## TIMKEN

Investor Presentation

AUGUST 2019


Delivering Next-Level Performance

## Forward-Looking Statements Safe Harbor and Non-GAAP Financial Information

Certain statements in this presentation (including statements regarding the company's forecasts, beliefs, estimates and expectations) that are not historical in nature are "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995. In particular, the statements related to Timken's plans, outlook, future financial performance, targets, projected sales, cash flows, liquidity and expectations regarding the future financial performance of the company are forward-looking.

The Company cautions that actual results may differ materially from those projected or implied in forward-looking statements due to a variety of important factors, including: the company's ability to respond to changes in its end markets that could affect demand for the company's products; unanticipated changes in business relationships with customers or their purchases from the company; changes in the financial health of the company's customers, which may have an impact on the company's revenues, earnings and impairment charges; fluctuations in material and energy costs; the impact of changes to the company's accounting methods; recent world events that have increased the risk posed by international trade disputes, tariffs and sanctions; weakness in global or regional economic conditions and capital markets; the company's ability to satisfy its obligations under its debt agreements and renew or refinance borrowings on favorable terms; fluctuations in currency valuations; changes in the expected costs associated with product warranty claims; the ability to achieve satisfactory operating results in the integration of acquired companies, including realizing any accretion within expected timeframes or at all; the impact on operations of general economic conditions; fluctuations in customer demand; the impact on the company's pension obligations and assets due to changes in interest rates, investment performance and other tactics designed to reduce risk; and the company's ability to complete and achieve the benefits of announced plans, programs, initiatives, acquisitions and capital investments. Additional factors are discussed in the company's filings with the Securities and Exchange Commission, including the company's Annual Report on Form 10-K for the year ended Dec. 31, 2018, quarterly reports on Form 10-Q and current reports on Form 8-K. Except as required by the federal securities laws, the company undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

This presentation includes certain non-GAAP financial measures as defined by the rules and regulations of the Securities and Exchange Commission. Reconciliation of those measures to the most directly comparable GAAP equivalents are provided in the Appendix to this presentation.

## TIMKEN

## Company Overview



## Why Invest in Timken?

- Leading market, brand and technical position


## LTM JUNE 2019

 KEY METRICS- Focused, talented and committed management team
- Strong track record of results; exceeding targets
- Sound strategy to:
- Grow and improve market position
- Deliver higher levels of financial performance
- Timken is a compelling investment

| LTM JUNE 2019 KEY METRICS <br> SALES |  |
| :---: | :---: |
|  |  |
| EBIT MARGIN EPS |  |
| $15.1 \%$ |  |
|  |  |

# We Deliver Premium Bearings and Power Transmission Products and Services for the World's Equipment and Vehicles 

- Timken engineered bearings feature a broad range of sizes, rolling elements and proprietary designs that are vital to a wide array of customer applications
- Timken power transmission products range from belts and chain to sealing technologies, improving the reliability of industrial equipment and machinery
- Timken industrial services provide bearing and power system rebuild services that can return components or entire systems to like-new specifications


## Our Sales Are Diversified Across Several End-Market Sectors



Percentage of Actual Sales for 2018
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## Portfolio and Channel Position Reflects Progress in Diversifying Product and Services Offerings



## We Have Strong Global Capabilities



## Mobile Industries Segment:

A Balanced and Attractive Mix Across Mobille End-Market Sectors


## Process Industries Segment: <br> Industry-Leading Portfolio Serving OEMs and Aftermarket



## Proven Strategy to Drive Next-Level Performance



## OUTGROW OUR MARKETS

- Be the technical leader in solving customers' friction and power transmission challenges
- Expand both our product portfolio and geographic presence
- Deliver best-in-class customer service experience using a differentiated technical sales model



## OPERATE WITH EXCELLENCE

- Drive enterprise-wide Lean and continuous improvement efforts
- Build a more cost-effective global manufacturing footprint
- Deliver efficiencies across our supply chains
- Optimize processes and SG\&A efficiency


NEXT-LEVEL PERFORMANCE


## DEPLOY CAPITAL TO DRIVE SHAREHOLDER VALUE

- Invest in organic growth and productivity initiatives
- Pay an attractive dividend that grows over time with earnings
- Broaden portfolio and reach through value-accretive M\&A
- Return capital through share repurchases


