# INVESTOR PRESENTATION MAY 2018





#### 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 the intent, belief or current expectations, estimates, vision or projections of Sun Hydraulics Corporation ("Sun" 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 Company's financing plans; (iii) the Company's expectations regarding our sales, expenses, gross margins and other results of operations; (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; (vii) the Company's ability to respond to changes in customer demand domestically and internationally, including as a result of standardization; and (viii) potential challenges relating to changes in and compliance with governmental laws and regulations affecting our U.S. and international businesses. Although the Company believes that its expectations are based on reasonable assumptions, it can give no assurance that the anticipated results will occur. Important factors that could cause the actual results to differ materially from those in the forward-looking statements include, among other items, (i) the economic cyclicality of the capital goods industry in general and the hydraulic valve and manifold industry in particular, which directly affect customer orders, lead times and sales volume; (ii) fluctuations in global business conditions, including the impact of economic recessions in the U.S. and other parts of the world, (iii) conditions in the capital markets, including the interest rate environment and the availability of capital; (iv) changes in the competitive marketplace that could affect the Company's revenue and/or costs, such as increased competition, lack of qualified engineering, marketing, management or other personnel, and increased labor and raw materials costs; (v) risks related to the integration of the businesses of the Company and Enovation Controls; (vi) changes in technology or customer requirements, such as standardization of the cavity into which screw-in cartridge valves must fit, which could render the Company's products or technologies noncompetitive or obsolete; (vii) new product introductions, product sales mix and the geographic mix of sales nationally and internationally; and (viii) changes relating to the Company's international sales, including changes in regulatory requirements or tariffs, compliance with anti-corruption laws and trade laws, including export and import compliance, trade or currency restrictions, fluctuations in exchange rates, and tax and collection issues. Further information relating to factors that could cause actual results to differ from those anticipated is included but not limited to information under the headings Item 1. "Business," Item 1A. "Risk Factors," and Item 7. "Management's Discussion and Analysis of Financial Conditions and Results of Operations" in the Company's Form 10-K for the year ended December 31, 2017. The Company disclaims any intention or obligation to update or revise forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation includes certain non-GAAP financial measures, which the Company believes are useful in evaluating our performance. You should not consider the presentation of this additional information in isolation or as a substitute for results prepared in accordance with GAAP. The Company has provided reconciliations of comparable GAAP to non-GAAP measures in tables found in the Supplemental Information portion of this presentation.

# **Growing Global Industrial Technology Leader**



#### **Hydraulics**

Leading manufacturer of high-performance screw-in hydraulic cartridge valves, electro-hydraulics, manifolds and integrated package solutions

#### **Electronics**

Global provider of innovative electronic control, display and instrumentation solutions for recreational and offhighway vehicles, stationary and power generation equipment

Founded: 1970	IPO: 1997	NASDAQ: SNHY	
Market Capitalization	\$1.60 billion	Common Shares Outstanding	31.6 million
Recent Price	\$50.55	Regular Annualized Dividend / Yield	\$0.36 / 0.71%
52 Week Range	\$39.00 - \$70.83	Institutional Ownership	83.4%
Average trading Volume (Trailing three months)	207.3k	Insider Ownership	10.4%

Source: Capital IQ as of May 7, 2018; Ownership as of latest filings, adjusted for Q1 2018 offering

#### 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.

DESIGNER AND MANUFACTURER OF INTELLIGENT SYSTEMS & CONTROLS

## **Megatrends Impacting Our Global Markets**



Globalization

Sophistication of Safe Machinery & Equipment

**Computing Power** 

**Global Needs Will Drive These Trends** 

Population Growth



Urbanization & Environment



Productivity & Efficiencies



**Automation** 



Electrification & Digitalization



**Energy Saving** 



COMPREHEND THE THREATS & OPPORTUNITIES: ADJUST AND ALIGN

# High Growth, High Margin, M&A-Focused



20%+

Organic Revenue Growth (1) 2017 20%+

Adj. Operating Margin (2) 2017 50%+

M&A Revenue Growth (3) 2017

#### **Key Factors Driving Superior Growth and Margins**

- 1. Leading technology positions in fast growing industrial sectors in hydraulics and intelligent controls
- 2. Portfolio of premium brands
- 3. Highly engineered product design and manufacturing capabilities
- 4. Global presence with "in the region, for the region" strategy

<sup>(1)</sup> Calculated as 2017 Revenue of \$342.8MM divided by PF2016 Revenue of \$275.3MM; PF2016 accounts for full year contribution of Enovation Controls acquisition that closed December 5, 2016

<sup>(2)</sup> See Supplemental Information for definition of Adjusted Operating Margin and reconciliation from GAAP and other disclaimers regarding non-GAAP information

<sup>(3)</sup> M&A growth driven by Electronics segment growth due to Enovation Controls acquisition

