Disclosure regarding forward-looking statements

Throughout this release, we make a number of forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. As the words imply, forward-looking statements are statements about the future, as contrasted with historical information. Our forward-looking statements are based on assumptions and current expectations of future events that we believe are reasonable, but by their very nature they are subject to a wide range of risks. If our assumptions prove inaccurate or unknown risks and uncertainties materialize, actual results could vary materially from Hillenbrand's expectations and projections.

Words that could indicate that we are making forward-looking statements include the following:

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

This is not an exhaustive list. Our intent is to provide examples of how readers might 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. These factors include, but are not limited to: the outcome of any legal proceedings that may be instituted against Hillenbrand, or any companies we may acquire; risks that an acquisition disrupts current operations or poses potential difficulties in employee retention or otherwise affects financial or operating results; the ability to recognize the benefits of an acquisition, including potential synergies and cost savings or the failure of an acquired company to achieve its plans and objectives generally; global market and economic conditions, including those related to the credit markets; volatility of our investment portfolio; adverse foreign currency fluctuations; ongoing involvement in claims, lawsuits and governmental proceedings related to operations; labor disruptions; the dependence of our business units on relationships with several large providers; increased costs or unavailability of raw materials; continued fluctuations in mortality rates and increased cremations; competition from nontraditional sources in the funeral services business; cyclical demand for industrial capital goods; and certain tax-related matters. For a more in-depth discussion of these and other 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 Hillenbrand's Form 10-Q for the quarter ended December 31, 2012, filed with the Securities and Exchange Commission on February 4, 2013. The company assumes no obligation to update or revise any forward-looking information.
Growth strategy focuses on creating shareholder value
Leverage our strengths and core competencies to diversify and grow profitably

Strategy
Leverage our strong financial foundation and core capabilities to create a global diversified industrial company

Goals for Creating Shareholder Value
• Grow organically and through acquisitions
• Seek additional growth platforms that support our acquisition strategy
• Maintain strong balance sheet and superior cash generation

Strategy Management
Focus on long-term objectives that generate the greatest competitive advantage

Lean Business
Flow value to the customer, drive out waste and pursue perfection to deliver superior results

Intentional Talent Development
Recruit and retain top talent by providing key employees with development opportunities that stretch their abilities

Foundational Strengths
Stable Cash Flow and Earnings • Culture of Execution • Experienced Management Team

Criteria for future acquisition candidates include:
• Attractive margins, strong cash generation and multiple pathways for growth
• Strong brand in its defined space
• Talented, proven management with close customer relationships
• Robust sales and marketing capabilities
• Strong cultural fit with Hillenbrand
• Ability to benefit from our core competencies and share its own competitive strengths
Hillenbrand has grown significantly since 2008 and now operates two separate platforms.

**2008** Hillenbrand, Inc.
- Hillenbrand begins operation as a public company on the Batesville foundational platform – April 1, 2008

**2010** K-Tron, TerraSource
- Hillenbrand acquires K-Tron International, Inc. (now part of the Process Equipment Group) – April 1, 2010

**2011** Rotex
- Hillenbrand acquires Rotex (also part of the Process Equipment Group) – August 31, 2011

**2013** Coperion
- Hillenbrand acquires Coperion (also part of the Process Equipment Group) – December 1, 2012

### Revenue Since Inception

- **Batesville**
- **Process Equipment Group**

 FY08 FY09 FY10 FY11 FY12 FY13 Guidance

**$ in millions**
- $0
- $400
- $800
- $1,200
- $1,600
- **19% Compounded Annual Growth Rate**
We have increased our geographic and platform diversification...
...and we expect to continue to grow and diversify

**2008**

- **Funeral Products**
  - $678M Revenue

**2012**

- **Funeral Products**
- **Process Equipment**
  - $983M Revenue

**2013 Guidance**

- **Funeral Products**
- **Process Equipment**
  - $1.6B Revenue

**2017 Vision**

- **Third Platform**
- **Funeral Products**
- **Process Equipment**

- Tuck-ins and adjacent PEG acquisitions

**2013 Guidance**

- **Funeral Products**
- **Process Equipment**

**2012**

- **Funeral Products**
- **Process Equipment**

**2008**

- **Funeral Products**

19% Compounded Annual Growth Rate

Double-digit growth targets
The Process Equipment Group
The Process Equipment Group manufactures world-class industrial equipment

- Compounding & extrusion equipment
- Materials handling equipment
- System solutions

- Feeders
- Pneumatic conveying equipment
- Systems solutions

- Screening equipment
- Separating equipment

- Crushers
- Biomass handling equipment
The Process Equipment Group’s strategy provides compelling growth opportunities...