## Our Actions Are Driven by the Timken Business Model

|  |  |
| :--- | :--- |
|  |  |
| An |  |
| Applications |  |

Markets Supported by Strong Macros


Talent
Technology
\& Innovation

Business
Capabilities
Operational
Excellence
Talent

## Growth-Creating Megatrends Will Fuel Opportunities Going Forward



INFRASTRUCTURE DEVELOPMENT


POPULATION GROWTH


## ENERGY



SUSTAINABILITY \& EFFICIENCY


## Timken's Strategy to Drive Outgrowth

Timken's strategy is to be the supplier of choice for solving our customers' friction management and power transmission challenges. We will do this by:

- Strengthening our global leadership in tapered roller bearings, and enhancing our offering of other highly-engineered bearings
- Delivering a diverse portfolio of power transmission products that complement our bearing offering and enhance the value we provide to customers and end users across the globe
- Delivering a best-in-class customer service experience utilizing a differentiated technical sales and service model


## Delivering Outgrowth and Enhancing Market Sector Exposure



## Operational Excellence is a Core Competency



## Focus on Broader Power Transmission and Motion Space Opens Up Significant Opportunity for Value Creation



## Timken M\&A Strategy:

- Consolidate attractive targets within the global bearing space
- Focus on "bolt-ons" to enhance industryleading product offering or extend reach
- Expand into attractive adjacencies that fit the Timken Business Model

Focus on high-quality businesses across the industrial power transmission and motion space
Look to enhance our organic growth and profitability over the long term

## Power Transmission Products and Services - Strong Adjacency to Bearings

- Target products are critical components in the industrial drivetrain
- Close proximity to bearing positions
- Require same engineering expertise - friction, motion and materials Often served through same aftermarket channels
- Excellent fit with Timken Business Model



## Building Our Power Transmission Platforms with Bearings at the Core



Strengthening Our Position in Attractive Markets Around the World

## TIMKEN

Financial Review and Capital Allocation

## 2Q 2019 Financial Overview

NET SALES (\$M)



EARNINGS PER SHARE


- Sales of $\$ 1$ billion, up $10.3 \%$ from $2 \mathrm{Q}-18$
- Primarily driven by the benefit of acquisitions and organic growth in the Process Industries segment, partially offset by unfavorable foreign currency translation
- Adjusted EBIT margin at 15.5\%, up 110 bps from 2Q-18
- Adjusted EPS of $\$ 1.27$ per diluted share, up $14 \%$ from 2 Q-18
- Adjusted EPS is a new Company record for the second quarter


## TIMKEN

## Cash Flow, Leverage \& Capital Allocation



## 2Q-19 Update:

- CapEx of $\$ 23 \mathrm{M}$ in the quarter ( $2.3 \%$ of sales)

CAPITAL ALLOCATION HIGHLTGHTS

- Paid 388th quarterly dividend in June ( $\$ 0.28 /$ share; $\$ 21 \mathrm{M}$ total)
- Closed Diamond Chain acquisition on April 1; continued integration on recent acquisitions
- Repurchased $\sim 320 \mathrm{~K}$ shares (\$15M) in 2Q-19
- Ended quarter with strong balance sheet


## Delivering Next Level Financial Performance






- Revenue growth in 2017-2018 driven by organic growth initiatives and acquisitions
- Strong market fundamentals; outgrowth initiatives clearly working
- Building track record for margin expansion and increased ROIC
- Evidence of our focus on operational excellence
- Well-positioned to drive growth and margin expansion in 2019 and beyond
- Strategy focused on driving growth over the long term


# Exceeding Targets...With Room to Go <br> (Targets from May 2017 Investor Day) 

## STRATEGY TO DRIVE MEANINGFUL IMPROVEMENT IN FINANCIAL PERFORMANCE

## REVENUE GROWTH

- Organic: Market growth plus 100 bps "outgrowth"
- Inorganic: 200+ bps growth from acquisitions


## OPERATING MARGINS

- 11-13\% adj. EBIT margin
- Mobile Ind.: 10-12\%
- Process Ind.: 16-19\%


## FCF AND ROIC

- FCF conversion >100\%
- ROIC average $12+\%$

CAPITAL DEPLOYMENT

- Deploy cash and balance sheet with capital allocation framework
- Net debt to capital: 30-45\%
- Drive above-market top-line growth and meaningful margin expansion
- Target top-end of EBIT margin range (13\%)
- Generate strong cash flow and ROIC
- Continue to deploy balance sheet to create value


