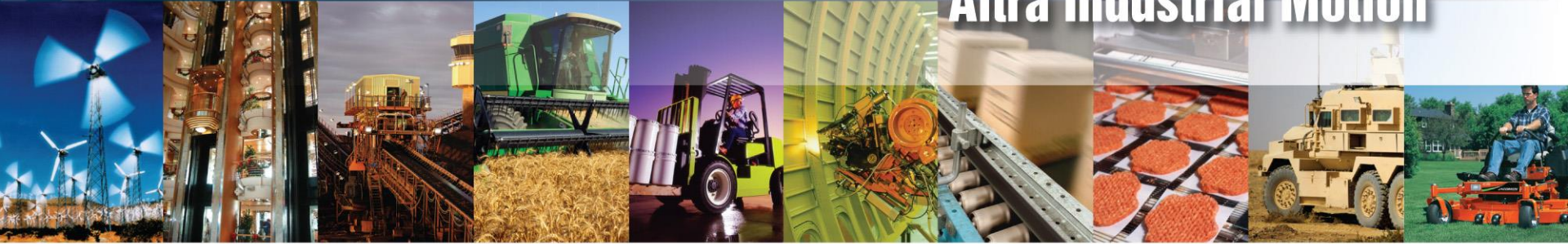


## Altra Industrial Motion



Power Transmission and Motion Control Products

# First Quarter 2017 Results

## Replay

Through May 12, 2017  
877-660-6853 Domestic  
201-612-7415 International  
Conference ID: # 13659788  
Webcast Replay at [www.altramotion.com](http://www.altramotion.com)

April 28, 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current estimates of future results or trends available only as of the time the statements are made, which may become out of date or incomplete.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, the expected financial impact of the Stromag acquisition, the statements under our "Business Outlook", our expectations regarding economic conditions, our expectations regarding the impact of foreign exchange rates, the impact of certain restructuring activities including on our profitability, and the Company's 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 investment in 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.

# First Quarter 2017 Highlights



- Achieved record quarterly net sales, representing an increase of 19% from the first quarter of 2016
- Largest organic year over year sales growth in 9 quarters
- Completed our seventh and eighth facility closures
- Eliminated 280,000 square feet of space without reducing manufacturing capabilities or capacity
- Strategic initiatives had a positive impact on current results

## Transaction Overview

- Integration is going well and is on schedule
- Full year accretion assumption is on track
- Lots of excitement over cross-selling opportunities
- Great cultural fit
- Provides geographic expansion opportunities
- Completed the move of manufacturing in 3 locations
- Year one synergies already secured

- Sales at Distribution were up year over year and sequentially
- Turf and Garden sales were down slightly from last year
- Ag market sales were strong compared to last year and up sequentially
- Oil and gas seems to have bottomed and rig count continues to improve
- Renewable energy sales were down slightly from last year primarily due to currency
- Metals were down compared to the prior year quarter but we expect to be up for the year
- Mining sales were down sequentially but up from the prior year

# Q1 2017 Financial Highlights



Net Income (amounts in millions)	<u>Q1 2017</u>	<u>Q1 2016</u>
Reported Net Income	\$10.3	\$8.8
Restructuring and consolidation costs	1.9	1.6
Loss on extinguishment of convertible debt	1.8	-
Amortization of inventory fair value adjustment	2.3	-
Acquisition related expenses	1.0	-
Tax impact of above adjustments	<u>(2.1)</u> (1)	<u>(0.5)</u> (2)
Non-GAAP net income	15.3	9.9
Non-GAAP diluted earnings per share	\$0.53	\$0.38

(1) tax impact is calculated by multiplying the estimated effective tax rate, 29.7% by the above  
(2) tax impact is calculated by multiplying the estimated effective tax rate, 29.9% by the above items

Income from operations (amounts in millions)	<u>Q1 2017</u>	<u>Q1 2016</u>
Reported Income from Operations	\$17.7	\$15.0
Restructuring and consolidation costs	1.9	1.6
Amortization of inventory fair value adjustment	2.3	-
Acquisition related expenses	<u>1.0</u>	<u>-</u>
Non-GAAP income from operations	\$22.9	\$16.5
Non-GAAP income from operations as % of sales	10.6%	9.1%

Gross Profit (amounts in millions)	<u>Q1 2017</u>	<u>Q1 2016</u>
Reported Gross Profit	\$66.2	\$54.6
Amortization of inventory fair value adjustment	<u>2.3</u>	<u>-</u>
Non-GAAP gross profit	\$68.5	\$54.6
Non-GAAP gross profit as % of sales	31.8%	30.2%

# Selected Segment Data



Segment Financial Information	Quarter Ended March 31,		Variance	
	2017	2016	\$	%
<b>Net Sales:</b>				
Couplings, Clutches & Brakes	\$ 106.2	\$ 75.6	\$ 30.6	40.5%
Electromagnetic Clutches & Brakes	63.9	57.3	6.5	11.4%
Gearing	47.0	48.9	(1.9)	-3.9%
Inter-segment eliminations	(1.7)	(1.4)	(0.3)	18.3%
Net sales	\$ 215.4	\$ 180.5	\$ 35.0	19.4%
<b>Income from operations:</b>				
Segment earnings:				
Couplings, Clutches & Brakes	\$ 8.3	\$ 6.3	\$ 2.1	32.6%
<i>% of segment sales</i>	7.9%	8.3%		
Electromagnetic Clutches & Brakes	7.6	6.5	1.1	17.5%
<i>% of segment sales</i>	11.9%	11.3%		
Gearing	5.5	5.8	(0.2)	-4.1%
<i>% of segment sales</i>	11.7%	11.8%		
Restructuring	(1.9)	(1.6)	(0.3)	22.2%
Corporate expenses	(1.9)	(2.0)		
Income from operations	\$ 17.7	\$ 15.0	\$ 2.7	17.9%
<i>% of total sales</i>	8.2%	8.3%		

