# COLFAX

### Second Quarter 2012 Earnings Conference Call

July 27, 2012

### **Forward-Looking Statements**

The following information contains forward-looking statements, including forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, but are not limited to, statements concerning Colfax's plans, objectives, expectations and intentions and other statements that are not historical or current facts. Forward-looking statements are based on Colfax's current expectations and involve risks and uncertainties that could cause actual results to differ materially from those expressed or implied in such forward-looking statements. Factors that could cause Colfax's results to differ materially from current expectations include, but are not limited to, factors detailed in Colfax's reports filed with the U.S. Securities and Exchange Commission including its 2011 Annual Report on Form 10-K under the caption "Risk Factors". In addition, these statements are based on a number of assumptions that are subject to change. This presentation speaks only as of this date. Colfax disclaims any duty to update the information herein.



### Q2 2012 Results



### **Q2 2012 Highlights**

- Adjusted net income of \$43.1 million (\$0.35 per share) compared to \$12.8 million (\$0.29 per share) in Q2 2011
- Net sales of \$1.05 billion, an increase of 2.4% from Q2 2011 proforma net sales of \$1.02 billion
- Adjusted operating income of \$97.3 million compared to \$20.3 million in Q2 2011
- Second quarter gas- and fluid-handling orders of \$534.4 million compared to proforma orders of \$522.5 million in Q2 2011, an increase of 2.3%; organic increase of 7.2%
- Gas- and fluid-handling backlog of \$1.4 billion at period end, an increase of 3.9%; organic increase of 8.3%



### Year to Date 2012 Highlights

- Adjusted net income of \$68.6 million (\$0.59 per share) compared to \$22.0 million (\$0.50 per share) in Q2 2011
- Net sales of \$1.93 billion, an increase of 6.3% from the six months ended July 1, 2011 proforma net sales of \$1.82 billion
- Adjusted operating income of \$160.6 million compared to \$35.6 million in Q2 2011
- Gas- and fluid-handling orders of \$1.03 billion compared to proforma orders of \$974.4 million in Q2 2011, an increase of 5.9%; organic increase of 2.7%



### Gas- and Fluid-Handling



### Gas- and Fluid-Handling Q2 2012 Highlights

- Net sales of \$496.5 million compared to proforma net sales of \$460.8 million in Q2 2011, an increase of 7.7%
- Adjusted segment operating income of \$62.8 million and adjusted segment operating income margin of 12.6%
- Q2 2012 orders of \$534.4 million compared to proforma orders of \$522.5 million in Q2 2011, an increase of 2.3%; organic increase of 7.2%
- Backlog of \$1.39 billion at period end

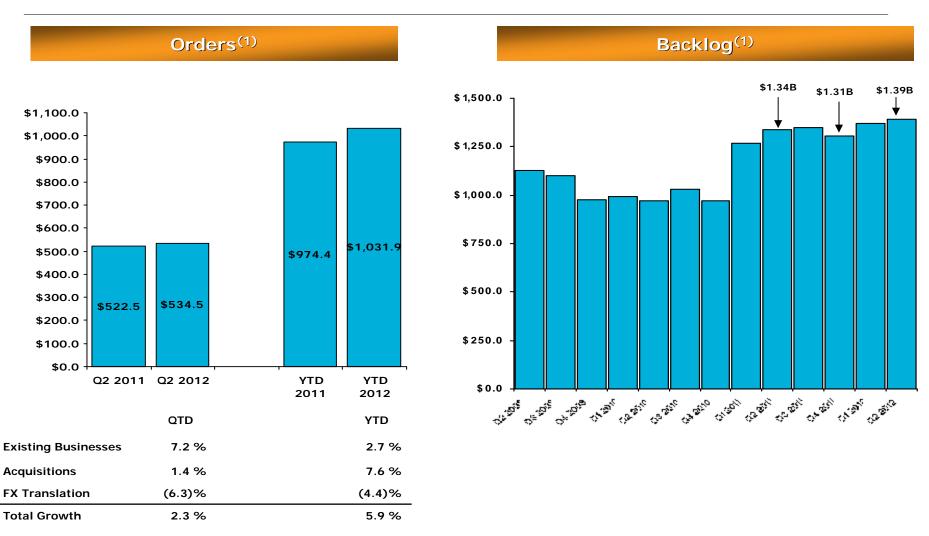


### Gas- and Fluid-Handling YTD 2012 Highlights

- Net sales of \$921.8 million compared to proforma net sales of \$803.8 million in Q2 2011, an increase of 14.7%
- Adjusted segment operating income of \$101.6 million and adjusted segment operating income margin of 11.0%
- Orders of \$1.03 billion compared to proforma orders of \$974.4 million in the six months ended July 1, 2011, an increase of 5.9%; organic increase of 2.7%