## Disciplined Capital Allocation Strategy Enhances Shareholder Value

## INVEST IN CORE BUSINESS

Organic Growth, Margin Improvement, R\&D
CapEx Target: < 4\% of Sales

## DIVIDEND

Pay Attractive Dividend
Target: 20-35\% Payout Ratio Over Cycle

| INORGANIC GROWTH | SHARE REPURCHASE |
| :---: | :---: |
| Target Accretive Transactions <br> to Drive Portfolio Expansion | Return Capital to Shareholders <br> Through Stock Buybacks |
| LEVERAGE TARGET: 30\% TO 45\% NET DEBT TO CAPITAL |  |

## Investing in Core Business Remains Top Priority for Growth

- Investing in core business remains top priority for capital allocation
- Generally produces the highest risk-adjusted returns
- Includes investments in CapEx, R\&D, etc.
- CapEx - targeted at $4 \%$ or less of sales annually over the cycle
- Includes normal maintenance ( $\sim 1 \%$ of sales)
- Bulk of spend ( $\sim 3 \%$ of sales) allocated to organic growth and productivity/margin improvement initiatives
- New capacity/capabilities in lower-cost countries
- Investments in productivity/automation in higher-cost countries


## BREAKDOWN OF TARGET CAPEX



## Rich History of Attractive and Growing Dividend

- Goal: Pay an attractive dividend that grows over time with earnings
- Target 20-35\% payout (adj. EPS) over the cycle
- In 2018:
- Increased quarterly dividend $4 \%$ to 28 cents per share in May 2018
- Reflects the company's financial strength and our confidence in our strategy and future growth prospects
- 2019: expected to be $6^{\text {th }}$ consecutive year of annual dividend increases ${ }^{(1)}$
- Paid $388^{\text {th }}$ consecutive quarterly dividend in June 2019
- One of the longest active streaks on NYSE
- Commitment to dividend will continue

ANNUAL DIVIDEND PAYOUT


| DIVIDEND YIELD (AS OF: 7/31/19) |
| :--- |
| The Timken Company |
| Peer Median ${ }^{(2)}$ |
| S\&P 500 |
| S\&P Mid-Cap 400 Industrials |

## Returning Capital Through Share Repurchases

- Share repurchase an important component of capital allocation strategy
- Since June 30, 2014:
- Repurchased 18.1 M shares for $\$ 696 \mathrm{M}$ (avg. $\sim \$ 38 /$ share)
- Basic shares outstanding reduced by $\sim 16 \%$ since June 30, 2014
- Current share repurchase authorization:


## BASIC SHARES OUTSTANDING (MILLIONS)

| 90.7 |  |
| :--- | :--- |
|  |  |
|  | 76.0 |
| $6 / 30 / 14$ | $6 / 30 / 19$ |

- 10 million shares authorized for repurchase through February 2021
- $\quad$ ~6.3 million shares remaining as of 6/30/19


## M\&A: What We Look To Achieve

## $\begin{array}{ll}\text { Existing } \\ \text { Portfolio } & \text { Industrial } \\ \text { Bearings }\end{array} \quad \begin{aligned} & \text { Adjacent } \\ & \text { Products }\end{aligned} \quad$ Stronger. Together.

## DELIVER FINANCIAL VALUE

## Discipline \& Returns

Maintain financial discipline \& deliver returns

- ROIC - earn the cost of capital by Year 3
- EPS - accretive in Year 1
- Improve mix - margins \& growth


## STRENGTHEN THE COMPANY'S STRATEGIC POSITION

## Customer <br> Cost <br> Mix

## Reach

Customers, channels, markets \& geography

Scale,
operational excellence \& business capabilities

Growth, technology, margins, diversity \& cyclicality

Talent
Leverage existing \& add new

## Timken Is Positioned to Deliver Next-Level Performance



We will:

- Win with customers - innovate, differentiate, deliver value
- Outgrow improving end markets through the differentiators of the Timken Business Model
- Invest in the business to drive competitive advantage
- Generate strong cash flow and create value through capital allocation - core business, dividend, M\&A and buyback
- Deliver next-level financial performance - revenue, margins, EPS and ROIC



