



Second Quarter 2017 Earnings Conference Call

July 25, 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 \$948M
 - Organic growth of 3%; acquisitions contributed 2%
 - FX reduced sales by 1%
- Operating margin 13.8%; adjusted operating margin 14.4%⁽¹⁾
 - Price | material cost headwinds
 - Impact from acquisitions
 - Benefit from restructuring and related actions
- Diluted EPS of \$1.43; adjusted diluted EPS of \$1.51⁽¹⁾

Organic and acquisition growth; P|C|P headwinds

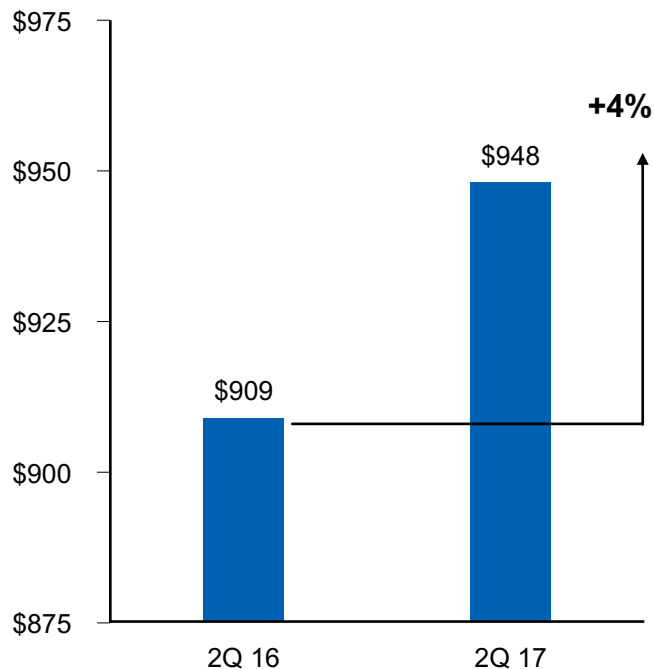
⁽¹⁾ Refer to the appendix for reconciliations of non-GAAP measures.

2Q 2017 Net Sales



(\$Millions)

Net Sales



End Markets

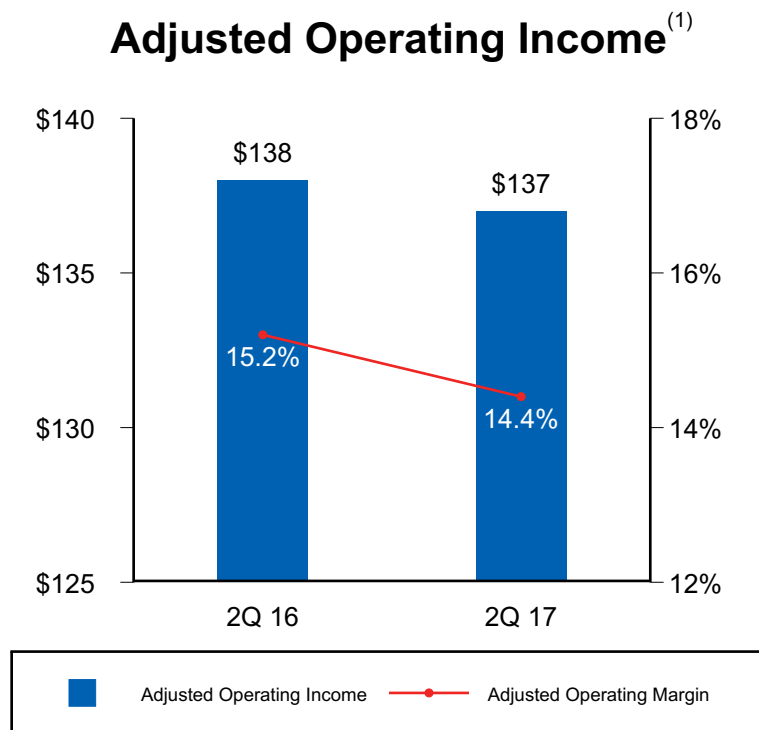
Non-residential	↑	• New construction
	↑	• Renovation and relight
Industrial	↑	• Industrial composite
	↑	• Oil and Gas
Electrical T & D	↑	• Distribution
	↑	• Transmission
Residential	↑	• Single family and Multi-family

