



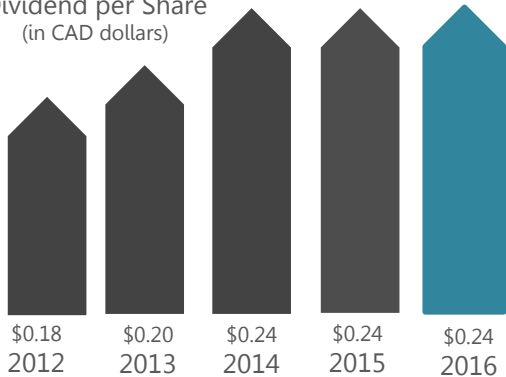
Hammond Power Solutions Inc. (TSX: HPS.A) is a North American leader for the design and manufacture of dry-type custom electrical engineered magnetics, electrical dry-type and cast resin transformers. Leading edge engineering capabilities, high quality products, and responsive service to customers' needs have all served to establish HPS as a technical and innovative leader in the electrical and electronic industries.



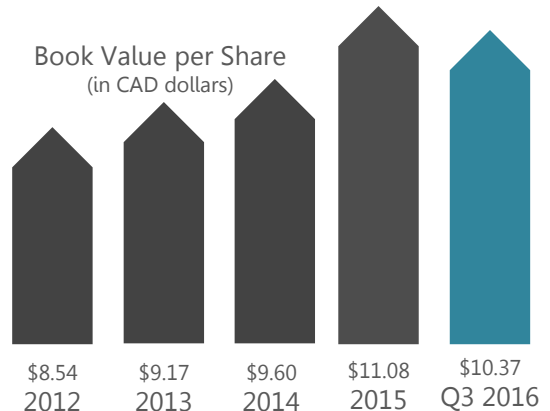
### Strategic Areas of Focus

- **Product Reliability** – Quality Management through critical skills training and orientation, lean skills training for cross-functional teams, collaborating on best practices, ISO certified to ensure consistent and reliable products.
- **Continuous Improvement** – Focused on meeting the present and future needs of our customers, suppliers, employees and shareholders through our continuous improvement program "TRANSFORM".
- **Global Supply Chain Relationships** – HPS continues to develop strategic supply-line partnerships to meet the growth projections and strategic vision of the company.
- **Broad Product Range** – Highly engineered standard and custom dry-type, cast resin and liquid filled products for the global requirements of our customers.
- **Technical Competence** – Investment in engineering resources to ensure highly skilled technical talent that design and build innovative products for the most diverse customer applications and unique work environments.
- **Superior Service Package** – Industry leading field and customer service support. A total solutions provider with multiple channels to market.

Dividend per Share  
(in CAD dollars)



Book Value per Share  
(in CAD dollars)



