HILLENBRAND

A GLOBAL DIVERSIFIED INDUSTRIAL COMPANY

PURSUING GROWTH • BUILDING VALUE

Hillenbrand Participants

Joe Raver

- President and Chief Executive Officer

Kristina Cerniglia

- Senior Vice President and Chief Financial Officer

Disclosure Regarding Forward-Looking Statements

Forward-Looking Statements and Factors That May Affect Future Results:

Throughout this presentation, we make a number of "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. As the words imply, these are statements about future plans, objectives, beliefs, and expectations that might or might not happen in the future, as contrasted with historical information. Forward-looking statements are based on assumptions that we believe are reasonable, but by their very nature are subject to a wide range of risks.

Accordingly, in this presentation, we may say something like,

"We *expect* that future revenue associated with the Process Equipment Group will be influenced by order backlog."

That is a forward-looking statement, as indicated by the word "expect" and by the clear meaning of the sentence.

Other words that could indicate we are making forward-looking statements include:

intend	**believe**	**plan**	**expect**	**may**	**goal**	**would**
become	**pursue**	**estimate**	**will**	**forecast**	**continue**	**could**
targeted	**encourage**	**promise**	**improve**	**progress**	**potential**	**should**

This is not an exhaustive list, but is intended to give you an idea of how we try to identify forward-looking statements. The absence of any of these words, however, does not mean that the statement is not forward-looking.

Here is the key point: Forward-looking statements are not guarantees of future performance, and our actual results could differ materially from those set forth in any forward-looking statements. Any number of factors, many of which are beyond our control, could cause our performance to differ significantly from what is described in the forward-looking statements.

For a discussion of factors that could cause actual results to differ from those contained in forward-looking statements, see the discussions under the heading "Risk Factors" in Item 1A of Part I of our Form 10-K for the year ended September 30, 2017, located on our website and filed with the SEC. We assume no obligation to update or revise any forward-looking statements.

Q4 FY 2017 Highlights

Q4 2017 Consolidated Highlights

- Revenue of $443 million increased 3% organically
- GAAP EPS of $0.60 increased 7%, while adjusted EPS[1] of $0.62 was up 7% year-over-year

PEG Q4 2017 Highlights

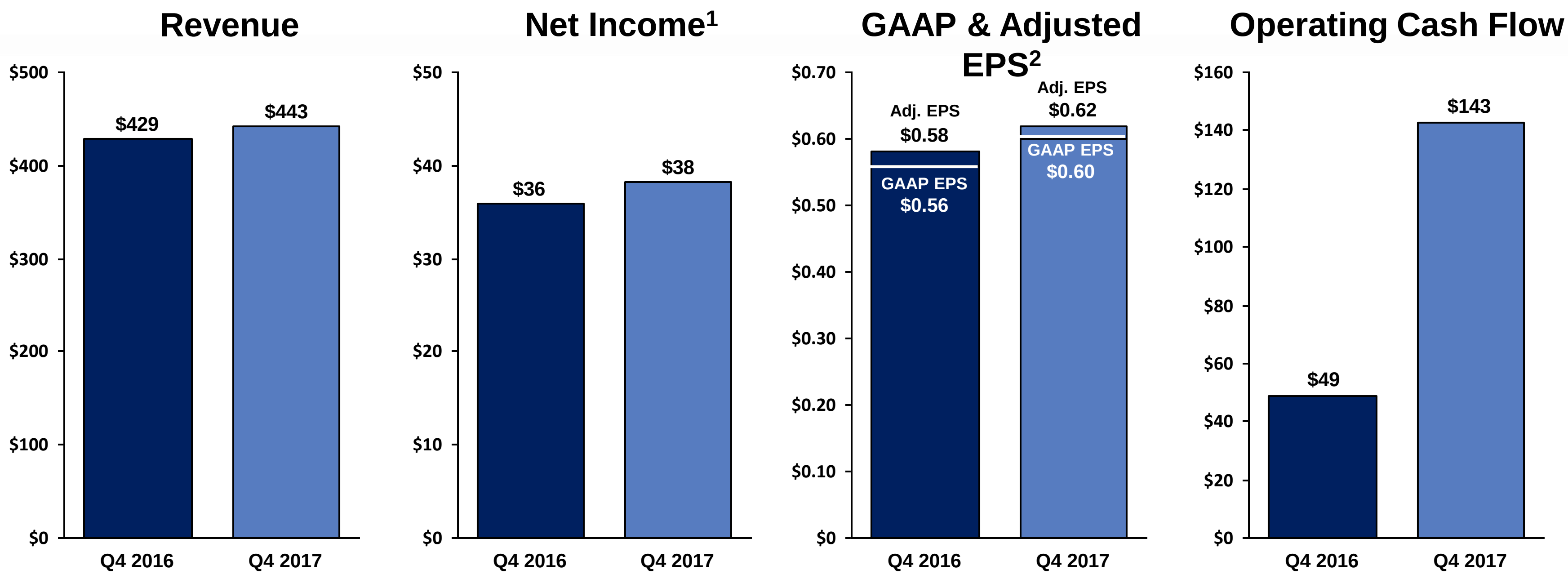
- Revenue of $304 million increased 7%
- Adjusted EBITDA margin[1] was 18.9%, up 90 bps compared to prior year

