



Date: April 30, 2024

NEWS RELEASE

Hubbell Incorporated
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HUBBELL REPORTS FIRST QUARTER 2024 RESULTS

- Q1 diluted EPS of \$2.73; adjusted diluted EPS of \$3.60
- Q1 net sales +9% (organic +2%; net M&A +6%)
- Operating margin -310 bps year-over-year; adjusted operating margin -100 bps
- Anticipate FY24 diluted EPS of \$14.10-\$14.60; reaffirm adj. diluted EPS of \$16.00-\$16.50

SHELTON, CT. (April 30, 2024) – Hubbell Incorporated (NYSE: HUBB) today reported operating results for the first quarter ended March 31, 2024.

“Hubbell is off to a solid start in 2024,” said Gerben Bakker, Chairman, President and CEO. “Operating performance was highlighted by strong organic growth in our Electrical Solutions segment, where electrification drove broad-based strength across industrial markets and continued execution on our segment unification strategy drove operating profit growth and margin expansion. In Utility Solutions, sales growth was driven by acquisitions, as well as strength in grid protection and controls products and continued backlog conversion in AMI and smart meters. Utility T&D end market demand remains strong, with robust growth in transmission markets offset by continued channel inventory management in distribution markets as anticipated. Telcom markets were weak in the quarter.”

Mr. Bakker continued, "Operationally, price/cost/productivity was positive in both segments. Price traction is healthy, supported by our strong positions and leading service levels. As anticipated, investments in long-term growth and productivity initiatives impacted year-over-year operating margins in the first quarter, including increased restructuring and related investment.”

Mr. Bakker concluded, "Hubbell's first quarter results position us well to achieve our reaffirmed 2024 outlook."

Certain terms used in this release, including "net debt", "free cash flow", "organic net sales", "organic net sales growth", "restructuring-related costs", "Adjusted EBITDA", and certain other "adjusted" measures, are defined under the section entitled "Non-GAAP Definitions." See page 10 for more information.

FIRST QUARTER FINANCIAL HIGHLIGHTS

The comments and year-over-year comparisons in this segment review are based on first quarter results in 2024 and 2023.

Utility Solutions segment net sales in the first quarter of 2024 increased 14% to \$894 million compared to \$782 million reported in the first quarter of 2023. Organic net sales were flat in the quarter while acquisitions added 14%. Grid Infrastructure net sales increased approximately 9% and Grid Automation net sales increased approximately 28%. Segment operating income was \$158 million, or 17.6% of net sales, in the first quarter of 2024 as compared to \$178 million, or 22.7% of net sales in the same period of 2023. Adjusted operating income was \$195 million, or 21.8% of net sales, in the first quarter of 2024 as compared to \$191 million, or 24.4% of net sales in the prior year period. Changes in operating income and operating margin were primarily due to the impact of acquisitions, volume declines in enclosures products serving telcom markets, favorable price and productivity in excess of cost inflation, and investments for long-term growth and productivity.

Electrical Solutions segment net sales in the first quarter of 2024 increased to \$505 million compared to \$504 million reported in the first quarter of 2023. Organic net sales increased 6% in the quarter, while a divestiture reduced segment net sales by 6%. Segment operating income was \$71 million, or 14.1% of net sales, compared to \$71 million, or 14.2% of net sales in the same period of 2023. Adjusted operating income was \$80 million, or 15.8% of net sales, in the first quarter of 2024 as compared to \$76 million, or 15.0% of net sales in the same period of the prior year. Changes in operating income and operating margin were driven primarily by volume growth, favorable price and productivity in excess of cost inflation, and higher restructuring and related investment.

In December 2023, the Company entered into a definitive agreement to sell its residential lighting business for a cash purchase price of \$131 million, subject to customary adjustments. The transaction closed in the first quarter of 2024 and the Company recorded a pre-tax loss on the sale of \$5.3 million within Total other expense in the Company's Condensed Consolidated Statement of Income.

Adjusted diluted EPS in the first quarter 2024 excludes \$0.55 of amortization of acquisition-related intangible assets, a \$0.22 loss on disposition of the residential lighting business, and \$0.10 of transaction, integration, and separation costs. Adjusted diluted EPS in the first quarter 2023 excluded \$0.24 of amortization of acquisition-related intangible assets.

