Forward Looking Statements

This presentation contains certain forward-looking statements and forward-looking information, as defined in applicable securities laws (collectively, “forward-looking statements”). These forward-looking statements relate to future events or the Corporation’s future performance. All statements other than statements of historical fact are forward-looking statements. Often, but not always, forward looking statements can be identified by the use of words such as “plans”, “anticipates”, “intends”, “predicts”, “expects”, “is expected”, “scheduled”, “believes”, “estimates”, “projects” or “forecasts”, or variations of, or the negatives of, such words and phrases or state that certain actions, events or results “may”, “could”, “would”, “should”, “might” or “will” be taken, occur or be achieved. Forward looking statements involve known and unknown risks, uncertainties and other factors beyond the Corporation’s ability to predict or control which may cause actual results, performance and achievements to differ materially from those anticipated or implied in such forward looking statements. There can be no assurance that any forward looking statement will materialize. Accordingly, readers should not place undue reliance on forward looking statements. The forward looking statements in this presentation are made as of the date of this presentation, reflect management’s current beliefs and are based on information currently available to management. Although management believes that the expectations represented in such forward-looking statements are reasonable, there is no assurance that such expectations will prove to be correct. Specifically, this presentation includes forward looking statements regarding, among other things, our renewed long-term growth strategy and the goals for such strategy, including our goal of becoming Canada’s leading industrial products and services provider; our “4 Points of Growth” framework to grow the Corporation; our financial targets for the 5-year timeframe from 2015 – 2019, including our goal of growing our net earnings at a minimum compounded annual growth rate of 7.5% and our target leverage ratio range of 1.5 – 2.0 times; our planned investments and strategies with respect to our core capabilities, organic growth initiatives, acquisitions and information systems/technology, and the expected benefits therefrom; the expected benefits and cost savings from the restructuring of our Industrial Components segment; our financing and working capital requirements, as well as our capital structure and leverage ratio; our foreign exchange exposure; our plan to increase the funds available to invest in our renewed long-term growth strategy, increase liquidity and enhance the stability of our dividends by adopting a new dividend policy and reducing our dividend amount; the frequency of our dividend payments and the expected target dividend amount; our belief that our renewed strategy will improve the rate and durability of our growth; our outlook for 2015 and some of the challenges expected during the year, including the anticipated negative effects of downward pressure on oil and commodity prices on key end markets such as mining, oil and gas and oil sands; and the expected effects of our cost reduction efforts and efforts to manage working capital. These statements are based on a number of assumptions which may prove to be incorrect, including, but not limited to, assumptions regarding general business and economic conditions; the supply and demand for, and the level and volatility of prices for, oil and other commodities; financial market conditions, including interest rates; our ability to execute our renewed long-term growth strategy, including our ability to develop our core capabilities, execute on our organic growth priorities, complete and effectively integrate acquisitions and to successfully implement new information technology platforms, systems and software; the future financial performance of the Corporation; our costs; market competition; our ability to attract and retain skilled staff; our ability to procure quality products and inventory; and our ongoing relations with suppliers, employees and customers. The foregoing list of assumptions is not exhaustive. Factors that may cause actual results to vary materially include, but are not limited to, a deterioration in general business and economic conditions; volatility in the supply and demand for, and the level of prices for, oil and other commodities; a continued or prolonged decrease in the price of oil; fluctuations in financial market conditions, including interest rates; the level of demand for, and prices of, the products and services we offer; levels of customer confidence and spending; market acceptance of the products we offer; termination of distribution or original equipment manufacturer agreements; unanticipated operational difficulties (including failure of plant, equipment or processes to operate in accordance with specifications or expectations, cost escalation, our inability to reduce costs in response to slow-downs in market activity, unavailability of quality products or inventory, supply disruptions, job action and unanticipated events related to health, safety and environmental matters); our ability to attract and retain skilled staff and our ability to maintain our relationships with suppliers, employees and customers. The foregoing list of factors is not exhaustive. Further information concerning the risks and uncertainties associated with these forward looking statements and the Corporation’s business may be found in the company’s MD&A under the heading “Risk Management and Uncertainties” and in our Annual Information Form for the year ended December 31, 2014, filed on SEDAR. The forward-looking statements contained in this presentation are expressly qualified in their entirety by this cautionary statement. The Corporation does not undertake any obligation to publicly update such forward-looking statements to reflect new information, subsequent events or otherwise unless so required by applicable securities laws.
Our Goal

... is to be Canada’s leading industrial products and services provider, distinguished through:

- The excellence of our sales force;
- The breadth and efficiency of our repair and maintenance operations; and
- Our ability to work closely with existing and new vendor partners to constantly expand our offering to customers.

≥ 7.5% CAGR net earnings growth target 2015-2019
Building a Strong Foundation

- Dedicated team of 2,725
- National branch network
- Expertise in a wide range of markets
- Diverse range of products and services
- World-class vendors
- Strong customer relationships
Example: Broad Mining Offer


**Building on a Strong Foundation**

![Graph showing Revenue / EBIT](image)

**Revenue / EBIT**

- **Revenue**
  - See non-GAAP and additional GAAP measures in Appendix 4.

- **EBIT**
  - Primarily LeTourneau mining equipment. Loss due to change in LeTourneau distribution strategy – not related to Wajax performance.