Batesville Q4 2017 Highlights

- Revenue of $139 million decreased 4%
- Adjusted EBITDA margin[1] was 24.9%, up 130 bps compared to prior year

[1]See appendix for reconciliation

Consolidated Financial Performance – Q4 2017



Hillenbrand Consolidated

Q4 2017 Consolidated Composition:

	Revenue	Adj. EBITDA[2]
Process Equipment Group	69%	62%
Batesville	31%	38%
Total	**100%**	**100%**

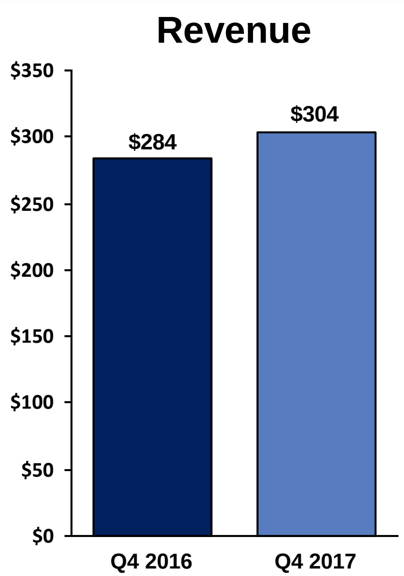
Q4 2017 Consolidated Summary:

- Revenue increased 3% to $443 million driven by PEG growth of 7%, partially offset by a decline in Batesville of 4%
- GAAP net income increased 6% to $38 million, adjusted EBITDA[2] of $82 million increased 10%; adjusted EBITDA margin[2] of 18.5% was up 110 bps driven by pricing and productivity improvements
- Operating cash flow of $143 million was generated by strong net income and lower working capital requirements

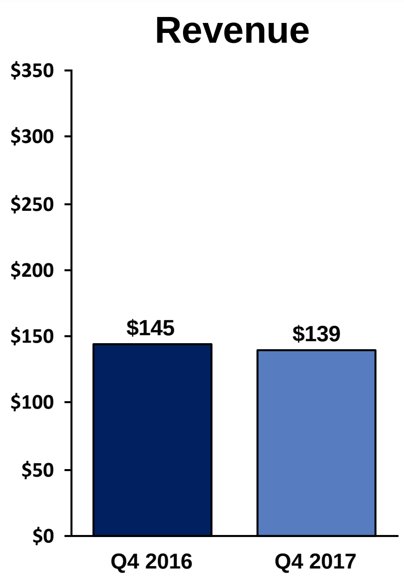
[1]Net Income attributable to Hillenbrand
[2]See appendix for reconciliation