## Why Invest in Timken?

- Leading market, brand and technical position
- Focused, talented and committed management team
- Strong track record of results; exceeding targets
- Sound strategy to:
- Grow and improve market position
- Deliver higher levels of financial performance
- Timken is a compelling investment

TOTAL SHAREHOLDER RETURNS - 10 YEAR


## TIMKEN

## Appendix:

Additional Slides


## Tariffs and Estimated Impact on Timken

- Timken serves the U.S. market primarily with its U.S. footprint and serves the China market primarily with its China footprint
- Total 2018 impact from tariffs was $\sim \$ 8 \mathrm{M}$ of additional expense in total
- Estimated 2019 impact is $\sim \$ 20 \mathrm{M}$ in total (pre-mitigation)
- Slightly lower than prior estimate due to exclusion on ball bearing imports from China into the U.S., as well as the delayed implementation of higher U.S. tariffs on Chinese imports
- Sourcing, supply chain and other initiatives expected to mitigate over one-third of the impact
- Pricing expected to more than offset remaining impact in 2019


## Tariffs Expected to be a Manageable Headwind

## Incentive Compensation Plans

|  | ANNUAL (STIP) | LONG-TERM (LTIP) |  |  |
| :---: | :---: | :---: | :---: | :---: |
| OBJECTIVE | Short-Term Operational Business Priorities | 3-Year Strategic Business Priorities | Long-Term Shareholder Value Creation |  |
| PARTICIPANTS | ~13,000 Associates Globally | ~275 Leadership Associates | ~275 Leadership Associates | ~100 Senior Leadership Associates |
| TIME HORIZON | 1 Year | 3 Years | 4-Year Vesting | 4-Year Vesting with a $10-Y e a r$ Term |
| METRICS ${ }^{(1)}$ | EBIT <br> Free Cash Flow EBIT Margin | Cumulative EPS <br> ROIC <br> Share Price and Dividend | Share Price and Dividend | Share Price |
| AWARD | Cash | Equity - Performance-Based Restricted Stock Units | Equity - Time-Based Restricted Stock Units | Equity - Non-Qualified Stock Options |

## Compensation Aligned to Shareholder Value Creation

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Appendix:
GAAP Reconciliations


## GAAP Reconciliation: Net Income \& EPS

Reconciliations of Adjusted Net Income to GAAP Net Income and Adjusted Earnings Per Share to GAAP Earnings Per Share:
(Unaudited)

 adjusted diluted earnings per share is useful to investors as these measures are representative of the Company's core operations.

| (Dollars in millions, except share data) | Three Months Ended June 30, |  |  |  |  |  |  |  | Twelve Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | EPS |  | 2018 |  | EPS |  | 2019 |  | EPS |  |
| Net Income Attributable to The Timken Company | \$ | 92.5 | \$ | 1.20 | \$ | 91.0 | \$ | 1.16 | \$ | 316.0 | \$ | 4.07 |
| Adjustments: ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Impairment, restructuring and reorganization charges ${ }^{(2)}$ | \$ | 2.2 |  |  | \$ | 0.7 |  |  | \$ | 7.9 |  |  |
| Property loss and related expenses from flood damage ${ }^{(3)}$ |  | (0.2) |  |  |  | - |  |  |  | 5.8 |  |  |
| Acquisition-related charges ${ }^{(4)}$ |  | 3.1 |  |  |  | 0.2 |  |  |  | 28.3 |  |  |
| Gain on sale of real estate (5) |  | - |  |  |  | - |  |  |  | (1.7) |  |  |
| Brazil legal matter ${ }^{(6)}$ |  | 3.3 |  |  |  | - |  |  |  | 3.3 |  |  |
| Corporate pension-related charges |  | - |  |  |  | (2.4) |  |  |  | 15.0 |  |  |
| Loss on divestiture |  | - |  |  |  | - |  |  |  | 0.8 |  |  |
| Tax indemnification and related items |  | - |  |  |  | - |  |  |  | 1.7 |  |  |
| Noncontrolling interest ${ }^{(7)}$ |  | (0.3) |  |  |  | - |  |  |  | (1.5) |  |  |
| Provision for income taxes ${ }^{(8)}$ |  | (2.7) |  |  |  | (2.3) |  |  |  | (13.2) |  |  |
| Total Adjustments: |  | 5.4 |  | 0.07 |  | (3.8) |  | (0.05) |  | 46.4 |  | 0.61 |
| Adjusted Net Income to The Timken Company | \$ | 97.9 | \$ | 1.27 | \$ | 87.2 | \$ | 1.11 | \$ | 362.4 | \$ | 4.68 |