Net cash provided by operating activities was \$92 million in the first quarter of 2024 versus net cash provided by operating activities of \$114 million in the 2023 period. Free cash flow was \$52 million in the first quarter of 2024 versus \$80 million in the comparable period of 2023.

SUMMARY & OUTLOOK

For the full year 2024, Hubbell anticipates diluted earnings per share in the range of \$14.10-\$14.60 and anticipates adjusted diluted earnings per share ("Adjusted EPS") in the range of \$16.00-\$16.50. Adjusted EPS excludes amortization of acquisition-related intangible assets, which the Company expects to be approximately \$1.60 for the full year, a \$0.22 loss on disposition of the residential lighting business, and \$0.10 of transaction, integration, and separation costs. The Company believes Adjusted EPS is a useful measure of underlying performance in light of our acquisition and divestiture strategy.

Hubbell anticipates full year 2024 total sales growth of 8-10% and organic net sales growth of 3-5%, as compared to full year 2023. The Company anticipates acquisitions net of the residential lighting business divestiture contributing approximately 5% to full year sales growth.

The diluted EPS and Adjusted EPS ranges are based on an adjusted tax rate of approximately 22.5% and include approximately \$0.35 of anticipated restructuring and related investment. The Company continues to expect full year 2024 free cash flow of approximately \$800 million.

CONFERENCE CALL

Hubbell will conduct an earnings conference call to discuss its first quarter 2024 financial results today, April 30, 2024 at 10:00 a.m. ET. A live audio of the conference call will be available and can be accessed by visiting Hubbell's "Investor Relations - Events/Presentations" section of www.hubbell.com. Audio replays will also be available at the conclusion of the call by visiting www.hubbell.com and selecting "Investors" from the options at the bottom of the page and then "Events/Presentations" from the drop-down menu.

FORWARD-LOOKING STATEMENTS

Certain statements contained herein may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These include statements about expectations regarding our financial results, condition and outlook, the Company's solid start in 2024, first quarter results positioning the Company to achieve its reaffirmed 2024 outlook, utility growth, effectively navigating near-term telcom market weakness, stronger Electrical Solutions growth and margin expansion, strong T&D markets for the balance of the year, and other anticipated end market conditions, near-term volume, grid automation, carryover of prior year investments, continued channel inventory management, and all statements, including our projected financial results, set forth in the "Summary & Outlook" section above, as well as other statements that are not strictly historic in nature. In addition, all statements regarding anticipated growth, changes in operating results, market conditions and economic conditions are forward-looking. These statements may be identified by the use of forward-looking words or phrases such as "believe", "expect", "anticipate", "intend", "depend", "plan", "estimated", "predict", "target", "should", "could", "may", "subject to", "continues", "growing", "prospective", "forecast", "projected", "purport", "might", "if", "contemplate", "potential", "pending", "target", "goals", "scheduled", "will", "will likely be", and similar words and phrases. Such forward-looking statements are based on our current expectations and involve numerous assumptions, known and unknown risks, uncertainties and other factors which may cause actual and future performance or the Company's achievements to be materially different from any future results, performance, or achievements expressed or implied by such forward-looking statements. Such factors include, but are not limited to: business conditions, geopolitical conditions (including the wars in Ukraine and the Middle East, as well as trade tensions with China) and changes in general economic conditions in particular industries, markets or geographic regions, and ongoing softness in the residential markets of Electrical Solutions, as well as the potential for a significant economic slowdown, continued inflation, stagflation or recession, higher interest rates, and higher energy costs; our ability to offset increases in material and non-material costs through price recovery and volume growth; effects of unfavorable foreign currency exchange rates and the potential use of hedging instruments to hedge the exposure to fluctuating rates of foreign currency exchange on inventory purchases; the outcome of contingencies or costs compared to amounts provided for such contingencies, including those with respect to pension withdrawal liabilities; achieving sales levels to meet revenue expectations; unexpected costs or charges, certain of which may be outside the Company's control; the effects of trade tariffs, import quotas and other trade restrictions or actions taken by the United States, United Kingdom, and other countries, including changes in U.S. trade policies; failure to achieve projected levels of efficiencies, cost savings and cost reduction measures, including those expected as a result of our lean initiatives and strategic sourcing plans, regulatory issues, changes in tax laws including multijurisdictional implementation of the Organisation for Economic Co-operation and Development's