Organic +3%; Acquisitions +2%; FX -1%

2Q 2017 Adjusted Operating Income



(\$Millions)



Adjusted Gross Margin⁽¹⁾

31.4% of sales, down 130 bps from 2016

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

Adjusted S&A% of Net Sales⁽¹⁾

17.0% of sales, down 40 bps from 2016

- Impact of volume
- Benefit from restructuring and related actions

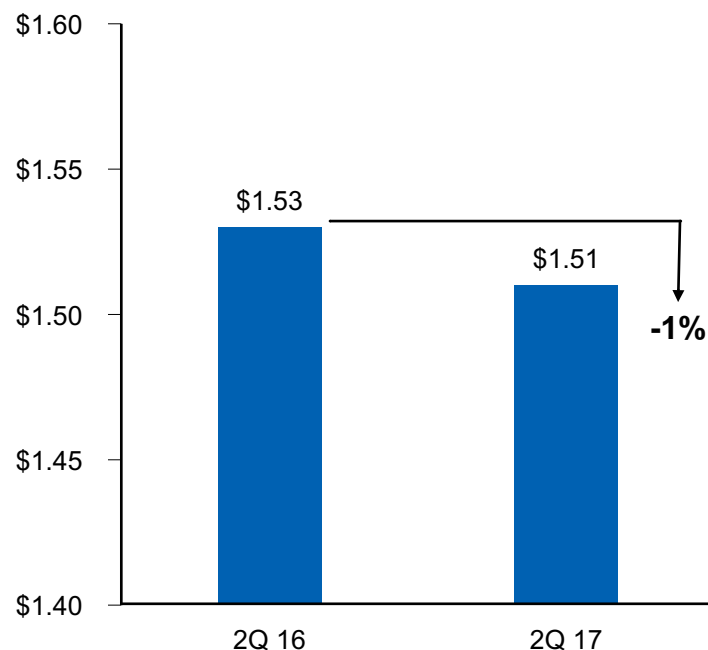
Net P|C|P and acquisition headwinds; restructuring and related savings

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

2Q 2017 Adjusted Diluted EPS



Adjusted Earnings Per Diluted Share⁽¹⁾



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

EPS impacted by tax rate and share count

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

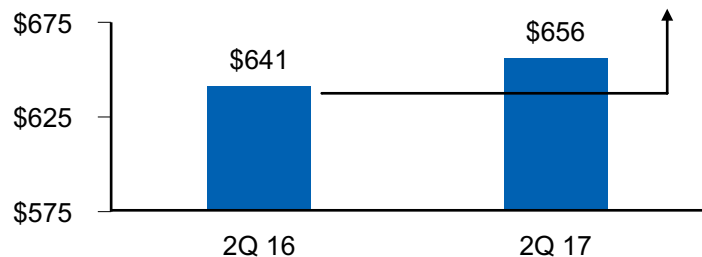
2Q 2017 Electrical Segment Results



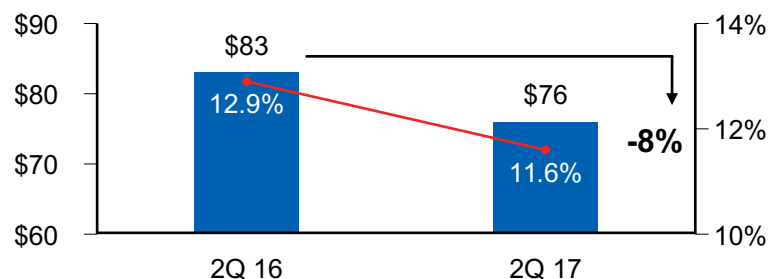
(\$Millions)