${ }^{(1)}$ Adjustments are pre-tax, with the net tax provision listed separately


 impacted one of the Company's warehouses.
${ }^{(4)}$ Acquisition-related charges in 2019 primarily related to the Rollon S.p.A. ("Rollon") and The Diamond Chain Company ("Diamond Chain") acquisitions, including transaction costs and inventory step-up impact.
${ }^{(5)}$ The gain on sale of real estate related to the sale of a manufacturing facility in Pulaski, Tennessee during the first quarter of 2019. This amount was recorded in other income.
 the second quarter 2019 Form 10-Q for additional discussion.
${ }^{\text {(7) }}$ Represents the noncontrolling interest impact of the adjustments listed above
 on adjusted pre-tax income in interim periods.
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## GAAP Reconciliation: Consolidated EBIT \& EBIT Margin <br> Reconciliation of EBIT to GAAP Net Income, and EBIT and EBITDA Margin, After Adjustments, to Net Income as a Percentage of Sales, and EBIT and EBITDA, After Adjustments, to Net Income:

(Unaudited)


 decisions concerning the allocation of resources and assessment of performance.

| (Dollars in millions) | Three Months Ended June 30, |  |  |  |  |  | Twelve Months Ended June 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | Percentage to Net Sales | 2018 |  | Percentage to Net Sales |  | 2019 | Percentage to Net Sales |
| Net Income | \$ | 94.9 | 9.5\% | \$ | 91.9 | 10.1\% | \$ | 323.3 | 8.6\% |
| Provision for income taxes |  | 33.6 | 3.4\% |  | 30.2 | 3.3\% |  | 119.0 | 3.2\% |
| Interest expense |  | 19.3 | 1.9\% |  | 10.7 | 1.2\% |  | 68.3 | 1.8\% |
| Interest income |  | (1.1) | (0.1)\% |  | (0.5) | -\% |  | (3.6) | (0.1)\% |
| Consolidated EBIT | \$ | 146.7 | 14.7\% | \$ | 132.3 | 14.6\% | \$ | 507.0 | 13.4\% |
| Adjustments: |  |  |  |  |  |  |  |  |  |
| Impairment, restructuring and reorganization charges ${ }^{(1)}$ | \$ | 2.2 | 0.2\% | \$ | 0.7 | 0.1\% | \$ | 7.9 | 0.2\% |
| Property loss and related expenses from flood damage ${ }^{(2)}$ |  | (0.2) | -\% |  | - | -\% |  | 5.8 | 0.2\% |
| Acquisition-related charges ${ }^{(3)}$ |  | 3.1 | 0.3\% |  | 0.2 | -\% |  | 28.3 | 0.8\% |
| Brazilian legal matter ${ }^{(4)}$ |  | 3.3 | 0.3\% |  | - | -\% |  | 3.3 | 0.1\% |
| Gain on sale of real estate ${ }^{(5)}$ |  | - | -\% |  | - | -\% |  | (1.7) | -\% |
| Corporate pension-related charges |  | - | -\% |  | (2.4) | (0.3)\% |  | 15.0 | 0.4\% |
| Tax indemnification and related items |  | - | -\% |  | - | -\% |  | 1.7 | -\% |
| Loss on divestiture |  | - | -\% |  | - | -\% |  | 0.8 | -\% |
| Total Adjustments |  | 8.4 | 0.8\% |  | (1.5) | (0.2)\% |  | 61.1 | 1.6\% |
| Adjusted EBIT | \$ | 155.1 | 15.5\% | \$ | 130.8 | 14.4\% | \$ | 568.1 | 15.1\% |


 one of the Company's warehouses.
${ }^{(3)}$ Acquisition-related charges in 2019 primarily related to the Rollon and Diamond Chain acquisitions, including transaction costs and inventory step-up impact
 quarter 2019 Form 10-Q for additional discussion
${ }^{(5)}$ The gain on sale of real estate related to the sale of a manufacturing facility in Pulaski, Tennessee during the first quarter of 2019. This amount was recorded in other income

## GAAP Reconciliation: Segment EBIT \& EBIT Margin

Reconciliation of segment EBIT Margin, After Adjustments, to segment EBIT as a Percentage of Sales and segment EBIT, After Adjustments, to segment EBIT:

## (Unaudited)


 resources and assessment of performance.