comprehensive base erosion and profit shifting plan, or changes in geographic profit mix affecting tax rates and availability of tax incentives; the impact of and ability to fully manage and integrate acquired businesses, including the recent acquisitions of EI Electronics LLC, Indústria Eletromecânica Balestro Ltda.; and Northern Star Holdings, Inc. (the Systems Control business), as well as the failure to realize expected synergies and benefits anticipated when we make an acquisition due to potential adverse reactions or changes to business or employee relationships resulting from completion of the transaction, competitive responses to the transaction, the possibility that the anticipated benefits of the transaction are not realized when expected or at all, including as a result of the impact of, or problems arising from, the integration of the acquired business, diversion of management's attention from ongoing business operations and opportunities, and litigation relating to the transaction; the impact of certain divestitures, including the benefits and costs of the sale of the residential lighting business; the ability to effectively develop and introduce new products, expand into new markets and deploy capital; and other factors described in our Securities and Exchange Commission filings, including the “Business”, “Risk Factors”, “Management’s Discussion and Analysis of Financial Condition and Results of Operations”, “Forward-Looking Statements” and “Quantitative and Qualitative Disclosures about Market Risk” sections in the Annual Report on Form 10-K for the year ended December 31, 2023 and Quarterly Reports on Form 10-Q.

About the Company

Hubbell Incorporated is a leading manufacturer of utility and electrical solutions enabling customers to operate critical infrastructure safely, reliably and efficiently. With 2023 revenues of \$5.4 billion, Hubbell solutions electrify economies and energize communities. The corporate headquarters is located in Shelton, CT.

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NON-GAAP DEFINITIONS

References to "adjusted" operating measures exclude the impact of certain costs, gains or losses. Management believes these adjusted operating measures provide useful information regarding our underlying performance from period to period and an understanding of our results of operations without regard to items we do not consider a component of our core operating performance. Adjusted operating measures are non-GAAP measures, and include adjusted operating income, adjusted operating margin, adjusted net income attributed to Hubbell Incorporated, adjusted net income available to common shareholders, adjusted earnings per diluted share, and Adjusted EBITDA. These non-GAAP measures exclude, where applicable:

- Amortization of all intangible assets associated with our business acquisitions, including inventory step-up amortization associated with those acquisitions. The intangible assets associated with our business acquisitions arise from the allocation of the purchase price using the acquisition method of accounting in accordance with Accounting Standards Codification 805, "Business Combinations." These assets consist primarily of customer relationships, developed technology, trademarks and tradenames, and patents, as reported in Note 7—Goodwill and Other Intangible Assets, under the heading "Total Definite-Lived Intangibles," within the Company's audited consolidated financial statements set forth in its Annual Report on Form 10-K for Fiscal Year Ended December 31, 2023. The Company excludes these non-cash expenses because we believe it (i) enhances management's and investors' ability to analyze underlying business performance, (ii) facilitates comparisons of our financial results over multiple periods, and (iii) provides more relevant comparisons of our results with the results of other companies as the amortization expense associated with these assets may fluctuate significantly from period to period based on the timing, size, nature, and number of acquisitions. Although we exclude amortization of these acquired intangible assets and inventory step-up from our non-GAAP results, we believe that it is important for investors to understand that revenue generated, in part, from such intangibles is included within revenue in determining adjusted net income attributable to Hubbell Incorporated.
- Transaction, integration, and separation costs associated with our business acquisitions and divestitures. The effects that acquisitions and divestitures may have on our results fluctuate significantly based on the timing, size, and number of transactions, and therefore results in significant volatility in the costs to complete transactions and integrate or separate the businesses. The size of acquisition and divestiture actions taken by the Company in the fourth quarter of 2023 has resulted in a significant increase in these costs, as a result we believe excluding costs, relating to these fourth quarter transactions provides useful and more comparative information to investors to better assess our operating performance.
- Gains or losses from the disposition of a business. The Company excludes these gains or losses because we believe it enhances management's and investors' ability to analyze underlying business performance and facilitates comparisons of our financial results over multiple periods. In the first quarter of 2024 the Company recognized a \$5.3 million pre-tax loss on the disposition of the residential lighting business.
- The income tax effect directly related to the disposition of the residential lighting business. In the first quarter of 2024 the Company recognized \$6.8 million of income tax expense on the sale of the residential lighting business, primarily driven by differences between book and tax basis in goodwill.

- Income tax effects of the above adjustments, which are calculated using the statutory tax rate, taking into consideration the nature of the item and the relevant taxing jurisdiction, unless otherwise noted.