- Develop new products, applications expertise and systems to penetrate growing markets
- Expand in underpenetrated geographies
- Establish scale and scope needed to accelerate global growth
- Expand margins through Lean
...and Coperion accelerates every dimension

- K-Tron
- Terra Source
- Rotex

- Accelerated revenue growth
- Improved margin performance
- Accelerated global expansion
The strong historical performance of the Process Equipment Group is expected to continue in the future...

- Mid to high single digit organic revenue growth expected in the future...
- ...with EBITDA growth at an even faster rate (low to mid teens)

* See Appendix for reconciliation between GAAP and adjusted numbers.
Batesville
Batesville is the world’s largest provider of funeral products

**Funeral Products**
($2.6 Billion Industry)

- Cremation
- Caskets
- Other

**Caskets**
($1.3 Billion Total Revenue)

- Importers
- Other (100+)
- Aurora
- Matthews
- Batesville

**Batesville**
($607 Million 2012 Revenue)

- Batesville Caskets
- Other, including Options, Batesville Interactive and Northstar

- Iconic brand with 100+ years of history
- Superior mix of products
- Industry leader in volume, revenue and margin share

Source: Company estimates, industry reports and public filings for FY 2012
Batesville continues to generate strong cash flow and attractive margins in a slowly declining market

**Attractive Financials**
- Historically high return on invested capital (approximately 60%)
- Unusual decline in deaths in 2012 decreased demand for burial caskets, putting downward pressure on margins
- Relentless focus on lean to maintain attractive margins

**Industry Dynamics**
- Deaths expected to increase in the future as “baby boomers” age
- Cremations are increasing at an upward trend of approximately 120-140 basis points per year
- Increase in future deaths expected to be offset by cremation, resulting in a relatively flat burial market

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* See Appendix for reconciliation between GAAP and adjusted numbers.
Financial Results
The Process Equipment Group grew revenue by 53% (13% organic) compared to FY11.

Despite an estimated 4% reduction in year-over-year North American burials, Batesville maintained an adjusted EBITDA margin greater than 25%.

Collection of the Forethought Note in FY11 resulted in a large increase in free cash flow.

### FISCAL YEAR ENDED SEPTEMBER 30

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Revenue</strong></td>
<td></td>
<td></td>
<td>$1,600</td>
</tr>
<tr>
<td>% Year-Over-Year Growth</td>
<td>$883</td>
<td>$983</td>
<td></td>
</tr>
<tr>
<td></td>
<td>17.9%</td>
<td>11.3%</td>
<td></td>
</tr>
<tr>
<td><strong>EBITDA (Adjusted)</strong></td>
<td>$208</td>
<td>$207</td>
<td></td>
</tr>
<tr>
<td>% of Revenue</td>
<td>23.6%</td>
<td>21.1%</td>
<td></td>
</tr>
<tr>
<td><strong>EPS (Adjusted)</strong></td>
<td>$1.84</td>
<td>$1.76</td>
<td></td>
</tr>
<tr>
<td><strong>Free Cash Flow</strong>*</td>
<td>$168</td>
<td>$117</td>
<td></td>
</tr>
</tbody>
</table>

See Appendix for reconciliation between GAAP and adjusted numbers.

* Calculated as net cash flow from operating activities less capital expenditures. See Appendix for reconciliation.
Hillenbrand Q1 2013 Results
Net revenue increased 32% as both platforms achieved attractive growth

- Coperion acquisition drove 79% Process Equipment Group revenue growth
- Batesville revenue grew 4%, even in the face of a declining burial market
- EBITDA margin percentage decrease was expected as a result of a higher proportion of lower margin, third-party-sourced products in Coperion’s business model
- Free cash flow remained positive despite $8 million in acquisition costs and $5 million related to closing legacy antitrust litigation