# **Acquisition of Faster Group**



Company Overview	Privately-owned, Italy-based company that designs, manufactures and distributes a variety of quick-release hydraulic couplings for a range of agricultural and industrial vehicles and machinery									
Purchase Price	€430 million, or approximately \$528 <sup>(1)</sup> million, plus other charges and deductions as set forth in the Purchase Agreement, funded with \$175 million of cash and \$358 million of debt									
Strategic Rationale	<ul> <li>Meets Long-Term Strategic Vision:         <ul> <li>Advances global technology leadership</li> <li>Contributes toward revenue goal of \$1 billion by 2025</li> <li>Enhances superior profitability and cash flows</li> </ul> </li> <li>Diversifies Sun:         <ul> <li>Strengthens end market positions in global agriculture, construction equipment, and industrial markets</li> <li>Broadens product offering and geographic footprint</li> <li>Adds manufacturing footprint in Europe</li> </ul> </li> <li>Strengthens Technology Leadership         <ul> <li>Faster holds 80+ registered patents; continues to add new patents annually via strong R&amp;D focus</li> <li>Innovative culture drives new product development</li> <li>Strong commercial and technical relationships with global OEMS</li> </ul> </li> </ul>									
Status / Timeline	<ul> <li>Share Purchase Agreement executed February 19<sup>th</sup></li> <li>Closed April 5, 2018</li> </ul>									
Financial Metrics	<ul> <li>Revenue: 2017: \$130 million<sup>(1)</sup> 2018: expecting 16%-16.5% growth</li> <li>EBITDA: 2017: ~\$36 million<sup>(1,2)</sup> 2018: expecting ~27%-28%</li> <li>Expected Run-Rate Synergies: ~\$7.5 million by 2022</li> </ul>									

<sup>(1)</sup> Faster Group's unaudited 2017 financial results, euro converted to USD at 1.235

<sup>(2)</sup> Midpoint of projected EBITDA margin range of 27-28%

# **Smart Solutions For Demanding Applications**



#### HYDRAULICS (~75%)

**ELECTRONICS (~25%)** 

2018 Revenue<sup>(1)</sup>

\$368-378MM

\$122-127MM

2018 Adj. Operating Margin<sup>(2)</sup>

22.7% - 24.0% Margin

**Brands** 











**Key Products** 











Sun designs and manufactures screw-in hydraulic cartridge valves, manifolds, and integrated fluid power packages and subsystem, while Faster is focused on quick-release hydraulics coupling solutions.



Designs and manufactures sophisticated digital control solutions

**Key End Markets** 

Mobile, Industrial & Agriculture Applications

Mobile, Industrial & Recreational Applications

<sup>(1)</sup> Guidance for 2018 as of May 7, 2018 (includes Faster April 5, 2018 acquisition)

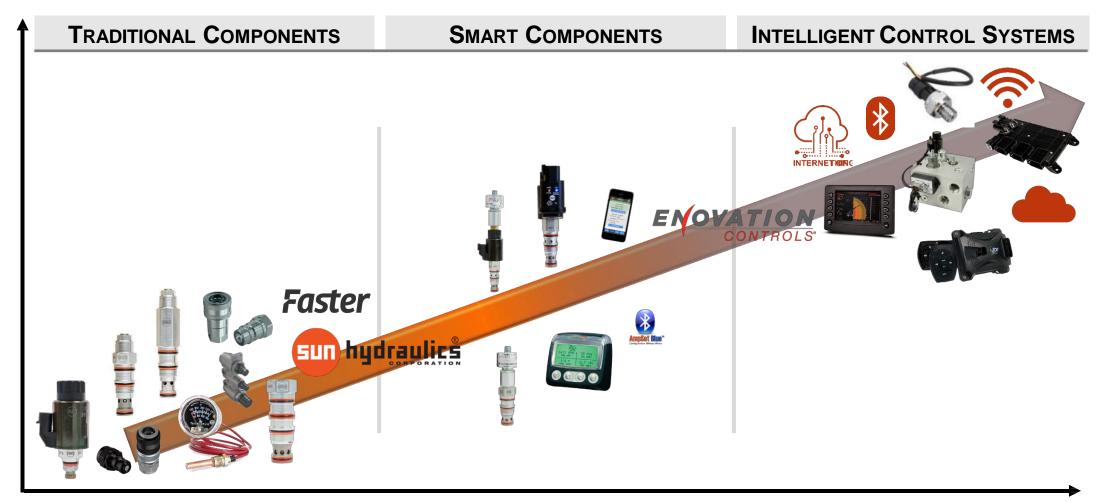
<sup>(2)</sup> See Supplemental Information for definition of Adjusted Operating Income and Margin, reconciliation from GAAP and disclaimers regarding the use of non-GAAP financial measures

# Degree of Sophistication

# **Strategic Execution**



Evolving from best-in-class component supplier to an intelligent control system provider



