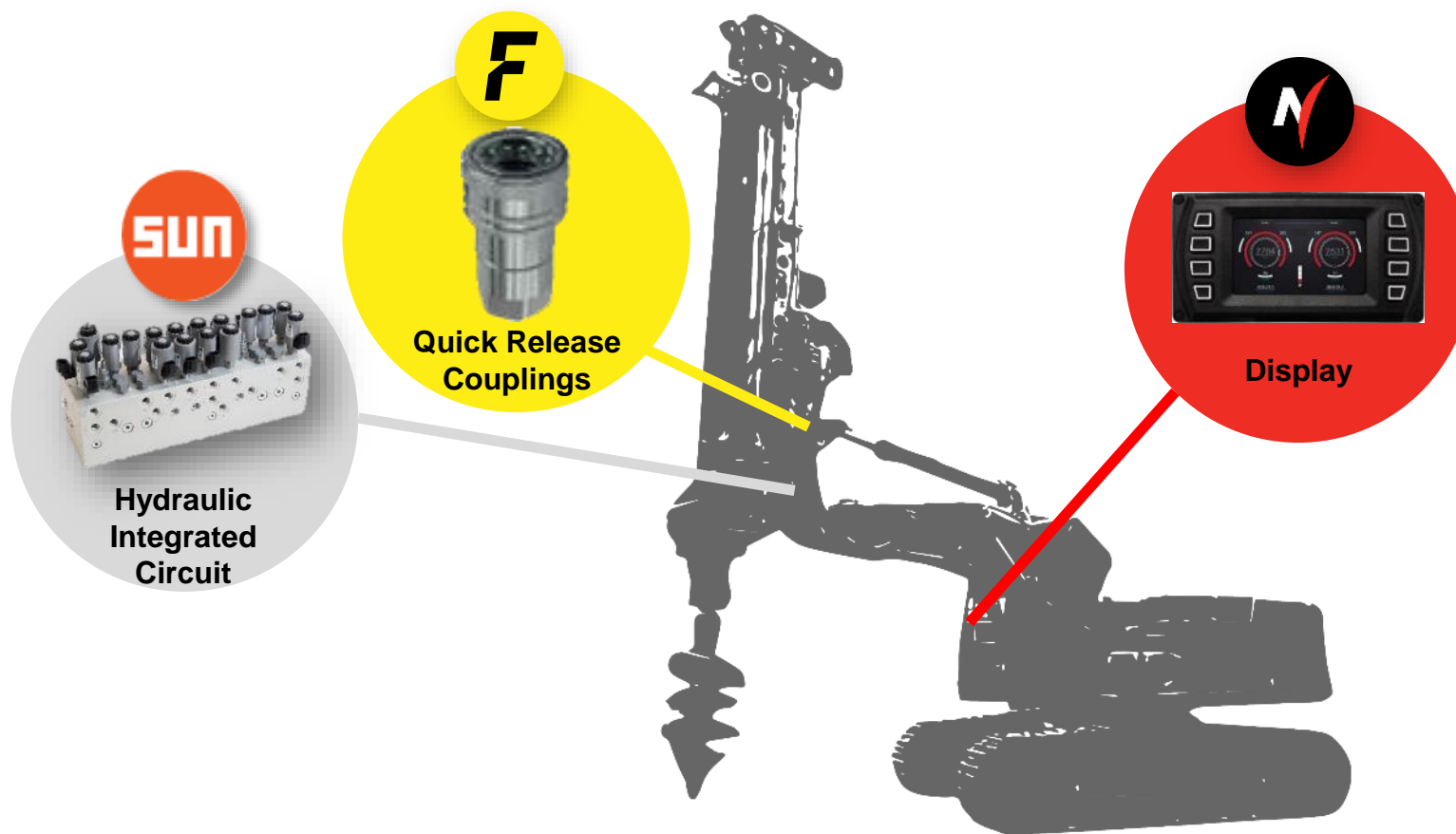


- 5000 psi cartridge valve technology
- Customized graphics on anti-glare sunlight readable display