## Mobile Industries

| (Dollars in millions) | Twelve Months Ended June 30, 2019 |  | Percentage of Net Sales |
| :---: | :---: | :---: | :---: |
| Earnings before interest and taxes (EBIT) | \$ | 213.6 | 11.1\% |
| Impairment, restructuring and reorganization charges ${ }^{(1)}$ |  | 2.9 | 0.2\% |
| Loss on divestiture |  | 0.8 | -\% |
| Gain on sale of real estate ${ }^{(2)}$ |  | (1.7) | (0.1)\% |
| Property loss and related expenses from flood damage ${ }^{(3)}$ |  | 5.8 | 0.3\% |
| Acquisition-related charges ${ }^{(4)}$ |  | 3.2 | 0.2\% |
| Adjusted EBIT | \$ | 224.6 | 11.7\% |
| Process Industries |  |  |  |
| (Dollars in millions) |  | Twelve Months Ended June 30, 2019 | Percentage of Net Sales |
| Earnings before interest and taxes (EBIT) | \$ | 370.8 | 20.0\% |
| Impairment, restructuring and reorganization charges ${ }^{(1)}$ |  | 3.6 | 0.2\% |
| Acquisition-related charges ${ }^{(4)}$ |  | 14.4 | 0.8\% |
| Adjusted EBIT | \$ | 388.8 | 21.0\% |



${ }^{(2)}$ The gain on sale of real estate related to the sale of a manufacturing facility in Pulaski, Tennessee during the first quarter of 2019. This amount was recorded in other income.
 impacted one of the Company's warehouses
${ }^{(4)}$ Acquisition-related charges in 2019 primarily related to the Rollon and Diamond Chain acquisitions, including transaction costs and inventory step-up impact.

## GAAP Reconciliation: Net Debt \& Net Debt to Capital

## Reconciliation of Total Debt to Net Debt and the Ratio of Net Debt to Capital to the Ratio of Total Debt to Capital:

(Unaudited)

 equity. Capital, used for the ratio of net debt to capital, is a non-GAAP measure defined as total debt less cash, cash
(Dollars in millions)

|  | $\begin{gathered} \text { June 30, } \\ 2019 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2018 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Short-term debt, including current portion of long-term debt | \$ | 46.3 | \$ | 43.0 |
| Long-term debt |  | 1,642.6 |  | 1,638.6 |
| Total Debt | \$ | 1,688.9 | \$ | 1,681.6 |
| Less: Cash, cash equivalents and restricted cash |  | (167.4) |  | (133.1) |
| Net Debt | \$ | 1,521.5 | \$ | 1,548.5 |
| Total Equity | \$ | 1,783.6 | \$ | 1,642.7 |
| Ratio of Net Debt to Capital |  | 46.0\% |  | 48.5\% |

## GAAP Reconciliation: Consolidated EBITDA

## Reconciliation of EBIT, EBIT, After Adjustments, EBITDA, After Adjustments, and Pro Forma EBITDA, After Adjustments, to GAAP Net Income:

(Unaudited)




 operating footprint and cost structure periodically, and makes adjustments as needed that result in restructuring charges. However, management believes these actions are not representative of the Company's core operations.
 acquisition charges related to ABC Bearings, Cone Drive and Rollon acquisitions
 quarter 2019 Form 10-Q for additional discussion.
${ }^{(4)}$ The gain on sale of real estate related to the sale of a manufacturing facility in Pulaski, Tennessee during the first quarter of 2019. This amount was recorded in other income
${ }^{(5)}$ Loss on divestiture relates to the sale of Groeneveld Information Technology Holding B.V. located in Gorinchem, Netherlands.
 losses through earnings in connection with the annual remeasurement in the fourth quarter, or on an interim basis if specific events trigger a remeasurement
 the Company's warehouses.
${ }^{(8)}$ Twelve months trailing adjusted EBITDA reflects results from acquired companies from the acquisition date through June 30, 2019 and December 31, 2018, respectively.
(9) Pro Forma adjusted EBITDA from acquisitions reflects the estimated twelve months trailing EBITDA results from acquired companies through June 30, 2019 and December 31, 2018 , respectively, less EBITDA included above. ${ }^{(10)}$ Twelve months trailing pro forma adjusted EBITDA reflects estimated results from acquired companies for the last twelve months through June 30, 2019 and December 31, 2018 , respectively.

