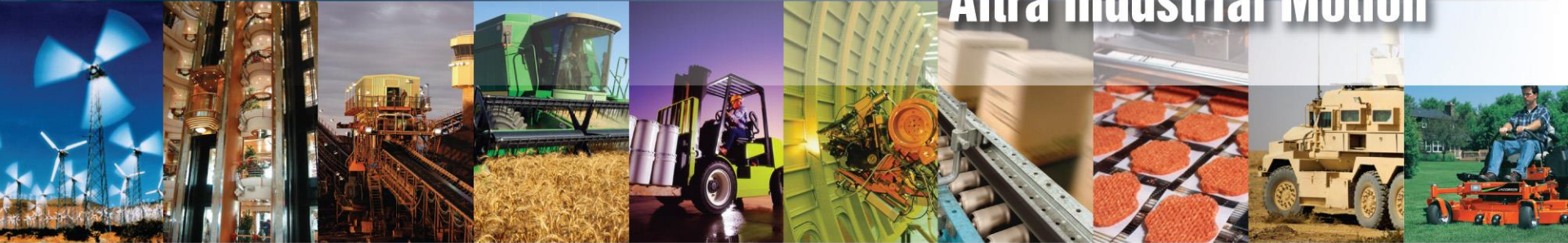


## Altra Industrial Motion



Power Transmission and Motion Control Products

# Second Quarter 2017 Results

## Replay

Through August 8, 2017

877-660-6853 Domestic

201-612-7415 International

Conference ID: # 13666119

Webcast Replay at [www.altramotion.com](http://www.altramotion.com)

July 25, 2017

10:00 AM ET

Dial In Number

877-407-8293 Domestic

201-689-8349 International

Webcast at [www.altramotion.com](http://www.altramotion.com)



## Cautionary Statement Regarding Forward Looking Statements

All statements, other than statements of historical fact included in this release are forward-looking statements, as that term is defined in the Private Securities Litigation Reform Act of 1995. These statements include, but are not limited to, any statement that may predict, forecast, indicate or imply future results, performance, achievements or events. Forward-looking statements can generally be identified by phrases such as "believes," "expects," "potential," "continues," "may," "should," "seeks," "predicts," "anticipates," "intends," "projects," "estimates," "plans," "could," "designed," "should be," and other similar expressions that denote expectations of future or conditional events rather than statements of fact. Forward-looking statements also may relate to strategies, plans and objectives for, and potential results of, future operations, financial results, financial condition, business prospects, growth strategy and liquidity, and are based upon financial data, market assumptions and management's current business plans and beliefs or current estimates of future results or trends available only as of the time the statements are made, which may become out of date or incomplete. Forward-looking statements are inherently uncertain, and investors must recognize that events could differ significantly from our expectations. These statements include, but may not be limited to, those related to expectations regarding economic conditions, expectations regarding the continued upturn of the Company's end markets, the expected benefit from the Company's consolidation, supply chain and operational excellence initiatives, the expected execution of the Company's strategic plan during the second half of the year, expectations on the improvement in certain of the Company's end markets, the statements under our "Business Outlook", our acquisition strategies, our ability to execute our strategic plan, and the Company's updated guidance for full year 2017.

