



Third Quarter 2017 Earnings Conference Call

October 24, 2017

Forward-Looking Statements



Certain statements contained in this presentation may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements may be identified by the use of forward-looking words or phrases such as "outlook", "expects", "estimated", "projected", "scheduled", "could", "believe", "anticipated" and others, and includes statements regarding the Company's estimated sales, growth from acquisitions, organic growth, expectations regarding 2017 end markets, and expectations regarding its 2017 financial outlook. Such forward-looking statements involve numerous assumptions, known and unknown risks, uncertainties and other important factors which may cause actual and future performance or achievements of the Company to be materially different from any future results, performance, or achievements expressed or implied by such forward-looking statements. Such factors include: achieving sales levels to fulfill revenue expectations; unexpected costs or charges, certain of which may be outside the control of the Company; risks relating to restructuring actions; general economic and business conditions; adverse changes in foreign exchange rates; ability to complete strategic acquisitions and integrate acquired companies; and competition. The above listed risks and uncertainties are further described in Item 1A (Risk Factors) in the Company's latest Annual Report on Form 10-K filed with the SEC which should be reviewed carefully. Please consider the Company's forward-looking statements in light of those risks.

- Net sales of \$951M
 - Organic growth of 4%
 - Acquisitions contributed 1%
- Operating margin 15.4%; adjusted operating margin 16.0%⁽¹⁾
 - Productivity in excess of cost increases
 - Benefit of higher volume and restructuring and related actions
 - Price and material cost headwinds
 - Impact of acquisitions
- Diluted EPS of \$1.47; adjusted diluted EPS of \$1.65⁽¹⁾

Continued organic growth; margin expansion in both segments

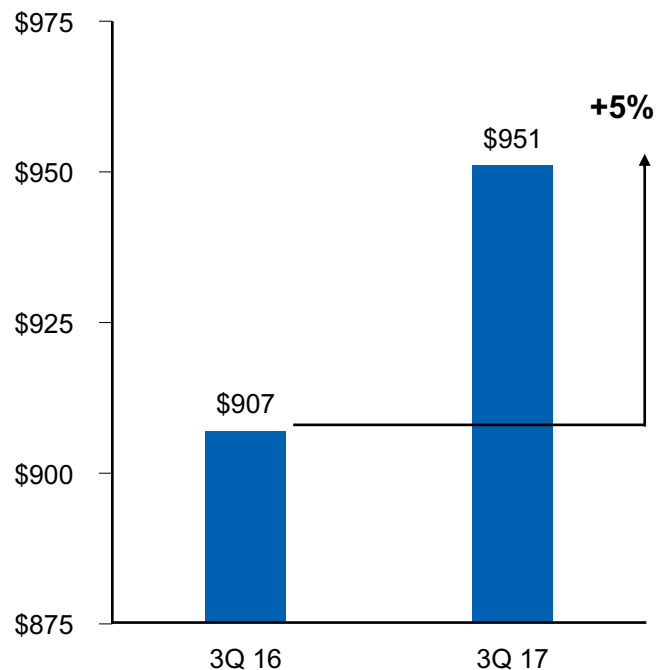
⁽¹⁾ Refer to the appendix for reconciliations of non-GAAP measures.

3Q 2017 Net Sales



(\$Millions)

Net Sales



End Markets

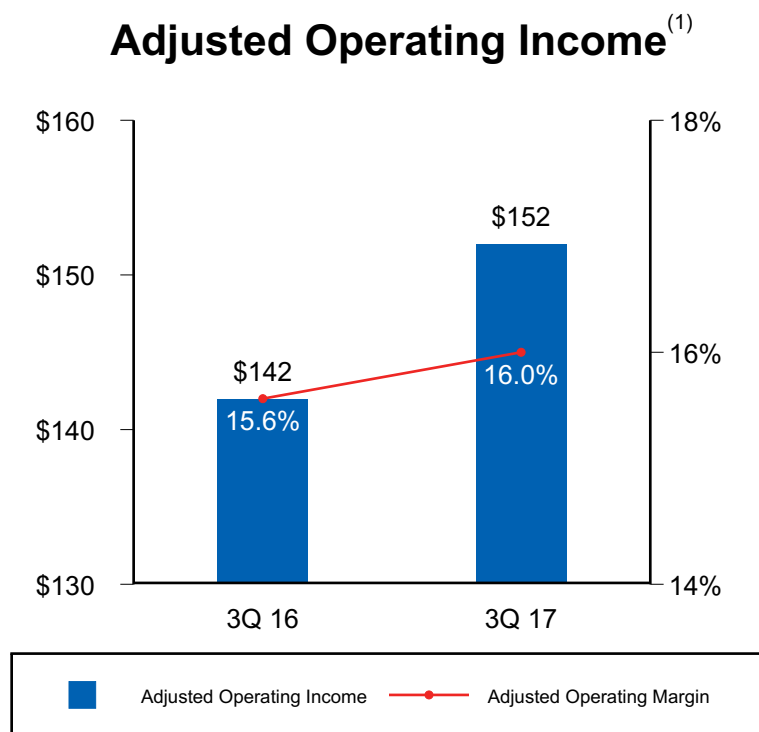
Non-residential	↑	• New construction
	↑	• Renovation and relight
Industrial	→	• Industrial composite
	↑	• Oil and Gas
Electrical T & D	↑	• Distribution
	↑	• Transmission
Residential	→	• Single family and Multi-family