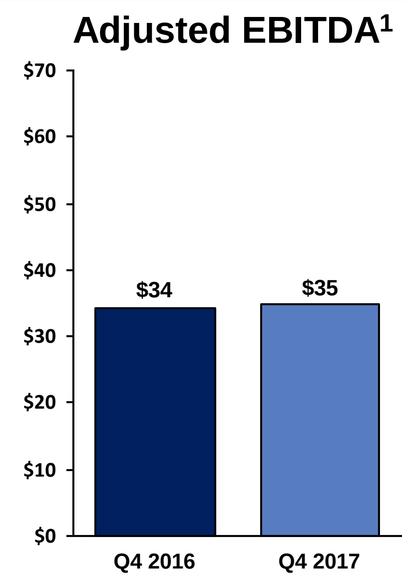
Segment Performance – Q4 2017

Process Equipment Group



Batesville



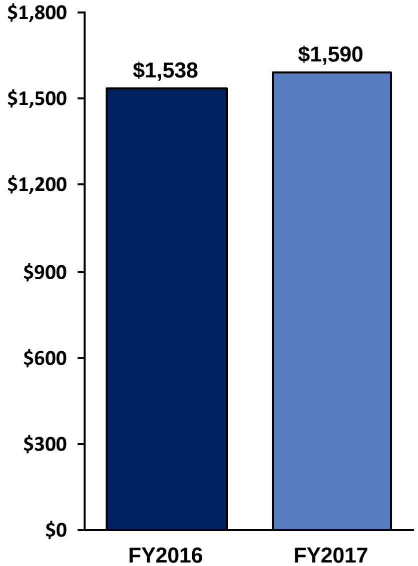


Process Equipment Group	Batesville
Q4 2017 Summary: • Revenue of $304 million was up 7% over the prior year driven by continued demand for equipment and systems used for engineered plastics and food and pharma projects, as well as screening and separating equipment, including machines used to process proppants for hydraulic fracturing • Adjusted EBITDA margin[1] increased 90 bps due to pricing and productivity improvements, partially offset by unfavorable mix	**Q4 2017 Summary:** • Revenue of $139 million was 4% lower than the prior year as a result of lower demand for burial caskets, primarily due to what is estimated to be an increased rate at which families opted for cremation • Adjusted EBITDA margin[1] of 24.9% was 130 bps higher than prior year driven by productivity improvements and one-time projects, partially offset by lower volume and higher commodity and fuel costs

