

Hamilton Beach Brands Holding Co. - Consolidated
(in thousands, except percentage data)

		Revenues (2)				
		Q1	Q2	Q3	Q4	FY
2016		143,134	154,918	188,390	258,915	745,357
2017		140,282	152,976	181,713	265,778	740,749

		Operating (loss) profit (2)				
		Q1	Q2	Q3	Q4	FY
2016		(2,889)	1,684	13,478	31,101	43,374
2017		(2,438)	2,164	7,430	30,979	38,135

		Interest expense (2)				
		Q1	Q2	Q3	Q4	FY
2016		454	375	286	259	1,374
2017		415	462	423	531	1,831

		Other (income) expense (2)				
		Q1	Q2	Q3	Q4	FY
2016		62	(231)	457	549	837
2017		(682)	(297)	40	1,166	227

		Income (loss) before income tax provision (2)				
		Q1	Q2	Q3	Q4	FY
2016		(3,405)	1,540	12,735	30,293	41,163
2017		(2,171)	1,999	6,967	29,282	36,077

		Effective income tax rate (2)				
		Q1	Q2	Q3	Q4	FY
2016		36.9%	37.4%	31.4%	38.5%	36.4%
2017		37.4%	38.0%	38.9%	53.0%	50.4%

		Net income (loss) (2)				
		Q1	Q2	Q3	Q4	FY
2016		(2,148)	964	8,731	18,632	26,179
2017		(1,358)	1,239	4,259	13,765	17,905

		Depreciation and amortization expense (2)				
		Q1	Q2	Q3	Q4	FY
2016		1,154	1,405	1,494	2,173	6,226
2017		1,308	1,174	1,227	1,902	5,611

		Capital expenditures (2)				
		Q1	Q2	Q3	Q4	FY
2016		1,838	1,217	1,337	1,610	6,002
2017		1,225	1,174	1,967	3,008	7,374

		Net cash provided by (used for) operating activities (2)				
		Q1	Q2	Q3	Q4	FY
2016		3,731	15,103	15,673	28,056	62,563
2017		(22,161)	5,900	8,561	41,140	33,440

		Net cash used for investing activities (2)				
		Q1	Q2	Q3	Q4	FY
2016		(1,791)	(1,198)	(1,337)	(1,599)	(5,925)
2017		(1,220)	(1,158)	(1,967)	(3,008)	(7,353)

(1) Cash flow before financing activities is equal to net cash provided by (used for) operating activities plus net cash provided by (used for) investing activities.

(2) On September 29, 2017, NACCO Industries, Inc. ("NACCO", ticker symbol NC) spun-off Hamilton Beach Brands Holding Company ("the Company" or "HBBHC").

Hamilton Beach Brands, Inc.
(in thousands, except percentage data)

	Revenues				
	Q1	Q2	Q3	Q4	FY
2013	106,151	114,651	134,099	192,889	547,790
2014	101,325	118,385	135,155	204,818	559,683
2015	123,293	129,498	163,291	204,895	620,977
2016	115,740	127,054	157,264	205,112	605,170
2017	114,154	127,574	153,592	219,751	615,071

	Revenues % Change Year Over Year				
	Q1	Q2	Q3	Q4	FY
2013	1.2%	3.6%	7.4%	6.5%	5.0%
2014	-4.5%	3.3%	0.8%	6.2%	2.2%
2015	21.7%	9.4%	20.8%	0.0%	11.0%
2016	-6.1%	-1.9%	-3.7%	0.1%	-2.5%
2017	-1.4%	0.4%	-2.3%	7.1%	1.6%

	Gross Profit				
	Q1	Q2	Q3	Q4	FY
2013	20,212	24,062	27,633	43,599	115,506
2014	19,106	24,623	28,298	45,543	117,570
2015	23,808	24,579	33,553	41,199	123,139
2016	21,158	25,620	35,029	46,607	128,414
2017	22,615	27,128	35,023	50,938	135,704

	Gross Profit %				
	Q1	Q2	Q3	Q4	FY
2013	19.0%	21.0%	20.6%	22.6%	21.1%
2014	18.9%	20.8%	20.9%	22.2%	21.0%
2015	19.3%	19.0%	20.5%	20.1%	19.8%
2016	18.3%	20.2%	22.3%	22.7%	21.2%
2017	19.8%	21.3%	22.8%	23.2%	22.1%