**Path of Migration** 

# **Hydraulics Industry**

hydraulics Faster

**\$25 B**Total Hydraulics Market

**\$8 B**Total Hydraulic Valves Market

\$2 B
Total Compact
Hydraulics
Addressable Market

SUN

**\$4 B**Total Couplings Market

\$2 B
Total Quick Release
Couplings
Addressable Market

Faster

#### Addressable Markets – Hydraulics





















Source: Schmitt Consulting Engineers

# **Evolving Hydraulics Product Offering to Address Hydraulics Market Demands**



#### **BROAD HYDRAULICS PRODUCT OFFERING**



Cartridges



**Electro-Hydraulics** 



Couplings



Manifolds



**Integrated Packages** 



MultiFaster

#### HYDRAULICS MARKET DRIVERS

- ✓ Increased productivity and performance
- ✓ Improved safety and reliability
- ✓ Shift to electrohydraulic actuation & tuning
- ✓ Reduced noise, vibration and harshness
- ✓ Environmental regulation
- ✓ Zero Leaks
- ✓ Fast and convenient ways to repeatedly connect/disconnect fluid lines

# **Most Complete Product Offering in Industry**

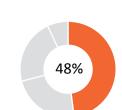
**Gross Sales** 

Contribution



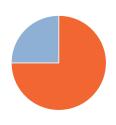




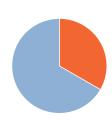




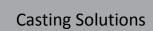
Agriculture



Construction



Industrial



Couplings









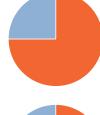


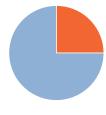






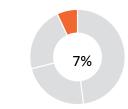






Accessories & Ancillary Products











# **Global CVT\* Hydraulics Customer Base**



Loyal, long-standing channel partners growing globally, forging new relationships

#### **CVT HYDRAULICS DISTRIBUTORS**

(~80% OF HYDRAULICS SALES)











40+ years

40+ years

40+ years







30+ years

30+ years

20+ years









20+ years

40+ years

<10 years

40+ years

- √ 55 of 86 distributors located outside the U.S.
- ✓ Strong technical capabilities in drive and control technology

(~20% of Hydraulics Sales)



















**CVT HYDRAULICS OEMS** 

<sup>\*</sup> Cartridge Valve Technology

# Faster is a Leading Provider of Engineered **Coupling Solutions**



**Portfolio of Highly Engineered Coupling Solutions** 

**Agriculture Equipment (AG)** 







**Push-Pull** 





#### Impressive and Loyal Blue-chip OEM Customer Base

Long-tern Relationships with the Leading Agricultural OEMs

















#### **Construction Equipment (CE)**







**Block Coupler** 

**Ultra High** 

**Pressure** 



**FHV** 

IND

CE

24%

11%

#### **Supplying a Broad Range of EOMs in CE**



















#### Industrial (IND)







Refrigeration









**Select Group of Industrial Customers** 







Note: Faster segment breakdown per 2017 MP forecast.

# **Electronic Controls Industry**



#### \$3.5 B

Total Power Controls and Vehicle Technologies Market

#### \$1.6 B

Relevant Power Controls and Vehicle Technologies Market

#### \$900 M

Power Controls and Vehicle Technologies Addressable Market



#### ADDRESSABLE MARKETS - ELECTRONICS



















Source: Management Estimates

# **Enhanced Position in Electronics through Enovation Controls Acquisition**



#### **ACQUISITION RATIONALE**(1)

Met Long-Term Strategic Vision

- Improve and expand technology offering
- Offer integrated solution
- Advance electrification and digitization offering across platform

**Diversifies Sun** 

- New end markets in consumer and transportation
- New customers include blue-chip names in powersport, off-highway and power gear
- Provides entry to a highly specialized and fragmented market

**Added Talent** 

- Experienced engineering and technical team
- Sales team with strong customer relationships and insight
- Track record of new product development and technical innovation





- Significant expansion in growing electronics market
- Strengthened new product development capabilities
- Earnings-accretive in 2017
- ✓ Growth-accretive in 2017

(1) Enovation Controls acquisition closed December 5, 2016

# **Creative Electronics Product Development**

























**DISPLAYS & INFOTAINMENT** 

**PANELS & CONTROLLERS** 

**DEVICES / ACCESSORIES** 

Solving complex system challenges on aggressive timelines with intense application expertise and customer focus

#### **Electronics Customer Base**



Loyal, long-term partnerships with Global OEMs across multiple markets, which accounts for 90% of Electronics Revenue

