

The logo consists of the letters 'HC2' in a bold, sans-serif font. The 'H' and '2' are white, while the 'C' is a vibrant green. The logo is set against a black diamond-shaped background.

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HC2 HOLDINGS, INC.

3rd Quarter 2015 • Conference Call

Special Note Regarding Forward-Looking Statements. This presentation contains, and oral statements made by our representatives from time to time may contain, forward-looking statements. Generally, forward-looking statements include information describing actions, events, results, strategies and expectations and are generally identifiable by use of the words "believes," "expects," "intends," "anticipates," "plans," "seeks," "estimates," "projects," "may," "will," "could," "might," or "continues" or similar expressions. These statements are based on the beliefs and assumptions of HC2's management and the management of HC2's subsidiaries. HC2 believes these judgments are reasonable, but you should understand that these statements are not guarantees of performance or results, and HC2's actual results could differ materially from those expressed in the forward-looking statements due to a variety of important factors, both positive and negative, that may be revised or supplemented in subsequent reports on Forms 10-K, 10-Q and 8-K. Factors that could cause actual results, events and developments to differ include, without limitation, capital market conditions, the ability of HC2's subsidiaries to generate sufficient net income and cash flows to make upstream cash distributions, trading characteristics of the HC2 common stock, the ability of HC2 and its subsidiaries to identify any suitable future acquisition opportunities, our ability to realize efficiencies, cost savings, income and margin improvements, growth, economies of scale, and other anticipated benefits of strategic transactions, integrating financial reporting of acquired or target businesses, completing pending and future acquisitions and dispositions, litigation, and other contingent liabilities, changes in regulations, taxes and risks that may affect the performance of the operating subsidiaries of HC2. Additional information concerning these and other factors can be found in our filings with the Securities and Exchange Commission, including our most recent Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. You should not place undue reliance on forward-looking statements. All forward-looking statements attributable to HC2 or persons acting on its behalf are expressly qualified in their entirety by the foregoing cautionary statements. All such statements speak only as of the date made, and HC2 undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

Non-U.S. GAAP Measures. Management believes that certain non-U.S. GAAP financial measures may be useful in certain instances to provide additional meaningful comparisons between current results and results in prior operating periods. HC2 uses the non-U.S. GAAP financial measures of Pro forma Net Revenue and adjusted earnings before interest, taxes, depreciation and amortization ("Adjusted EBITDA"). Pro forma net revenue gives effect to revenues from acquired businesses as if the acquisitions had occurred on January 1, 2014. Management believes that presenting pro forma net revenue is important to understanding the Company's financial performance, providing better analysis of trends in our underlying businesses as it allows for comparability to prior period results. Management believes that Adjusted EBITDA is significant to gaining an understanding of HC2's results as it is frequently used by the financial community to provide insight into an organization's operating trends and facilitates comparisons between peer companies, since interest, taxes, depreciation and amortization can differ greatly between organizations as a result of differing capital structures and tax strategies. Adjusted EBITDA can also be a useful measure of a company's ability to service debt. Adjusted EBITDA excludes certain items that are unusual in nature or not comparable from period to period. Management provides the aforementioned information to investors to assist in comparisons of past, present and future operating results and to assist in highlighting the results of on-going operations. While management believes that non-U.S. GAAP measurements are useful supplemental information, such adjusted results are not intended to replace U.S. GAAP financial results and should be read in conjunction with those U.S. GAAP results.

By accepting this document, each recipient agrees to and acknowledges the foregoing terms and conditions.

- ◆ **Quarterly Overview** **Philip Falcone**, Chairman, President and CEO
- ◆ **Financial Highlights** **Michael Sena**, Chief Financial Officer
- ◆ **Q and A**

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Quarterly Overview

Philip Falcone

Results

- ◆ HC2's strategy of acquiring and building diversified operating companies contributed to a solid third quarter result
- ◆ Net Revenue totaled \$277 million in Q3 15, a ~55% increase compared to Q3 14, and ~24% increase on a pro forma basis
- ◆ Adjusted EBITDA totaled \$14.1 million in Q3 15 and \$39.4 million in the first nine months of the year
 - ◆ Adjusted EBITDA attributable to Manufacturing and Marine Services totaled \$24.7 million in Q3 15 and \$69.8 million YTD
 - ◆ Telecom enjoyed positive Adjusted EBITDA for the second consecutive quarter, bringing YTD Adjusted EBITDA to \$1.0 million
- ◆ Schuff's backlog increased 16% to \$382 million during Q3