	Operating Expenses				
	Q1	Q2	Q3	Q4	FY
2013	17,544	20,057	15,845	21,100	74,546
2014	18,169	22,372	18,767	22,490	81,798
2015	21,620	21,699	21,910	23,109	88,338
2016	21,091	20,924	20,630	22,736	85,381
2017	21,833	21,964	26,022	24,398	94,217

	Operating Expenses as a % of revenues				
	Q1	Q2	Q3	Q4	FY
2013	16.5%	17.5%	11.8%	10.9%	13.6%
2014	17.9%	18.9%	13.9%	11.0%	14.6%
2015	17.5%	16.8%	13.4%	11.3%	14.2%
2016	18.2%	16.5%	13.1%	11.1%	14.1%
2017	19.1%	17.2%	16.9%	11.1%	15.3%

	Operating Profit (Loss)				
	Q1	Q2	Q3	Q4	FY
2013	2,668	4,005	11,788	22,499	40,960
2014	937	2,251	9,531	23,053	35,772
2015	2,188	2,880	11,643	18,090	34,801
2016	67	4,696	14,399	23,871	43,033
2017	782	5,164	9,001	26,540	41,487

	Operating Profit (Loss) %				
	Q1	Q2	Q3	Q4	FY
2013	2.5%	3.5%	8.8%	11.7%	7.5%
2014	0.9%	1.9%	7.1%	11.3%	6.4%
2015	1.8%	2.2%	7.1%	8.8%	5.6%
2016	0.1%	3.7%	9.2%	11.6%	7.1%
2017	0.7%	4.0%	5.9%	12.1%	6.7%

	Interest Expense				
	Q1	Q2	Q3	Q4	FY
2013	469	439	169	201	1,278
2014	295	324	236	278	1,133
2015	420	500	421	434	1,775
2016	426	323	231	185	1,165
2017	380	382	343	472	1,577

	Other (Income) Expense				
	Q1	Q2	Q3	Q4	FY
2013	(183)	426	(60)	279	462
2014	220	(87)	345	658	1,136
2015	832	(181)	981	(106)	1,526
2016	43	(247)	442	532	770
2017	(700)	(310)	26	1,150	166

	Income (Loss) Before Taxes				
	Q1	Q2	Q3	Q4	FY
2013	2,382	3,140	11,679	22,019	39,220
2014	422	2,014	8,950	22,117	33,503
2015	936	2,561	10,241	17,762	31,500
2016	(402)	4,620	13,726	23,154	41,098
2017	1,102	5,092	8,632	24,918	39,744

	Effective Income Tax Rate				
	Q1	Q2	Q3	Q4	FY
2013	37.0%	36.8%	36.4%	35.6%	36.0%
2014	17.1%	32.5%	32.9%	30.2%	30.9%
2015	34.0%	36.8%	37.7%	37.3%	37.3%
2016	35.1%	36.5%	30.7%	37.9%	35.4%
2017	37.5%	37.3%	39.2%	51.9%	46.9%

	Net Income (Loss)				
	Q1	Q2	Q3	Q4	FY
2013	1,501	1,985	7,427	14,180	25,093
2014	350	1,359	6,008	15,427	23,144
2015	618	1,618	6,378	11,135	19,749
2016	(261)	2,934	9,511	14,373	26,557
2017	689	3,195	5,245	11,988	21,117

	Depreciation and amortization expense				
	Q1	Q2	Q3	Q4	FY
2013	538	569	970	1,398	3,475
2014	634	372	581	1,106	2,693
2015	878	1,207	1,003	1,662	4,750
2016	799	1,051	1,183	1,648	4,681
2017	1,026	900	960	1,186	4,072

Hamilton Beach Brands, Inc.
(in thousands, except percentage data)

Net Working Capital (1)					
	Q1	Q2	Q3	Q4	FY
2013	87,488	77,444	96,328	93,515	93,515
2014	92,203	91,278	95,095	110,255	110,255
2015	101,912	100,105	118,299	116,839	116,839
2016	86,872	78,058	84,622	95,088	95,088
2017	90,132	87,789	101,323	96,359	96,359

Capital Expenditures					
	Q1	Q2	Q3	Q4	FY
2013	337	398	536	1,042	2,313
2014	495	1,511	745	1,765	4,516
2015	1,167	335	1,653	1,210	4,365
2016	1,280	1,010	998	1,526	4,814
2017	972	967	1,738	2,521	6,198