Organic +4%; Acquisitions +1%

3Q 2017 Adjusted Operating Income



(\$Millions)



Adjusted Gross Margin⁽¹⁾

32.6% of sales, up 30 bps from 2016

- Productivity in excess of cost increases
- Benefit from restructuring and related actions
- Price and material cost headwinds
- Impact of acquisitions

Adjusted S&A% of Net Sales⁽¹⁾

16.6% of sales, down 10 bps from 2016

- Impact of volume
- Benefit from restructuring and related actions
- Impact of acquisitions

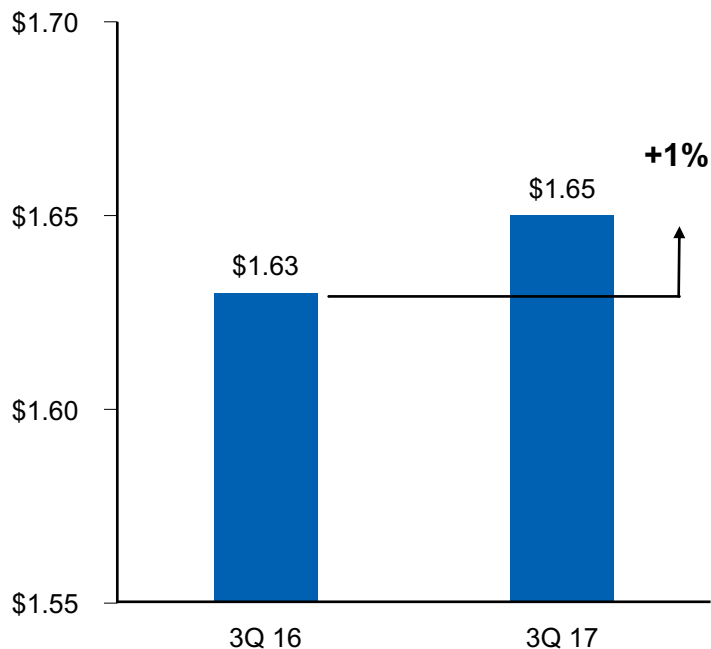
Higher volume and restructuring and related savings; impact of acquisitions

⁽¹⁾ Refer to the appendix for reconciliations of non-GAAP measures.

3Q 2017 Adjusted Diluted EPS



Adjusted Earnings Per Diluted Share⁽¹⁾



- Higher earnings before tax
- Higher effective tax rate
- Lower share count

EPS growth driven primarily by operating results

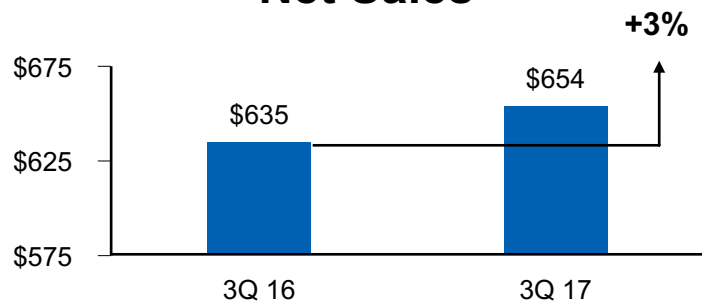
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3Q 2017 Electrical Segment Results



(\$Millions)

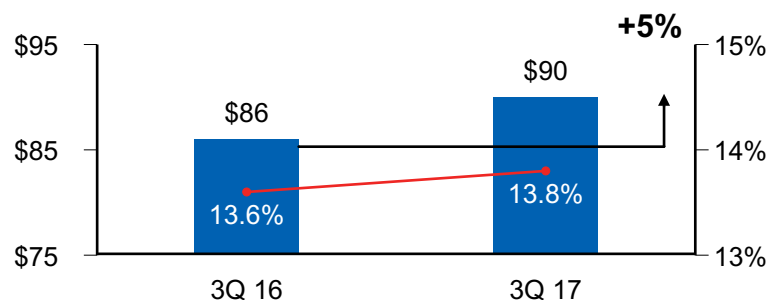
Net Sales



Markets

- Organic +2%, Acquisitions +1%
- Non-residential growth
- Oil and gas growth

Adjusted Operating Income⁽¹⁾



Performance

- Benefit from restructuring and related actions
- Favorable impact of higher volume
- Impact of acquisitions
- Net P|C|P headwinds

■ Adjusted Operating Income —●— Adjusted Operating Margin

Margin expansion despite P|C|P and acquisition headwinds

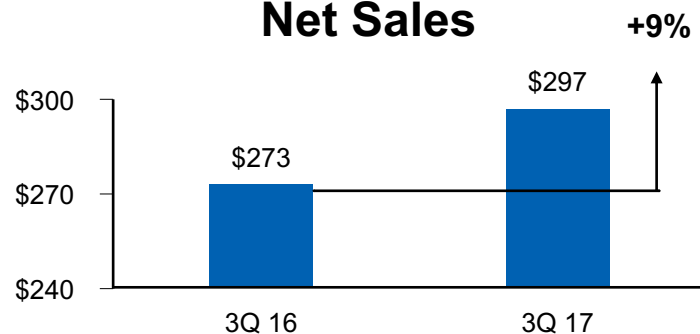
⁽¹⁾ Refer to the appendix for reconciliations of non-GAAP measures.