Recent Developments

- ◆ HC2 received total dividends of \$16.2 million from its primary operating subsidiaries YTD
- ◆ Continental Insurance Group: Transaction expected to close in Q4
- ◆ HRG's subsidiary sold out of all of its shares – adds significant diversification and strength to our shareholder base

Company Metrics

Fully Diluted Market Cap¹: \$288m
 HC2 Corporate Debt²: \$305m
 Consolidated Cash & ST Invmts⁴: \$85m

3Q 2015 Results

Net Revenue³: \$277m
 Q3 Adjusted EBITDA³: \$14m
 YTD Adjusted EBITDA³: \$39m



MANUFACTURING: SCHUFF

- ◆ Q3 Revenue: \$123m
- ◆ Q3 Adjusted EBITDA: \$14.4m
- ◆ Backlog of \$382m
- ◆ Dividend to HC2: \$8.2m in Q3



MARINE SERVICES: GMSL

- ◆ Q3 Revenue: \$35m
- ◆ Q3 Adjusted EBITDA: \$10.3m
- ◆ HMN, JV company, announced construction of CBCS⁵
- ◆ Dividend to HC2: \$8.0m in Q2



TELECOM: PTGI ICS

- ◆ Q3 Revenue: \$117m
- ◆ Q3 Adjusted EBITDA: \$0.8m
- ◆ Expanding in Latin America and Africa



UTILITIES: ANG

- ◆ Q3 Adjusted EBITDA: \$0.3m
- ◆ 10 stations complete
- ◆ Completed Tops station; Building station in Georgetown, KY with Bestway Express as anchor tenant



PANSEND LIFE SCIENCES

- ◆ Signed agreement with **MediBeacon**, maker of noninvasive real-time monitoring system for kidney function

MediBeacon

BeneVir

R2
dermatology

GENOVEL

OTHER HOLDINGS

Novatel Wireless

NOVATEL WIRELESS

Continental Insurance Group

Gaming Nation

Gaming
NATION

Dusenberry Martin Racing

DUSENBERRY MARTIN
Racing

Nerve

N E R V E

1. Fully diluted market capitalization based on common stock price per share of \$7.01 on September 30, 2015, includes preferred shares and options. 2. As of September 30, 2015. Corporate debt only. 3. For quarter ended September 30, 2015. 4. As of September 30, 2015. Includes cash, cash equivalents and short-term investments. 5. Cameroon-Brazil Cable System

THIRD QUARTER UPDATE

- | | | |
|------------------------|-----------------------------|------------------------------|
| ◆ Q3 Revenue: \$122.9m | Q3 Adjusted EBITDA: \$14.4m | YTD Adjusted EBITDA: \$37.4m |
|------------------------|-----------------------------|------------------------------|
-
- ◆ Backlog: \$382m
 - ◆ Backlog of projects growing at a tremendous pace. We are expecting additional backlog in Q4
 - ◆ Continued quarter-over-quarter Adjusted EBITDA growth as several major commercial projects in the Southwest and Pacific regions of the United States began in late 2014, including the Wilshire Grand in LA and Apple Headquarters in Cupertino

STRATEGIC INITIATIVES

- ◆ Continue to increase and diversify sales pipeline, particularly in the commercial and industrial sectors
- ◆ Continue to actively select the right jobs, not all jobs

NOTABLE PROJECTS:

Sacramento Kings Arena



Wilshire Grand Hotel



Apple World Headquarters

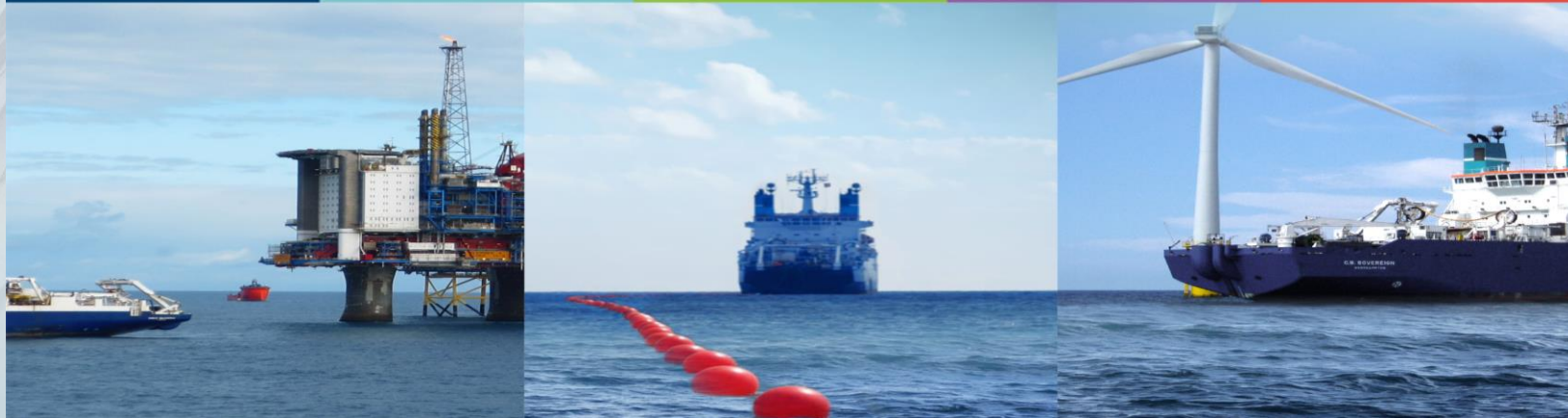


THIRD QUARTER UPDATE

- ◆ Q3 Revenue: \$35.1m
 - ◆ Q3 Adjusted EBITDA: \$10.3m
 - ◆ YTD Adjusted EBITDA: \$32.3m
-
- ◆ After a seasonally high Q2, year to date Adjusted EBITDA of \$32m in line with expectations
 - ◆ Maintenance sector robust and continues to underpin results; Installation sector experiencing pricing pressure from O&G market
 - ◆ Solid JV performance in Q3
 - ◆ Huawei Marine, a Global Marine JV, announced it will construct the CBCS5, connecting Africa to Latin America
 - ◆ Completed major fiber optic project in Gulf of Guinea
 - ◆ Despite short-term market challenges in Oil & Gas markets, outlook remains long-term positive for organic growth and acquisition opportunities

STRATEGIC INITIATIVES

- ◆ Emerging opportunities in telecom
- ◆ M&A
- ◆ Asset Expansion
- ◆ Re-entry to Offshore Power market



CIG

- ◆ HC2' acquisition of long-term care and life insurance businesses, United Teacher Associates Insurance Company and Continental General Insurance Company, expected to close during Q4, subject to receipt of required governmental approvals

NOVATEL WIRELESS™

- ◆ Completed acquisition of DigiCore Holdings Limited, leading provider of M2M communication and telematics solutions and services
- ◆ Changes in management: Sue Swenson to step in as the new CEO of Novatel Wireless

ANG® AMERICAN NATURAL GAS

- ◆ Completed a new CNG facility at the Tops Friendly Markets distribution center in Lancaster, New York
- ◆ Building station in Georgetown, Kentucky where Bestway Express, a truckload carrier, will be the anchor tenant
- ◆ Building stations in Rochester, NY and Saratoga Springs, NY

MediBeacon

- ◆ Pansend Life Sciences has entered into an agreement to provide staged financing with MediBeacon, maker of a proprietary noninvasive real-time monitoring system for kidney function

DUSENBERRY MARTIN
Officially Licensed by NASCAR racing™

- ◆ Launched NASCAR '15 PlayStation 3, Xbox 360 and PC game featuring Joey Logano on the package cover
- ◆ Also launched the first NASCAR.com web based games NASCAR Trivia and NASCAR Slots