Adjusted EBITDA is a non-GAAP measure that excludes the items noted above and also excludes the Other income (expense), net, Interest expense, net, and Provision for income taxes captions of the Condensed Consolidated Statement of Income, as well as depreciation and amortization expense.

Net debt (defined as total debt less cash and investments) to total capital is a non-GAAP measure that we believe is a useful measure for evaluating the Company's financial leverage and the ability to meet its funding needs.

Free cash flow is a non-GAAP measure that we believe provides useful information regarding the Company'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.

In connection with our restructuring and related actions, we have incurred restructuring costs as defined by U.S. GAAP, which are primarily severance and employee benefits, asset impairments, accelerated depreciation, as well as facility closure, contract termination and certain pension costs that are directly related to restructuring actions. We also incur restructuring-related costs, which 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.

Organic net sales, a non-GAAP measure, represents net sales according to U.S. GAAP, less net sales from acquisitions and divestitures during the first twelve months of ownership or divestiture, respectively, less the effect of fluctuations in net sales from foreign currency exchange. The period-over-period effect of fluctuations in net sales from foreign currency exchange is calculated as the difference between local currency net sales of the prior period translated at the current period exchange rate as compared to the same local currency net sales translated at the prior period exchange rate. We believe this measure provides management and investors with a more complete understanding of underlying operating results and trends of established, ongoing operations by excluding the effect of acquisitions, dispositions and foreign currency, as these activities can obscure underlying trends. When comparing net sales growth between periods excluding the effects of acquisitions, business dispositions and currency exchange rates, those effects are different when comparing results for different periods. For example, because net sales from acquisitions are considered inorganic from the date we complete an acquisition through the end of

the first year following the acquisition, net sales from such acquisition are reflected as organic net sales thereafter.

There are limitations to the use of non-GAAP measures. Non-GAAP measures do not present complete financial results. We compensate for this limitation by providing a reconciliation between our non-GAAP financial measures and the respective most directly comparable financial measure calculated and presented in accordance with GAAP. Because non-GAAP financial measures are not standardized, it may not be possible to compare these financial measures with other companies' non-GAAP financial measures having the same or similar names. These financial measures should not be considered in isolation from, as substitutes for, or alternative measures of, reported GAAP financial results, and should be viewed in conjunction with the most comparable GAAP financial measures and the provided reconciliations thereto. We believe, however, that these non-GAAP financial measures, when viewed together with our GAAP results and related reconciliations, provide a more complete understanding of our business. We strongly encourage investors to review our consolidated financial statements and publicly filed reports in their entirety and not rely on any single financial measure.

Reconciliations of each of these non-GAAP measures to the most directly comparable GAAP measure can be found in the tables below. When we provide our expectations for organic net sales, adjusted effective tax rate, adjusted diluted EPS and free cash flow on a forward-looking basis, a reconciliation of the differences between the non-GAAP expectations and the corresponding GAAP measures (expected net sales, effective tax rate, diluted EPS and net cash flows provided by operating activities) generally is not available without unreasonable effort due to potentially high variability, complexity and low visibility as to the items that would be excluded from the GAAP measure in the relevant future period, such as unusual gains and losses, fluctuations in foreign currency exchange rates, the impact and timing of potential acquisitions and divestitures, certain financing costs, and other structural changes or their probable significance. The variability of the excluded items may have a significant, and potentially unpredictable, impact on our future GAAP results.

HUBBELL INCORPORATED
Condensed Consolidated Statement of Income
(unaudited)
(in millions, except per share amounts)

	Three Months Ended March 31,	
	2024	2023
Net sales	\$ 1,399.1	\$ 1,285.4
Cost of goods sold	951.4	837.1
Gross profit	447.7	448.3
Selling & administrative expenses	219.2	199.5
Operating income	228.5	248.8
<i>Operating income as a % of Net sales</i>	<i>16.3 %</i>	<i>19.4 %</i>
Loss on disposition of business	(5.3)	—
Interest expense, net	(21.1)	(9.7)
Other expense, net	(0.7)	(4.1)
Total other expense, net	(27.1)	(13.8)
Income before income taxes	201.4	235.0
Provision for income taxes	52.3	51.6
Net income	149.1	183.4
Less: Net income attributable to noncontrolling interest	(1.3)	(1.5)
Net income attributable to Hubbell Incorporated	<u>\$ 147.8</u>	<u>\$ 181.9</u>
Earnings Per Share:		
Basic earnings per share	\$ 2.75	\$ 3.39
Diluted earnings per share	\$ 2.73	\$ 3.37