Net Sales

+2%



Adjusted Operating Income⁽¹⁾



■ Adjusted Operating Income —●— Adjusted Operating Margin

Markets

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

Performance

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

Volume growth; net P|C|P and acquisition headwinds

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

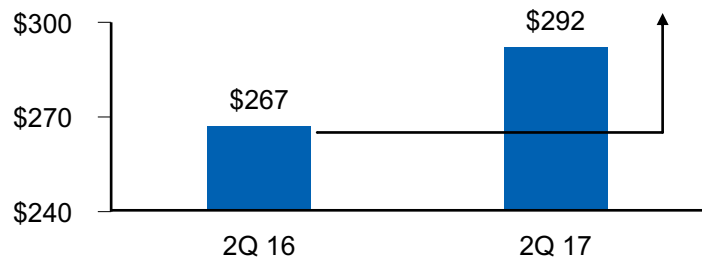
2Q 2017 Power Segment Results



(\$Millions)

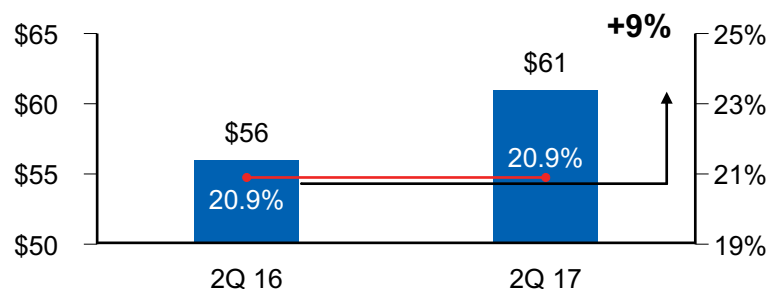
Net Sales

+9%



Adjusted Operating Income⁽¹⁾

+9%



■ Adjusted Operating Income —●— Adjusted Operating Margin

Markets

- Organic +5%, Acquisitions +4%
- Growth in distribution and transmission

Performance

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

Organic and acquisition growth; volume offsetting P|C|P headwind

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

YTD 2017 Results



(\$Millions except EPS)

	YTD 2016	YTD 2017	Variance
Sales	\$ 1,744	\$ 1,801	+3%
Adjusted Operating Income ⁽¹⁾	\$ 247	\$ 249	+1%
Adjusted Operating Margin ⁽¹⁾	14.2%	13.9%	-30bps
Effective Tax Rate	30.9%	30.3%	-60bps
Adjusted Net Income ⁽¹⁾	\$ 151	\$ 152	+1%
Adjusted EPS - Diluted ⁽¹⁾	\$ 2.69	\$ 2.74	+2%
Free Cash Flow ⁽²⁾	\$ 97	\$ 99	+2%

Sales and EPS growth

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

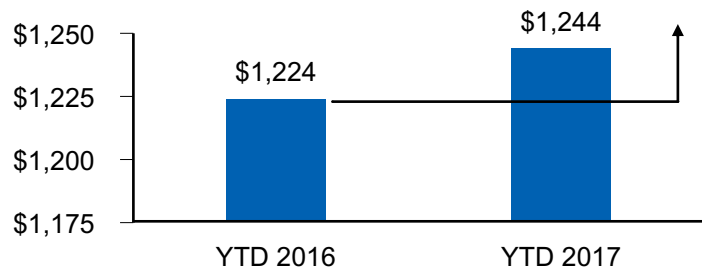
YTD 2017 Electrical Segment Results



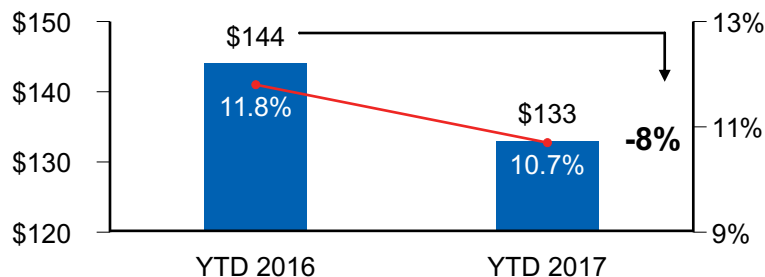
(\$Millions)

Net Sales

+2%



Adjusted Operating Income⁽¹⁾



■ Adjusted Operating Income —●— Adjusted Operating Margin

Markets

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

Performance

- Lighting P|C|P headwinds
- Dilutive 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.