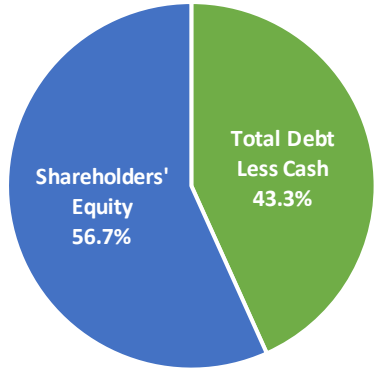
# Balance Sheet Highlights



- Completed the conversion/redemption of our Convertible Senior Notes

**Balance Sheet Highlights**  
(amounts in millions)

	<u>Q1 2017</u>		<u>Q1 2016</u>	
Cash	\$52.9		\$44.8	
Total Debt	\$318.0		\$242.9	
Total Debt less Cash	<u>\$265.1</u>	43.3%	<u>\$198.1</u>	44.1%
Shareholders' Equity	\$347.4	56.7%	\$250.6	55.9%
Shareholders' Equity plus Debt, less Cash	\$612.5	100.0%	\$448.7	100.0%
Shares Outstanding	28.9		25.8	3.1





- \$840 - \$855 Million in sales
- \$1.63 - \$1.73 diluted earnings per share
- \$1.83 - \$1.93 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

- Cost structure improved during industrial downturn
- End markets coming off the bottom
- Improved operating leverage
- Stromag acquisition meeting expectations in all respects
- Accelerating growth initiatives

# 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 expenses, 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 gross profit is calculated using gross profit that excludes 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 gross profit, 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)		
	<u>Q1 2017</u>	<u>Q1 2016</u>
Reported Net Income	\$10.3	\$8.8
Restructuring and consolidation costs	1.9	1.6
Loss on extinguishment of convertible debt	1.8	-
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	<u>Q1 2017</u>	<u>Q1 2016</u>
Reported Gross Profit	\$66.2	\$54.6
Amortization of inventory fair value adjustment	<u>2.3</u>	<u>-</u>
Non-GAAP gross profit	\$68.5	\$54.6

Non-GAAP Operating Working Capital (amounts in millions)		
	<u>Q1 2017</u>	<u>Q1 2016</u>
Accounts Receivable	\$132.6	\$103.9
Inventories	139.4	119.4
Accounts Payable	<u>(60.9)</u>	<u>(37.3)</u>
Operating Working Capital	\$211.1	\$186.0

Free Cash Flow (amounts in millions)		
	<u>Q1 2017</u>	<u>Q1 2016</u>
Operating Cash Flow	\$3.0	\$6.1
Less Capex	<u>(7.3)</u>	<u>(5.7)</u>
Free Cash Flow	(\$4.3)	\$0.4

### \*Reconciliation of 2017 Non-GAAP Net Income and Diluted EPS Guidance

(Amounts in millions except per share information)

	<u>Fiscal Year 2017</u>	<u>Fiscal Year 2017</u>
	Fiscal Year 2017	Diluted earnings per share
Net Income	\$47.7 - \$50.6	\$1.63 - \$1.73
Adjustments *		
Restructuring and consolidation costs	\$3.0	
Acquisition related expenses	\$1.5	
Amortization of inventory fair value adjustment	\$2.3	
Loss on extinguishment of debt	\$1.8	
Tax impact of above adjustments**	(\$2.7)	
<b>Non-GAAP Net Income</b>	<u>\$53.6 - \$56.5</u>	<u>\$1.83 - \$1.93</u>

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

\*\* Tax impact is calculated by multiplying the effective tax rate for the period of 31% by the above items.

# Appendix

## Non-GAAP EBITDA Reconciliation \*



EBITDA Reconciliation (amounts in millions)					
	<u>Q2 2016</u>	<u>Q3 2016</u>	<u>Q4 2016</u>	<u>Q1 2017</u>	<u>LTM</u>
Net Income	\$9.3	\$5.3	\$1.7	\$10.3	\$26.6
Asset Impairment and Other, Net	(0.3)	0.2	7.7	(0.1)	7.5
Loss on write-off of deferred financing and extinguishment of convertible debt	-	-	2.0	1.8	3.8
Taxes	4.1	2.2	(1.1)	4.4	9.6
Interest Expense, net	2.9	2.8	3.1	1.7	10.5
Depreciation Expense	5.4	5.7	5.4	6.5	23.0
Amortization Expense	2.2	2.1	1.9	2.3	8.5
Amortization of inventory fair value adjustment	-	-	-	2.3	2.3
Stock Compensation Expense	1.1	1.1	0.8	1.8	4.8
Restructuring and consolidation expense	1.6	3.9	3.3	1.9	10.7
Adjusted EBITDA	<u>\$26.3</u>	<u>\$23.3</u>	<u>\$24.8</u>	<u>\$32.9</u>	<u>\$107.3</u>
Nine mos. ended 12/31/2016 Estimated Stromag Adjusted EBITDA *					<u>\$15.1</u>
Proforma Combined Adjusted EBITDA					<u>\$122.4</u>

\* Based upon management's estimate of Stromag's financial results for the last nine months ended December 31, 2016. Stromag's actual historical results have not yet 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.