In addition to the risks and uncertainties noted in this release, there are certain factors that could cause actual results to differ materially from those anticipated by some of the statements made. These include: (1) competitive pressures, (2) changes in economic conditions in the United States and abroad and the cyclical nature of our markets, (3) loss of distributors, (4) the ability to develop new products and respond to customer needs, (5) risks associated with international operations, including currency risks, (6) accuracy of estimated forecasts of OEM customers and the impact of the current global economic environment on our customers, (7) risks associated with a disruption to our supply chain, (8) fluctuations in the costs of raw materials used in our products, (9) product liability claims, (10) work stoppages and other labor issues, (11) changes in employment, environmental, tax and other laws and changes in the enforcement of laws, (12) loss of key management and other personnel, (13) risks associated with compliance with environmental laws, (14) the ability to successfully execute, manage and integrate key acquisitions and mergers, (15) failure to obtain or protect intellectual property rights, (16) risks associated with impairment of goodwill or intangibles assets, (17) failure of operating equipment or information technology infrastructure, (18) risks associated with our debt leverage and operating covenants under our debt instruments, (19) risks associated with restrictions contained in our Credit Facility, (20) risks associated with compliance with tax laws, (21) risks associated with the global recession and volatility and disruption in the global financial markets, (22) risks associated with implementation of our ERP system, (23) risks associated with the Svendborg, Guardian and Stromag acquisitions and integration and other acquisitions, (24) risks associated with the Company's closure of a manufacturing facility in China, (25) risks associated with certain minimum purchase agreements we have with suppliers, (26) risks associated with our exposure to variable interest rates and foreign currency exchange rates, (27) risks associated with interest rate swap contracts, (28) risks associated with our exposure to renewable energy markets, (29) risks related to regulations regarding conflict minerals, (30) risks related to restructuring and plant consolidations, and (31) other risks, uncertainties and other factors described in the Company's quarterly reports on Form 10-Q and annual reports on Form 10-K and in the Company's other filings with the U.S. Securities and Exchange Commission (SEC) or in materials incorporated therein by reference. Except as required by applicable law, Altra Industrial Motion Corp. does not intend to, update or alter its forward looking statements, whether as a result of new information, future events or otherwise.

# Second Quarter 2017 Highlights



- Achieved record quarterly net sales, representing an increase of 22% from the second quarter of 2016
- Continued improvement in certain of our end markets that have been challenged
- Achieved a 40 basis point increase in gross margin
- Achieved a 150 basis point increase in operating margin

## Transaction Update

- Integration is going well and is on schedule
- To date, accretion exceeding our assumption
- Cross-selling efforts are proceeding ahead of schedule
- Completed the move of the fourth and final Stromag manufacturing operation from seller's facility to our facility on schedule
- Year one synergies already secured

- Sales to Distribution were flat year over year and up slightly sequentially
- Turf and Garden sales were up slightly year over year and are flat year to date
- Ag market sales were strong compared to last year and up sequentially
- Material handling was down year-over-year across most sectors
- Oil and gas sales continue to improve and rig count appears to be leveling off
- Renewable energy sales were down from last year, while conventional power generation sales were essentially flat
- Metals sales were flat compared to the prior year quarter
- Mining sales were up in the quarter both year over year and sequentially as maintenance activity continues to improve

# Q2 2017 Financial Highlights



	QTD Q2 2017	QTD Q2 2016	\$ Change	% Change
	(\$ millions)			
Net sales	\$223.4	\$182.7	\$40.7	22.3%
Gross Profit	\$72.1	\$58.2	\$13.9	23.9%
<i>% of net sales</i>	32.3%	31.9%		
SG&A	\$41.6	\$35.9	\$5.7	15.9%
<i>% of net sales</i>	18.6%	19.6%		
Income from operations	\$23.1	\$16.2	\$6.9	42.6%
<i>% of net sales</i>	10.4%	8.9%		
Net Income	\$15.4	\$9.3	\$6.1	65.6%
<i>% of net sales</i>	6.9%	5.1%		
Earnings Per Share:				
Diluted	\$0.53	\$0.36	\$0.17	47.2%
Non-GAAP Diluted *	\$0.57	\$0.42	\$0.15	35.7%
Weighted Average Common Shares Outstanding:				
Diluted	29,114	25,968	3,146	12.1%