INTER-SEGMENT EXAMPLE: DRILL SERGEANT ATTACHMENT

ELECTRO-HYDRAULIC TECHNOLOGY CURRENTLY ADOPTED BY CUSTOMERS

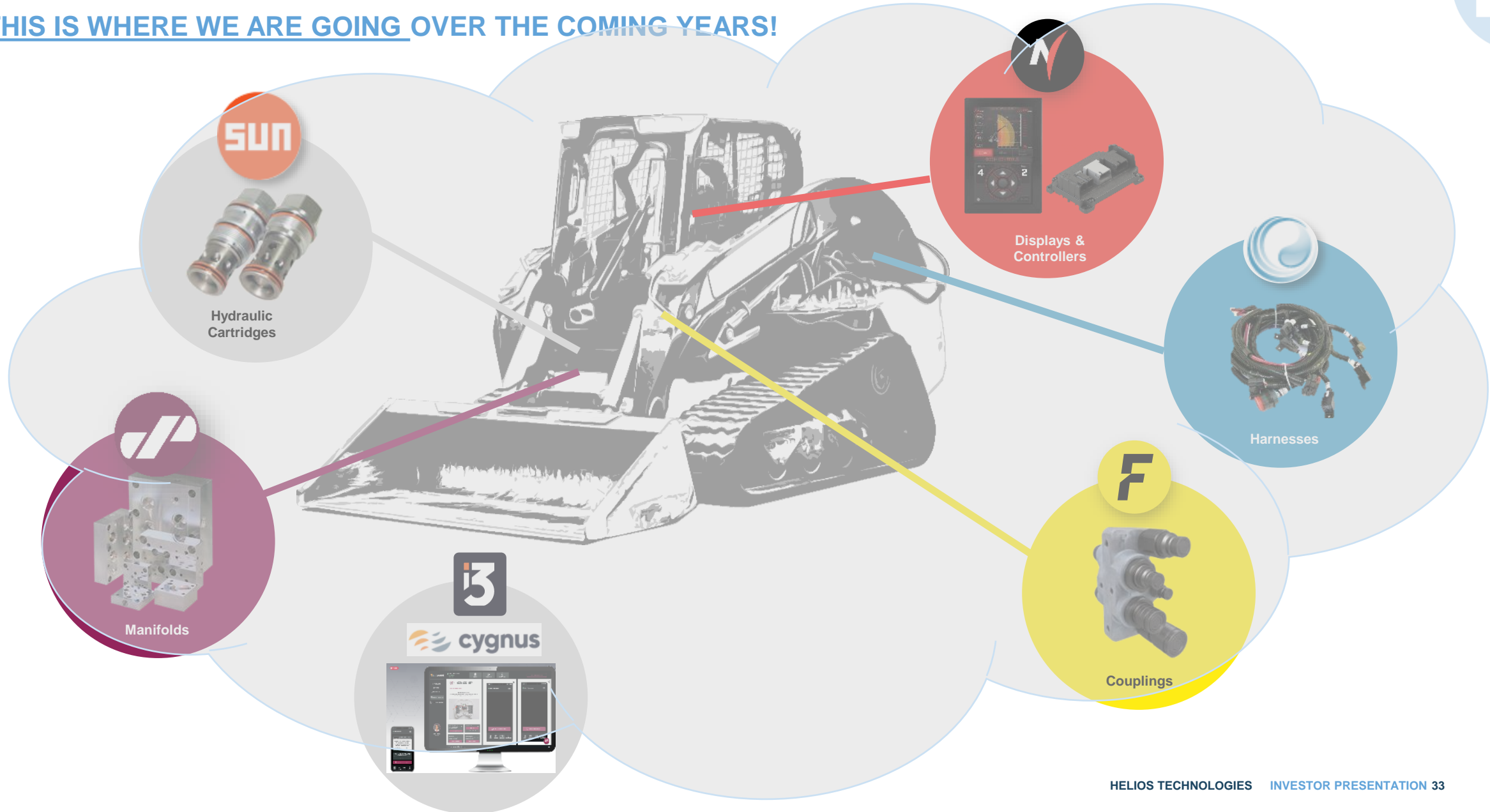


- Compact, customized solution fits inside the attachment



INTER-SEGMENT EXAMPLE: “IoT CONNECTED” SYSTEM SALE

THIS IS WHERE WE ARE GOING OVER THE COMING YEARS!





AUGMENTING STRATEGY
ADVANCING TECHNOLOGIES
ACCELERATING GROWTH