## GAAP Reconciliation: Consolidated EBIT \& EBIT Margin <br> Reconciliation of EBIT to GAAP Net Income, and EBIT M argin, After Adjustments, to Net Income as a Percentage of Sales and EBIT, After Adjustments, to Net Income:

(Unaudited)
The following reconciliation is provided as additional relevant information about the Company's performance deemed useful to investors. M anagement believes consolidated earnings before interest and taxes (EBIT) is a non-GAAP measure that is useful to investors as it is representative of the Company's performance and that it is appropriate to compare GAAP net income to consolidated EBIT. M anagement also believes that non-GAAP measures of adjusted EBIT and adjusted EBIT margin are useful to investors as they are representative of the Company's core operations and are used in the management of the business, including decisions concerning the allocation of resources and assessment of performance.


## GAAP Reconciliation: Net Income \& EPS

Reconciliations of Adjusted Net Income to GAAP Net Income and Adjusted Earnings Per Share to GAAP Earnings Per Share:
(Unaudited)
The following reconciliation is provided as additional relevant information about the Company's performance deemed useful to investors. M anagement believes that the non-GAAP measures of adjusted net income and adjusted diluted earnings per share are important financial measures used in the management of the business, including decisions concerning the allocation of resources and assessment of performance. $M$ anagement believes that reporting adjusted net income and adjusted diluted earnings per share is useful to investors as these measures are representative of the Company's core operations.

| (Dollars in millions, except share data) | Twelve M onths Ended December 31, |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2017 |  | 2016 |  | 2016As Reported |  | 2015 |  | 2015As Reported ${ }^{(1)}$ |  |
| Net Income (Loss) Attributable to The Timken Company | \$ | 302.8 | \$ | 203.4 | \$ | 140.8 | \$ | 152.6 | \$ | 188.6 | \$ | (70.8) |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |  |  |
| CDSOA income, net of expense |  | - |  | - |  | (59.6) |  | (59.6) |  | - |  | - |
| Pension related charges ${ }^{(2)}$ |  | 12.8 |  | 18.1 |  | 67.0 |  | 28.1 |  | 100.0 |  | 465.0 |
| Impairment and restructuring charges ${ }^{(3)}$ |  | 7.1 |  | 13.1 |  | 28.0 |  | 28.0 |  | 15.9 |  | 15.9 |
| Loss (gain) on divestitures and sale of real estate |  | 0.8 |  | (3.6) |  | (0.5) |  | (0.5) |  | (28.7) |  | (28.7) |
| Acquisition related charges |  | 20.6 |  | 9.0 |  | 4.2 |  | 4.2 |  | 5.7 |  | 5.7 |
| Tax Indemnification and related items |  | 1.5 |  | (1.0) |  | - |  | - |  | - |  | - |
| Health care plan modification costs |  | - |  | (0.7) |  | 2.9 |  | 2.9 |  | - |  | - |
| Fixed asset write-off |  | - |  | - |  | - |  | - |  | 9.7 |  | 9.7 |
| Noncontrolling interest |  | (1.3) |  | - |  | - |  | - |  | - |  | - |
| Provision for income taxes |  | (16.8) |  | (30.8) |  | (13.8) |  | 0.5 |  | (74.6) |  | (207.7) |
| Total Adjustments |  | 24.7 |  | 4.1 |  | 28.2 |  | 3.6 |  | 28.0 |  | 259.9 |
| Adjusted Net Income | \$ | 327.5 | \$ | 207.5 | \$ | 169.0 | \$ | 156.2 | \$ | 216.6 | \$ | 189.1 |
| Diluted Earnings per Share (EPS) - Continuing Operations | \$ | 3.86 | \$ | 2.58 | \$ | 1.78 | \$ | 1.92 | \$ | 2.21 | \$ | (0.84) |
| Adjusted EPS - Continuing Operations | \$ | 4.18 | \$ | 2.63 | \$ | 2.13 | \$ | 1.97 | \$ | 2.54 | \$ | 2.21 |
| Diluted Shares |  | 37,481 |  | 78,911,149 |  | 79,234,324 |  | 79,234,324 |  | 85,346,246 |  | 85,346,246 |

