

**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.p.A. Through its Hydraulics segment, the Company 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. Through its Electronics segment, the Company provides electronic control solutions through Enovation Controls for recreational and off-highway vehicles, as well as industrial stationary and mobile power equipment.

**Vision 2025**

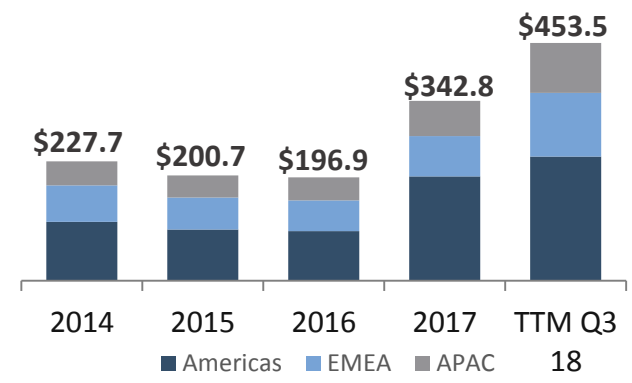
Achieve global technology leadership in the industrial goods sector by 2025 with critical mass exceeding \$1B in sales while maintaining superior profitability & financial strength.

**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

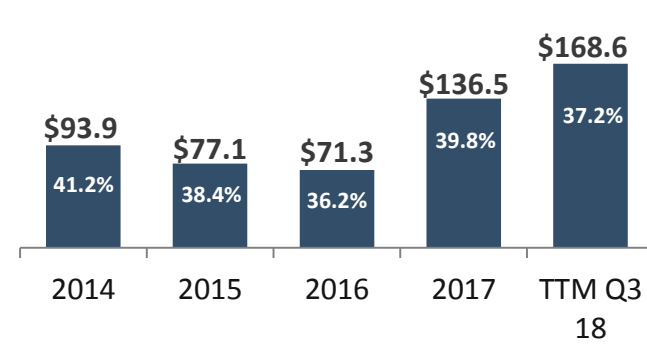
**Sales**

(in millions)



**Gross Profit & Margin**

(\$ in millions)

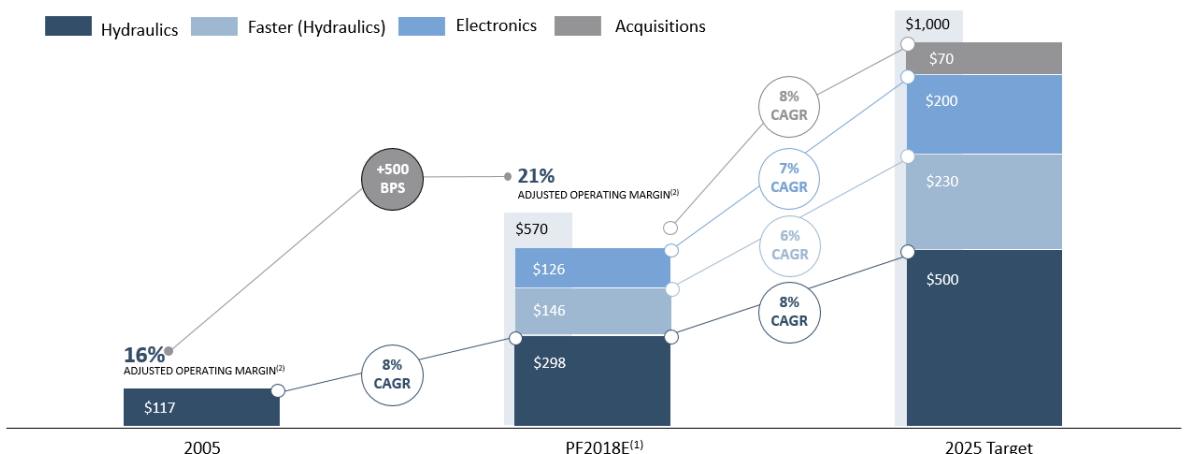


**Vision 2025: Pathway to Superior Growth**

Assumption: Includes One Mild Recession

**Vision Metric Floors:**

- \$1B REVENUE
- >20% ADJ OP MARGIN
- >24% EBITDA MARGIN



(1) Represents midpoint of 2018 guidance as of November 5, 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	\$1.31 bln
Avg. Daily Volume (3 mos.)	140k
Recent Price	\$40.90
52-Week Range	\$37.01 – \$70.83