Net cash provided by (used for) operating activities					
	Q1	Q2	Q3	Q4	FY
2013	3,057	18,550	(4,987)	24,134	40,754
2014	(16,076)	11,163	9,644	13,850	18,581
2015	(10,161)	9,546	(4,216)	18,772	13,941
2016	13,013	17,055	14,468	14,195	58,731
2017	(11,476)	7,522	7,546	25,195	28,787

Net cash used for investing activities					
	Q1	Q2	Q3	Q4	FY
2013	(333)	(394)	(509)	(1,042)	(2,278)
2014	(495)	(1,511)	(745)	(26,765)	(29,516)
2015	(1,167)	(332)	(1,653)	(1,623)	(4,775)
2016	(1,280)	(995)	(998)	(1,515)	(4,788)
2017	(967)	(951)	(1,738)	(2,521)	(6,177)

Cash flow before financing activities (2)					
	Q1	Q2	Q3	Q4	FY
2013	2,724	18,156	(5,496)	23,092	38,476
2014	(16,571)	9,652	8,899	(12,915)	(10,935)
2015	(11,328)	9,214	(5,869)	17,149	9,166
2016	11,733	16,060	13,470	12,680	53,943
2017	(12,443)	6,571	5,808	22,674	22,610

Net cash provided by (used for) financing activities					
	Q1	Q2	Q3	Q4	FY
2013	(5,022)	(14,430)	2,592	(24,369)	(41,229)
2014	19,189	(8,531)	(6,564)	8,371	12,465
2015	11,959	(8,822)	3,942	(17,167)	(10,088)
2016	(10,595)	(13,814)	(12,313)	(15,115)	(51,837)
2017	14,863	(6,501)	(8,215)	(23,679)	(23,532)

Cash dividends to Hamilton Beach Brands Holding Company					
	Q1	Q2	Q3	Q4	FY
2013	-	-	-	20,000	20,000
2014	-	-	-	22,300	22,300
2015	-	-	-	15,000	15,000
2016	-	-	-	32,000	32,000
2017	-	-	35,000	-	35,000

Total debt					
	Q1	Q2	Q3	Q4	FY
2013	34,654	20,223	22,816	18,447	18,447
2014	37,636	29,105	22,781	53,453	53,453
2015	65,412	56,590	60,532	58,365	58,365
2016	47,770	34,156	21,829	38,714	38,714
2017	53,578	47,076	73,862	51,346	51,346

Hamilton Beach Brands, Inc.
(in thousands, except percentage data)

	Equity				
	Q1	Q2	Q3	Q4	FY
2013	45,480	47,742	55,102	52,264	52,264
2014	52,390	53,620	59,378	49,613	49,613
2015	49,664	50,896	56,154	51,377	51,377
2016	50,592	52,176	61,567	44,058	44,058
2017	45,511	48,895	19,077	31,409	31,409

	Return on Equity (3)				
	Q1	Q2	Q3	Q4	FY
2013	57.0%	53.4%	52.2%	51.5%	51.5%
2014	47.3%	44.6%	40.1%	43.3%	43.3%
2015	44.2%	45.0%	45.2%	38.3%	38.3%
2016	36.5%	38.6%	42.9%	51.1%	51.1%
2017	54.2%	55.1%	53.6%	55.9%	55.9%

- (1) Net working capital is equal to accounts receivable, net plus inventories, net less accounts payable.
- (2) Cash flow before financing activities is equal to net cash provided by (used for) operating activities plus net cash provided by (used for) investing activities.
- (3) Return on equity is equal to the sum of the previous 4 quarters net income divided by average equity calculated over the last 5 quarters.

Kitchen Collection, LLC
(in thousands, except percentage data and number of stores)

Number of stores					
	Q1	Q2	Q3	Q4	FY
2013	299	295	294	304	304
2014	258	254	253	248	248
2015	223	225	224	229	229
2016	222	220	221	223	223
2017	208	209	209	210	210

Average sales per store					
	Q1	Q2	Q3	Q4	FY
2013	133	130	145	248	656
2014	143	129	148	247	668
2015	134	132	155	247	669
2016	128	130	149	244	651
2017	128	124	137	225	612

