COLUMBUS McKINNON CORPORATION

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Q1 Fiscal Year 2019 Financial Results Conference Call

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Safe Harbor Statement

These slides contain (and the accompanying oral discussion will contain) “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that could cause the actual results of the Company to differ materially from the results expressed or implied by such statements, including general economic and business conditions, conditions affecting the industries served by the Company and its subsidiaries, conditions affecting the Company’s customers and suppliers, competitor responses to the Company’s products and services, the overall market acceptance of such products and services, the integration of acquisitions and other factors disclosed in the Company’s periodic reports filed with the Securities and Exchange Commission. Consequently such forward looking statements should be regarded as the Company’s current plans, estimates and beliefs. The Company does not undertake and specifically declines any obligation to publicly release the results of any revisions to these forward-looking statements that may be made to reflect any future events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

This presentation will discuss some non-GAAP financial measures, which we believe are useful in evaluating our performance. You should not consider the presentation of this additional information in isolation or as a substitute for results compared in accordance with GAAP. We have provided reconciliations of comparable GAAP to non-GAAP measures in tables found in the Supplemental Information portion of this presentation.

Q1FY19 Results Provide Evidence of Progress

Blueprint 2021 strategy is working

- Diluted EPS was $0.33; Adjusted Diluted EPS was $0.74, up 35%
- Record adjusted EBITDA margin* of 15.7%

E-PAS™ (Earnings Power Acceleration System)

- Capitalizing on continued operating system deployment

Leveraging our leading market positions

- Automotive
- Oil and Gas
- Metals Processing, Steel and Aerospace
- Entertainment, Utilities and Mining
- General construction, Pulp & Paper, Elevators, Government and Rail

** Adjusted EBITDA is a non-GAAP financial measure. Please see supplemental slides for a reconciliation from GAAP net income to Adjusted EBITDA and other important disclosures regarding the use of non-GAAP financial measures.*

Tracking Blueprint 2021 Phase II Progress

Simplify the Business

- Streamlining products and focusing on profitable revenue
- Wire rope hoist platform simplification
  - Launched initial offering; savings of $1.5 million in FY19
- Divesting three non-core businesses

Improve Productivity

- Demonstrated in gross margin expansion
- Material and labor productivity

Ramp the Growth Engine

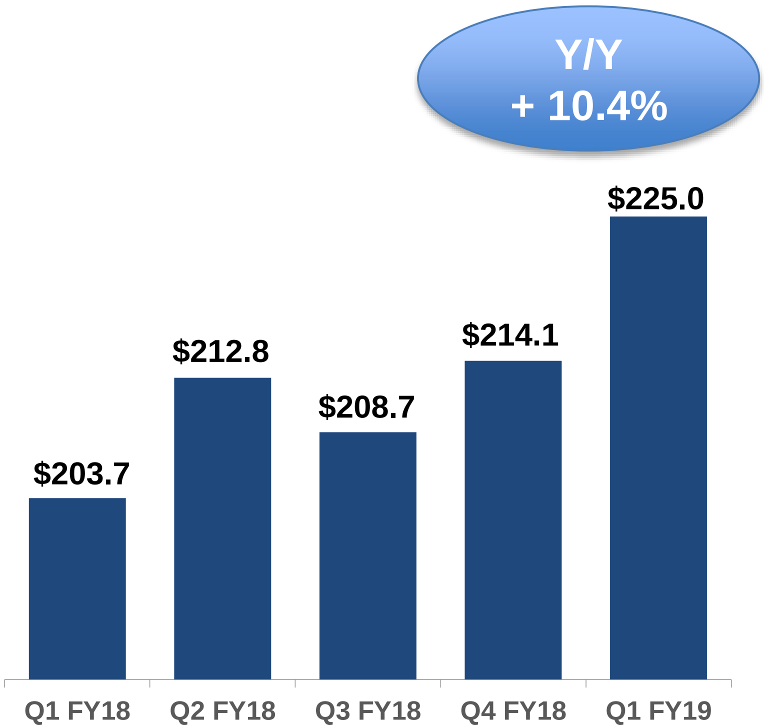
- New product launches and expansion of digital platform
- Added Mario Ramos to team as VP, New Product Development