#### **VEHICLE TECHNOLOGIES ("VT")**



























#### POWER CONTROLS ("PC")







































- ✓ Products Specified on Platform
- Collaborative Engineering Process

Deep relationships

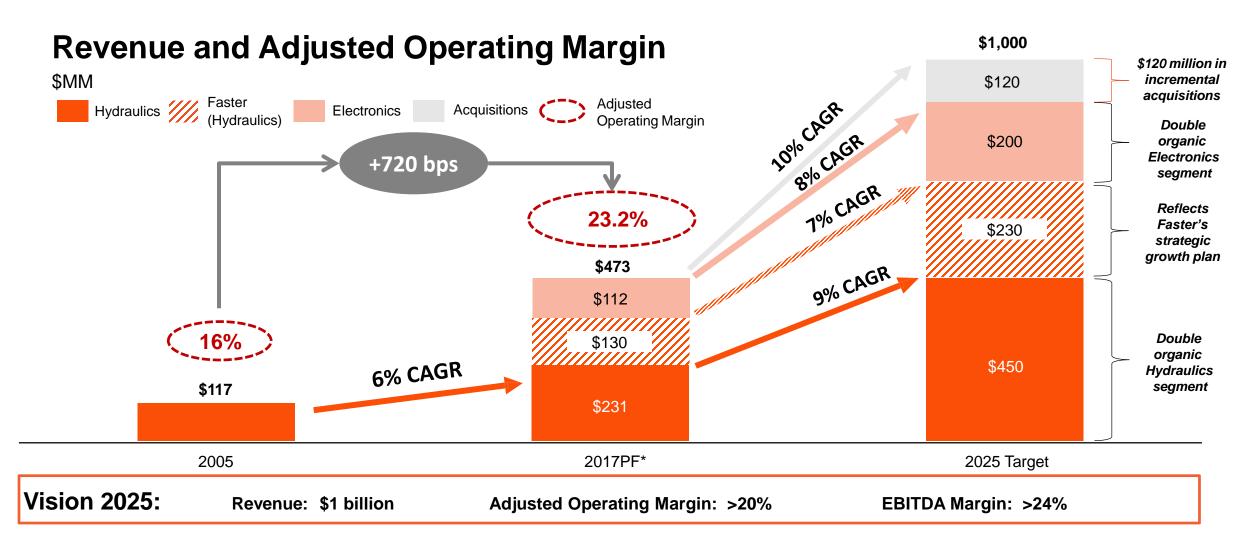
# ACHIEVING OUR VISION 2025





# Vision 2025: Pathway to Superior Growth

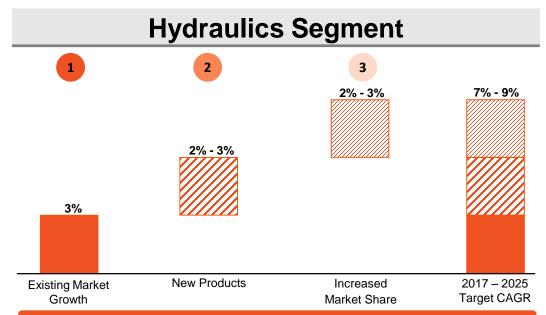




<sup>\* 2017</sup>PF is pro forma to reflect the combination of 2017 actual SNHY and Faster results

# Reaching Vision 2025 Revenue Goals





#### 1) Existing Market Growth

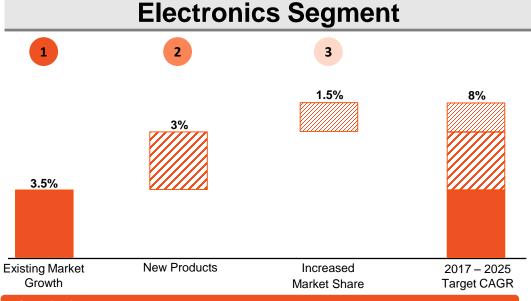
Industrial Production is a key driver of market growth

#### 2) New Products

- Launch new product programs
- Expand core products

#### 3) Increased Market Share

- Add new channel partners
- Deepen wallet share with existing customers:
  - More applications
  - More platforms
- Gain new customers



#### 1) Existing Market Growth

Industrial Production +

#### 2) New Products

- Proactive and consistent outreach to the middle market with expanded content
  - Reduce complexity with new product designs/content
  - · Existing and new markets with similar applications

#### 3) Increased Market Share

- Penetrate new OEMs globally
  - Coordinate with Hydraulics segment internationally
- Grow systems sales to existing OEMs customers

# Creating a Larger & More Diversified Technology Platform





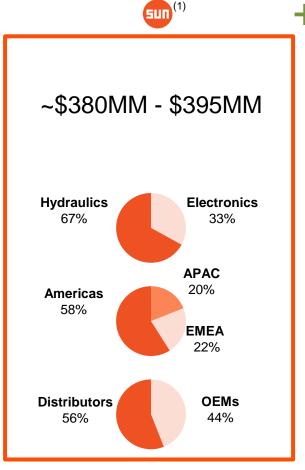
Faster (1)(2)

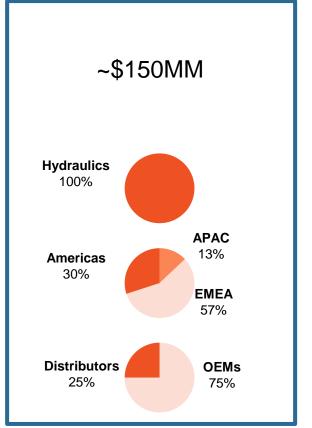
2018 PF Revenue (\$MM)