### **Orders and Backlog**

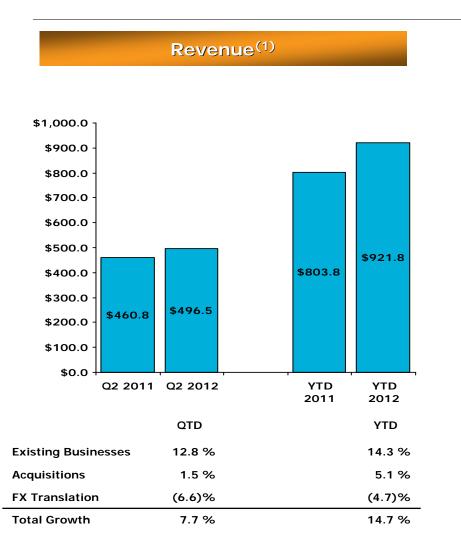


(1) Order and backlog data for the periods prior to Q2 2012 are presented on a proforma basis.

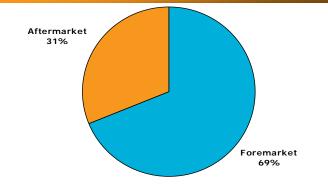
Note: Dollars in millions (unaudited).

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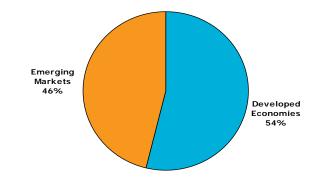
### Revenue



#### Aftermarket Revenue – YTD 2012



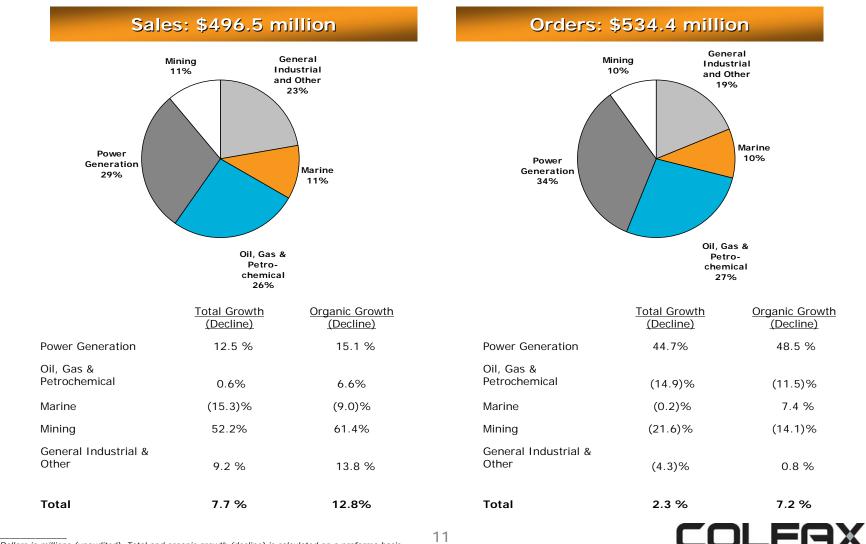
#### Geographic Exposure – YTD 2012



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(1) Q2 2011 and YTD 2011 sales are presented on a proforma basis.