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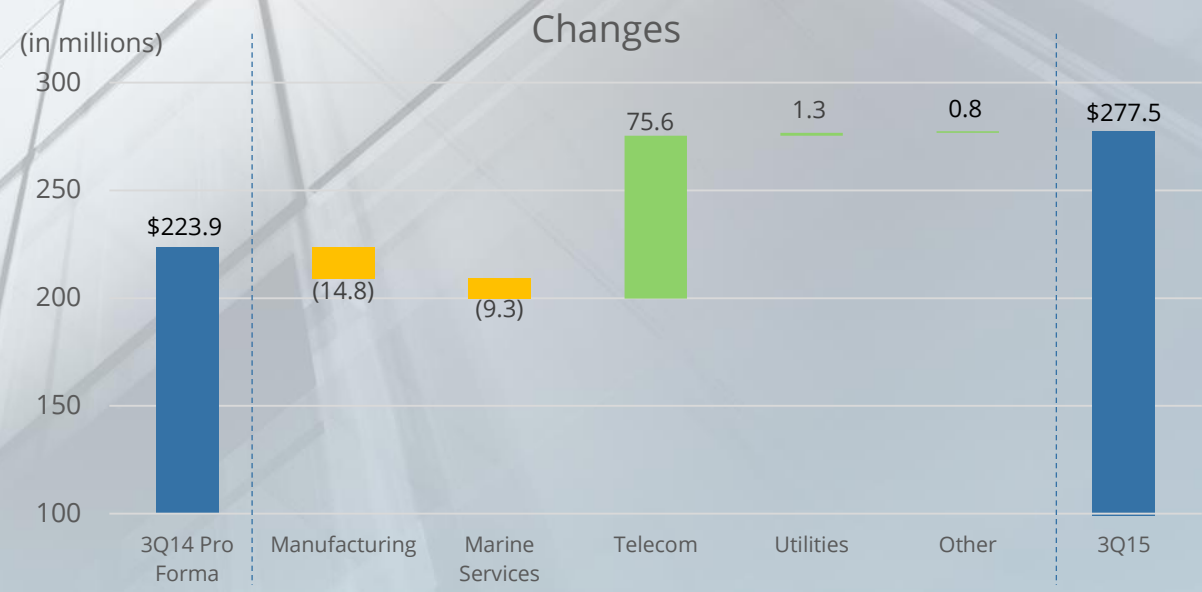
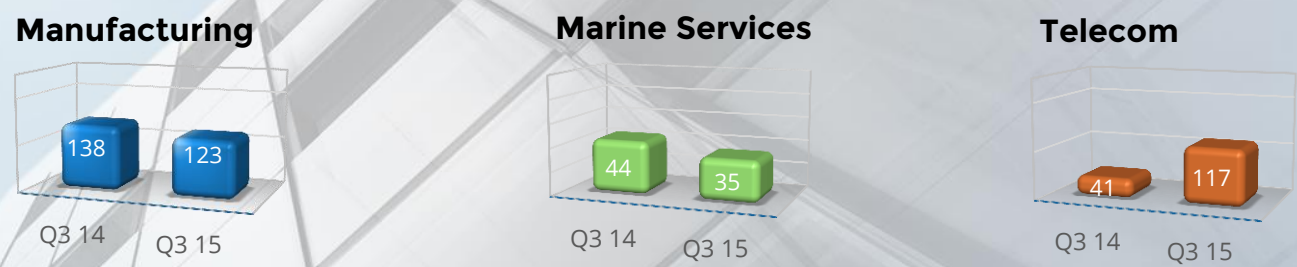
Financial Highlights

Michael Sena

Consolidated revenues of \$277 million for Q3 2015 up 55% year-over-year and up 24% on a pro-forma basis

Q3 net revenue for our Telecom segment was \$117 million, a 183% increase year-over-year

PRO FORMA NET REVENUES (IN MILLIONS)

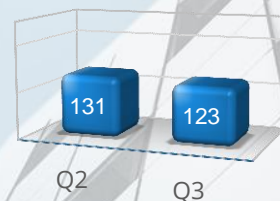


Consolidated revenues of \$277 million for Q3 vs. \$281 million for Q2, or a 1% decline quarter-over-quarter

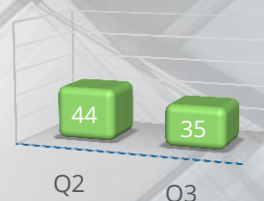
Q3 net revenue for our Telecom segment was \$117 million, a 12% increase quarter-over-quarter

NET REVENUES (IN MILLIONS)