3Q 2017 Power Segment Results



(\$Millions)

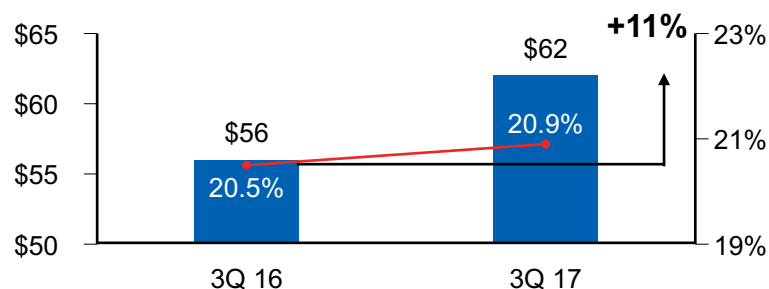
Net Sales



Markets

- Organic +8%, Acquisitions +1%
- Growth in distribution and transmission
- Favorable impact of storms

Adjusted Operating Income⁽¹⁾



Performance

- Productivity greater than cost increases
- Favorable impact of higher volume
- Price | material cost headwinds

Organic growth; volume and productivity drove margin performance

⁽¹⁾ Refer to the appendix for reconciliations of non-GAAP measures.

YTD 2017 Results



(\$Millions except EPS)

	YTD 2016	YTD 2017	Variance
Sales	\$ 2,651	\$ 2,751	+4 %
Adjusted Operating Income ⁽¹⁾	\$ 389	\$ 402	+3 %
Adjusted Operating Margin ⁽¹⁾	14.7%	14.6%	-10bps
Effective Tax Rate	30.2%	31.3%	+110bps
Adjusted Net Income ⁽¹⁾	\$ 242	\$ 243	+1 %
Adjusted EPS - Diluted ⁽¹⁾	\$ 4.31	\$ 4.39	+2 %
Free Cash Flow ⁽²⁾	\$ 223	\$ 175	(22)%

Continued sales and EPS growth

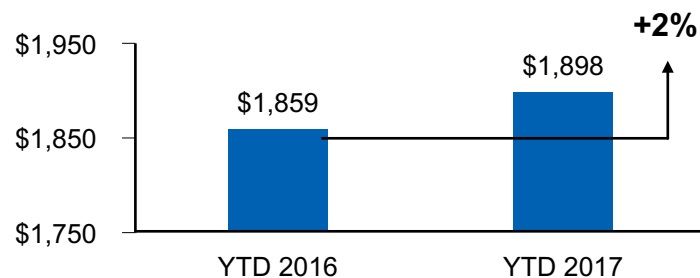
^{(1), (2)} Refer to the appendix for reconciliations of non-GAAP measures.

YTD 2017 Electrical Segment Results



(\$Millions)

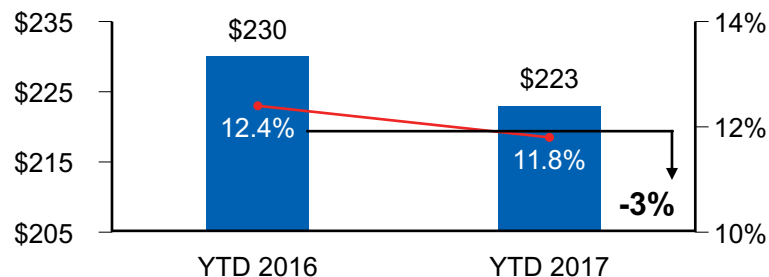
Net Sales



Markets

- Organic +2%, Acquisitions +1%, FX < -1%
- Non-residential and residential growth
- Oil and gas growth; industrial headwinds

Adjusted Operating Income⁽¹⁾



Performance

- Price and material headwinds
- Impact of acquisitions
- Benefit from restructuring and related actions

Net P|C|P and acquisition headwinds

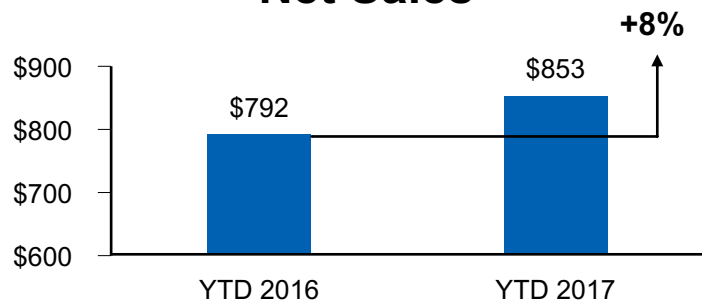
⁽¹⁾ Refer to the appendix for reconciliations of non-GAAP measures.