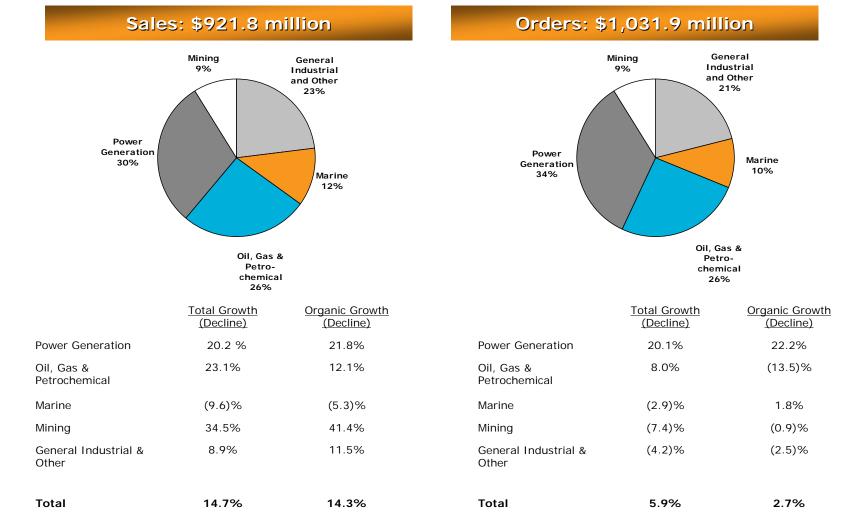
### Q2 2012 Sales and Orders by End **Market**



Note: Dollars in millions (unaudited). Total and organic growth (decline) is calculated on a proforma basis.

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### YTD 2012 Sales and Orders by End Market



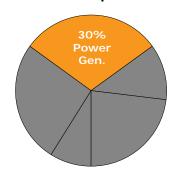


### **Power Generation Market Perspective**

#### Sales & Orders Growth

	Q2 2012 v	rs. Q2 2011	YTD 2012 v	rs. YTD 2011
	Total	Organic	Total	Organic
Sales	12.5%	15.1%	20.2%	21.8%
Orders	44.7%	48.5%	20.1%	22.2%

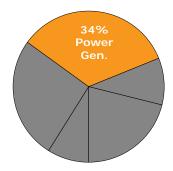
Colfax YTD 2012 Sales Split



#### **Highlights**

- Served by both Howden and Colfax Fluid Handling
- Driven by global fundamental undersupply of electricity
- Growth is strong in China, South Africa, South East Asia and the Middle East





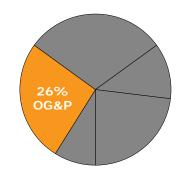
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### Oil, Gas & Petrochemical Market Perspective

#### Q2 2012 vs. Q2 2011 YTD 2012 vs. YTD 2011 Organic Total Organic Total 0.6% 6.6% 23.1% 12.1% Sales Orders (14.9)% (11.5)% 8.0% (13.5)%

Sales & Orders Growth (Decline)

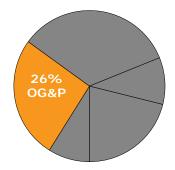
#### Colfax YTD 2012 Sales Split



Highlights

- Served by both Howden and Colfax Fluid Handling
- National oil companies in Latin America and Russia expanding production and refinery capacity
- Thomassen compressor acquisition increases presence in this market

Colfax YTD 2012 Orders Split



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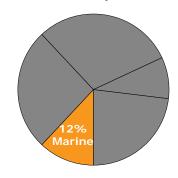
#### Note: Total and organic growth (decline) is calculated on a proforma basis.

### **Marine Market Perspective**

#### Sales & Orders (Decline) Growth

	Q2 2012 v	rs. Q2 2011	YTD 2012 v	rs. YTD 2011
	Total	Organic	Total	Organic
Sales	(15.3)%	(9.0)%	(9.6)%	(5.3)%
Orders	(0.2)%	7.4%	(2.9)%	1.8%

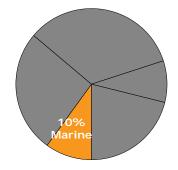
#### Colfax YTD 2012 Sales Split



#### Highlights

- Comprised of commercial marine and government, or defense, customers
- Primarily served by Colfax Fluid Handling
- •New ship build is down from 2011 peak
- Q2 orders strong for supply vessels and European OEMs
- Q2 sales decline largely Howden fans shipped in 2011 quarter not repeated; pump sales essentially flat

Colfax YTD 2012 Orders Split





### **Mining Market Perspective**

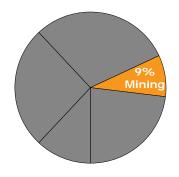
Q2 2012 vs. Q2 2011 YTD 2012 vs. YTD 2011 Organic Organic Total Total Sales 52.2% 61.4% 34.5% 41.4% Orders (21.6)% (14.1)% (7.4)% (0.9)%

Sales & Orders Growth (Decline)