<table>
<thead>
<tr>
<th>FIRST QUARTER ENDED DECEMBER 31</th>
<th>Q1 FY13</th>
<th>Q1 FY12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue $ in millions (except EPS)</td>
<td>$305</td>
<td>$232</td>
</tr>
<tr>
<td>% Year-Over-Year Growth</td>
<td>31.8%</td>
<td>9.8%</td>
</tr>
<tr>
<td>EBITDA (Adjusted) $ in millions</td>
<td>$51</td>
<td>$48</td>
</tr>
<tr>
<td>% of Revenue</td>
<td>16.7%</td>
<td>20.7%</td>
</tr>
<tr>
<td>EPS (Adjusted)</td>
<td>$0.41</td>
<td>$0.40</td>
</tr>
<tr>
<td>Free Cash Flow*</td>
<td>$14</td>
<td>$23</td>
</tr>
</tbody>
</table>

See p. 23 in our Form 10-Q for the quarter ended December 31, 2012 filed with the Securities and Exchange Commission (SEC) February 4, 2013 for reconciliation between GAAP and adjusted numbers
* Calculated as net cash flow from operating activities less capital expenditures. See Appendix for reconciliation.
Our capital deployment strategy focuses on creating shareholder value

**Reinvestment for long-term growth**
- Organic growth investments
- Tuck in acquisitions (PEG)
- Future new platform acquisition/development

**Meaningful dividend**
- $0.77 per share in 2012 (46% payout ratio)
- Annual $0.01 increase per share per year (5 consecutive years)
- Attractive dividend yield: 3.1% (2/19/13)
Since the Coperion announcement, our stock has significantly rebounded after considerable downward pressure from the unusual decline in deaths.

Stock Performance Since February 2011
Hillenbrand vs. S&P 500 Index and S&P 600 Small Cap Index

Based on $100 initial investment and includes dividend reinvestment.
Continued execution of the Hillenbrand transformation strategy promises an exciting future.

**2008**
- Funeral Products

**2012**
- $678M Revenue
  - Process Equipment
  - Funeral Products

**2013 Guidance**
- $983M Revenue
  - Process Equipment
  - Funeral Products

**2017 Vision**
- $1.6B Revenue
  - Third Platform
  - Funeral Products
  - Process Equipment

- Double-digit growth targets
- Tuck-ins and adjacent PEG acquisitions

19% Compounded Annual Growth Rate

2013 Guidance
- Funeral Products
- Process Equipment
- Equipment
Questions?
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 exclude the tax benefit of the international integration described in Item 1 of our 2012 Form 10-K filed with the Securities and Exchange Commission (SEC) November 26, 2012, expenses associated with long-term incentive compensation related to the international integration, backlog amortization, antitrust litigation, business acquisitions, restructuring, and sales tax adjustments, as well as the related income tax. 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.

We use this 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. Finally, the Company believes such information provides a higher degree of transparency for certain items. Investors should consider non-GAAP measures in addition to, not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP.
## GAAP to adjusted reconciliation

**Years Ended September 30,**

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GAAP</strong></td>
<td>Adj</td>
<td>Adjusted</td>
<td>GAAP</td>
<td>Adj</td>
</tr>
<tr>
<td><strong>Cost of goods sold</strong></td>
<td>$594.3</td>
<td>$(4.2) (a)</td>
<td>$590.1</td>
<td>$513.5</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>$388.9</td>
<td>4.2</td>
<td>$393.1</td>
<td>$369.9</td>
</tr>
<tr>
<td><strong>Operating expenses</strong></td>
<td>$240.1</td>
<td>(18.8) (c)</td>
<td>$221.3</td>
<td>$211.3</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>$148.8</td>
<td>23.0</td>
<td>$171.8</td>
<td>$158.6</td>
</tr>
<tr>
<td><strong>Income tax expense</strong></td>
<td>$30.1</td>
<td>18.1 (g)</td>
<td>$48.2</td>
<td>51.7</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>104.8</td>
<td>4.9</td>
<td>109.7</td>
<td>106.1</td>
</tr>
<tr>
<td><strong>Diluted EPS</strong></td>
<td>1.68</td>
<td>0.08</td>
<td>1.76</td>
<td>1.71</td>
</tr>
</tbody>
</table>