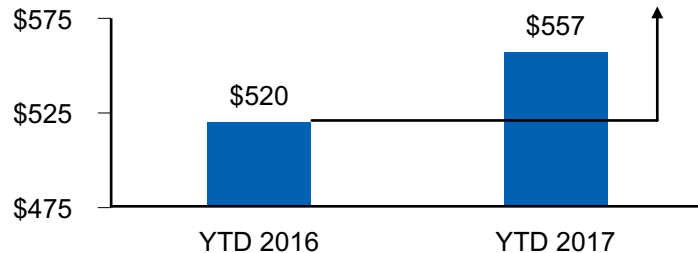
YTD 2017 Power Segment Results



(\$Millions)

Net Sales

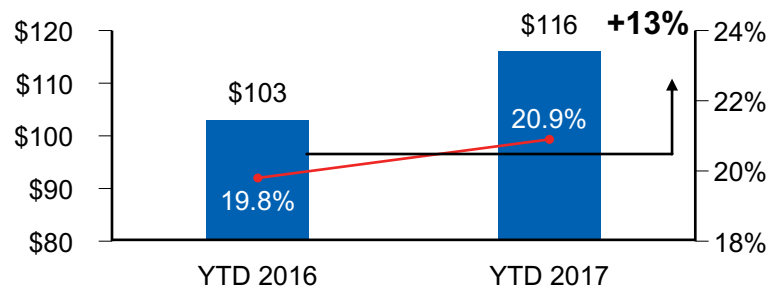
+7%



Markets

- Organic +3%, Acquisitions +4%
- Distribution and telecom growth

Adjusted Operating Income⁽¹⁾



Performance

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

Productivity continuing 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	\$ 142	\$ 142
Depreciation and Amortization	46	50
Changes in Working Capital	(69)	(62)
Other	8	2
Net Cash Provided By Operating Activities	\$ 127	\$ 132
Capex	(30)	(33)
Free Cash Flow ⁽²⁾	\$ 97	\$ 99