YTD 2017 Power Segment Results



(\$Millions)

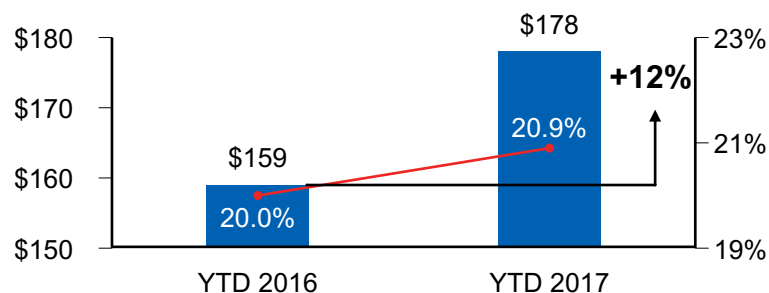
Net Sales



Markets

- Organic +5%, Acquisitions +3%
- Distribution and telecom growth

Adjusted Operating Income⁽¹⁾



Performance

- Productivity greater than cost increases
- Favorable impact of higher volume
- Price | material cost headwinds

Productivity continued to deliver margin improvement

⁽¹⁾ Refer to the appendix for reconciliations of non-GAAP measures.

YTD 2017 Cash Flow



(\$Millions)

	YTD 2016	YTD 2017
Net Income Attributable to Hubbell	\$ 229	\$ 223
Depreciation and Amortization	69	76
Changes in Working Capital	(64)	(87)
Other	35	17
Net Cash Provided By Operating Activities ^(a)	\$ 269	\$ 229
Capex	(46)	(53)
Free Cash Flow ⁽²⁾	\$ 223	\$ 176

Remain focused on delivering FCF equal to net income

^(a), ⁽²⁾ Refer to the appendix for reconciliations of non-GAAP measures.

2017 Capital Structure



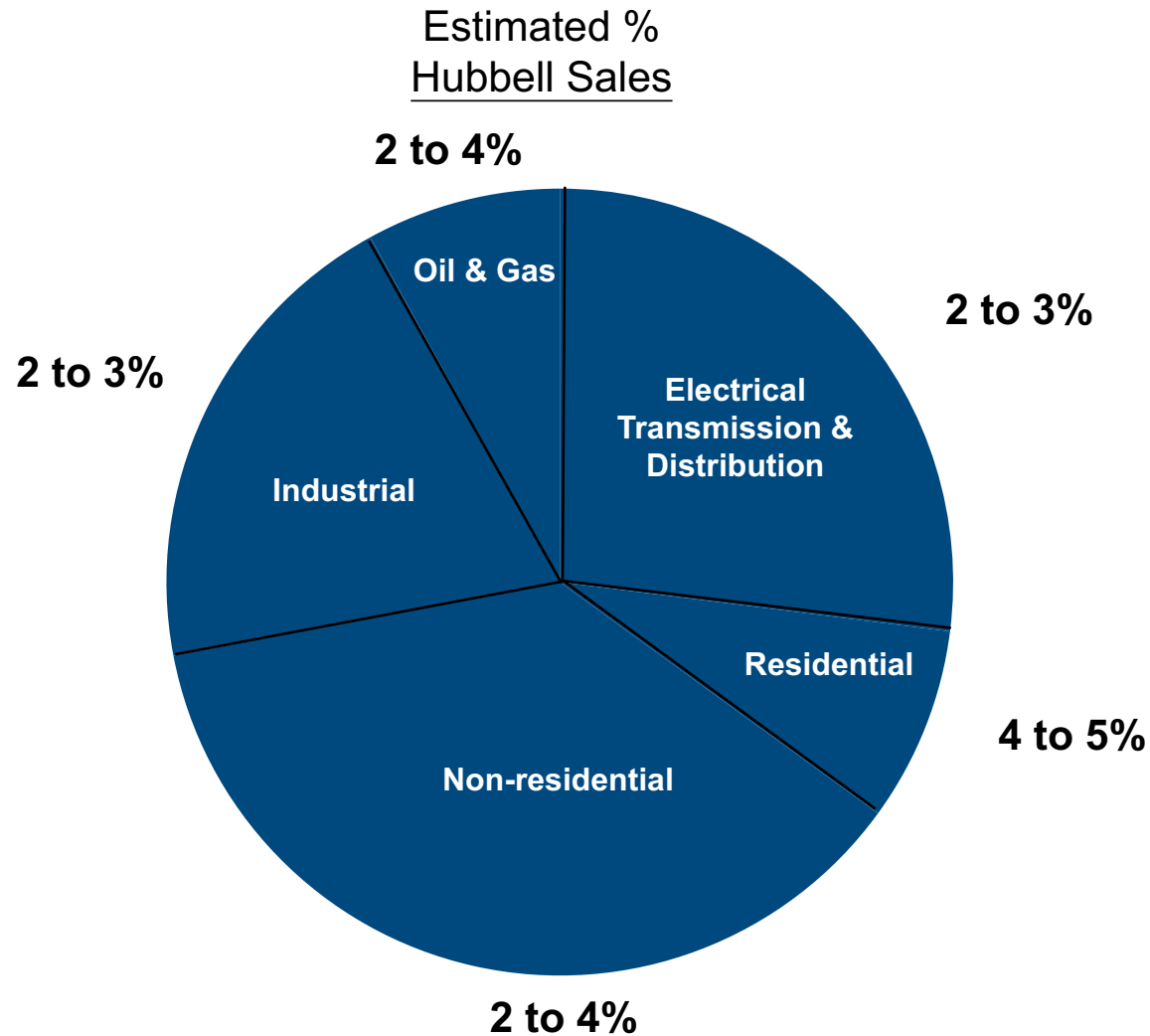
	12/31/2016	09/30/2017
Cash	\$ 438	\$ 386
Commercial Paper Outstanding	\$ —	\$ 87
<u>Senior Notes</u>		
- Due 2018 @ 5.95%	\$ 300	\$ —
- Due 2022 @ 3.625%	\$ 300	\$ 300
- Due 2026 @ 3.35%	\$ 400	\$ 400
- Due 2027 @ 3.15%	\$ —	\$ 300
Total Debt ⁽³⁾	\$ 994	\$ 1,081
<i>Debt to Total Capital</i>	38%	39%
<i>Net Debt to Total Capital</i> ⁽⁴⁾	19%	23%
<u>Revolver</u>		
- Currently available	\$ 750	\$ 750
- Outstanding	\$ —	\$ —

Similar debt levels at lower cost

⁽³⁾ Refer to the appendix for note on Total Debt.