Manufacturing



Marine Services



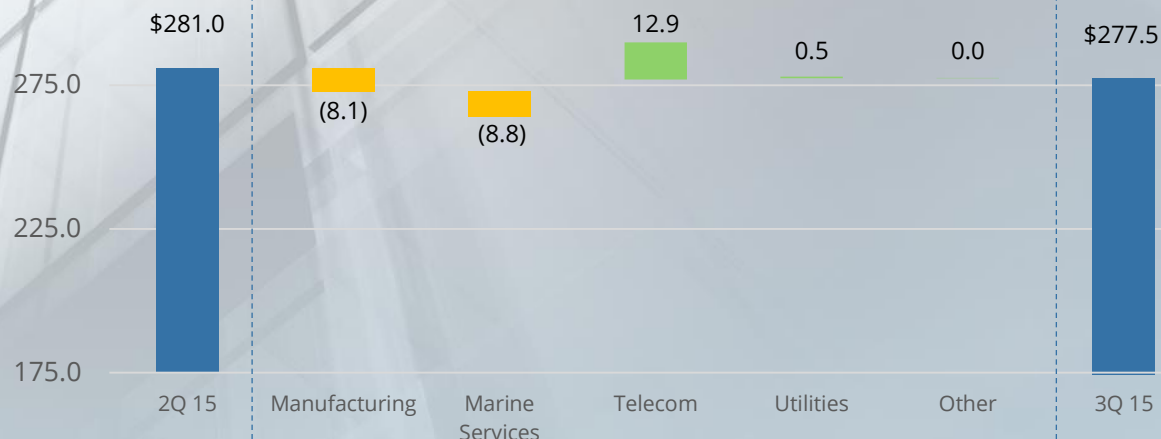
Telecom



(in millions)

Segment	2Q 15	Change	3Q 15
Consolidated	\$281.0		\$277.5
Manufacturing		(8.1)	
Marine Services		(8.8)	
Telecom		12.9	
Utilities		0.5	
Other		0.0	

Changes



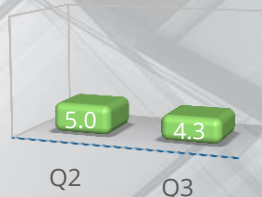
Operating income for the third quarter was \$2.4 million compared to \$3.3 million during the second quarter

OPERATING INCOME (IN MILLIONS)

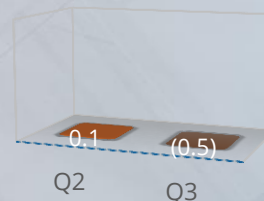
Manufacturing



Marine Services

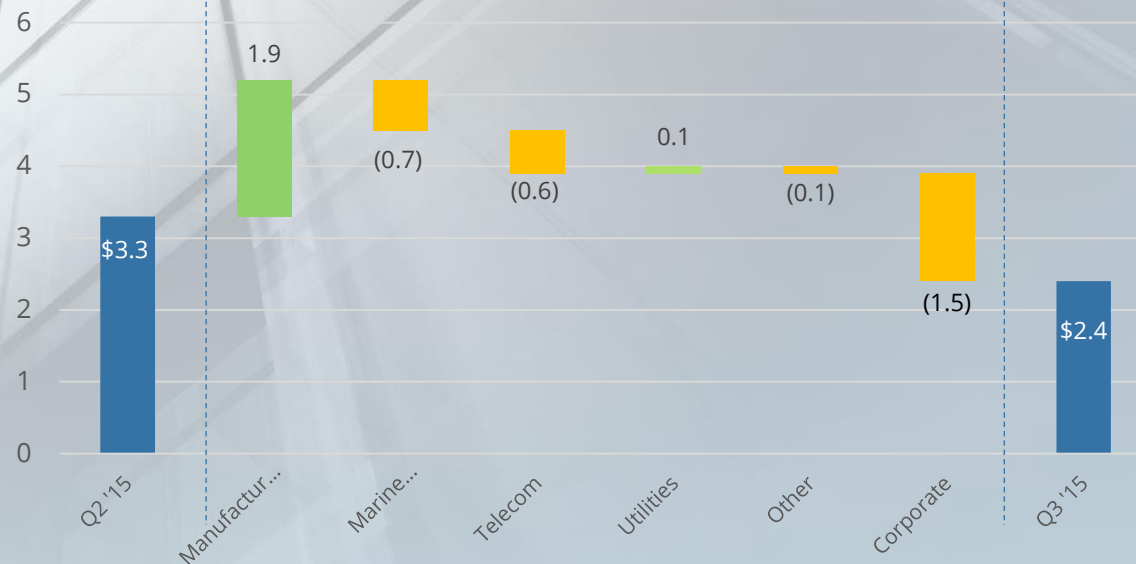


Telecom



(in millions)

