

November 12, 2007



#### Forward-Looking Statements and non-GAAP Financial Information

The information provided at the meeting today will include forward-looking statements relating to our sales, income from operations, depreciation and amortization, our worldwide markets, our growth in relation to end markets we serve operating efficiencies at our Tulsa facility and reinvestment of the proceeds of the sale of our precision components segment. Forward-looking statements are based on management's expectations and beliefs concerning future events. Forwardlooking statements are necessarily subject to risks, uncertainties and other factors, many of which are outside the control of Hawk and which could cause actual results to differ materially from such statements. We do not assume any obligation to update these forward-looking statements.



#### **Investment Highlights**

- Worldwide leader of friction products to diverse industrial markets
- 80% of sales derived from specific sole-sourced applications
- Approximately 50% of sales generated from stable OE service and direct aftermarket due to "wear-part" quality nature of product
- Long standing blue chip customer relationships: 20+ years
- Strong Balance sheet with \$74.0 million in cash and marketable securities
- \$22.9 million debt reduction in August 2007
- Significant management ownership: 32% of common shares



# Hawk serves some of the world's best known companies

## **CATERPILLAR®**











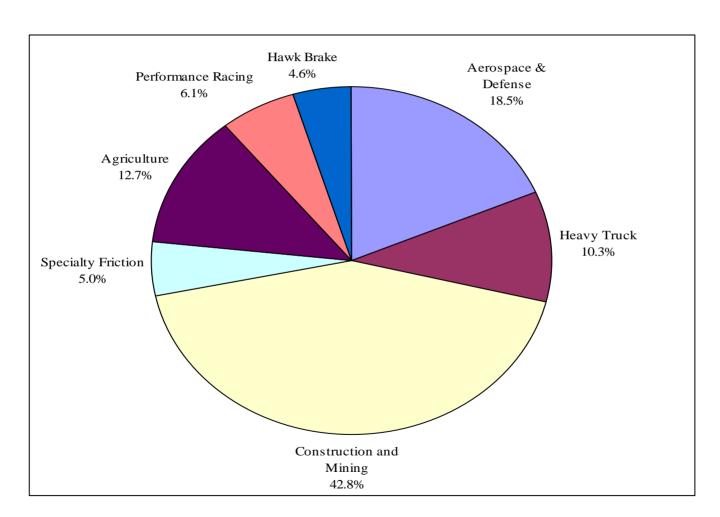








# Revenues by Market YTD 9/30/2007





#### **Precision Components Segment Sale**

- Gross proceeds \$94.2 million
- Sale closed at end of January 2007
- Available options for use of proceeds:
  - Stock Buyback \$4.0 million plan approved; \$3.0 million used to date
  - Bond Tender (per indenture, at par)
    - Launched on July 11, 2007 for \$84.9 million, \$22.9 million senior notes tendered and redeemed
  - Proceeds not used for stock buy-back or tender
    - Friction products growth opportunities through acquisitions
    - Internal project development



#### Manufacturing Initiatives

- Operations leadership changes provided clear focus on manufacturing excellence
- Productivity levels continue to strengthen at all facilities
  - Cost controls taking effect
  - Scrap levels continue to decline
  - Past due levels declining
  - On-time delivery metrics improving
- Continued focus on lean manufacturing strategy



#### **Technology Initiatives**

- Fuel Cell development
  - Partnership with UTC in development of next generation fuel cell technology
  - Recipient of \$1.0 million grant from State of Ohio for Fuel Cell development work
- Carbon based friction technology development
- Other composite material development



## **Friction Products Group**







Friction materials used in brakes, clutches and transmissions

Products	Markets
Friction Materials	Truck
Components/Assemblies	Aerospace
	Construction & Mining
	Agriculture
	Recreation and performance automotive
	Military

Friction technology improvements offering longer life, better friction qualities, lighter weight



#### **FPG Market Position**

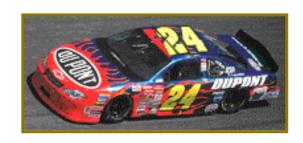
(\$ in Millions)

Market	Total Market Size	2006 Hawk Sales	2005 Hawk Sales	Competition	Customers
Off-Highway	\$300	\$111.0 Up 27.3%	\$87.2	<ul><li>Raytech</li><li>Dynax</li><li>Borg-Worner</li></ul>	<ul><li>Caterpillar</li><li>Deere</li><li>Dana</li><li>ZF Sachs</li><li>Allison</li></ul>
Aircraft	\$90	\$32.4 Up 20.4%	\$26.9	<ul> <li>Honeywell</li> </ul>	<ul><li>Goodrich</li><li>ABS</li><li>Parker</li></ul>
On-Highway	\$170	\$28.3 Up 9.3%	\$25.9	■ Miba	<ul><li>Eaton</li><li>ZF Sachs</li></ul>
Specialty & Perf. Brake	\$180	\$28.2 Up 4.1%	\$27.1	<ul><li>Miba</li><li>Carbonne</li><li>Toshiba</li></ul>	<ul><li>Military Humvee</li><li>Bombardier</li><li>Arctic Cat</li><li>Pep Boys</li></ul>



### **Hawk Racing**







#### Gears, bearings, driveshafts, bellhousings and starters

Products	Markets	
Gear boxes, Transmissions & Clutches	Motorsport - NASCAR, ALMS, SCCA and street performance	

Manufacturer of high performance clutch and drive train components for motorsport applications



#### **Racing Developments**

- Improving internal competencies required by high tech racing teams
- Participating in NASCAR's "Car of Tomorrow" initiative
- Sourcing from new gear provider
- Opportunities to gain multi-car teams for 2007 race season and beyond
- Increasing presence in 2<sup>nd</sup> tier racing circuits



#### 3<sup>rd</sup> Quarter Consolidated Income

	9/30/2007	9/30/2006
Revenue	\$54.3	\$52.9
Gross profit	\$12.0	\$14.6
Gross profit %	22.1%	27.6%
Operating income	\$4.2	\$5.9
Operating income %	7.7%	11.1%
Income from continuing operations, after tax	\$1.7	\$1.4
Discontinued operations, net of tax	\$0.0	\$0.7
Net income	\$1.7	\$2.1
Diluted EPS from continuing operations	\$0.18	\$0.14
Diluted EPS	\$0.18	\$0.22



# 2007 projected operating results

(in millions)	12/31/2004	12/31/2005	12/31/2006	12/31/2007 Guidance
Net sales	\$162.6	\$181.9	\$212.0	\$224.0 - \$226.0
Income from operations	\$11.0	\$2.4	\$9.9	\$17.0 - \$19.0
Non-recurring costs	1.8	6.2	4.5	0.0
Adjusted income from operations	\$12.8	\$8.6	\$14.4	\$17.0 - \$19.0
Depreciation & amortization	\$7.0	\$7.2	\$7.3	\$7.0 - \$8.0



#### **Investment Summary 2007**

- Company focusing on strongest segment
- Assessing best way to redeploy assets
  - Acquisitions, stock buy-back, internal projects
- Business base
  - Red hot focus on operations
  - Steady, varied end-market growth
  - Lean-out manufacturing providing margin upside
  - Good business characteristics wear parts, strong aftermarket, pricing control, long term customer relationships, strong technology development programs, global positioning