⁽⁴⁾ Refer to the appendix for reconciliations of non-GAAP measures.

End Markets – 2017 Outlook

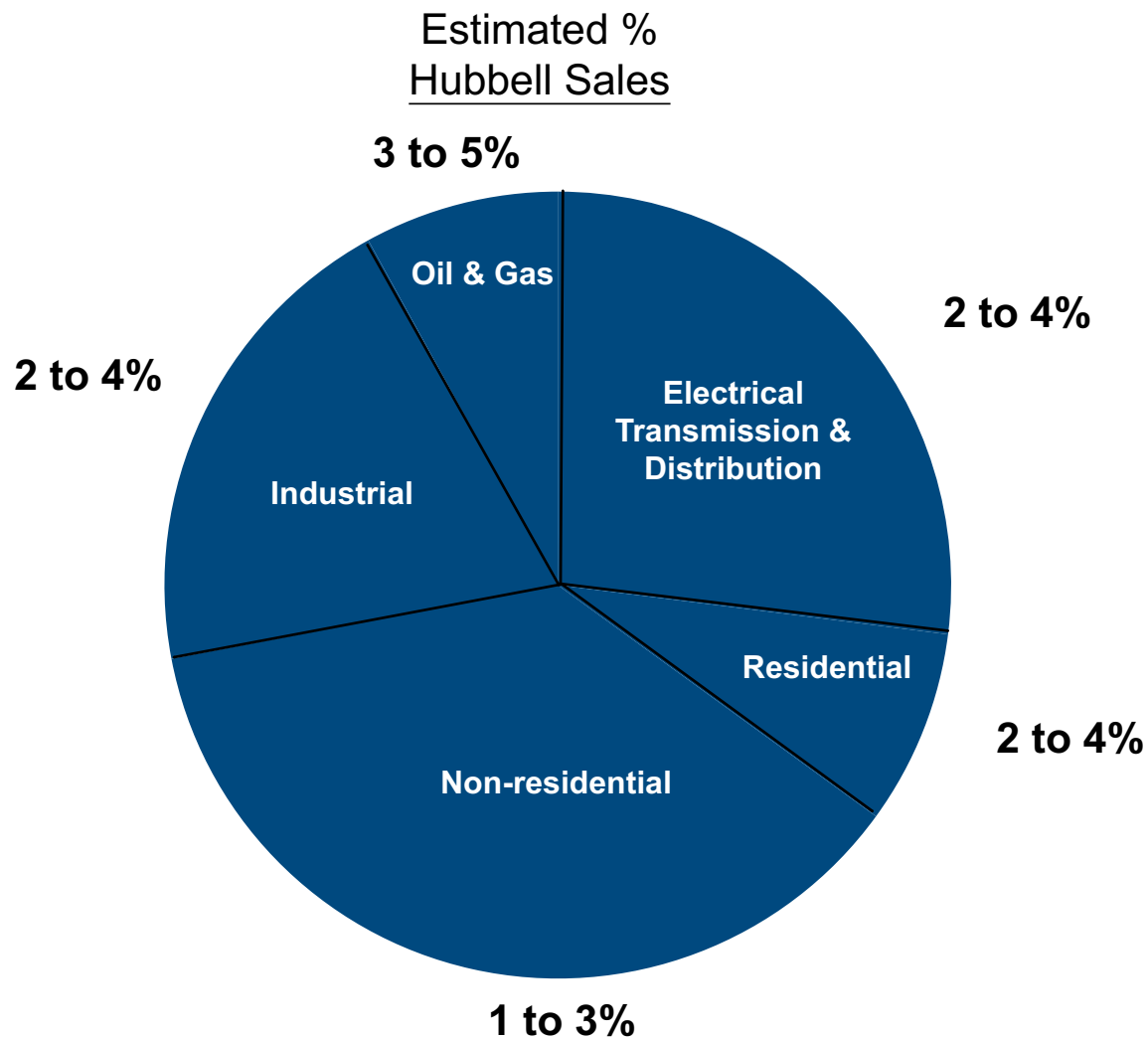


Growth across all end markets

- Net sales
 - End market growth of 2.5% - 3% in the aggregate
 - Acquisitions completed year-to-date contribute ~2%
 - FX neutral
- Diluted EPS range \$5.40 - \$5.50 includes:
 - Impact of debt refinancing
 - \$0.30 of restructuring and related costs
- Free cash flow equal to net income ⁽²⁾