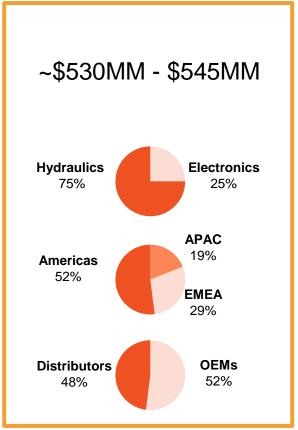
Enhanced Product Offering

Broader Geographic Reach

Greater Access to OEMs







+ Faster 11

<sup>(1)</sup> SNHY 2018 Guidance as of May 7, 2018; above is proforma for Faster for full year 2018

<sup>(2)</sup> Faster estimated 2018 revenue converted at an exchange rate of \$1.235 / €1.000

# **Disciplined Acquisition Strategy**



#### **GOALS**

- Technology leadership
- Broaden technology offerings and capabilities
- Achieve target return thresholds
- Increase solutions-based offering
- Diversify end markets

#### **TARGETS**

- Strong management
- Solid customer relationships
- Quality products
- Culture supporting innovation
- Lean or strong operational capabilities
- Superior profitability
- Target revenue \$50-\$150 million per acquisition

#### **INTEGRATION MODEL**

- Successful on standalone basis
- Drive innovative culture
- Keep talent and customer relationships
- Retain brands
- Leverage engineering expertise
- Realize synergy opportunities

#### **Business Segment**

Horizon

Methodology

#### **Hydraulics**

#### **NEAR-TERM FOCUS**

Portfolio / Technology

Technology

Cartridge Valve
Technology (CVT)
Quick Release
Couplings (QRC)

Adjacent Hydraulics Product Portfolio

#### Brands



Faster

#### **Linked Technologies**

#### **MID-TERM FOCUS**

E.M. Actuation, Factory Automation, Software or IoT-Relevant

#### **Electronics**

#### **NEAR-TERM FOCUS**

Electronic Controls & Instrumentation







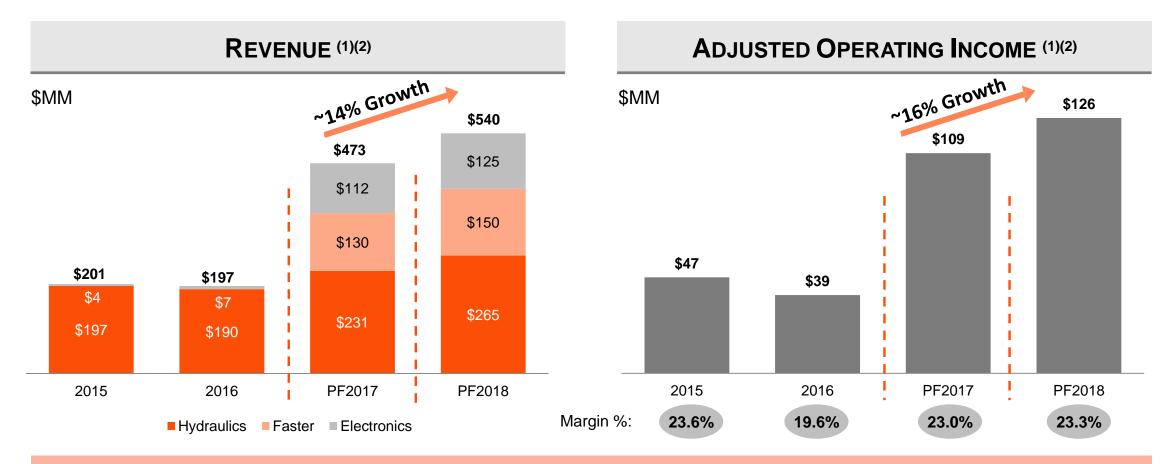


# FINANCIAL OVERVIEW



# Significant Growth Momentum: Revenue and Margin





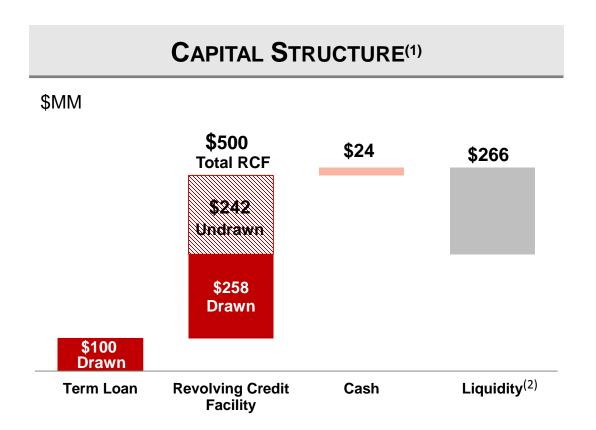
#### **Growing Revenue and Adjusted Operating Income Margin**

<sup>(1)</sup> PF2017 and PF2018 accounts for full year contribution of Faster Group acquisition that closed April 5, 2018

<sup>(2)</sup> See Supplemental Information for definition of Adjusted Operating Income and Margin, and reconciliation from GAAP and other disclaimers regarding non-GAAP information

### **Capital Allocation Focused on Growth**





- Total Debt / PF Adj. EBITDA (1): 2.9x
- Net Debt / PF Adj. EBITDA (1): 2.7x

#### **CAPITAL ALLOCATION PRIORITIES**

#### 1) Organic Growth

- Double organically (existing businesses)
- New product development
- Integrate electronics and hydraulics know-how
- Support product platform