P = Process Equipment Group; B = Batesville; C = Corporate

(a) Restructuring ($0.9 P, $3.3 B)
(b) Inventory step-up (FY2011: $2.8 P, FY2010: $11.6 P)
(c) Antitrust litigation ($5.5 B), restructuring ($2.8 P, $0.6 B, $0.9 C), business acquisition costs ($4.2 C), backlog amortization ($2.5 P), long-term incentive compensation related to the international integration ($0.2 P, $0.8 B, $1.2 C), and other ($0.1 C)
(d) Restructuring ($1.3 B), antitrust litigation ($1.3 B), business acquisition costs ($0.3 P, $6.0 C), backlog amortization ($0.8 P), and sales tax recoveries ($0.8 B)
(e) Business acquisition costs ($0.3 P, $10.2 C), antitrust litigation ($5.0 B), restructuring ($3.0 C), backlog ($1.7 P), and sales tax recoveries ($4.7 B)
(f) Antitrust litigation ($2.2 B), restructuring ($0.1 C)
(g) Tax benefit of the international integration ($10.4) and tax effect of adjustments
(h) Tax effect of adjustments

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See our 2011 Form 10-K filed with the SEC November 28, 2011, for fiscal year 2009 consolidated EBITDA on page 19 and segment EBITDA on page 60.
## FY12 & FY11 GAAP cash flow

*(amounts in millions)*

<table>
<thead>
<tr>
<th>Operating Activities</th>
<th>Years Ended September 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2012</td>
</tr>
<tr>
<td>Net income</td>
<td>$104.8</td>
</tr>
<tr>
<td>Depreciation &amp; amortization</td>
<td>40.4</td>
</tr>
<tr>
<td>Interest income on Forethought Note</td>
<td>-</td>
</tr>
<tr>
<td>Forethought Note interest payment</td>
<td>-</td>
</tr>
<tr>
<td>Change in working capital</td>
<td>(19.8)</td>
</tr>
<tr>
<td>Other, net</td>
<td>12.8</td>
</tr>
<tr>
<td>Net cash flow from operating activities (A)</td>
<td>138.2</td>
</tr>
<tr>
<td>Capital expenditures (B)</td>
<td>(20.9)</td>
</tr>
<tr>
<td>Forethought Note principal repayment</td>
<td>-</td>
</tr>
<tr>
<td>Acquisitions of businesses, net of cash acquired</td>
<td>(4.4)</td>
</tr>
<tr>
<td>Proceeds from redemption and sales, and ARS and investments</td>
<td>0.8</td>
</tr>
<tr>
<td>Debt activity</td>
<td>(162.3)</td>
</tr>
<tr>
<td>Dividends</td>
<td>(47.6)</td>
</tr>
<tr>
<td>Purchase of common stock</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>0.9</td>
</tr>
<tr>
<td>Net change in cash</td>
<td>$(95.3)</td>
</tr>
<tr>
<td>Free cash flow (A-B)</td>
<td>$117.3</td>
</tr>
</tbody>
</table>
## Q1 FY13 & Q1 FY12 GAAP cash flow

(\textit{amounts in millions})

<table>
<thead>
<tr>
<th></th>
<th>Quarter Ended December 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2012</td>
</tr>
<tr>
<td><strong>Operating Activities</strong></td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>$14.6</td>
</tr>
<tr>
<td>Depreciation &amp; amortization</td>
<td>15.0</td>
</tr>
<tr>
<td>Change in working capital</td>
<td>12.9</td>
</tr>
<tr>
<td>Other, net</td>
<td>(22.8)</td>
</tr>
<tr>
<td><strong>Net cash flow from operating activities (A)</strong></td>
<td>19.7</td>
</tr>
<tr>
<td><strong>Capital expenditures (B)</strong></td>
<td>(5.6)</td>
</tr>
<tr>
<td>Acquisitions of businesses, net of cash acquired</td>
<td>(415.6)</td>
</tr>
<tr>
<td>Debt activity</td>
<td>494.8</td>
</tr>
<tr>
<td>Dividends</td>
<td>(12.1)</td>
</tr>
<tr>
<td>Other</td>
<td>0.7</td>
</tr>
<tr>
<td><strong>Net change in cash</strong></td>
<td>$81.9</td>
</tr>
<tr>
<td><strong>Free cash flow (A-B)</strong></td>
<td>$14.1</td>
</tr>
</tbody>
</table>