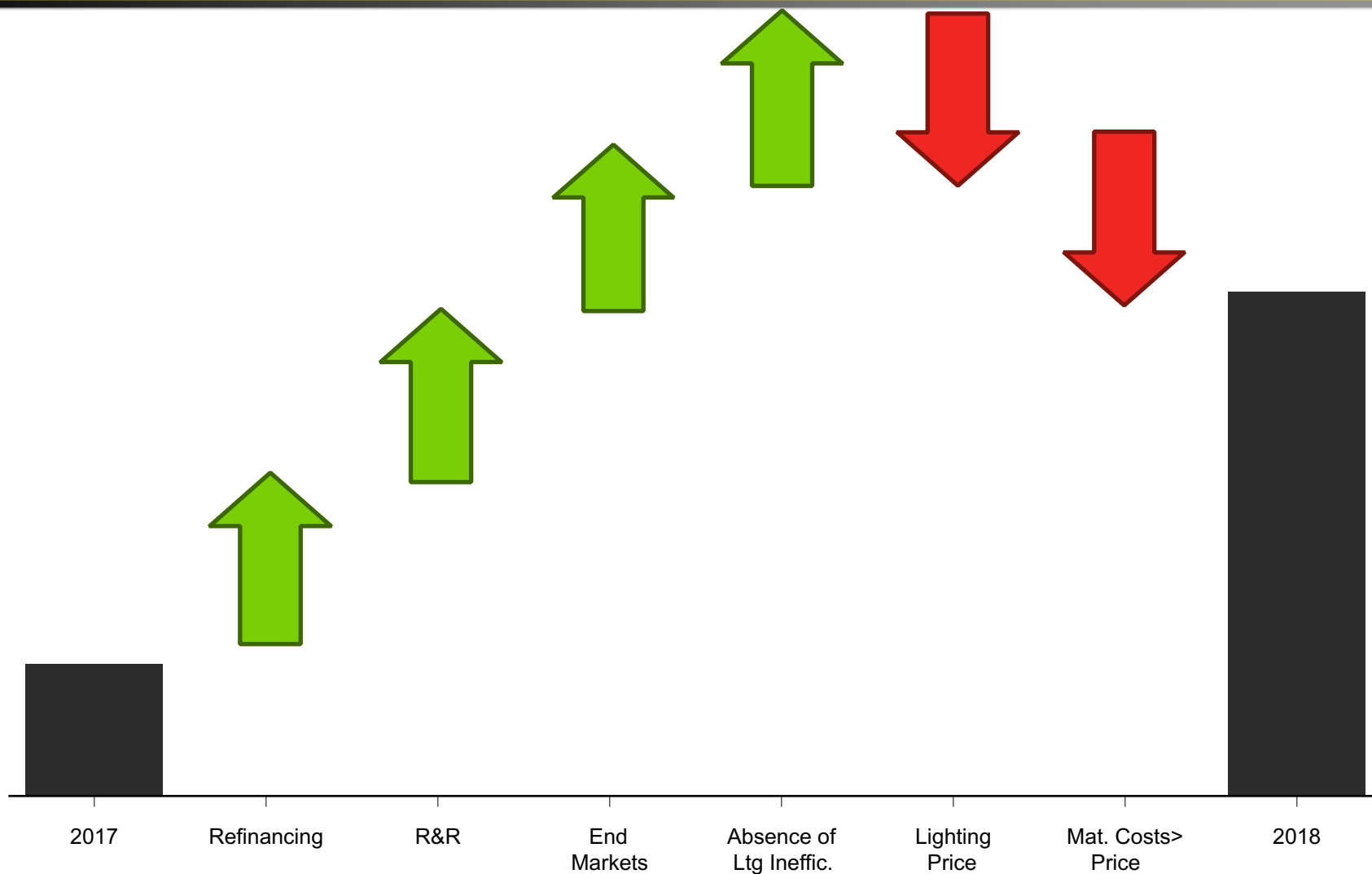
⁽²⁾ Refer to the appendix for reconciliations of non-GAAP measures.

End Markets – 2018 Early Preview



Consistent growth across all end markets

2018 Early EPS Considerations



Provides opportunity for double digit EPS growth

Innovation



New Acquisitions



Potential Tax Reform



Mix



Pension



FX



IoT R&D Investment



⁽¹⁾ Adjusted Gross Margin, Adjusted Selling and Administration ("S&A") Expense, Adjusted Operating Income, Adjusted Operating Margin, Adjusted Net Income, actual Adjusted Earnings Per Diluted Share, and projected full year Adjusted Earnings Per Diluted Share each exclude restructuring and related costs. Adjusted Net Income, actual adjusted Earnings Per Diluted Share, and projected full year Adjusted Earnings Per Diluted Share exclude the impact of restructuring and related costs as well as the loss on early extinguishment of long-term debt recognized in the third quarter of 2017 from the redemption of all of our \$300 million of long-term notes that were scheduled to mature in 2018. We believe excluding the impact of these items may provide useful information regarding our underlying performance from period to period and allow investors to assess the impact of the Company's restructuring activities and business transformation initiatives on the results of operations.

Restructuring costs support our cost reduction efforts involving the consolidation of manufacturing and distribution facilities, workforce reductions and the sale or exit of business units we determine to be non-strategic and is a GAAP measure. Restructuring costs may include severance and employee benefits, asset impairments, as well as facility closure, contract termination and certain pension costs that are directly related to restructuring actions. Restructuring-related costs are costs associated with our business transformation initiatives, including the consolidation of back-office functions and streamlining our processes, and certain other costs and gains associated with restructuring actions. We refer to these costs on a combined basis as "Restructuring and Related Costs," which is a non-GAAP measure.