${ }^{{ }^{(1)}} 2015-2016$ results depicted above are as originally reported and prior to the adoption of mark-to-market accounting
${ }^{(2)}$ Pension related charges represent curtailments, professional fees associated with pension de-risking and actuarial gains and losses that resulted fromthe remeasurement of pension plan assets and obligations as a result of changes in assumptions. The Company recognizes actuarial gains and losses through earnings in connection with the annual remeasurement in the fourth quarter, or on an interim basis if specific events trigger a remeasurement. Pension related charges also include pension settlement charges.
${ }^{(3)}$ Impairment and restructuring charges, including items recorded in cost of products sold, are related to plant closures, the rationalization of certain plants and severance related to cost reduction initiatives. The Company re-assesses its operating footprint and makes adjustments as needed that result in restructuring charges. However, management believes these actions are not representative of the Company's core operations.

## GAAP Reconciliation: Adjusted ROIC

## Reconciliation of Adjusted Return on Invested Capital:

## (Unaudited)


 non-GAAP ratio that indicates return on invested capital, which is useful to investors as a measure of return on their investment.

|  | 2018 |  | 2017 |  | 2016 |  | $\begin{gathered} 2016 \\ \text { As Reported } \end{gathered}$ |  | 2015 |  | $\begin{gathered} 2015 \\ \text { As Reported }{ }^{(1)} \end{gathered}$ |  | 2014 |  | 2014As Reported ${ }^{(1)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted EBIT | \$ | 500.5 | \$ | 329.0 | \$ | 275.2 | \$ | 256.8 | \$ | 351.0 | \$ | 308.7 |  |  |  |  |
| Adjusted tax rate |  | 26.5\% |  | 30.0\% |  | 30.5\% |  | 30.5\% |  | 31.0\% |  | 31.0\% |  |  |  |  |
| Calculated incometaxes |  | 132.6 |  | 98.7 |  | 83.9 |  | 78.3 |  | 108.8 |  | 95.7 |  |  |  |  |
| Adjusted net operating profit after taxes (ANOPAT) | \$ | 367.9 | \$ | 230.3 | \$ | 191.3 | \$ | 178.5 | \$ | 242.2 | \$ | 213.0 |  |  |  |  |
| Total debt | \$ | 1,681.6 | \$ | 962.3 | \$ | 659.2 | \$ | 659.2 | \$ | 656.5 | \$ | 656.5 | \$ | 526.4 | \$ | 526.4 |
| Total equity |  | 1,642.7 |  | 1,474.9 |  | 1,310.9 |  | 1,306.0 |  | 1,349.6 |  | 1,344.6 |  | 1,594.3 |  | 1,589.1 |
| Invested capital (Total debt + Total equity) |  | 3,324.3 |  | 2,437.2 |  | 1,970.1 |  | 1,965.2 |  | 2,006.1 |  | 2,001.1 |  | 2,120.7 |  | 2,115.5 |
| Invested capital (two-point average) | \$ | 2,880.8 | \$ | 2,203.7 | \$ | 1,988.1 | \$ | 1,983.2 | \$ | 2,063.4 | \$ | 2,058.3 |  |  |  |  |
| ANOPAT | \$ | 367.9 | \$ | 230.3 | \$ | 191.3 | \$ | 178.5 | \$ | 242.2 | \$ | 213.0 |  |  |  |  |
| Invested capital (two-point average) |  | 2,880.8 |  | 2,203.7 |  | 1,988.1 |  | 1,983.2 |  | 2,063.4 |  | 2,058.3 |  |  |  |  |
| Adjusted return on invested capital (ROIC) |  | 12.8\% |  | 10.5\% |  | 9.6\% |  | 9.0\% |  | 11.7\% |  | 10.3\% |  |  |  |  |
| ${ }^{(1)} 2014-2016$ results depicted above are as originally |  | he adopti |  | k-to-market |  |  |  |  |  |  |  |  |  |  |  |  |


[^0]:    ${ }^{(1)}$ Represents metrics applicable to participants in the corporate STIP plan. Metrics for individual business unit STIPs can vary.