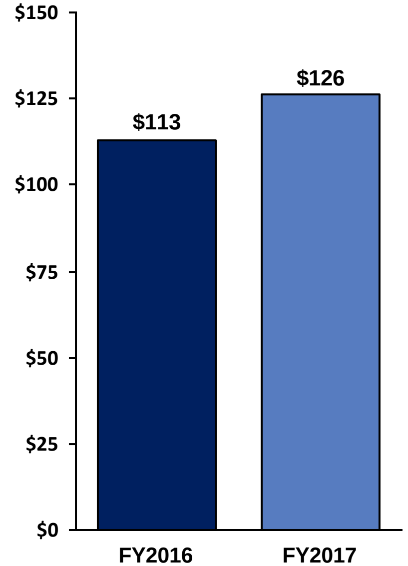
[1]See appendix for reconciliation

Consolidated Financial Performance – FY 2017

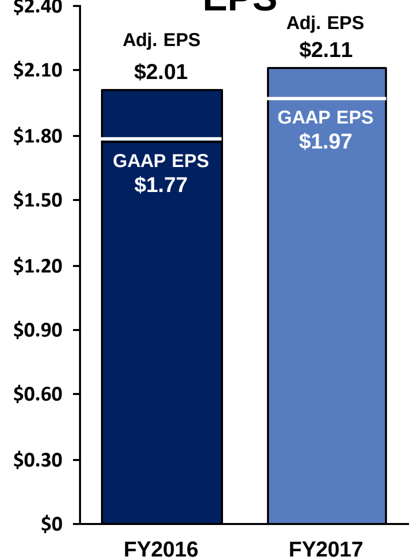
Revenue



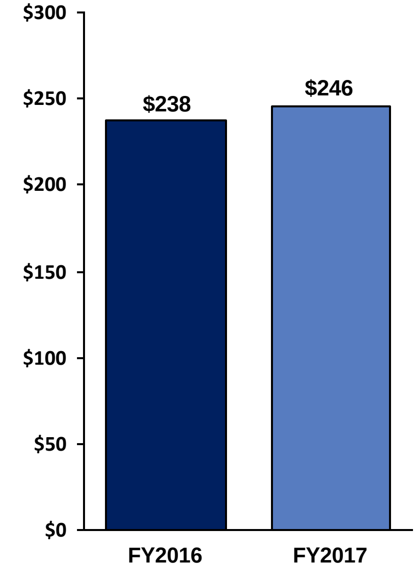
Net Income[1]



GAAP & Adjusted EPS[2]



Operating Cash Flow



Hillenbrand Consolidated

FY 2017 Consolidated Composition:

	Revenue	Adj. EBITDA[2]
Process Equipment Group	65%	56%
Batesville	35%	44%
Total	**100%**	**100%**

FY2017 Consolidated Summary:

- Revenue increased 3% to $1.6 billion as PEG growth of 7% was partially offset by a 2% decline in Batesville
- GAAP net income increased 12% to $126 million, adjusted EBITDA[2] of $281 million increased 5%; adjusted EBITDA margin[2] of 17.7% was up 30 bps driven by pricing, productivity and cost saving initiatives
- Operating cash flow of $246 million was generated by strong net income and lower working capital requirements, partially offset by the Q1 pension contribution of $80 million

[1]Net Income attributable to Hillenbrand
[2]See appendix for reconciliation

Hillenbrand Outlook: FY 2018 Guidance

Revenue Range		
Batesville	-3%	-1%
PEG	5%	7%
Total	**2%**	**4%**

EPS Range			
FY18 GAAP EPS	**2.11**	**–**	**2.23**
Restructuring & Related Charges	0.05	–	0.05
FY18 Adjusted EPS	**2.16**	**–**	**2.28**

FY 2018 Guidance

- Consolidated revenue up 2% to 4%
  - PEG up 5% to 7%
  - Batesville down 3% to down 1%
- PEG Adj. EBITDA Margin up 30 to 80 bps
- Batesville Adj. EBITDA Margin down 90 to 110 bps
- Amortization Expense of $30M
- Interest Expense of $25M
- Tax rate of 31%

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Q & A

Replay Information

- **Dial-in for US and Canada: (800)-585-8367**
- **Dial-in for International: +1 (416)-621-4642**
- **Conference ID: 99430170**
- **Encore Replay Dates: 11/16/2017 - 11/30/2017**
- **Log on to: http://ir.hillenbrand.com**

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Appendix

Disclosure Regarding Non-GAAP Measures

While we report financial results in accordance with accounting principles generally accepted in the United States (GAAP), we also provide certain non-GAAP operating performance measures. These non-GAAP measures are referred to as “adjusted” and exclude expenses associated with backlog amortization, inventory step-up, business acquisition and integration, restructuring and restructuring related charges, and trade name impairment. The related income tax for all of these items is also excluded. This non-GAAP information is provided as a supplement, not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP.

One important non-GAAP measure that we use is adjusted earnings before interest, income tax, depreciation, and amortization (“adjusted EBITDA”). A part of our strategy is to selectively acquire companies that we believe can benefit from our core competencies to spur faster and more profitable growth. Given that strategy, it is a natural consequence to incur related expenses, such as amortization from acquired intangible assets and additional interest expense from debt-funded acquisitions. Accordingly, we use adjusted EBITDA, among other measures, to monitor our business performance.

Free cash flow (FCF) is defined as cash flow from operations less capital expenditures. We use the related term, free cash flow to net income conversion rate to refer to free cash flow divided by GAAP net income. Hillenbrand considers FCF and free cash flow to net income conversion rate important indicators of the Company’s liquidity, as well as its ability to fund future growth and to provide a return to shareholders. FCF does not include deductions for debt service (repayments of principal), other borrowing activity, dividends on the Company’s common stock, repurchases of the Company’s common stock, business acquisitions, and other items.