Shares Outstanding	32.0 mln
Institutional ownership	87%
Insider ownership	10%

Market data as of November 19, 2018 [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-Sep	30-Sep			
	2018	2017	2017	2016	2015
Net Sales	\$ 135,837	\$ 88,001	\$ 342,839	\$ 196,934	\$ 200,727
Gross Profit	51,735	36,294	136,525	71,349	77,093
<i>Gross Margin</i>	38.1%	41.2%	39.8%	36.2%	38.4%
Operating Income	19,246	17,402	61,491	34,459	46,891
<i>Operating Margin</i>	14.2%	19.8%	17.9%	17.5%	23.4%
Net Income	11,599	11,295	31,558	23,304	33,138
<i>Net Margin</i>	8.5%	12.8%	9.2%	11.8%	16.5%
Earnings per share - diluted	\$ 0.36	\$ 0.42	\$ 1.17	\$ 0.87	\$ 1.24
Dividends per common share	\$ 0.09	\$ 0.09	\$ 0.38	\$ 0.40	\$ 0.45

	29-Sep		Reporting Year		
	2018	2017			
	2018	2017	2016	2015	
Capital Expenditures - YTD	\$ 18,702	\$ 22,205	\$ 6,187	\$ 6,106	
Depreciation & Amortization - YTD	28,801	19,190	11,318	9,557	
Cash and cash equivalents & short-term investments	15,875	63,922	81,083	126,106	
Working Capital, excluding cash, short-term investments & debt	93,407	36,991	29,109	19,230	
Total Assets	1,008,612	459,766	444,777	241,540	
Total Debt	364,786	116,000	140,000	-	
Shareholders' Equity	\$ 526,510	\$ 272,673	\$ 236,397	\$ 222,187	

## Q3 2018 Highlights

- Sales of \$135.8 million, up 54%
  - Faster contributed \$31.8 million
  - Custom Fluidpower contributed \$8.4 million
  - Organic growth 9%
- Net income of \$11.6 million; non-GAAP net income grew 21% to \$14.1 million
- Adjusted EBITDA of \$33.6 million, 24.8% of sales
- Streamlining and consolidating Sarasota facilities
- August 2018 – Acquired Custom Fluidpower (CFP) for ~\$27 million
- August 2018 – Began production at new state-of-the-art South Korea facility

## 2018 Guidance\* (as of November 5, 2018)

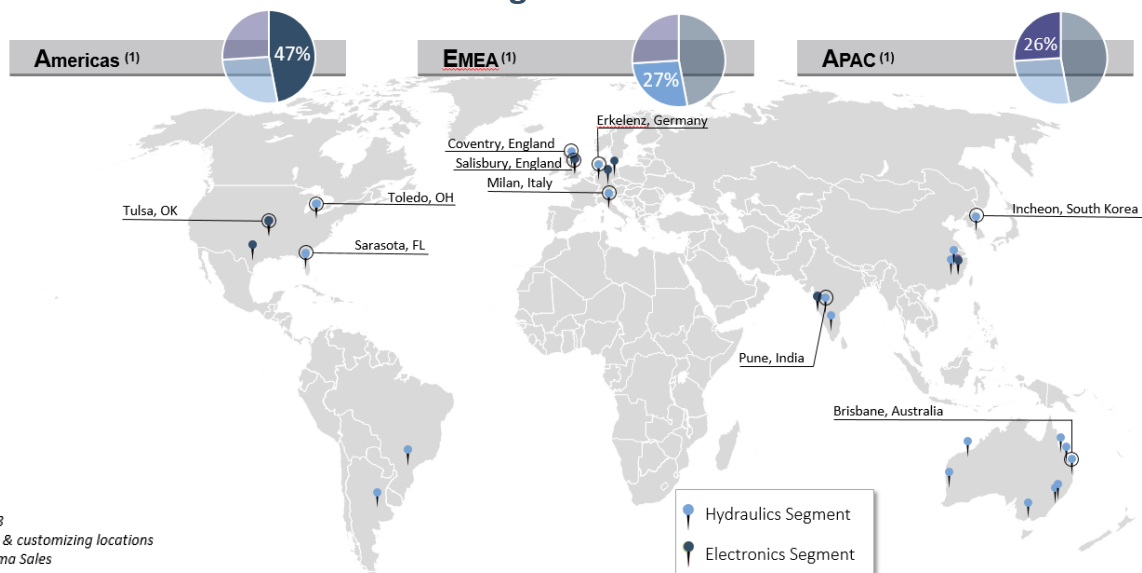
(\$ in millions)

- Consolidated revenue \$500-\$507
  - Hydraulics segment revenue \$375 - \$380
  - Electronics segment revenue \$125 - \$127
- Consolidated operating margin 20.5% - 21.5%\*\*
- Consolidated interest expense \$13.7 - \$14.2
- Effective tax rate 19% - 21%
- Capital expenditures \$25 - \$30
- Depreciation \$16.0 - \$16.5
- Amortization \$21.6 - \$22.3

\* Includes Faster Group since its April 5, 2018 acquisition and Custom Fluidpower since its August 1, 2018 acquisition

\*\* Before acquisition-related amortization of intangibles and one-time costs

## Growing Global Reach



Note: As of August 1<sup>st</sup>, 2018

○ Denotes manufacturing & customizing locations

(1) Denotes 2018E Pro Forma Sales

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.