**10-YR CAGR:**
- **Revenue:** 5.2%
- **EBIT:** 6.5%

Maintained revenue but at lower margins due to weakness in high profit markets (mining and oil and gas) coupled with loss of vendor distribution rights(2).
4 Points of Growth
4 Points of Growth – Renewing our Growth Strategy

Objectives

- Strengthen Competitive Position
- Improve Earnings Growth Rate
- Invest in Organizational Capabilities
- Improve Durability of Earnings

4 Points of Growth Framework

- Clear and consistent position with customers
- ≥ 7.5% 5YR CAGR
- Invest in what will drive sustainable performance
- Reduce effect of negative cycles without sacrificing long-term growth in core markets
4 Points of Growth – Core Markets

Core Markets

Viewed over the long-term, core markets are the highest growth opportunities for Wajax:

- Significant market sizes with market share improvement potential
- High aftermarket contribution
- Important growth markets for major vendors
- Opportunity to grow product and service range with specific focus on aftermarket categories
- MRO\(^{(1)}\) spending of oil sands, mining and oil and gas customers is significant and offers specific growth opportunities

Our strategy does not eliminate the cyclical risk in our business. The focus is to improve the sustainability of revenue sources in core markets by growing products and services that are more “durable” during a negative cycle.

\(^{(1)}\) Maintenance and Repair Operations.
4 Points of Growth: #1 Core Capabilities

**Sales Force**
Objective: To distinguish Wajax to our customers and vendors through the excellence of our sales force.

**Repair and Maintenance Operations**
Objective: To achieve significant improvement and ultimately leadership in repair operations in terms of safety, customer service, breadth of repair services and profitability.

**Product and Vendor Development**
Objective: To work closely with existing and new vendor partners to constantly expand our offering to our customers.

660 Sales Personnel

>900 Technicians

260 Parts and Service Support
4 Points of Growth: #2 - Organic Growth

We estimate that the majority of our earnings growth over the 5-year timeframe from 2015 - 2019 will result from investing in our Core Capabilities, increases in our base business and four major organic growth programs:

- **Engineered Repair Services**
  - 2014 Revenue: $69M

- **Mining Equipment**
  - 2014 Revenue: $111M

- **Electrical Power Generation**
  - 2014 Revenue: $95M

- **Diversify Oil and Gas Products and Services**
  - 2014 Revenue: $113M

(1) Hitachi truck and shovel related
(2) Power Systems and Industrial Components
4 Points of Growth: #3 - Acquisitions

Our focus is on building our capacity to acquire and integrate regional Engineered Repair Services companies into our Industrial Components ERS business. Acquisitions are intended to accelerate the growth we achieve organically and to expand our repair and maintenance capabilities.

Ideal target companies:
- $10 – $20 million in revenue and EBIT(1) margins of 10 – 20%;
- Generally low capital requirements;
- Focused on markets with high maintenance and repair requirements, such as mining;
- Excellent customer relationships;
- Specialize in services related to one or more of our industrial components categories of hydraulics, process pumps and bearing and power transmission products;
- Have personnel and capabilities to add to Wajax's existing ERS business; and
- Have complementary product distribution rights, where applicable.

Based on our current knowledge and view of the Canadian marketplace, we anticipate that Wajax will allocate up to $100 million in capital to the acquisition of ERS companies over the 5-year timeframe.

(1) See non-GAAP and additional GAAP measures in Appendix 4.
**4 Points of Growth: #4 - Systems**

We plan to increase our investment in systems over the 5-year timeframe to improve operational efficiencies, support for our sales and service teams and to increase the integration and operational consistency of our product divisions.

Our strategy includes:

- The phased implementation of a common operating system for our product divisions, replacing the multiple systems currently in use.
- Implementation of a company-wide Customer Relationship Management (CRM) system to support our new sales process and improve access to customer information across our product divisions.
- Implementation of common training systems to increase our effectiveness in developing the skills and managing the safety, recruitment and development of our team.

Based on our current estimates, we plan to invest up to an incremental $30 million in systems (capital and operating expenses) over the 5-year timeframe. Decisions on specific systems vendors are expected to be completed in 2015 and no significant spending is expected to begin before 2016.
4 Points of Growth
Summary

Objectives

- Improve Long-Term Shareholder Value
  - Strengthen Competitive Position
  - Improve Earnings Growth Rate
  - Invest in Organizational Capabilities
- Improve Durability of Earnings

Actions

- Clear and consistent position with customers
- ≥ 7.5% 5YR CAGR
- Invest in what will drive sustainable performance
- Reduce effect of negative cycles without sacrificing long-term growth in core markets

Our goal is to be Canada’s leading industrial products and services provider distinguished through:
1) The excellence of our sales force.
2) The breadth and efficiency of our repair and maintenance operations.
3) Our ability to work closely with existing and new vendor partners to constantly expand our offering to our customers.

- Excellence in “Core Capabilities”
- Organic growth initiatives
- Acquisitions accelerate growth

- Major focus on the organizational skills that drive our business
- Increased investment in systems

- Pursuing growth in core markets:
  - Positioned to benefit from positive demand cycles
  - Building earnings durability via increased services focus and product diversification
Why Invest?
Why Invest?

- Solid foundation
- Renewed growth strategy
- Strongly and uniquely positioned within the industry
- Realistic financial targets
- Ability to fund growth
- Dividend – policy change expected to bring more stability to payments

(1) Subject to the Company’s financial condition, investment opportunities and leverage.
Thank You!

To review the full “4 Points of Growth” Investor Presentation, please go to the “Investor Relations” page at www.wajax.com.