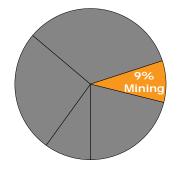
#### Highlights

- Primarily served by Howden
- Includes centrifugal and axial fans, providing mine ventilation
- Driven by demand of mined resources, including: coal, iron ore, copper, gold, rare earths, nickel and potash
- Orders slowed due to expectations of reduced capital expenditures and Chinese demand

Colfax YTD 2012 Sales Split



Colfax YTD 2012 Orders Split



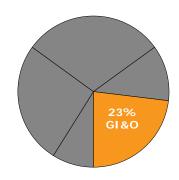


### General Industrial & Other Market Perspective

	Q2 2012 v	rs. Q2 2011	YTD 2012 v	rs. YTD 2011
	Total	Organic	Total	Organic
Sales	9.2%	13.8%	8.9%	11.5%
Orders	(4.3)%	0.8%	(4.2)%	(2.5)%

Sales & Orders Growth (Decline)

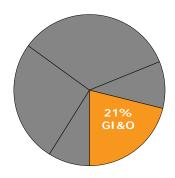
#### Colfax YTD 2012 Sales Split



#### Highlights

- Includes both Howden and Colfax Fluid Handling
- Represents a variety of industrial fans and compressors, tunnel ventilation and pumps serving various industrial needs
- Sales were driven by industrial fans and compressors, and fluid-handling's distribution, waste water and chemical processing submarkets

Colfax YTD 2012 Orders Split





### Fabrication Technology



### Fabrication Technology Q2 2012 Highlights

- Net sales of \$549.2 million compared to proforma net sales of \$560.1 million in Q2 2011, a decrease of 2.0%; an organic increase of 6.9%
- Adjusted segment operating income of \$45.4 million and adjusted operating income margin of 8.3%
- Higher consumable volumes in North America, the Middle East and South America
- Higher consumable volumes and margin improvements were partially offset by higher production costs in India and Asia and the start up of a new consumables facility in the U.S.

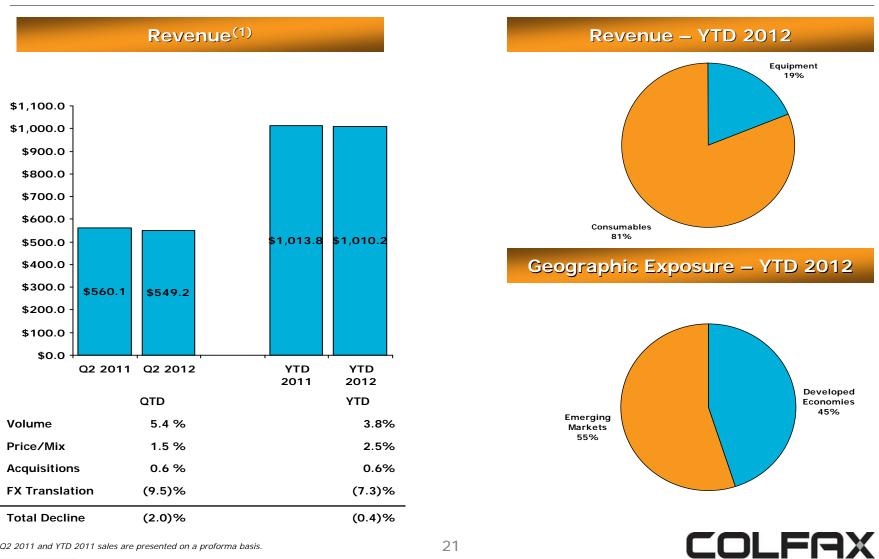


### Fabrication Technology YTD 2012 Highlights

- Net sales of \$1.01 billion, a decrease of 0.4% compared to proforma YTD Q2 2011 sales; an organic increase of 6.3%
- Adjusted segment operating income of \$79.4 million and adjusted operating income margin of 7.9%
- Higher consumable volumes in North America, the Middle East and South America



### Revenue



(1) Q2 2011 and YTD 2011 sales are presented on a proforma basis.

Note: Dollars in millions (unaudited).