#### 2) Acquisitive Growth

 Faster Group acquisition closed in April 2018 –funded with ~\$175 million cash and \$358 million debt

#### 3) Support Dividend

Continue quarterly cash dividend

<sup>(1)</sup> Information as March 31, 2018, adjusted for the April 5, 2018 closing on Faster Group and new credit facilities; pro-forma adjusted EBITDA assuming a full year contribution of Faster Group; see Supplemental Information for definition of Adjusted EBITDA, reconciliation from GAAP and disclaimers regarding the use of non-GAAP financial information

<sup>(2)</sup> Liquidity is based on actual cash and borrowing capacity as of March 31, 2018, adjusted for the April 5, 2018 closing on Faster and new credit facilities

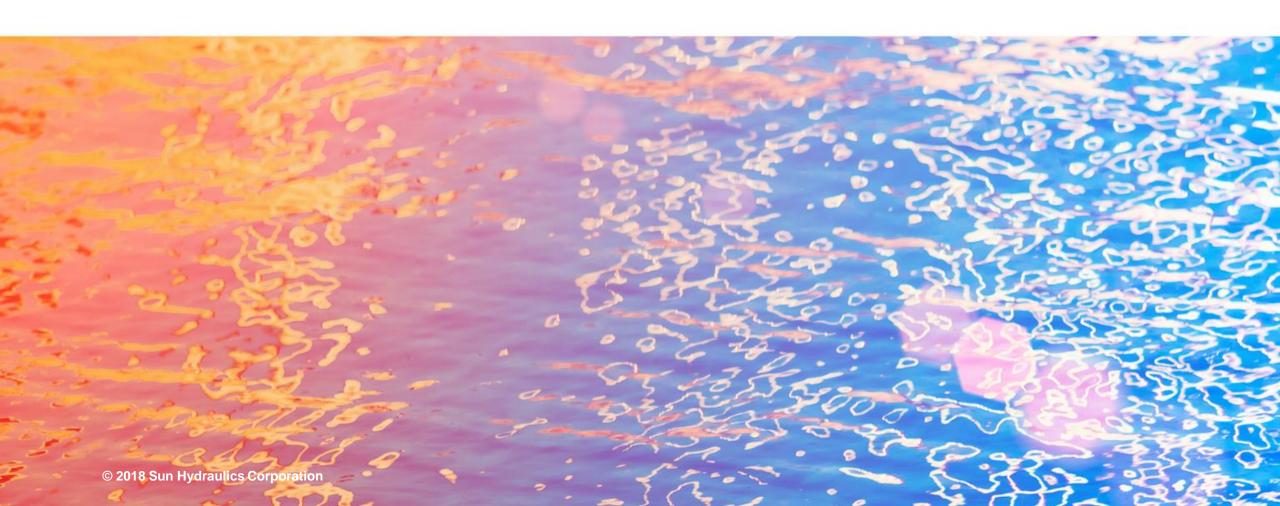
#### Commitment to Shareholder Value Creation



- 1 Leading positions in fast growing industrial sectors of hydraulics and intelligent controls
- 2 Portfolio of premium brands
- Bighly engineered product design and manufacturing capabilities
- Proven growth strategy and execution (organic + M&A)
- Upside from future acquisitions articulated by Vision 2025: technology leadership, target \$1B sales, expanding profitability
- 6 Best-in-class financial profile and discipline: high growth, high margins, high M&A growth
- Management team with proven track record of delivering results



# SUPPLEMENTAL INFORMATION



#### **Culture of Innovation**



<b>Technology leade</b>	r
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**Smart product innovation** 

Small solutions; big results

**Emphasis on quality, reliability** 

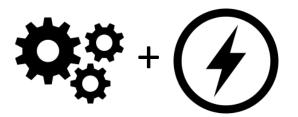
Fast, dependable delivery

**Expert technical support** 

**Superior customer service** 

Making new connections

- ✓ Two major product launches in 2017, including the first joint product launch between Sun and Enovation
- ✓ Planned launch of hydraulic FLeX Phases 2 & 3 in 2018
- ✓ Deep pipeline of 10 new electronic products slated for launch by the end of 2018
- ✓ Planning nine 2018 QRC product launches
- √ 220+ degreed engineers