Remain on track to meet 2017 FCF target

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

2017 Capital Structure



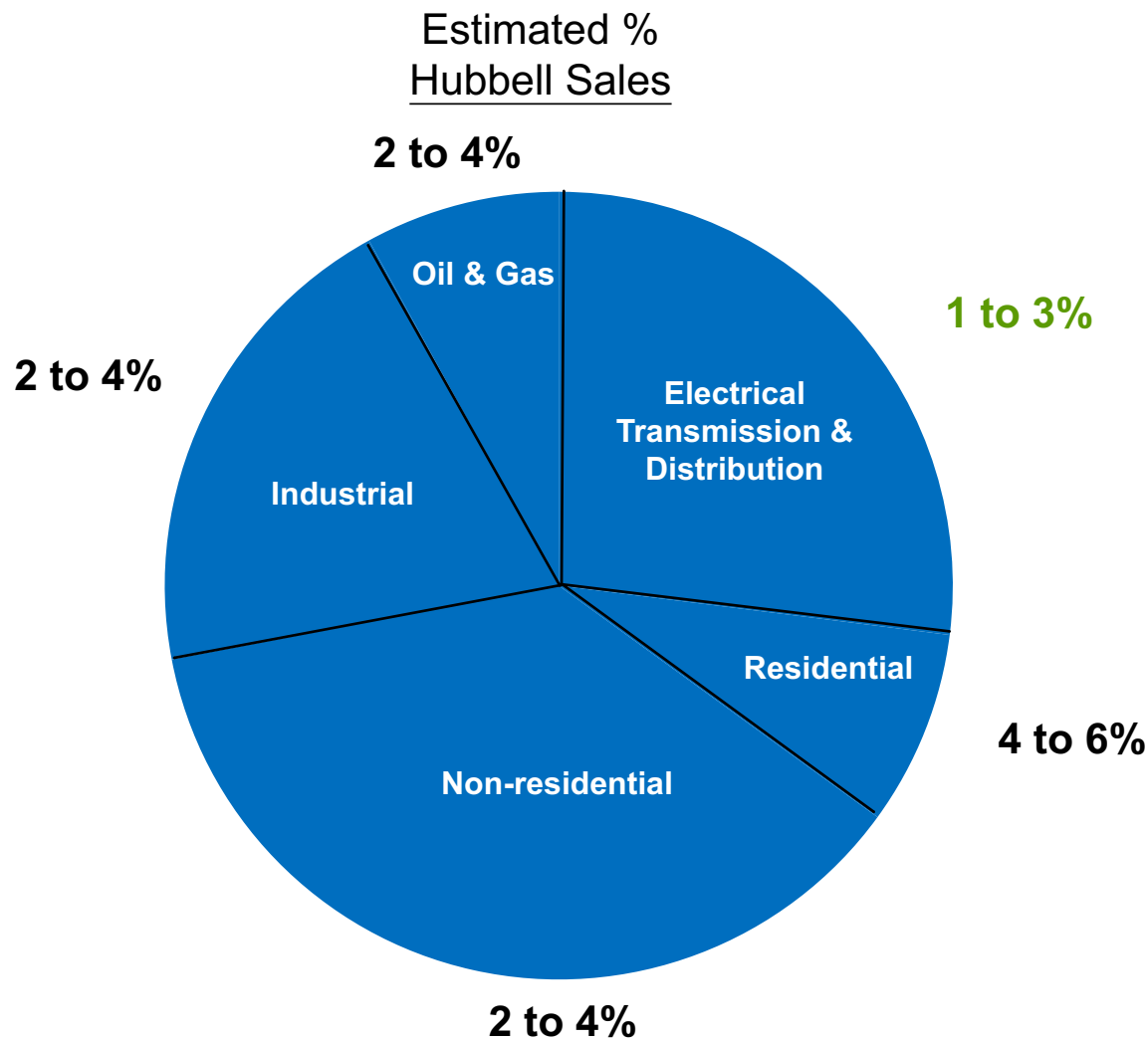
	12/31/2016	06/30/2017
Cash	\$ 438	\$ 368
Commercial Paper Outstanding	\$ —	\$ 98
<u>Senior Notes</u>		
- Due 2018	\$ 300	\$ 300
- Due 2022	\$ 300	\$ 300
- Due 2026	\$ 400	\$ 400
Total Debt ⁽³⁾	\$ 994	\$ 1,095
<i>Debt to Total Capital</i>	38%	41%
<i>Net Debt to Total Capital</i> ⁽⁴⁾	19%	24%
<u>Revolver</u>		
- Currently available	\$ 750	\$ 750
- Outstanding	\$ —	\$ —

Maintaining a healthy balance sheet

⁽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



Improving electrical T&D end market

- Net sales
 - End market growth of 2.5% - 3% in the aggregate
 - Improving T&D markets; heavy industrial softness
 - Acquisitions completed year-to-date contribute ~2%
 - FX neutral
- Diluted EPS range \$5.40 - \$5.60 includes:
 - Improved market performance
 - \$0.30 of restructuring and related costs vs. \$0.25 previously
 - Stabilization of Lighting operations
- Free cash flow equal to net income⁽²⁾

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

(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. We believe excluding the impact of these costs 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 June 30,					
	2017	2016	2017	2016	2017	2016
	Cost of goods sold		S&A expense		Total	
Restructuring costs	\$ 3.2	\$ 2.2	\$ 1.6	\$ 1.5	\$ 4.8	\$ 3.7
Restructuring related costs	0.1	1.2	1.5	1.5	1.6	2.7
Restructuring and Related Costs (non-GAAP measure)	<u>\$ 3.3</u>	<u>\$ 3.4</u>	<u>\$ 3.1</u>	<u>\$ 3.0</u>	<u>\$ 6.4</u>	<u>\$ 6.4</u>