Transform the Culture

- Building momentum

Quarter Record for Net Sales

($ in millions)



Growth driven by broad based demand in the U.S. and Europe

7.8% Q1 organic growth (FX adjusted)

- Strong organic growth in U.S.: 8.2%
- Non-U.S. organic growth of 7.5%:
  - EMEA 10.3%, Canada 7.2%

Pricing increased 100 basis points

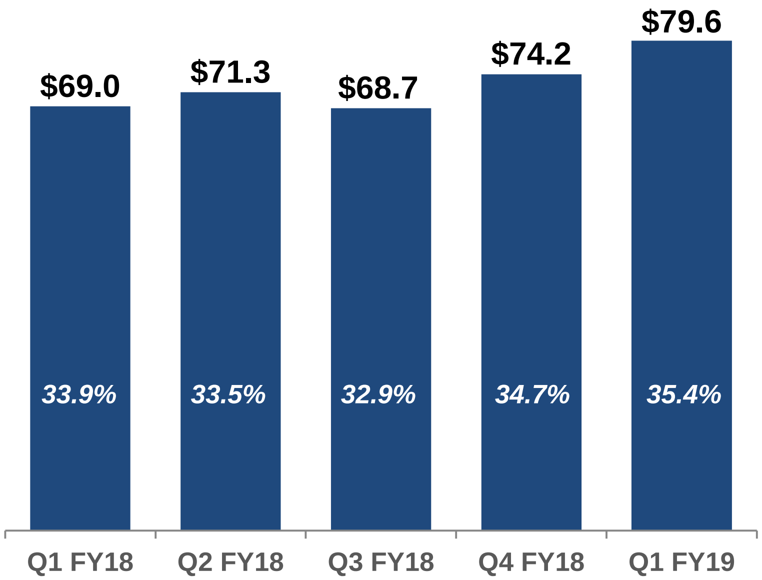
Sales Bridge

	Q1 FY19	
Q1 FY18 net sales	**$ 203.7**	
Volume	14.0	6.8%
Foreign currency translation	5.3	2.6%
Pricing	2.0	1.0%
Q1 FY19 net sales	**$ 225.0**	

Record Gross Profit & Gross Margin(1)

($ in millions)

Second consecutive quarter of record gross margin



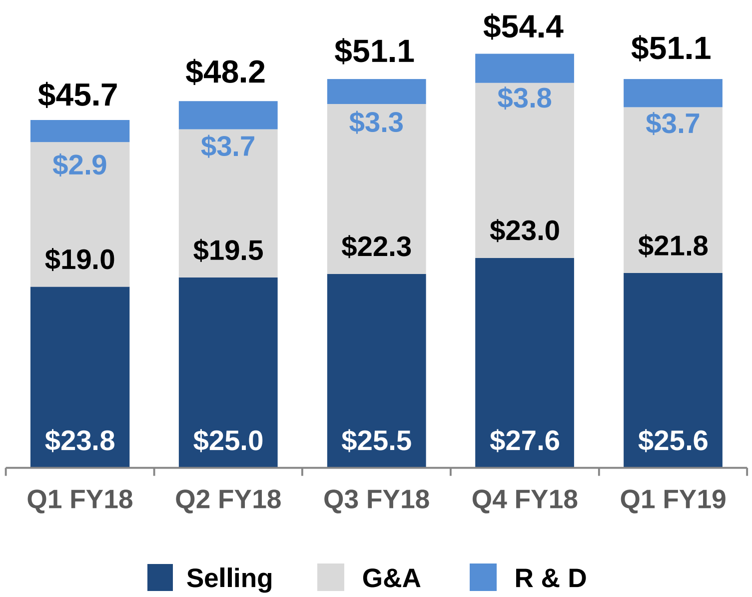
Quarter Gross Margin Bridge

	Q1 FY19
Q1 FY2018 Gross Profit	**$ 69.0**
Sales volume and mix	4.0
Productivity, net of other cost changes	3.7
Foreign currency translation	1.6
Pricing, net of material cost inflation	1.5
Product liability	(0.1)
STAHL integration costs	(0.1)
Total Change	**$ 10.6**
Q1 FY2019 Gross Profit	**$ 79.6**

(1) Adjusted for the implementation of ASU No. 2017-07 "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost. In accordance with the ASU, the Company adopted the standard on a retrospective basis to all periods presented.