Revenues					
	Q1	Q2	Q3	Q4	FY
2013	39,711	38,380	42,618	75,324	196,033
2014	36,876	32,804	37,551	61,314	168,545
2015	29,967	29,782	34,708	56,531	150,988
2016	28,383	28,634	32,895	54,439	144,351
2017	26,665	25,868	28,644	47,343	128,520

Gross Profit %					
	Q1	Q2	Q3	Q4	FY
2013	44.0%	41.0%	41.5%	39.9%	41.3%
2014	39.8%	42.6%	43.9%	43.2%	42.5%
2015	43.7%	44.7%	45.2%	44.0%	44.4%
2016	45.6%	44.3%	45.7%	45.4%	45.3%
2017	44.6%	45.2%	45.7%	45.1%	45.2%

Gross Profit					
	Q1	Q2	Q3	Q4	FY
2013	17,476	15,730	17,701	30,065	80,972
2014	14,677	13,985	16,478	26,481	71,621
2015	13,101	13,327	15,683	24,889	67,000
2016	12,944	12,673	15,032	24,742	65,391
2017	11,903	11,695	13,093	21,359	58,050

Operating Expenses as a % of revenues					
	Q1	Q2	Q3	Q4	FY
2013	56.5%	55.1%	50.1%	35.7%	46.9%
2014	57.5%	55.6%	47.7%	34.8%	46.7%
2015	53.9%	54.7%	47.6%	31.6%	44.3%
2016	55.8%	54.8%	48.5%	32.2%	45.0%
2017	56.9%	56.8%	51.2%	35.7%	47.8%

Operating Expenses					
	Q1	Q2	Q3	Q4	FY
2013	22,456	21,137	21,359	26,923	91,875
2014	21,191	18,240	17,907	21,358	78,696
2015	16,146	16,299	16,526	17,864	66,835
2016	15,834	15,684	15,953	17,544	65,015
2017	15,182	14,703	14,674	16,909	61,468

Operating Profit (Loss) %					
	Q1	Q2	Q3	Q4	FY
2013	-12.5%	-14.1%	-8.6%	4.2%	-5.6%
2014	-17.7%	-13.0%	-3.8%	8.4%	-4.2%
2015	-10.2%	-10.0%	-2.4%	12.4%	0.1%
2016	-10.2%	-10.5%	-2.8%	13.2%	0.3%
2017	-12.3%	-11.6%	-5.5%	9.4%	-2.7%

Operating Profit (Loss)					
	Q1	Q2	Q3	Q4	FY
2013	(4,980)	(5,407)	(3,658)	3,142	(10,903)
2014	(6,514)	(4,255)	(1,429)	5,123	(7,075)
2015	(3,045)	(2,972)	(843)	7,025	165
2016	(2,890)	(3,011)	(921)	7,198	376
2017	(3,279)	(3,008)	(1,581)	4,450	(3,418)

Interest (Income) Expense					
	Q1	Q2	Q3	Q4	FY
2013	51	79	87	173	390
2014	88	92	90	97	367
2015	24	21	40	46	131
2016	28	52	54	75	209
2017	35	79	80	60	254

Effective Income Tax Rate					
	Q1	Q2	Q3	Q4	FY
2013	35.4%	56.3%	25.0%	45.6%	39.4%
2014	39.1%	39.1%	37.1%	39.1%	38.7%
2015	38.8%	38.7%	39.3%	44.4%	n.m
2016	36.4%	36.5%	27.6%	41.1%	n.m
2017	35.7%	36.5%	31.0%	54.4%	12.3%

Other Expense					
	Q1	Q2	Q3	Q4	FY
2013	23	19	17	11	70
2014	18	16	16	15	65
2015	23	24	21	18	86
2016	19	16	16	16	67
2017	18	14	14	15	61

Income (Loss) Before Taxes					
	Q1	Q2	Q3	Q4	FY
2013	(5,054)	(5,505)	(3,762)	2,958	(11,363)
2014	(6,620)	(4,363)	(1,535)	5,011	(7,507)
2015	(3,092)	(3,017)	(904)	6,961	(52)
2016	(2,937)	(3,079)	(991)	7,107	100
2017	(3,332)	(3,101)	(1,675)	4,375	(3,733)

Effective Income Tax Rate					
	Q1	Q2	Q3	Q4	FY
2013	35.4%	56.3%	25.0%	45.6%	39.4%
2014	39.1%	39.1%	37.1%	39.1%	38.7%
2015	38.8%	38.7%	39.3%	44.4%	n.m
2016	36.4%	36.5%	27.6%	41.1%	n.m
2017	35.7%	36.5%	31.0%	54.4%	12.3%