Changes



HC2 recorded consolidated Adjusted EBITDA of \$14 million for Q3 and \$39 million YTD

Adjusted EBITDA for Manufacturing and Marine Services was \$69.8m YTD through September 30, 2015

ADJUSTED EBITDA (IN MILLIONS)				
	Q1 2015	Q2 2015	Q3 2015	YTD 2015 ¹
Manufacturing	\$8.9	\$14.0	\$14.4	\$37.4
Marine Services	5.3	16.8	10.3	32.3
Telecom	(0.1)	0.2	0.8	1.0
Other	(3.9)	(6.6)	(6.1)	(16.6)
Corporate	(4.4)	(4.9)	(5.3)	(14.6)
TOTAL	\$5.9	\$19.5	\$14.1	\$39.4
Cap Ex	\$3.1	\$9.8	\$3.8	\$16.8

Adjusted EBITDA for Manufacturing and Marine Services



1. 2015 totals may not add up by quarter due to rounding.

Looking Ahead:

Buy

Build

Deliver

We remain focused on:

- ◆ *Acquiring and building diversified operating companies*
- ◆ *Strategically allocating capital*
- ◆ *Delivering sustainable value for our shareholders*



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Questions and Answers

Philip Falcone: CEO
Michael Sena: CFO
Keith Hladek: COO

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Appendix

Reconciliations



Reconciliation of Pro Forma Net Revenue of HC2 to U.S. GAAP Net Revenue (Three Months Ended September 30, 2015)

	Three Months Ended September 30,							
	2015		2014 Actual		2014 Pro Forma		2015 Compared to 2014 Pro Forma	
(in thousands)	Net Revenue	% of Total	Net Revenue	% of Total	Net Revenue	% of Total	Variance	Variance %
Telecommunications	\$ 116,872	42.1 %	\$ 41,267	23.0 %	\$ 41,267	18.4 %	\$ 75,605	183.2 %
Manufacturing	122,932	44.3 %	137,706	76.7 %	137,706	61.5 %	(14,774)	(10.7)%
Marine Services	35,062	12.6 %	—	—%	44,393	19.8 %	(9,331)	(21.0)%
Utilities	1,841	0.7 %	460	0.3 %	561	0.3 %	1,280	228.2 %
Other	760	0.3 %	—	—%	—	—%	760	100.0 %
Total Net Revenue	<u>\$ 277,467</u>	100.0 %	<u>\$ 179,433</u>	100.0 %	<u>\$ 223,927</u>	100.0 %	<u>\$ 53,540</u>	23.9 %
Less net revenue from:								
Marine Services					(44,393)			
Utilities					(101)			
Total Net Revenue - Actual					\$ 179,433			

"Pro forma" data set forth above gives effect to our acquisitions of Schuff and Global Marine as if they occurred on January 1, 2014



Reconciliation of Pro Forma Net Revenue of HC2 to U.S. GAAP Net Revenue (Nine Months Ended September 30, 2015)

Nine Months Ended September 30,								
(in thousands)	2015		2014 Actual		2014 Pro Forma		2015 Compared to 2014 Pro Forma	
	Net Revenue	% of Total	Net Revenue	% of Total	Net Revenue	% of Total	Variance	Variance %
Telecommunications	\$ 267,554	35.2 %	\$ 126,731	39.7 %	\$ 126,731	20.1 %	\$ 140,823	111.1 %
Manufacturing	380,783	50.1 %	192,182	60.2 %	369,923	58.7 %	10,860	2.9 %
Marine Services	105,939	13.9 %	—	—%	132,215	21.0 %	(26,276)	(19.9)%
Utilities	4,432	0.6 %	460	0.1 %	1,166	0.2 %	3,266	280.1 %
Other	1,549	0.2 %	—	—%	—	—%	1,549	100.0 %
Total Net Revenue	<u>\$ 760,257</u>	100.0 %	<u>\$ 319,373</u>	100.0 %	<u>\$ 630,035</u>	100.0 %	<u>\$ 130,222</u>	20.7 %
Less net revenue from:								
Manufacturing					(177,741)			
Marine Services					(132,215)			
Utilities					(706)			
Total Net Revenue - Actual					\$ 319,373			