RSG&A [1]

($ in millions)



(1) Adjusted for the implementation of ASU No. 2017-07 "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost. In accordance with the ASU, the Company adopted the standard on a retrospective basis to all periods presented.

RSG&A at 22.0% of sales ex STAHL integration costs

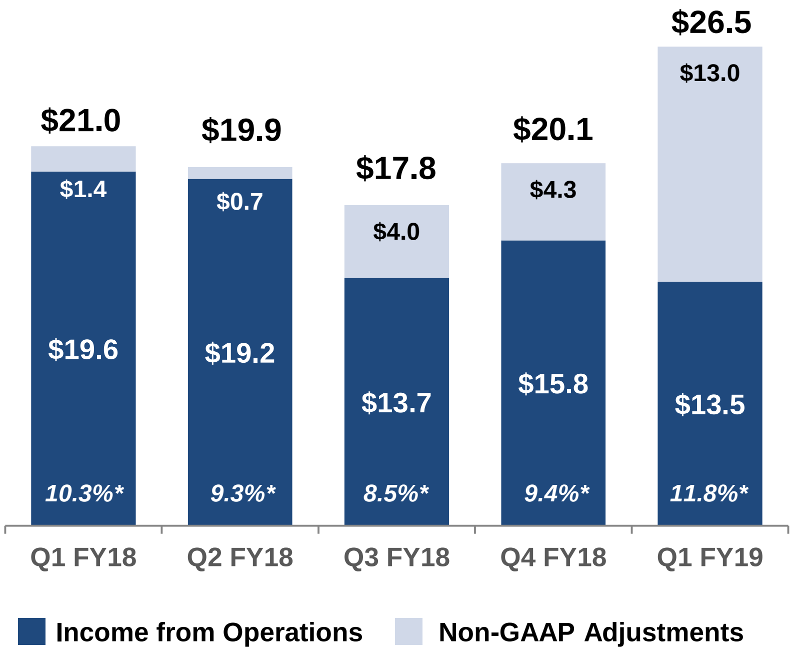
- R&D up with ramp of new product engine
- Selling expenses increased on higher volume, FX and STAHL integration costs
- G&A up due to:
  - FX and STAHL integration costs: $0.4M
  - Benefit costs up $1.0 million, included higher bonus accruals
  - Remainder largely due to environmental and bad debt accruals

Slight increase to FY19 RSG&A estimate: $48 to $49 million per quarter
(excludes pro-forma items)

- Increasing R&D investments
- Higher incentive compensation on improved performance

Operating Income & Non-GAAP Margin(1)(2)

($ in millions)



* Non-GAAP operating income as % of sales.

Q1 FY19 adjusted operating income grows 26% YOY

Operating margin of 11.8% reaches highest level in 10 years

- Excludes $11.1 million asset held for sale impairment charge and $1.9 million in STAHL integration costs

Achieved $8.3 million in STAHL synergies against $14 million target for FY19

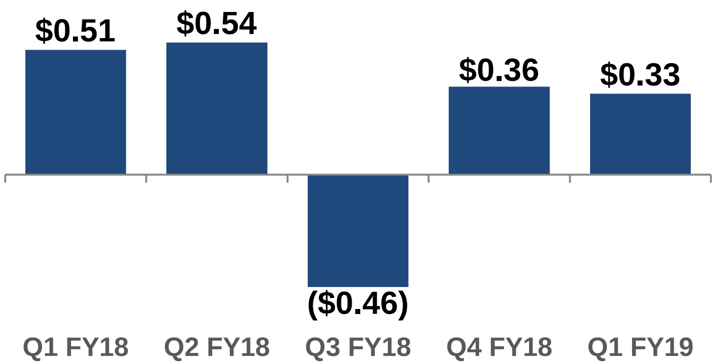
(1) *Adjusted operating income is a non-GAAP financial measure. Please see supplemental slides for a reconciliation from GAAP operating income to non-GAAP operating income and other important disclosures regarding the use of non-GAAP financial measures.*