Another important non-GAAP measure that we use is backlog. Backlog is not a term recognized under GAAP; however, it is a common measurement used in industries with extended lead times for order fulfillment (long-term contracts), like those in which our Process Equipment Group competes. Order backlog represents the amount of consolidated revenue that we expect to realize on contracts awarded related to the Process Equipment Group. Backlog includes expected revenue from large systems and equipment, as well as replacement parts, components, and service. Given that there is no GAAP financial measure comparable to backlog, a quantitative reconciliation is not provided.

We use this non-GAAP information internally to make operating decisions and believe it is helpful to investors because it allows more meaningful period-to-period comparisons of our ongoing operating results. The information can also be used to perform trend analysis and to better identify operating trends that may otherwise be masked or distorted by these types of items. The Company believes this information provides a higher degree of transparency.

Q4 FY17 & Q4 FY16 Reconciliation Of Adjusted EBITDA To Consolidated Net Income

	Three Months Ended September 30,		Twelve Months Ended September 30,	
	2017	2016	2017	2016
Adjusted EBITDA:				
Process Equipment Group	$ 57.4	$ 51.1	$ 177.7	$ 160.9
Batesville	34.7	34.1	141.9	143.5
Corporate	(10.1)	(10.8)	(38.6)	(37.3)
Less:				
Interest income	(0.4)	(0.4)	(0.9)	(1.2)
Interest expense	6.3	6.4	25.2	25.3
Income tax expense	21.7	15.4	59.9	47.3
Depreciation and amortization	14.5	14.2	56.6	60.4
Business acquisition and integration	0.1	0.2	1.1	3.7
Inventory step-up	-	-	-	2.4
Restructuring and restructuring related	1.9	1.3	10.7	10.2
Trade name impairment	-	-	-	2.2
Consolidated net income	$ 37.9	$ 37.3	$ 128.4	$ 116.8

$ in millions

Q4 FY17 & Q4 FY16 Reconciliation Of Non-GAAP Measures

	Three Months Ended September 30,		Twelve Months Ended September 30,	
	2017	2016	2017	2016
Net Income [(1)]	$ 38.2	$ 36.0	$ 126.2	$ 112.8
Restructuring and restructuring related	2.1	1.3	12.3	10.4
Business acquisition and integration	0.1	0.2	1.1	3.7
Inventory step-up	-	-	-	2.4
Backlog amortization	-	-	-	4.5
Trade name impairment	-	-	-	2.2
Tax effect of adjustments	(0.7)	(0.5)	(4.8)	(8.0)
Adjusted Net Income [(1)]	$ 39.7	$ 37.0	$ 134.8	$ 128.0

	Three Months Ended September 30,		Twelve Months Ended September 30,	
	2017	2016	2017	2016
Diluted EPS	$ 0.60	$ 0.56	$ 1.97	$ 1.77
Restructuring and restructuring related	0.03	0.02	0.19	0.16
Business acquisition and integration	-	0.01	0.02	0.06
Inventory step-up	-	-	-	0.04
Backlog amortization	-	-	-	0.07
Trade name impairment	-	-	-	0.04
Tax effect of adjustments	(0.01)	(0.01)	(0.07)	(0.13)
Adjusted Diluted EPS	$ 0.62	$ 0.58	$ 2.11	$ 2.01

[1] Net income attributable to Hillenbrand

$ in millions, except for per share data

Free Cash Flow And Free Cash Flow To Net Income Conversion Rate Computations

	Three Months Ended September 30, 2017	Twelve Months Ended September 30, 2017
Net cash provided by operating activities	$ 142.5	$ 246.2
Less:		
Capital expenditures	7.8	22.0
Free cash flow	$ 134.7	$ 224.2
Consolidated net income	$ 37.9	$ 128.4
Free cash flow to net income conversion rate	355%	175%

$ in millions