### **Results of Operations**



#### Income Statement Summary (unaudited)

		Three Mo	nths End	bed
	Jun	e 29, 2012	July	y 1, 2011
Net sales	\$	1,045.6	\$	186.7
Gross profit % of sales	\$	327.9 31.4%	\$	64.7 34.7%
SG&A expense % of sales	\$	245.0 23.4%	\$	44.4 23.8%
Adjusted operating income % of sales	\$	97.3 9.3%	\$	20.3 10.8%
Adjusted net income % of sales	\$	43.1 4.1%	\$	12.8 6.8%
Adjusted net income per share	\$	0.35	\$	0.29

Refer to Appendix for Non-GAAP reconciliation and footnotes.

#### Income Statement Summary (unaudited)

		Six Mon	ths Ende	ed
	Jun	e 29, 2012	Jul	y 1, 2011
Net sales	\$	1,932.0	\$	345.3
Gross profit % of sales	\$	583.3 30.2%	\$	117.9 34.2%
SG&A expense % of sales	\$	470.8 24.4%	\$	82.3 23.8%
Adjusted operating income % of sales	\$	160.6 8.3%	\$	35.6 10.3%
Adjusted net income % of sales	\$	68.6 3.5%	\$	22.0 6.4%
Adjusted net income per share	\$	0.59	\$	0.50

Refer to Appendix for Non-GAAP reconciliation and footnotes.

Note: Dollars in millions, except per share amounts

### Appendix



### **Disclaimer**

Colfax has provided financial information that has not been prepared in accordance with GAAP. These non-GAAP financial measures are adjusted net income, adjusted net income per share, projected adjusted net income per share, adjusted operating income, organic sales growth and organic order growth. Adjusted net income, adjusted net income per share and adjusted operating income exclude asbestos coverage litigation expense, expenses related to major restructuring programs or any additional structural changes announced in the future, expenses related to the Charter acquisition and significant year-one fair value adjustment amortization expense. The effective tax rates used to calculate adjusted net income, adjusted net income per share and projected adjusted net income per share are 31% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended June 29, 2012 in comparison to 32% for the second quarter and six months ended for eign exchange rate fluctuations and are presented on a proforma basis (the proforma comparison includes the 2011 sales and orders for Howden and ESAB, excluding the first 12 days of the year to date reporting period). These non-GAAP financial measures assist Colfax in comparing its operating performance on a consistent basis because, among other things, they remove the impact of asbestos insurance coverage issues, costs related to the Charter acquisition, major restructuring programs and

Sales and order information by end market are estimates. We periodically update our customer groupings order to refine these estimates.



		Three Mo	nths E	nded		Six Mon	hs Ended		
	Jur	ne 29, 2012	July 1, 2011		June 29, 2012		J	uly 1, 2011	
Adjusted Net Income and Adjusted Earnings Per Share Net income (loss) attributable to Colfax Corporation	\$	12,366	\$	10,390	\$	(93,232)	\$	16,945	
Restructuring and other related charges Charter acquisition-related expense		18,558 766		- 242		27,201 43,617		2,219 -	
Fair value adjustments - ESAB/Howden backlog and inventory amortization expense		14,422		-		48,127		-	
Asbestos coverage litigation expense		3,240		3,302		5,527		5,368	
Tax adjustment <sup>(1)</sup>		(6,247)		(1,157)	_	37,345	_	(2,543)	
Adjusted net income		43,105		12,777	-	68,585		21,989	
Adjusted net income margin		4.1%		6.8%		3.5%		6.4%	
Dividends on preferred stock		5,073		-		8,807		-	
Adjusted net income available to Colfax Corporation common shareholders		38,032		12,777		59,778		21,989	
Less: net income attributable to participating securities <sup>(2)</sup>		4,859		_		7,129		_	
	\$	33,173	\$	12,777	\$	52,649	\$	21,989	
Weighted-average shares outstanding - diluted Adjusted net income per share	\$	94,733,164 0.35	\$	44,277,234 0.29	\$	88,825,431 0.59	\$	44,203,940 0.50	
Net income (loss) per share— basic and diluted (in accordance with GAAP)	<u></u> \$	0.07	\$	0.23	\$	(1.16)	\$	0.38	

(1) The effective tax rates used to calculate adjusted net income and adjusted net income per share are 31% for the second quarter and six months ended June 29, 2012 and 32% for the second quarter and six months ended July 1, 2011.

(2) Adjusted net income per share was calculated consistent with the two-class method in accordance with GAAP as the Series A preferred stock are considered participating securities. Losses are not allocated to the preferred stock.