HUBBELL INCORPORATED
Condensed Consolidated Balance Sheet
(unaudited)
(in millions)

	March 31, 2024	December 31, 2023
ASSETS		
Cash and cash equivalents	\$ 388.2	\$ 336.1
Short-term investments	12.1	12.6
Accounts receivable (net of allowances of \$11.4 and \$11.6)	865.6	785.4
Inventories, net	842.4	832.9
Other current assets	124.2	129.7
Assets held for sale - current	—	70.5
TOTAL CURRENT ASSETS	2,232.5	2,167.2
Property, plant and equipment, net	662.2	652.6
Investments	75.3	75.8
Goodwill	2,532.7	2,533.4
Other intangible assets, net	1,165.1	1,196.0
Other long-term assets	194.3	197.1
Assets held for sale - non-current	—	91.9
TOTAL ASSETS	\$ 6,862.1	\$ 6,914.0
LIABILITIES AND EQUITY		
Short-term debt and current portion of long-term debt	\$ 219.7	\$ 117.4
Accounts payable	598.5	563.5
Accrued salaries, wages and employee benefits	74.0	173.6
Accrued insurance	87.6	79.1
Other accrued liabilities	368.9	365.2
Liabilities held for sale - current	—	24.6
TOTAL CURRENT LIABILITIES	1,348.7	1,323.4
Long-term debt	1,895.7	2,023.2
Other non-current liabilities	674.6	660.6
Liabilities held for sale - non-current	—	17.5
TOTAL LIABILITIES	3,919.0	4,024.7
Hubbell Incorporated Shareholders' Equity	2,930.4	2,877.0
Noncontrolling interest	12.7	12.3
TOTAL EQUITY	2,943.1	2,889.3
TOTAL LIABILITIES AND EQUITY	\$ 6,862.1	\$ 6,914.0

HUBBELL INCORPORATED
Condensed Consolidated Statement of Cash Flows
(unaudited)
(in millions)

	Three Months Ended March 31,	
	2024	2023
Cash Flows From Operating Activities		
Net income attributable to Hubbell	\$ 147.8	\$ 181.9
Depreciation and amortization	59.9	35.6
Deferred income taxes	19.1	(3.4)
Stock-based compensation expense	12.8	11.8
Provision for bad debt expense	(0.2)	0.1
Loss on disposition of business	5.3	—
Loss on sale of assets	0.2	0.1
Changes in assets and liabilities, net of acquisitions		
Accounts receivable, net	(84.6)	(36.6)
Inventories, net	(22.7)	(38.8)
Accounts payable	38.8	20.5
Current liabilities	(92.9)	(54.4)
Other assets and liabilities, net	9.2	(3.2)
Contributions to defined benefit pension plans	—	—
Other, net	(0.5)	0.1
Net cash provided by operating activities	92.2	113.7
Cash Flows From Investing Activities		
Capital expenditures	(40.3)	(33.4)
Acquisition of businesses, net of cash acquired	—	—
Proceeds from disposal of business, net of cash	122.9	—
Purchases of available-for-sale investments	—	(6.4)
Proceeds from sales of available-for-sale investments	5.4	4.7
Other, net	0.6	—
Net cash provided by (used in) investing activities	88.6	(35.1)
Cash Flows From Financing Activities		
Payment of long-term debt	(125.0)	—
Borrowing of short-term debt, net	98.4	0.1
Payment of dividends	(65.5)	(60.0)
Repurchase of common shares	(10.0)	(20.0)
Other, net	(23.2)	(11.9)
Net cash used by financing activities	(125.3)	(91.8)
Effect of foreign exchange rate changes on cash and cash equivalents	(3.5)	2.7
Increase in cash, cash equivalents and restricted cash	52.0	(10.5)
Cash and cash equivalents, beginning of year	336.1	440.5
Cash and cash equivalents within assets held for sale, beginning of year	—	—
Restricted cash, included in other assets, beginning of year	3.2	2.8
Less: Restricted cash, included in other assets	3.1	3.0
Cash and cash equivalents, end of quarter	\$ 388.2	\$ 429.8

HUBBELL INCORPORATED
Earnings Per Share
(unaudited)
(in millions, except per share amounts)