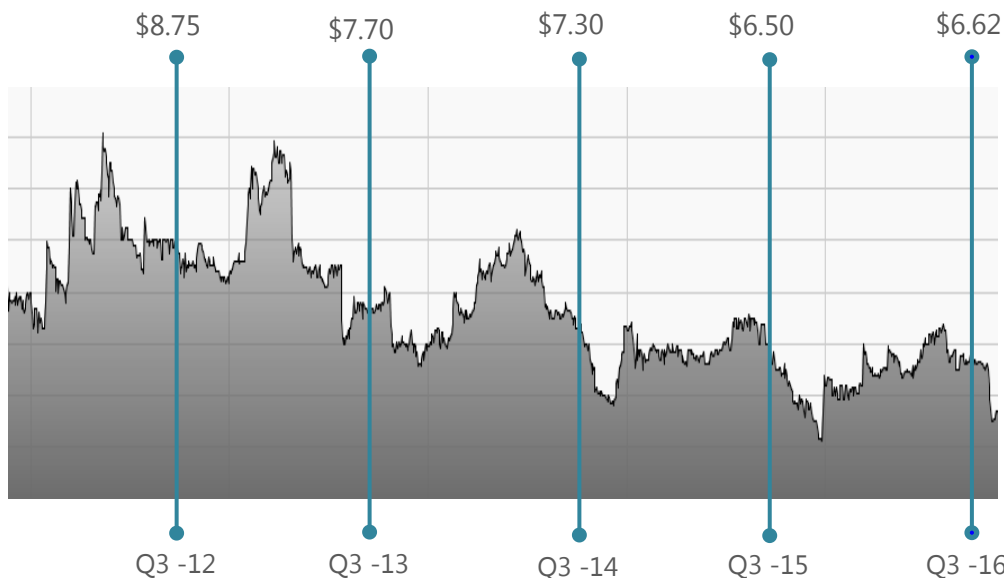
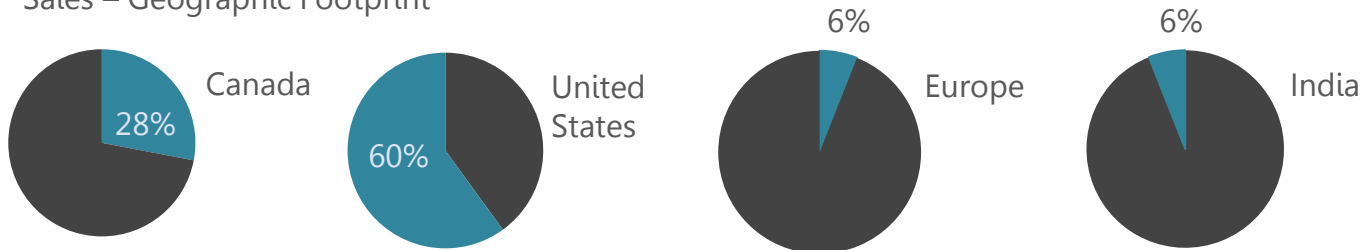


## Financial Highlights

QUARTERLY INFORMATION	2014		2015				2016		
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
SALES	64,529	63,137	65,384	65,378	80,740	68,722	69,138	<b>62,860</b>	
EARNINGS FROM OPERATIONS	2,472	1,446	2,623	2,475	6,100	2,677	2,560	<b>1,003</b>	
EBITDA	3,521	3,589	3,403	4,163	7,593	3,787	3,601	<b>1,858</b>	
NET EARNINGS	804	781	1,096	1,092	3,351	884	517	<b>99</b>	
TOTAL ASSETS	184,297	191,972	193,039	206,687	222,969	208,810	203,379	<b>200,896</b>	
TOTAL LIABILITIES	69,854	70,482	73,347	80,859	90,668	82,534	76,846	<b>79,364</b>	
TOTAL CASH (DEBT)	(14,833)	(18,537)	(21,828)	(18,886)	(13,202)	(21,515)	(31,217)	<b>(26,640)</b>	
CASH PROVIDED (USED) BY OP	4,788	421	460	6,077	8,877	(3,380)	(4,941)	<b>6,282</b>	
BASIC EARNINGS PER SHARE	0.08	0.07	0.09	0.10	0.27	0.07	0.05	<b>0.01</b>	
DILUTED EARNINGS PER SHARE	0.08	0.07	0.09	0.10	0.27	0.07	0.05	<b>0.01</b>	
DIVIDEND DECLARED AND PAID	700	702	701	702	702	702	702	<b>702</b>	
AVERAGE EXCHANGE RATE (US\$ = CAN\$)	1.130	1.235	1.231	1.302	1.329	1.375	1.287	<b>1.306</b>	
BOOK VALUE PER SHARE	9.61	10.18	10.03	10.54	11.08	10.59	10.31	<b>10.37</b>	

(All funds in Canadian dollars unless otherwise stated)

### Sales – Geographic Footprint



**8,921,624**  
Class A Outstanding Shares

**2,778,300**  
Class B Outstanding Shares

**\$0.06**  
Quarterly Dividend

**\$7.38**  
52 Week High

**\$5.12**  
52 Week Low

Listing **TSX** | Trading Symbol **HPS.A** | Stock Price (as at October 1, 2016) **\$6.62**