# Selected Segment Data



Segment Financial Information	Quarter Ended June 30,		Variance	
	2017	2016	\$	%
<b>Net Sales:</b>				
Couplings, Clutches & Brakes	\$ 111.0	\$ 78.2	\$ 32.8	41.9%
Electromagnetic Clutches & Brakes	65.3	57.1	8.2	14.4%
Gearing	49.1	49.1	-	-
Inter-segment eliminations	(2.0)	(1.6)	(0.4)	25.0%
Net sales	\$ 223.4	\$ 182.7	\$ 40.7	22.3%
<b>Income from operations:</b>				
Segment earnings:				
Couplings, Clutches & Brakes	\$ 12.0	\$ 7.6	\$ 4.4	57.9%
<i>% of segment sales</i>	10.8%	9.7%		
Electromagnetic Clutches & Brakes	8.2	7.1	1.1	15.5%
<i>% of segment sales</i>	12.6%	12.4%		
Gearing	6.6	5.9	0.7	11.9%
<i>% of segment sales</i>	13.4%	12.0%		
Restructuring	(1.2)	(1.6)	0.4	-22.7%
Corporate expenses	(2.4)	(2.7)	0.3	-11.1%
Income from operations	\$ 23.1	\$ 16.2	\$ 6.9	42.6%
<i>% of total sales</i>	10.4%	8.9%		

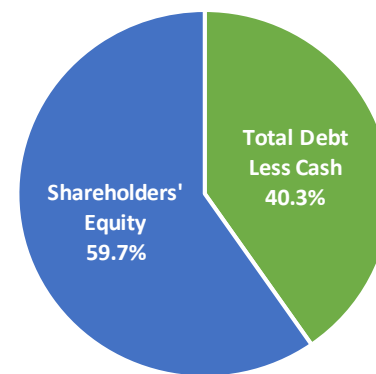
# Balance Sheet Highlights



## Balance Sheet Highlights

(amounts in millions)

	<u>Q2 2017</u>		<u>Q2 2016</u>	
Cash	\$59.0		\$34.3	
Total Debt	<u>\$308.4</u>		<u>\$218.3</u>	
Total Debt less Cash	<u>\$249.4</u>	40.3%	<u>\$184.0</u>	42.4%
Shareholders' Equity	\$368.8	59.7%	\$250.0	57.6%
Shareholders' Equity plus Debt, less Cash	\$618.2	100.0%	\$434.0	100.0%
Shares Outstanding	29.1		26.0	3.1





- \$850 - \$865 Million in sales
- \$1.74 - \$1.84 diluted earnings per share
- \$1.95 - \$2.05 Non-GAAP diluted earnings per share \*
- \$25 - \$30 Million in capital expenditures
- \$35 - \$37 Million in depreciation and amortization
- Tax rate approximately 29% - 31% before discrete items

\* See Appendix

- Expect bottom line to improve as end markets strengthen and business simplification initiatives mature
- Integration of Stromag completed and realizing synergies as expected
- Raised 2017 guidance

# Discussion of Non-GAAP Measures



\*As used in this release and the accompanying slides posted on the Company's website, non-GAAP diluted earnings per share, non-GAAP income from operations and non-GAAP net income are each calculated using either net income or income from operations that excludes acquisition related costs, restructuring costs, and other income or charges that management does not consider to be directly related to the Company's core operating performance. Non-GAAP diluted earnings per share is calculated by dividing non-GAAP net income by GAAP weighted average shares outstanding (diluted). Non-GAAP free cash flow is calculated by deducting purchases of property, plant and equipment from net cash flows from operating activities. Non-GAAP operating working capital is calculated by deducting accounts payable from net trade receivables plus inventories.

Altra believes that the presentation of non-GAAP net income, non-GAAP income from operations, non-GAAP diluted earnings per share, non-GAAP free cash flow and non-GAAP operating working capital provides important supplemental information to management and investors regarding financial and business trends relating to the Company's financial condition and results of operations.