	Q2 2012							Q2 2011							
	Gas and	l Fluid	Fabrio	cation	Corporate	Total Co	olfax			Corpo	orate and	Total Co	olfax		
	Hand	ling	Techn	ology	and Other	Corpora	tion	Fluid Har	ndling	C	Other	Corpora	ation		
Net sales	\$	496,495	\$	549,158	\$ -	\$ 1,0	045,653	\$	186,749	\$	-	\$	186,749		
Operating income	42,077	8.5%	32,405	5.9%	(14,176)	60,306	5.8%	21,421	11.5%		(4,714)	\$ 16,707	8.9%		
Charter acquisition-related expense	-		-		766	766		-			-	-			
Restructuring and other related charges	3,035		13,006		2,517	18,558		156			86	242			
Asbestos coverage litigation expense Fair value adjustments - ESAB/Howden backlog	3,240		-		-	3,240		3,302			-	3,302			
and inventory amortization expense	14,400		22		-	14,422		-			-	-			
Adjusted operating income	62,752	12.6%	45,433	8.3%	(10,893)	97,292	9.3%	\$ 24,879	13.3%	\$	(4,628)	\$ 20,251	10.8%		



	YTD 2012						YTD 2011						
	Gas and	Fluid	Fabrica	tion	Corporate	Total Co	olfax			Cor	porate and	Total Co	olfax
	Hand	ling	Techno	logy	and Other	Corpora	ation	Fluid Han	dling		Other	Corpora	ition
Net sales	\$	921,826	\$ 1,0	010,193	\$ -	\$ 1,	932,019	\$	345,307	\$	-	\$	345,307
Operating income	61,106	6.6%	43,285	4.3%	(68,216)	36,175	1.9%	\$ 39,390	11.4%	\$	(11,351)	\$ 28,039	8.1%
Charter acquisition-related expense	-		-		43,617	43,617		-			-	-	
Restructuring and other related charges	3,815		19,122		4,264	27,201		1,170			1,049	2,219	
Asbestos coverage litigation expense Fair value adjustments - ESAB/Howden backlog	5,527		-		-	5,527		5,368			-	5,368	
and inventory amortization expense	31,142		16,985		-	48,127		-			-	-	
Adjusted operating income	101,590	11.0%	79,392	7. <b>9%</b>	(20,335)	160,647	8.3%	\$ 45,928	13.3%	\$	(10,302)	\$ 35,626	10.3%



### Sales & Order Growth (unaudited)

	Sales			Orders	
	\$	%		\$	%
Proforma three months ended July 1, 2011	\$ 1,021.0		\$	522.5	
Components of Change:					
Existing Businesses	97.3	9.5 %		37.4	7.2 %
Acquisitions	9.9	1.0 %		7.4	1.4 %
Foreign Currency Translation	(82.6)	(8.1)%		(32.9)	(6.3)%
Total	24.6	2.4 %		11.9	2.3 %
Three months ended June 29, 2012	<u>\$ 1,045.6</u>		<u>\$</u>	534.4	

	Sales			Orders		Backlo	g
	\$	%		\$	%	\$	%
Proforma six months ended July 1,							
2011	\$ 1,817.6		\$	974.4		\$ 1,339.3	
Components of Change:							
Existing Businesses	179.2	9.9 %		26.4	2.7 %	110.6	8.3 %
Acquisitions	47.0	2.6 %		74.1	7.6 %	3.5	0.3 %
Foreign Currency Translation	(111.8)	(6.2)%		(43.0)	(4.4)%	(62.5)	(4.7)%
Total	114.4	6.3 %		57.5	5.9 %	51.6	3.9 %
Six months ended June 29, 2012	<u>\$ 1,932.0</u>		<u>\$</u>	1,031.9		<u>\$   1,390.9</u>	