Net Income (Loss)					
	Q1	Q2	Q3	Q4	FY
2013	(3,267)	(2,403)	(2,822)	1,608	(6,884)
2014	(4,033)	(2,657)	(966)	3,053	(4,603)
2015	(1,893)	(1,848)	(549)	3,870	(420)
2016	(1,868)	(1,954)	(717)	4,184	(355)
2017	(2,143)	(1,970)	(1,155)	1,996	(3,272)

Depreciation and amortization expense					
	Q1	Q2	Q3	Q4	FY
2013	728	729	713	1,992	4,162
2014	491	585	485	1,487	3,048
2015	409	370	367	412	1,558
2016	355	354	311	525	1,545
2017	282	274	267	716	1,539

Kitchen Collection, LLC
(in thousands, except percentage data and number of stores)

Net Working Capital (1)					
	Q1	Q2	Q3	Q4	FY
2013	39,806	38,490	37,343	33,862	33,862
2014	36,279	35,526	31,157	23,542	23,542
2015	25,432	26,427	26,712	17,963	17,963
2016	20,496	20,397	20,347	16,413	16,413
2017	21,863	19,183	18,085	9,453	9,453

Capital Expenditures					
	Q1	Q2	Q3	Q4	FY
2013	772	570	484	324	2,150
2014	341	399	298	155	1,193
2015	150	363	660	633	1,806
2016	558	207	339	84	1,188
2017	253	207	229	487	1,176

Net cash provided by (used for) operating activities					
	Q1	Q2	Q3	Q4	FY
2013	(17,925)	(3,509)	(2,014)	13,377	(10,071)
2014	(10,371)	(3,088)	3,552	17,004	7,097
2015	(5,291)	(1,472)	1,539	17,772	12,548
2016	(9,282)	(1,952)	1,206	13,861	3,833
2017	(10,685)	(1,622)	1,017	15,945	4,655

Net cash used for investing activities					
	Q1	Q2	Q3	Q4	FY
2013	(757)	(554)	(479)	(323)	(2,113)
2014	(229)	(166)	(255)	(142)	(792)
2015	(114)	(363)	(659)	(632)	(1,768)
2016	(511)	(203)	(339)	(84)	(1,137)
2017	(253)	(207)	(229)	(487)	(1,176)

Cash flow before financing activities (2)					
	Q1	Q2	Q3	Q4	FY
2013	(18,682)	(4,063)	(2,493)	13,054	(12,184)
2014	(10,600)	(3,254)	3,297	16,862	6,305
2015	(5,405)	(1,835)	880	17,140	10,780
2016	(9,793)	(2,155)	867	13,777	2,696
2017	(10,938)	(1,829)	788	15,458	3,479

Net cash provided by (used for) financing activities					
	Q1	Q2	Q3	Q4	FY
2013	8,219	3,951	2,517	(13,244)	1,443
2014	10,268	3,690	(3,409)	(12,101)	(1,552)
2015	400	1,850	(940)	(1,310)	-
2016	(6,000)	2,158	(908)	(5,250)	(10,000)
2017	2,400	1,800	(600)	(6,670)	(3,070)

Cash dividends to NACCO					
	Q1	Q2	Q3	Q4	FY
2013	-	-	-	-	-
2014	-	-	-	-	-
2015	-	-	-	-	-
2016	10,000	-	-	-	10,000
2017	3,000	-	-	-	3,000

Total debt					
	Q1	Q2	Q3	Q4	FY
2013	8,221	12,172	14,704	1,460	1,460
2014	11,728	15,419	12,024	-	-
2015	400	2,250	1,326	-	-
2016	4,000	6,158	5,250	-	-
2017	5,400	7,200	6,600	-	-

Equity					
	Q1	Q2	Q3	Q4	FY
2013	40,389	37,986	35,164	36,772	36,772
2014	32,739	30,082	29,116	32,170	32,170
2015	30,277	28,429	27,880	31,750	31,750
2016	19,882	17,928	17,210	21,394	21,394
2017	16,252	14,282	13,126	15,121	15,121

(1) Net working capital is equal to accounts receivable, net plus inventories, net less accounts payable.

(2) Cash flow before financing activities is equal to net cash provided by (used for) operating activities plus net cash provided by (used for) investing activities.