(2) *Adjusted for the implementation of ASU No. 2017-07 "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost. In accordance with the ASU, the Company adopted the standard on a retrospective basis to all periods presented.*

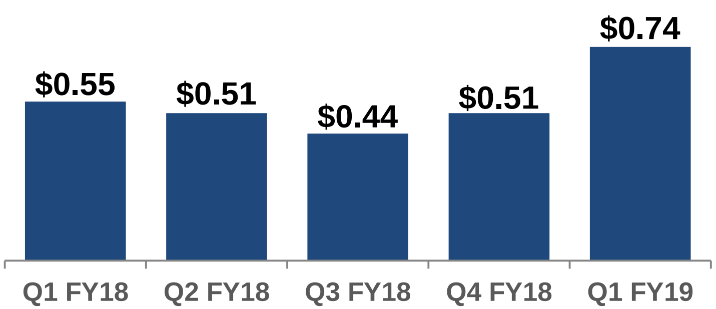
Quarterly Earnings Per Share

($ in millions)

GAAP Diluted EPS



Non-GAAP Adjusted EPS(1)



Net income:

$7.7 million, or $0.33 per diluted share

- Effective tax rate for quarter was 19%

Non-GAAP adjusted net income(1):

$17.5 million

- 39% increase over Q1’18

$0.74 per diluted share

- 35% increase over Q1’18

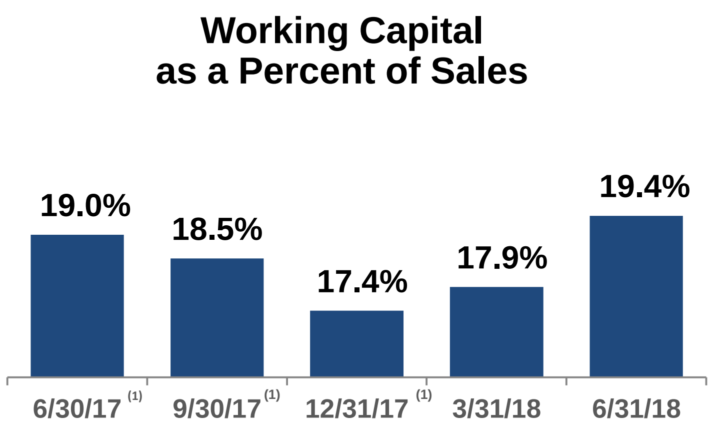
Record 15.7% adjusted EBITDA(1) margin

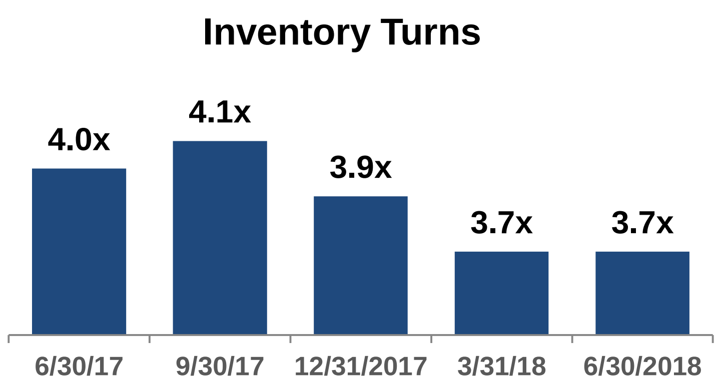
Fiscal 2019 tax rate[2] expected to be in the range of 21% to 23%

(1) Adjusted net income, adjusted diluted earnings per share (EPS) and adjusted EBITDA are non-GAAP financial measures. Please see supplemental slides for a reconciliation from GAAP net income and diluted EPS to non-GAAP adjusted net income, adjusted diluted EPS and adjusted EBITDA, and other important disclosures regarding the use of non-GAAP financial measures.