# Appendix

## Non-GAAP Measures \*



Non-GAAP Net Income (amounts in millions)	Q2 2017	Q2 2016
Reported Net Income	\$15.4	\$9.3
Restructuring and consolidation costs	1.2	1.6
remedy	-	0.5
Acquisition related expenses	0.6	-
Tax impact of above adjustments	(0.5)	(0.6)
Non-GAAP net income	16.6	10.9
Non-GAAP diluted earnings per share	\$0.57	\$0.42

(1) tax impact is calculated by multiplying the estimated effective tax rate, 29.9% by the above

(2) tax impact is calculated by multiplying the estimated effective tax rate, 29.1% by the above items

(amounts in millions)	Q1 2017	Q1 2016
Reported Income from Operations	\$23.1	\$16.2
Restructuring and consolidation costs	1.2	1.6
Legal fees associated with pursuit of unfair trade	-	0.5
remedy	-	0.5
Acquisition related expenses	0.6	-
Non-GAAP income from operations	\$24.9	\$18.4

Free Cash Flow (amounts in millions)	Q2 2017	Q2 2016
Operating Cash Flow	\$23.0	\$24.4
Less Capex	(7.1)	(5.2)
Free Cash Flow	\$15.9	\$19.2

*Reconciliation of 2017 Non-GAAP Net Income and Diluted EPS Guidance (Amounts in millions except per share information)	Fiscal Year 2017	Fiscal Year 2017 Diluted earnings per share
Net Income	\$50.5 - \$53.5	\$1.74 - \$1.84
Adjustments *		
Restructuring and consolidation costs	3.1	
Acquisition related expenses	1.6	
Amortization of inventory fair value adjustment	2.3	
Loss on extinguishment of debt	1.8	
Tax impact of above adjustments**	(2.6)	
Non-GAAP Net Income	\$56.7 - \$59.7	\$1.95 - \$2.05

\* Adjustments are pre-tax, with net tax impact listed separately

\*\* Tax impact is calculated by multiplying the effective tax rate for the period of 29.9% by the above items.

Non-GAAP Operating Working Capital (amounts in millions)	Q2 2017	Q2 2016
Accounts Receivable	\$137.8	\$103.3
Inventories	142.7	120.6
Accounts Payable	(57.5)	(44.6)
Operating Working Capital	\$223.0	\$179.3

# Appendix

## Non-GAAP EBITDA Reconciliation \*



EBITDA Reconciliation (amounts in millions)					
	<u>Q3 2016</u>	<u>Q4 2016</u>	<u>Q1 2017</u>	<u>Q2 2017</u>	<u>LTM</u>
Net Income	\$5.3	\$1.7	\$10.3	\$15.4	\$32.7
Asset Impairment and Other, Net	0.2	7.7	(0.1)	-	7.8
Loss on write-off of deferred financing and extinguishment of convertible debt	-	2.0	1.8	-	3.8
Taxes	2.2	(1.1)	4.4	5.9	11.4
Interest Expense, net	2.8	3.1	1.7	2.0	9.6
Depreciation Expense	5.7	5.4	6.5	6.4	24
Amortization Expense	2.1	1.9	2.3	2.4	8.7
Amortization of inventory fair value adjustment	-	-	2.3	-	2.3
Stock Compensation Expense	1.1	0.8	1.8	1.4	5.1
Restructuring and consolidation expense	3.9	3.3	1.9	1.2	10.3
Adjusted EBITDA	<u>\$23.3</u>	<u>\$24.8</u>	<u>\$32.9</u>	<u>\$34.7</u>	<u>\$115.7</u>
Six mos. ended 12/31/2016 Estimated Stromag Adjusted EBITDA *					\$ 9.4
Proforma Combined Adjusted EBITDA					\$ 125.1

\* Based upon management's estimate of Stromag's financial results for the six months ended December 31, 2016. Stromag's actual historical results for the period have not been subject to an audit and cannot be verified at this point in time. Moreover, the non-GAAP adjusted EBITDA of Stromag cannot be reconciled to actual audited results because no such results are available to management. Nonetheless, management believes that an estimate of Stromag's adjusted EBITDA is important to the Company's investors because it provides an estimated indication of the Company's potential ability to service debt and incur additional leverage, if any.