	Six Months Ended June 30,					
	2017	2016	2017	2016	2017	2016
	Cost of goods sold		S&A expense		Total	
Restructuring costs	\$ 7.4	\$ 4.0	\$ 2.8	\$ 5.5	\$ 10.2	\$ 9.5
Restructuring related costs	0.8	1.6	3.7	2.0	4.5	3.6
Restructuring and related costs (non-GAAP measure)	<u>\$ 8.2</u>	<u>\$ 5.6</u>	<u>\$ 6.5</u>	<u>\$ 7.5</u>	<u>\$ 14.7</u>	<u>\$ 13.1</u>

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

Hubbell Incorporated	Three Months Ended June 30,			Six Months Ended June 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 948.3	\$ 908.8	4%	\$ 1,800.6	\$ 1,743.6	3%
Gross Margin \$						
GAAP measure [b]	\$ 294.7	\$ 293.5	—%	\$ 556.5	\$ 553.4	1%
Restructuring and Related Costs	3.3	3.4		8.2	5.6	
Adjusted Gross Margin \$ [c]	<u>\$ 298.0</u>	<u>\$ 296.9</u>	—%	<u>\$ 564.7</u>	<u>\$ 559.0</u>	1%
Gross Margin %						
GAAP measure [b] / [a]	31.1%	32.3%	-120 bps	30.9%	31.7%	-80 bps
Adjusted Gross Margin % [c] / [a]	31.4%	32.7%	-130 bps	31.4%	32.1%	-70 bps

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

Hubbell Incorporated	Three Months Ended June 30,			Six Months Ended June 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 948.3	\$ 908.8	4%	\$ 1,800.6	\$ 1,743.6	3%
Selling and Administrative expense \$						
GAAP measure [b]	\$ 164.1	\$ 161.4	2%	\$ 321.8	\$ 319.4	1%
Restructuring and Related Costs	3.1	3.0		6.5	7.5	
Adjusted Selling and Administrative expense \$ [c]	<u>\$ 161.0</u>	<u>\$ 158.4</u>	2%	<u>\$ 315.3</u>	<u>\$ 311.9</u>	1%
S&A expense as % of Net Sales						
GAAP measure [b] / [a]	17.3%	17.8%	-50 bps	17.9%	18.3%	-40 bps
Adjusted S&A expense as a % of Net Sales [c] / [a]	17.0%	17.4%	-40 bps	17.5%	17.9%	-40 bps

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

Hubbell Incorporated	Three Months Ended June 30,			Six Months Ended June 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 948.3	\$ 908.8	4 %	\$ 1,800.6	\$ 1,743.6	3%
Operating Income \$						
GAAP measure [b]	\$ 130.6	\$ 132.1	(1)%	\$ 234.7	\$ 234.0	—%
Restructuring and Related Costs	6.4	6.4		14.7	13.1	
Adjusted Operating Income \$ [c]	\$ 137.0	\$ 138.5	(1)%	\$ 249.4	\$ 247.1	1%
Operating Margin %						
GAAP measure [b] / [a]	13.8%	14.5%	-70 bps	13.0%	13.4%	-40 bps
Adjusted Operating Margin % [c] / [a]	14.4%	15.2%	-80 bps	13.9%	14.2%	-30 bps
Electrical segment	Three Months Ended June 30,			Six Months Ended June 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 656.4	\$ 641.4	2 %	\$ 1,243.9	\$ 1,224.1	2 %
Operating Income \$						
GAAP measure [b]	\$ 71.0	\$ 77.1	(8)%	\$ 121.0	\$ 132.5	(9)%
Restructuring and Related Costs	5.0	5.5		11.9	11.8	
Adjusted Operating Income \$ [c]	\$ 76.0	\$ 82.6	(8)%	\$ 132.9	\$ 144.3	(8)%
Operating Margin %						
GAAP measure [b] / [a]	10.8%	12.0%	-120 bps	9.7%	10.8%	-110 bps
Adjusted Operating Margin % [c] / [a]	11.6%	12.9%	-130 bps	10.7%	11.8%	-110 bps
Power segment	Three Months Ended June 30,			Six Months Ended June 30,		
	2017	2016	Change	2017	2016	Change
Net Sales [a]	\$ 291.9	\$ 267.4	9%	\$ 556.7	\$ 519.5	7%
Operating Income \$						
GAAP measure [b]	\$ 59.6	\$ 55.0	8%	\$ 113.7	\$ 101.5	12%
Restructuring and Related Costs	1.4	0.9		2.8	1.3	
Adjusted Operating Income \$ [c]	\$ 61.0	\$ 55.9	9%	\$ 116.5	\$ 102.8	13%
Operating Margin %						
GAAP measure [b] / [a]	20.4%	20.6%	-20 bps	20.4%	19.5%	+90 bps
Adjusted Operating Margin % [c] / [a]	20.9%	20.9%	0 bps	20.9%	19.8%	+110 bps