(2) Tax rate guidance provided July 31, 2018

Working Capital





Working capital as % of sales increased 40 bps from prior year period to 19.4%

- Prior year period excluded STAHL
- Accounts receivable increased 130 bps due to higher DSO's for STAHL

Sequential increase due to decline in accrued liabilities as a result of bonus payments

Inventory turns of 3.7x

- Inventory increased for strong demand
- Tightening in the supply chain

[1] *Excludes the impact of STAHL which was acquired on January 31, 2017*

Cash Flow

Note: Components may not add to totals due to rounding	**Three Months Ended June 30,**	
	2018	**2017**
Net cash provided by operating activities	$ 8.1	$ 14.4
Capital expenditures (CapEx)	(2.3)	(1.9)
Operating free cash flow	$ 5.8	$ 12.5

Generated $8.1 million in cash from operations

- Represents low point for quarterly Operating free cash flow
- Paid $9 million of incremental cash bonuses in June
- FY 2019 expected CapEx: ~ $15 million to $20 million(1)

(1) *Capital expenditure guidance provided July 31, 2018*

De-levering Balance Sheet

CAPITALIZATION	June 30, 2018	March 31, 2018
Cash and cash equivalents	$ 57.1	$ 63.0
Total debt	**353.8**	**363.3**
Total net debt	**296.7**	**300.3**
Shareholders' equity	409.6	408.2
Total capitalization	**$ 763.4**	**$ 771.5**
Debt/total capitalization	46.3%	47.1%
Net debt/net total capitalization	42.0%	42.4%

Debt reduction continues

- Paid down $10 million in debt
- Net Debt/ Adjusted TTM EBITDA[1]
  - Further reduced to 2.4x

On track for $60 million debt reduction in FY19

Capital priorities:

- Organic growth
- Acquisitions
- Dividend / Buyback

[1] Adjusted EBITDA is a non-GAAP financial measure. Please see supplemental slides for a reconciliation from GAAP net income to non-GAAP adjusted EBITDA and other important disclosures regarding the use of non-GAAP financial measures.

Continue to Advance Blueprint 2021

Committed to delivering higher performance business:

- Our strategy is working - changes are sustainable through cycles
- Strong start to fiscal 2019: delivering stronger earnings and margins

Outlook

- Focus on quality revenue; shedding approximately 1% in Q2 FY19
- Results in expected Q2 growth rate of about 2% to 3%
- Managing material and labor costs
- Strong order pipeline for new projects

Expanding EBITDA margin, improving ROIC and strengthening earnings power

Supplemental Information

Conference Call Playback Info

Replay Number: 412-317-6671 ***passcode: 13680955***

Telephone replay available through August 7, 2018

Webcast / PowerPoint / Replay available at www.cmworks.com/investors

Transcript, when available, at www.cmworks.com/investors

Adjusted Income from Operations Reconciliation

($ in thousands)	Quarter				
	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Income from operations	$19,595	$19,219	$13,710	$15,806	$13,503
Add back (deduct):					
Acquisition deal, integration, and severance costs	1,171	669	3,006	3,917	1,906
Insurance recovery legal costs	229	1,323	1,040	356	—
Magnetek litigation	—	400	—	—	—
Insurance settlement	—	(1,741)	—	(621)	—
Debt repricing fees	—	—	—	619	—
Held for sale impairment	—	—	—	—	11,100
Non-GAAP adjusted income from operations	$20,995	$19,870	$17,756	$20,077	$26,509
Sales	203,726	212,828	208,725	214,140	224,992
Adjusted operating margin	10.3%	9.3%	8.5%	9.4%	11.8%

Adjusted income from operations is defined as income from operations as reported, adjusted for certain items. Adjusted income from operations is not a measure determined in accordance with generally accepted accounting principles in the United States, commonly known as GAAP and may not be comparable to the measures as used by other companies. Nevertheless, Columbus McKinnon believes that providing non-GAAP information, such as adjusted income from operations, is important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current quarter's and current year's income from operations to the historical periods' income from operations.