### Balance Sheet (unaudited)

Dollars in thousands, except share amounts	Jun	e 29, 2012	Decem	ber 31, 2011
ASSETS				
CURRENT ASSETS:				
Cash and cash equivalents	\$	538,956	\$	75,108
Trade receivables, less allowance for doubtful accounts of \$6,092 and \$2,578		904,760		117,475
Inventories, net		530,352		56,136
Other current assets		321,815		102,489
Total current assets		2,295,883		351,208
Property, plant and equipment, net		651,000		90,939
Goodwill		1,853,558		204,844
Intangible assets, net		734,760		41,029
Other assets		469,667		400,523
Total assets	\$	6,004,868	\$	1,088,543
LIABILITIES AND SHAREHOLDERS' EQUITY CURRENT LIABILITIES:				
Current portion of long-term debt	\$	32,737	¢	10,000
Accounts payable	Ŷ	660,663	Ψ	54,035
Accrued liabilities		543,505		176,007
Total current liabilities		1,236,905		240,042
Long-term debt, less current portion		1,657,964		101,518
Other liabilities		1,006,054		557,708
Fotal liabilities		3,900,923		899,268
Equity:				
Preferred stock, \$0.001 par value; 20,000,000 and 10,000,000 shares authorized; 13,877,552 and none issued and outstanding		14		_
Common stock, \$0.001 par value; 400,000,000 and 200,000,000 shares authorized; 93,879,365 and 43,697,570 issued and outstanding		94		44
Additional paid-in capital		2,187,498		415,527
Accumulated deficit		(157,542)		(55,503)
Accumulated other comprehensive loss		(147,107)		(170,793)
Total Colfax Corporation equity		1,882,957		189,275
Noncontrolling interest		220,988		
Fotal equity		2,103,945		189,275
			\$	1,088,543

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### 2012 Outlook Summary (July Update)

2012 Total \$3.9 billion To \$4.0 billion   EPS and Adjusted Net Income Range   2012 Net loss per share \$(0.45) To \$(0.35)
2012 Net loss per share \$(0.45) To \$(0.35)
Adjusted net income – Colfax <sup>(1)</sup> \$142.8To\$153.3millionmillion
2012 Adjusted net income per share <sup>(2)</sup> \$1.35 To \$1.45
Assumptions
sbestos coverage litigation \$11 million
sbestos liability and defense costs \$9 million
structuring costs \$43 million
harter acquisition-related expense \$44 million
air value adjustments – ESAB/Howden inventory and backlog \$78 million
X for Q3 and Q4 (EUR, INR, BRL) \$1.225, \$0.018, \$
ax rate - Adjusted basis/GAAP for Q3 and Q4 30%/33%
utstanding shares – common and equivalents/preferred 95 million/13.9 m 92 million/13.4 m Year)

(1) Before preferred stock dividend.

(2) Excludes impact of asbestos coverage litigation costs, Charter acquisition-related expense, Charter inventory and backlog fair value adjustments and restructuring charges.

(See Non-GAAP Reconciliation included in this Appendix)



### 2012 Outlook Summary (continued)

Assumptions (continued)				
Depreciation	\$70 million			
Amortization	\$105 million			
Interest Expense	\$95 million			
Capital Expenditures	2.0% of revenue			
Pension funding in excess of expense	\$40 million			
Preferred dividend	\$19 million			



### 2012 Guidance Update (unaudited)

	Adjusted Income		EPS Range		
(millions except per share)		Low	 High	Low	High
Adjusted Operating Profit- February Guidance	\$	357.6	\$ 385.6		
Foreign Currency Rate Adjustment		(7.5)	(8.0)		
Update to Adjusted Operating Profit		9.4	(3.0)		
Updated Adjusted Operating Profit	\$	359.5	\$ 374.6		
Interest Expense		(95.0)	(95.0)		
Income tax		(80.7)	(85.3)		
		183.8	 194.3		
Noncontrolling Interest		(22.0)	(22.0)		
Preferred Dividend		(19.0)	 (19.0)		
	\$	142.8	\$ 153.3	\$ 1.35	\$1.45



## 2012 EPS Reconciliation (unaudited)

	Low	High
Original Guidance	\$ 1.45	\$ 1.65
Impact of 9 million new shares	(0.07)	(0.07)
More profit attributable to entities not wholly owned	(0.03)	(0.03)
Narrowing range of operating profit	0.07	(0.02)
Tax rate	(0.02)	(0.03)
FX- stronger dollar	(0.05)	(0.05)
Revised Guidance	\$ 1.35	\$ 1.45



	EPS Range		
Projected net loss per share - diluted	\$ (0.45)	\$ (0.35)	
Fair value adjustments - Charter inventory and backlog	0.78	0.78	
Restructuring costs	0.43	0.43	
Asbestos coverage litigation	0.09	0.09	
Charter transaction costs	0.44	0.44	
Tax adjustment	0.06	0.06	
Projected adjusted net income per share - diluted	\$ 1.35	\$ 1.45	