	Three Months Ended March 31,		
	2024	2023	Change
Net income attributable to Hubbell (GAAP measure)	\$ 147.8	\$ 181.9	(19)%
Amortization of acquisition-related intangible assets	39.4	17.8	
Transaction, integration & separation costs	7.3	—	
Loss on disposition of business	5.3	—	
Subtotal	\$ 199.8	\$ 199.7	
Income tax effects	4.6	4.4	
Adjusted net income	\$ 195.2	\$ 195.3	— %
Numerator:			
Net income attributable to Hubbell (GAAP measure)	\$ 147.8	\$ 181.9	
Less: Earnings allocated to participating securities	(0.3)	(0.4)	
Net income available to common shareholders (GAAP measure) [a]	\$ 147.5	\$ 181.5	(19)%
Adjusted net income	\$ 195.2	\$ 195.3	
Less: Earnings allocated to participating securities	(0.4)	(0.5)	
Adjusted net income available to common shareholders [b]	\$ 194.8	\$ 194.8	— %
Denominator:			
Average number of common shares outstanding [c]	53.7	53.6	
Potential dilutive shares	0.3	0.3	
Average number of diluted shares outstanding [d]	54.0	53.9	
Earnings per share (GAAP measure):			
Basic [a] / [c]	\$ 2.75	\$ 3.39	
Diluted [a] / [d]	\$ 2.73	\$ 3.37	(19)%
Adjusted earnings per diluted share [b] / [d]	\$ 3.60	\$ 3.61	— %

HUBBELL INCORPORATED
Segment Information
(unaudited)
(in millions)

Hubbell Incorporated	Three Months Ended March 31,		
	2024	2023	Change
Net Sales [a]	\$ 1,399.1	\$ 1,285.4	9 %
Operating Income			
GAAP measure [b]	\$ 228.5	\$ 248.8	(8)%
Amortization of acquisition-related intangible assets	39.4	17.8	
Transaction, integration & separation costs	7.3	—	
Adjusted operating income [c]	<u>\$ 275.2</u>	<u>\$ 266.6</u>	3 %
Operating margin			
GAAP measure [b] / [a]	16.3 %	19.4 %	-310 bps
Adjusted operating margin [c] / [a]	19.7 %	20.7 %	-100 bps
Utility Solutions	Three Months Ended March 31,		
	2024	2023	Change
Net Sales [a]	\$ 894.0	\$ 781.6	14 %
Operating Income			
GAAP measure [b]	\$ 157.5	\$ 177.5	(11)%
Amortization of acquisition-related intangible assets	35.2	13.3	
Transaction, integration & separation costs	2.5	—	
Adjusted operating income [c]	<u>\$ 195.2</u>	<u>\$ 190.8</u>	2 %
Operating margin			
GAAP measure [b] / [a]	17.6 %	22.7 %	-510 bps
Adjusted operating margin [c] / [a]	21.8 %	24.4 %	-260 bps
Electrical Solutions	Three Months Ended March 31,		
	2024	2023	Change
Net Sales [a]	\$ 505.1	\$ 503.8	— %
Operating Income			
GAAP measure [b]	\$ 71.0	\$ 71.3	— %
Amortization of acquisition-related intangible assets	4.2	4.5	
Transaction, integration & separation costs	4.8	—	
Adjusted operating income [c]	<u>\$ 80.0</u>	<u>\$ 75.8</u>	6 %
Operating margin			
GAAP measure [b] / [a]	14.1 %	14.2 %	-10 bps
Adjusted operating margin [c] / [a]	15.8 %	15.0 %	+80 bps

HUBBELL INCORPORATED
Organic Net Sales Growth
(unaudited)
(in millions and percentage change)

Hubbell Incorporated	Three Months Ended March 31,			
	2024	Inc/ (Dec)%	2023	Inc/ (Dec)%
Net sales growth (GAAP measure)	\$ 113.7	8.8	\$ 129.3	11.2
Impact of acquisitions	108.5	8.4	20.7	1.8
Impact of divestitures	(28.1)	(2.2)	—	—
Foreign currency exchange	3.2	0.3	(4.7)	(0.4)
Organic net sales growth (non-GAAP measure)	\$ 30.1	2.3	\$ 113.3	9.8