"Pro forma" data set forth above gives effect to our acquisitions of Schuff and Global Marine as if they occurred on January 1, 2014

Reconciliation of Adjusted EBITDA of HC2 to U.S. GAAP Net Income (Three Months Ended March 31, 2015)

	Three Months Ended March 31, 2015					
	Manufacturing	Marine Services	Manufacturing and Marine Services	Telecommunications	Other (1)	HC2
Net income (loss)	\$ 3,188	\$ 1,607	\$ 4,795	\$ (524)	\$ (9,332)	\$ (5,061)
Adjustments to reconcile net income (loss) to Adjusted EBIT:						
(Gain) loss on sale or disposal of assets	423	—	423	50	—	473
Interest expense	344	996	1,340	—	7,268	8,608
Amortization of debt discount	—	—	—	—	92	92
Other (income) expense, net	(17)	—	(17)	(5)	(171)	(193)
Foreign currency transaction (gain) loss	—	448	448	322	1	771
Income tax (benefit) expense	2,569	6	2,575	—	(8,408)	(5,833)
Loss from discontinued operations	9	—	9	—	—	9
Noncontrolling interest	85	—	85	—	(346)	(261)
Share-based payment expense	—	—	—	—	2,235	2,235
Adjusted EBIT	6,601	3,057	9,658	(157)	(8,661)	840
Depreciation and amortization	478	4,030	4,508	98	400	5,006
Depreciation and amortization (included in cost of revenue)	1,875	—	1,875	—	—	1,875
Foreign currency (gain) loss (included in cost of revenue)	—	(1,823)	(1,823)	—	—	(1,823)
Adjusted EBITDA	\$ 8,954	\$ 5,264	\$ 14,218	\$ (59)	\$ (8,261)	\$ 5,898

1. Other includes Utilities, Life Sciences and income (loss) from equity investees not included in our Marine Services segment.

Reconciliation of Adjusted EBITDA of HC2 to U.S. GAAP Net Income (Three Months Ended June 30, 2015)

	Three Months Ended June 30, 2015					
	Manufacturing	Marine Services	Manufacturing and Marine Services	Telecommunications	Other (1)	HC2
Net income (loss)	\$ 5,878	\$ 10,360	\$ 16,238	\$ 587	\$ (28,041)	\$ (11,216)
Adjustments to reconcile net income (loss) to Adjusted EBIT:						
(Gain) loss on sale or disposal of assets	498	—	498	—	—	498
Interest expense	366	963	1,329	—	8,712	10,041
Amortization of debt discount	—	—	—	—	84	84
Other (income) expense, net	(7)	(35)	(42)	(1)	4,980	4,937
Foreign currency transaction (gain) loss	—	(1,354)	(1,354)	(468)	—	(1,822)
Income tax (benefit) expense	4,334	6	4,340	—	(1,876)	2,464
Loss from discontinued operations	11	—	11	—	—	11
Noncontrolling interest	499	—	499	—	(295)	204
Share-based payment expense	—	—	—	—	2,365	2,365
Acquisition related costs	—	—	—	—	1,969	1,969
Adjusted EBIT	11,579	9,940	21,519	118	(12,102)	9,535
Depreciation and amortization	498	4,080	4,578	98	560	5,236
Depreciation and amortization (included in cost of revenue)	1,932	—	1,932	—	—	1,932
Foreign currency (gain) loss (included in cost of revenue)	—	2,758	2,758	—	—	2,758
Adjusted EBITDA	\$ 14,009	\$ 16,778	\$ 30,787	\$ 216	\$ (11,542)	\$ 19,461

1. Other includes Utilities, Life Sciences and income (loss) from equity investees not included in our Marine Services segment.