**Mechanical** 

**Electro-Mechanical** 

**Full Spectrum of Technical Expertise** 

# **Segment Data**



		Three Mor	nths En	ded	Twelve Months Ended								
(\$ in thousands)	March 31, April 1, 2018 2017			M	arch 31, 2018	Dec	ember 30, 2017	Dec	ember 31, 2016				
Sales:									-				
Hydraulics	\$	62,609	\$	54,122	\$	239,149	\$	230,662	\$	189,523			
Electronics		34,709		27,231		119,655		112,177		7,411			
Consolidated	\$	97,318	\$	81,353	\$	358,804	\$	342,839	\$	196,934			
Gross profit and margin:													
Hydraulics	\$	23,449	\$	22,120	\$	93,038	\$	91,709	\$	69,867			
		37.5%		40.9%		38.9%		39.8%		36.9%			
Electronics		14,168		12,449		48,309		46,590		2,503			
		40.8%		45.7%		40.4%		41.5%		33.8%			
Corporate and other		-		(1,774)		-		(1,774)		(1,021)			
Consolidated	\$	37,617	\$	32,795	\$	141,347	\$	136,525	\$	71,349			
		38.7%		40.3%		39.4%	'	39.8%		36.2%			
Operating income and margin:													
Hydraulics	\$	13,442	\$	13,772	\$	54,604	\$	54,934	\$	39,134			
		21.5%		25.4%		22.8%		23.8%		20.6%			
Electronics		7,107		6,236		18,814		17,943		(627)			
		20.5%		22.9%		15.7%		16.0%		-8.5%			
Corporate and other		(3,296)		(4,224)		(10,458)		(11,386)		(4,048)			
Consolidated	\$	17,253	\$	15,784	\$	62,960	\$	61,491	\$	34,459			
		17.7%		19.4%		17.5%		17.9%	1	17.5%			

# Sales by Geographic Region & Segment



(Unaudited)

2018 Sales by Geographic Region and Segment

(\$ in millions)

(\$ in millions)		
		%
	Q1	of Total
Americas:		
Hydraulics	\$ 26.4	
Electronics	30.1	
Consol. Americas	56.5	58%
EMEA:		
Hydraulics	19.6	
Electronics	2.7	
Consol. EMEA	22.3	23%
APAC:		
Hydraulics	16.6	
Electronics	1.9	
Consol. APAC	18.5	19%
Total	\$ 97.3	

#### 2017 Sales by Geographic Region and Segment

(\$ in millions)

		%		%			%		%		%
	<b>Q1</b>	of Total	Q2	of Tota	ı	Q3	of Total	Q4	of Total	2017	of Total
Americas:											
Hydraulics	\$ 24.7		\$ 28.2		9	25.3		\$ 25.6		\$ 103.8	
Electronics	22.6		24.5			26.8		21.1	_	95.0	
Consol. Americas	47.3	58%	52.7	59%		52.1	59%	46.7	56%	198.8	58%
EMEA:											
Hydraulics	17.1		16.6			16.1		16.4		66.2	
Electronics	3.0		2.6			2.9		2.4		10.9	
Consol. EMEA	20.1	25%	19.2	22%		19.0	22%	18.8	22%	77.1	22%
APAC:											
Hydraulics	12.3		16.0			15.2		17.1		60.6	
Electronics	1.7		1.4			1.7		1.5		6.3	
Consol. APAC	14.0	17%	17.4	19%		16.9	19%	18.6	22%	66.9	20%
Total	\$ 81.4	•	\$ 89.3	•	1	88.0	-	\$ 84.1	-	\$ 342.8	

# **Adjusted Operating Income Reconciliation**



(Unaudited)	Three Months Ended Twelve Mo							Months En	Months Ended			
(\$ in thousands)	March 31, 2018		Α	pril 1, 2017		arch 31, 2018	De	cember 30, 2017	Dec	ember 31, 2016		
GAAP operating income	\$	17,253	\$	15,784	\$	62,960	\$	61,491	\$	34,459		
Acquisition-related amortization of intangible assets		1,988		2,250		8,161		8,423		1,545		
Acquisition-related amortization of inventory step-up		-		1,774		-		1,774		1,021		
Acquisition and financing-related expenses (1)		1,197		200		2,016		1,019		1,537		
Restructuring charges (2)		111		-		1,573		1,462		-		
One-time operational items (3)		-		-		2,907		2,907		-		
Non-GAAP Adjusted operating income	\$	20,549	\$	20,008	\$	77,617	\$	77,076	\$	38,562		
		_						_				
GAAP operating margin		17.7%		19.4%		17.5%		17.9%		17.5%		
Non-GAAP Adjusted operating margin		21.1%		24.6%		21.6%		22.5%		19.6%		

- (1) Includes expenses associated with the Company's acquisition and financing activities to support its strategy
- (2) Includes charges to consolidate the Company's High Country Tek business into its Enovation Controls business, \$431 of which is included in cost of sales
- (3) Includes standard costing adjustments; temporary workforce, material outsourcing, and freight charges to recover from impact of Hurricane Irma; scrap and inventory issues attributable to the carve-out of Enovation Controls from its former organization **Non-GAAP Financial Measure**:

Adjusted operating margin is adjusted operating income divided by sales. Adjusted operating income and adjusted operating margin are not measures determined in accordance with generally accepted accounting principles in the United States, commonly known as GAAP. Nevertheless, Sun believes that providing non-GAAP information such as adjusted operating income and adjusted operating margin are important for investors and other readers of Sun's financial statements, as they are used as analytical indicators by Sun's management to better understand operating performance. Because adjusted operating income and adjusted operating margin are non-GAAP measures and are thus susceptible to varying calculations, adjusted operating income and adjusted operating income margin, as presented, may not be directly comparable to other similarly titled measures used by other companies.