Reconciliation of Restructuring and Related Costs to the most directly comparable GAAP measure (millions):

	Three Months Ended September 30,					
	2017	2016	2017	2016	2017	2016
	Cost of goods sold		S&A expense		Total	
Restructuring costs	\$ 2.2	\$ 4.2	\$ 1.1	\$ 0.3	\$ 3.3	\$ 4.5
Restructuring related costs	0.5	0.1	2.0	1.3	2.5	1.4
Restructuring and Related Costs (non-GAAP measure)	<u>\$ 2.7</u>	<u>\$ 4.3</u>	<u>\$ 3.1</u>	<u>\$ 1.6</u>	<u>\$ 5.8</u>	<u>\$ 5.9</u>

	Nine Months Ended September 30,					
	2017	2016	2017	2016	2017	2016
	Cost of goods sold		S&A expense		Total	
Restructuring costs	\$ 9.6	\$ 8.3	\$ 3.9	\$ 5.6	\$ 13.5	\$ 13.9
Restructuring related costs	1.3	1.8	5.7	3.3	7.0	5.1
Restructuring and related costs (non-GAAP measure)	<u>\$ 10.9</u>	<u>\$ 10.1</u>	<u>\$ 9.6</u>	<u>\$ 8.9</u>	<u>\$ 20.5</u>	<u>\$ 19.0</u>

Reconciliation of Adjusted Gross Margin to the most directly comparable GAAP measure (millions):

Hubbell Incorporated	Three Months Ended September 30,			Nine Months Ended September 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 950.5	\$ 907.4	5%	\$ 2,751.1	\$ 2,651.0	4%
Gross Margin \$						
GAAP measure [b]	\$ 306.9	\$ 288.7	6%	\$ 863.4	\$ 842.1	3%
Restructuring and Related Costs	2.7	4.3		10.9	10.1	
Adjusted Gross Margin \$ [c]	<u>\$ 309.6</u>	<u>\$ 293.0</u>	6%	<u>\$ 874.3</u>	<u>\$ 852.2</u>	3%
Gross Margin %						
GAAP measure [b] / [a]	32.3%	31.8%	+50 bps	31.4%	31.8%	-40 bps
Adjusted Gross Margin % [c] / [a]	32.6%	32.3%	+30 bps	31.8%	32.1%	-30 bps

Reconciliation of Adjusted Selling and Administrative Expense to the most directly comparable GAAP measure (millions):

Hubbell Incorporated	Three Months Ended September 30,			Nine Months Ended September 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 950.5	\$ 907.4	5%	\$ 2,751.1	\$ 2,651.0	4%
Selling and Administrative expense \$						
GAAP measure [b]	\$ 160.5	\$ 152.7	5%	\$ 482.3	\$ 472.1	2%
Restructuring and Related Costs	3.1	1.6		9.6	8.9	
Adjusted Selling and Administrative expense \$ [c]	<u>\$ 157.4</u>	<u>\$ 151.1</u>	4%	<u>\$ 472.7</u>	<u>\$ 463.2</u>	2%
S&A expense as % of Net Sales						
GAAP measure [b] / [a]	16.9%	16.8%	10 bps	17.5%	17.8%	-30 bps
Adjusted S&A expense as a % of Net Sales [c] / [a]	16.6%	16.7%	-10 bps	17.2%	17.5%	-30 bps

Appendix



Reconciliation of Adjusted Operating Profit to the most directly comparable GAAP measure (millions):

Hubbell Incorporated	Three Months Ended September 30,			Nine Months Ended September 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 950.5	\$ 907.4	5%	\$ 2,751.1	\$ 2,651.0	4%
Operating Income \$						
GAAP measure [b]	\$ 146.4	\$ 136.0	8%	\$ 381.1	\$ 370.0	3%
Restructuring and Related Costs	5.8	5.9		20.5	19.0	
Adjusted Operating Income \$ [c]	<u>\$ 152.2</u>	<u>\$ 141.9</u>	7%	<u>\$ 401.6</u>	<u>\$ 389.0</u>	3%
Operating Margin %						
GAAP measure [b] / [a]	15.4%	15.0%	+40 bps	13.9%	14.0%	-10 bps
Adjusted Operating Margin % [c] / [a]	16.0%	15.6%	+40 bps	14.6%	14.7%	-10 bps
Electrical segment						
	Three Months Ended September 30,			Nine Months Ended September 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 654.0	\$ 634.6	3%	\$ 1,897.9	\$ 1,858.7	2 %
Operating Income \$						
GAAP measure [b]	\$ 85.6	\$ 80.9	6%	\$ 206.6	\$ 213.5	(3)%
Restructuring and Related Costs	4.7	5.2		16.6	16.7	
Adjusted Operating Income \$ [c]	<u>\$ 90.3</u>	<u>\$ 86.1</u>	5%	<u>\$ 223.2</u>	<u>\$ 230.2</u>	(3)%
Operating Margin %						
GAAP measure [b] / [a]	13.1%	12.7%	+40 bps	10.9%	11.5%	-60 bps
Adjusted Operating Margin % [c] / [a]	13.8%	13.6%	+20 bps	11.8%	12.4%	-60 bps
Power segment						
	Three Months Ended September 30,			Nine Months Ended September 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 296.5	\$ 272.8	9%	\$ 853.2	\$ 792.3	8%
Operating Income \$						
GAAP measure [b]	\$ 60.8	\$ 55.1	10%	\$ 174.5	\$ 156.5	12%
Restructuring and Related Costs	1.1	0.7		3.9	2.3	
Adjusted Operating Income \$ [c]	<u>\$ 61.9</u>	<u>\$ 55.8</u>	11%	<u>\$ 178.4</u>	<u>\$ 158.8</u>	12%
Operating Margin %						
GAAP measure [b] / [a]	20.5%	20.2%	+30 bps	20.5%	19.8%	+70 bps
Adjusted Operating Margin % [c] / [a]	20.9%	20.5%	+40 bps	20.9%	20.0%	+90 bps