Reconciliation of Adjusted EBITDA of HC2 to U.S. GAAP Net Income (Three Months Ended September 30, 2015)

	Three Months Ended September 30, 2015						
	Manufacturing	Marine Services	Manufacturing and Marine Services	Telecommunications	Corporate	Other (1)	HC2
Net income (loss)	\$ 7,116	\$ 8,016	\$ 15,132	\$ (362)	\$ (12,549)	\$ (6,791)	\$ (4,570)
Adjustments to reconcile net income (loss) to Adjusted EBIT:							
(Gain) loss on sale or disposal of assets	(990)	(968)	(1,958)	—	—	1	(1,957)
Lease termination costs	—	—	—	1,124	—	—	1,124
Interest expense	354	929	1,283	—	9,050	10	10,343
Amortization of debt discount	—	—	—	—	40	—	40
Other (income) expense, net	(141)	(214)	(355)	1	(873)	11	(1,216)
Foreign currency transaction (gain) loss	—	(937)	(937)	(163)	1	—	(1,099)
Income tax (benefit) expense	5,284	130	5,414	—	(6,063)	—	(649)
Loss from discontinued operations	—	—	—	—	—	24	24
Noncontrolling interest	383	—	383	—	—	(318)	65
Share-based payment expense	—	—	—	—	2,322	22	2,344
Acquisition related costs	—	—	—	—	2,732	—	2,732
Other costs	—	—	—	109	—	—	109
Adjusted EBIT	12,006	6,956	18,962	709	(5,340)	(7,041)	7,290
Depreciation and amortization	513	5,085	5,598	98	—	897	6,593
Depreciation and amortization (included in cost of revenue)	1,928	—	1,928	—	—	—	1,928
Foreign currency (gain) loss (included in cost of revenue)	—	(1,739)	(1,739)	—	—	—	(1,739)
Adjusted EBITDA	\$ 14,447	\$ 10,302	\$ 24,749	\$ 807	\$ (5,340)	\$ (6,144)	\$ 14,072

1. Other includes Utilities, Life Sciences and income (loss) from equity investees not included in our Marine Services segment.



Reconciliation of Adjusted EBITDA of HC2 to U.S. GAAP Net Income (Nine Months Ended September 30, 2015)

	Nine Months Ended September 30, 2015						
	Manufacturing	Marine Services	Manufacturing and Marine Services	Telecommunications	Corporate	Other (1)	HC2
Net income (loss)	\$ 16,182	\$ 19,983	\$ 36,165	\$ (299)	\$ (39,083)	\$ (17,630)	\$ (20,847)
Adjustments to reconcile net income (loss) to Adjusted EBIT:							0
(Gain) loss on sale or disposal of assets	(69)	(968)	(1,037)	50	—	1	(986)
Lease termination costs	—	—	—	1,124	—	—	1,124
Interest expense	1,064	2,888	3,952	—	25,007	33	28,992
Amortization of debt discount	—	—	—	—	216	—	216
Other (income) expense, net	(164)	(251)	(415)	(5)	3,941	7	3,528
Foreign currency transaction (gain) loss	—	(1,842)	(1,842)	(309)	1	—	(2,150)
Income tax (benefit) expense	12,188	142	12,330	—	(16,348)	—	(4,018)
Loss from discontinued operations	20	—	20	—	—	24	44
Noncontrolling interest	967	—	967	—	—	(959)	8
Share-based payment expense	—	—	—	—	6,921	22	6,943
Acquisition related costs	—	—	—	—	4,701	—	4,701
Other costs	—	—	—	109	—	—	109
Adjusted EBIT	30,188	19,952	50,140	670	(14,644)	(18,502)	17,664
Depreciation and amortization	1,490	13,196	14,686	294	—	1,855	16,835
Depreciation and amortization (included in cost of revenue)	5,735	—	5,735	—	—	—	5,735
Foreign currency (gain) loss (included in cost of revenue)	—	(804)	(804)	—	—	—	(804)
Adjusted EBITDA	\$ 37,413	\$ 32,344	\$ 69,757	\$ 964	\$ (14,644)	\$ (16,647)	\$ 39,430

1. Other includes Utilities, Life Sciences and income (loss) from equity investees not included in our Marine Services segment.



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