# **Adjusted EBITDA Reconciliation**



(Unaudited)	Three Mor	nths E	nded	Twelve Months Ended								
	March 31,		April 1,	Ma	arch 31,	De	cember 30,	Dece	mber 31,			
(\$ in thousands)	2018		2017		2018		2017	2016				
Net income	\$ 11,911	\$	10,211	\$	33,258	\$	31,558	\$	23,304			
Interest expense (income), net	483		625		3,639		3,781		(790)			
Income tax provision	3,982		4,928		15,040		15,986		11,597			
Depreciation and amortization	4,729		5,091		18,828		19,190		11,318			
EBITDA	21,105		20,855		70,765		70,515		45,429			
Acquisition-related amortization of inventory step-up	-		1,774		-		1,774		1,021			
Acquisition and financing-related expenses (1)	1,197		200		2,016		1,019		1,537			
Restructuring charges (2)	111		-		1,573		1,462		-			
Foreign currency forward contract loss	505		-		505		-		-			
One-time operational items (3)	-		-		2,907		2,907		-			
Change in fair value of contingent consideration	402		-		9,878		9,476		-			
Adjusted EBITDA	\$ 23,320	\$	22,829	\$	87,644	\$	87,153	\$	47,987			
Adjusted EBITDA margin	24.0%	-	28.1%		24.4%		25.4%		24.4%			

<sup>(1)</sup> Includes expenses associated with the Company's acquisition and financing activities to support its strategy

#### Non-GAAP Financial Measure:

Adjusted EBITDA margin is Adjusted EBITDA divided by sales. Adjusted EBITDA and Adjusted EBITDA margin are not measures determined in accordance with generally accepted accounting principles in the United States, commonly known as GAAP. Nevertheless, Sun believes that providing non-GAAP information such as Adjusted EBITDA and Adjusted EBITDA margin are important for investors and other readers of Sun's financial statements, as they are used as analytical indicators by Sun's management to better understand operating performance. Because Adjusted EBITDA and Adjusted EBITDA margin are non-GAAP measures and are thus susceptible to varying calculations, Adjusted EBITDA and Adjusted EBITDA margin, as presented, may not be directly comparable to other similarly titled measures used by other companies.

<sup>(2)</sup> Includes charges to consolidate the Company's High Country Tek business into its Enovation Controls business, \$431 of which is included in cost of sales

<sup>(3)</sup> Includes standard costing adjustments; temporary workforce, material outsourcing, and freight charges to recover from impact of Hurricane Irma; scrap and inventory issues attributable to the carve-out of Enovation Controls from its former organization

# **Adjusted Net Income Reconciliation**



(Unaudited)		Three Mor	nths E	nded	Twelve Months Ended								
		larch 31,	Δ	pril 1,	Ma	rch 31,	De	cember 30,	December 31,				
(\$ in thousands)		2018		2017		2018		2017		2016			
Net income	\$	11,911	\$	10,211	\$	33,258	\$	31,558	\$	23,304			
Acquisiton-related amortization of inventory step-up		-		1,774		-		1,774		1,021			
Acquisition and financing-related expenses (1)		1,197		200		2,016		1,019		1,537			
Restructuring charges (2)		111		-		1,573		1,462		-			
Foreign currency forward contract loss		505		-		505		-		-			
One-time operational items (3)		-		-		2,907		2,907		-			
Change in fair value of contingent consideration		402		-		9,878		9,476		-			
Tax effect of above		(554)		(644)		(5,401)		(5,491)		(844)			
Impact of tax reform		-		-		463		463		-			
Adjusted net income	\$	13,572	\$	11,541	\$	45,199	\$	43,168	\$	25,018			
Adjusted net income per diluted share	\$	0.46	\$	0.43	\$	1.62	\$	1.60	\$	0.93			

- (1) Includes expenses associated with the Company's acquisition and financing activities to support its strategy
- (2) Includes charges to consolidate the Company's High Country Tek business into its Enovation Controls business, \$431 of which is included in cost of sales
- (3) Includes standard costing adjustments; temporary workforce, material outsourcing, and freight charges to recover from impact of Hurricane Irma; scrap and inventory issues attributable to the carve-out of Enovation Controls from its former organization **Non-GAAP Financial Measure**:

Adjusted net income per diluted share is adjusted net income divided by diluted weighted average common shares outstanding. Adjusted net income and adjusted net income per diluted share are not measures determined in accordance with generally accepted accounting principles in the United States, commonly known as GAAP. Nevertheless, Sun believes that providing non-GAAP information such as adjusted net income and adjusted net income per diluted share is important for investors and other readers of Sun's financial statements, as they are used as analytical indicators by Sun's management to better understand operating performance. Because adjusted net income and adjusted net income per diluted share are non-GAAP measures and are thus susceptible to varying calculations, adjusted net income and adjusted net income per diluted share, as presented, may not be directly comparable to other similarly titled measures used by other companies.