Appendix



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

Hubbell Incorporated	Three Months Ended June 30,			Six Months Ended June 30,		
	2017	2016	Change	2017	2016	Change
Net Income attributable to Hubbell (GAAP measure)	\$ 79.1	\$ 81.0	(2)%	\$ 141.9	\$ 141.9	—%
Restructuring and Related Costs, net of tax	4.3	4.3		10.0	8.9	
Adjusted Net Income	\$ 83.4	\$ 85.3	(2)%	\$ 151.9	\$ 150.8	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 June 30,			Six Months Ended June 30,		
	2017	2016	Change	2017	2016	Change
Numerator:						
Net income attributable to Hubbell	\$ 79.1	\$ 81.0		\$ 141.9	\$ 141.9	
Less: Earnings allocated to participating securities	(0.3)	(0.2)		(0.5)	(0.4)	
Net income available to common shareholders (GAAP measure) [a]	\$ 78.8	\$ 80.8	(2)%	\$ 141.4	\$ 141.5	—%
Adjusted Net Income	83.4	85.3		151.9	150.8	
Less: Earnings allocated to participating securities	(0.3)	(0.3)		(0.5)	(0.5)	
Adjusted net income available to common shareholders [b]	\$ 83.1	\$ 85.0	(2)%	\$ 151.4	\$ 150.3	1%
Denominator:						
Average number of common shares outstanding [c]	54.8	55.3		55.0	55.8	
Potential dilutive shares	0.3	0.3		0.3	0.2	
Average number of diluted shares outstanding [d]	55.1	55.6		55.3	56.0	
Earnings per share (GAAP measure):						
Basic [a] / [c]	\$ 1.44	\$ 1.46		\$ 2.57	\$ 2.54	
Diluted [a] / [d]	\$ 1.43	\$ 1.45	(1)%	\$ 2.56	\$ 2.53	1%
Adjusted Earnings Per Diluted Share [b] / [d]	\$ 1.51	\$ 1.53	(1)%	\$ 2.74	\$ 2.69	2%

Reconciliation of Projected Full Year 2017 Earnings Per Diluted Share to the most directly comparable GAAP Measure:

Hubbell Incorporated

	Full Year 2017
Earnings Per Diluted Share (GAAP measure)	\$5.40 - \$5.60
Restructuring and Related Costs	\$0.30
Adjusted Earnings Per Diluted Share	\$5.70 - \$5.90

⁽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 June 30,		Six Months Ended June 30,	
	2017	2016	2017	2016
Net Cash Provided By Operating Activities ^(a)	\$ 69.1	\$ 64.3	\$ 132.1	\$ 126.6
Capital Expenditures	(19.4)	(14.6)	(33.0)	(29.9)
Free Cash Flow	\$ 49.7	\$ 49.7	\$ 99.1	\$ 96.7

^(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	June 30, 2017	December 31, 2016
Total Debt [a]	\$ 1,095.2	\$ 993.7
Total Hubbell Shareholders' Equity	1,592.3	1,592.8
Total Capitalization	\$ 2,687.5	\$ 2,586.5
Cash and Investments [b]	\$ 438.6	\$ 505.2
Net Debt [a] - [b]	\$ 656.6	\$ 488.5
Net Debt to Total Capital	24%	19%