Appendix



Reconciliation of Adjusted Net Income to the most directly comparable GAAP measure (millions):

Hubbell Incorporated	Three Months Ended September 30,			Nine Months Ended September 30,		
	2017	2016	Change	2017	2016	Change
Net Income attributable to Hubbell (GAAP measure)	\$ 80.8	\$ 86.7	(7)%	\$ 222.7	\$ 228.6	(3)%
Restructuring and Related Costs, net of tax	3.9	4.0		13.9	12.9	
Loss on Extinguishment of Debt, net of tax	6.3	—		6.3	—	
Adjusted Net Income	<u>\$ 91.0</u>	<u>\$ 90.7</u>	— %	<u>\$ 242.9</u>	<u>\$ 241.5</u>	1 %

Reconciliation of Adjusted Earnings Per Diluted Share to the most directly comparable GAAP measure (millions, except per share amounts):

Hubbell Incorporated	Three Months Ended September 30,			Nine Months Ended September 30,		
	2017	2016	Change	2017	2016	Change
Numerator:						
Net income attributable to Hubbell	\$ 80.8	\$ 86.7		\$ 222.7	\$ 228.6	
Less: Earnings allocated to participating securities	(0.3)	(0.3)		(0.7)	(0.7)	
Net income available to common shareholders (GAAP measure) [a]	<u>\$ 80.5</u>	<u>\$ 86.4</u>	(7)%	<u>\$ 222.0</u>	<u>\$ 227.9</u>	(3)%
Adjusted Net Income	91.0	90.7		242.9	241.5	
Less: Earnings allocated to participating securities	(0.3)	(0.3)		(0.8)	(0.7)	
Adjusted net income available to common shareholders [b]	<u>\$ 90.7</u>	<u>\$ 90.4</u>	— %	<u>\$ 242.1</u>	<u>\$ 240.8</u>	1 %
Denominator:						
Average number of common shares outstanding [c]	54.6	55.3		54.9	55.6	
Potential dilutive shares	0.3	0.2		0.3	0.2	
Average number of diluted shares outstanding [d]	<u>54.9</u>	<u>55.5</u>		<u>55.2</u>	<u>55.8</u>	
Earnings per share (GAAP measure):						
Basic [a] / [c]	\$ 1.47	\$ 1.56		\$ 4.05	\$ 4.10	
Diluted [a] / [d]	\$ 1.47	\$ 1.56	(6)%	\$ 4.02	\$ 4.08	(1)%
Adjusted Earnings Per Diluted Share [b] / [d]	\$ 1.65	\$ 1.63	1 %	\$ 4.39	\$ 4.31	2 %

⁽²⁾ Free cash flow is a non-GAAP measure and is defined as cash flow from operations less capital expenditures. Management believes that free cash flow provides useful information regarding Hubbell's ability to generate cash without reliance on external financing. In addition, management uses free cash flow to evaluate the resources available for investments in the business, strategic acquisitions and further strengthening the balance sheet.

Reconciliation of Free Cash Flow to the most directly comparable GAAP measure (millions):

Hubbell Incorporated	Three Months Ended September 30,		Nine Months Ended September 30,	
	2017	2016	2017	2016
Net Cash Provided By Operating Activities ^(a)	\$ 96.5	\$ 142.6	\$ 228.6	\$ 269.2
Capital Expenditures	(20.2)	(15.9)	(53.2)	(45.8)
Free Cash Flow	\$ 76.3	\$ 126.7	\$ 175.4	\$ 223.4

^(a) Comparable period has been recast to reflect the adoption of the new accounting pronouncement for share-based payments (ASU 2016-09) as of January 1, 2017

⁽³⁾ Total Debt includes unamortized discount and unamortized debt issuance costs.

⁽⁴⁾ Net debt, defined as total debt less cash and investments, is a non-GAAP measure. Management believes that net debt to total capital is a useful measure regarding Hubbell's financial leverage for evaluating the Company's ability to meet its funding needs.

Reconciliation of Net Debt to the most directly comparable GAAP measure (millions):

Hubbell Incorporated	September 30, 2017	December 31, 2016
Total Debt [a]	\$ 1,080.5	\$ 993.7
Total Hubbell Shareholders' Equity	1,656.0	1,592.8
Total Capitalization	\$ 2,736.5	\$ 2,586.5
Cash and Investments [b]	\$ 456.5	\$ 505.2
Net Debt [a] - [b]	\$ 624.0	\$ 488.5
Net Debt to Total Capital	23%	19%