Utility Solutions	Three Months Ended March 31,			
	2024	Inc/ (Dec)%	2023	Inc/ (Dec)%
Net sales growth (GAAP measure)	\$ 112.4	14.4	\$ 129.8	19.9
Impact of acquisitions	108.5	13.9	5.6	0.9
Impact of divestitures	—	—	—	—
Foreign currency exchange	1.3	0.2	(1.7)	(0.3)
Organic net sales growth (non-GAAP measure)	\$ 2.6	0.3	\$ 125.9	19.3

Electrical Solutions	Three Months Ended March 31,			
	2024	Inc/ (Dec)%	2023	Inc/ (Dec)%
Net sales growth (GAAP measure)	\$ 1.3	0.3	\$ (0.5)	(0.1)
Impact of acquisitions	—	—	15.1	3.0
Impact of divestitures	(28.1)	(5.6)	—	—
Foreign currency exchange	1.9	0.4	(3.0)	(0.6)
Organic net sales growth (decline) (non-GAAP measure)	\$ 27.5	5.5	\$ (12.6)	(2.5)

HUBBELL INCORPORATED
Adjusted EBITDA
(unaudited)
(in millions)

	Three Months Ended March 31,		
	2024	2023	Change
Net income	\$ 149.1	\$ 183.4	(19)%
Provision for income taxes	52.3	51.6	
Interest expense, net	21.1	9.7	
Other expense, net	0.7	4.1	
Depreciation and amortization	59.9	35.6	
Loss on disposition of business	5.3	—	
Subtotal	139.3	101.0	
Adjusted EBITDA	\$ 288.4	\$ 284.4	1 %

HUBBELL INCORPORATED
Restructuring and Related Costs Included in Consolidated Results
(unaudited)
(in millions, except per share amounts)

	Three Months Ended March 31,											
	2024		2023		2024		2023					
	Costs of goods sold		S&A expense		Total							
Restructuring costs (GAAP Measure)	\$	4.4	\$	0.4	\$	0.8	\$	0.1	\$	5.2	\$	0.5
Restructuring related costs		0.7		2.0		0.6		—		1.3		2.0
Restructuring and related costs (non-GAAP measure)	<u>\$</u>	<u>5.1</u>	<u>\$</u>	<u>2.4</u>	<u>\$</u>	<u>1.4</u>	<u>\$</u>	<u>0.1</u>	<u>\$</u>	<u>6.5</u>	<u>\$</u>	<u>2.5</u>

	Three Months Ended March 31,	
	2024	2023
Restructuring and related costs included in Cost of goods sold (non-GAAP measure)		
Utility Solutions	\$ 1.5	\$ 2.1
Electrical Solutions	3.6	0.3
Total	<u>\$ 5.1</u>	<u>\$ 2.4</u>
Restructuring and related costs included in Selling & administrative expenses (non-GAAP measure)		
Utility Solutions	\$ 0.5	\$ —
Electrical Solutions	0.9	0.1
Total	<u>\$ 1.4</u>	<u>\$ 0.1</u>
Impact on Income before income taxes (non-GAAP measure)	\$ 6.5	\$ 2.5
Impact on Net income available to Hubbell common shareholders (non-GAAP measure)	4.9	1.9
Impact on Diluted earnings per share (non-GAAP measure)	\$ 0.09	\$ 0.04

HUBBELL INCORPORATED
Additional Non-GAAP Financial Measures
(unaudited)
(in millions)

Ratios of Total Debt to Total Capital and Net Debt to Total Capital

	<u>March 31, 2024</u>	<u>December 31, 2023</u>
Total Debt (GAAP measure)	\$ 2,115.4	\$ 2,140.6
Total Hubbell Shareholders' Equity	2,930.4	2,877.0
Total Capital	<u>\$ 5,045.8</u>	<u>\$ 5,017.6</u>
Total Debt to Total Capital (GAAP measure)	42 %	43 %
Less: Cash and Investments	\$ 475.6	\$ 424.5
Net Debt (non-GAAP measure)	<u>\$ 1,639.8</u>	<u>\$ 1,716.1</u>
Net Debt to Total Capital (non-GAAP measure)	32 %	34 %

	<u>Three Months Ended March 31,</u>	
	<u>2024</u>	<u>2023</u>
Net cash provided by operating activities (GAAP measure)	\$ 92.2	\$ 113.7
Less: Capital expenditures	(40.3)	(33.4)
Free cash flow (non-GAAP measure)	<u>\$ 51.9</u>	<u>\$ 80.3</u>