Adjusted Net Income Reconciliation

($ in thousands, except per share data)	Quarter				
	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Net income (loss)	$ 11,656	$ 12,508	$ (10,565)	$ 8,466	$ 7,706
Add back (deduct):					
Acquisition deal, integration, and severance costs	1,171	669	3,006	3,917	1,906
Insurance recovery legal costs	229	1,323	1,040	356	—
Magnetek litigation	—	400	—	—	—
Insurance settlement	—	(1,741)	—	(621)	—
Debt repricing fees	—	—	—	619	—
Held for sale impairment	—	—	—	—	11,100
Normalize tax rate (1)	(458)	(1,296)	16,938	(776)	(3,173)
Non-GAAP adjusted net income	$ 12,598	$ 11,863	$ 10,419	$ 11,961	$ 17,539
Average diluted shares outstanding	23,028	23,142	23,577	23,628	23,610
Diluted income per share - GAAP	$0.51	$0.54	$(0.46)	$0.36	$0.33
Diluted income per share - Non-GAAP	$0.55	$0.51	$0.44	$0.51	$0.74

(1) *Applies normalized tax rate of 22% to GAAP pre-tax income and non-GAAP adjustments above, which are each pre-tax.*

Adjusted net income and diluted EPS are defined as net income and diluted EPS as reported, adjusted for certain items and to apply a normalized tax rate. Adjusted net income and diluted EPS are not measures determined in accordance with generally accepted accounting principles in the United States, commonly known as GAAP, and may not be comparable to the measure as used by other companies. Nevertheless, Columbus McKinnon believes that providing non-GAAP information, such as adjusted net income and diluted EPS, is important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current quarter's and current year's net income and diluted EPS to the historical periods' net income and diluted EPS.

Adjusted EBITDA Reconciliation

($ in thousands)	Quarter				
	Q1 FY18	**Q2 FY18**	**Q3 FY18**	**Q4 FY18**	**Q1 FY19**
Net income	$ 11,656	$ 12,508	$ (10,565)	$ 8,466	$ 7,706
Add back (deduct):					
Income tax expense	3,095	2,050	19,877	2,598	1,774
Interest and debt expense	5,141	5,067	4,864	4,661	4,607
Investment (income) loss	(62)	(46)	(53)	4	(268)
Foreign currency exchange (gain) loss	324	69	312	834	(276)
Other (income)/expense	(559)	(61)	(262)	(239)	(40)
Depreciation and amortization expense	8,660	9,095	9,118	9,263	8,832
Acquisition deal, integration, and severance costs	1.171	669	3,006	3,917	1,906
Insurance recovery legal costs	229	1,323	1,040	356	—
Debt repricing fees	—	—	—	619	—
Magnetek litigation	—	400	—	—	—
Insurance settlement	—	(1,741)	—	(621)	—
Held for sale impairment	—	—	—	—	11,100
Non-GAAP adjusted EBITDA	$ 29,655	$ 29,333	$ 27,337	$ 29,858	$ 35,341
Sales	$ 203,726	$ 212,828	$ 208,725	$ 214,140	$ 224,992
Adjusted EBITDA margin	14.6%	13.8%	13.1%	13.9%	15.7%

Adjusted EBITDA represents net income adjusted for income taxes, interest, depreciation and amortization and other items as noted in the reconciliation table. The Company believes Adjusted EBITDA is an important supplemental measure of operating performance and uses it to assess performance and inform operating decisions. However, Adjusted EBITDA is not a GAAP financial measure. The Company's calculation of Adjusted EBITDA should not be used as a substitute for GAAP measures of performance, including net cash provided by operations, operating income and net income. The Company's method of calculating Adjusted EBITDA may vary substantially from the methods used by other companies and investors are cautioned not to rely unduly on it.