## CロLFAX

FOURTH QUARTER 2013 | EARNINGS CONFERENCE GALL

## 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. Forwardlooking 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 2012 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.

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Q4 2013 RESULTS

## Q4 2013 HIGHLIGHTS

- Adjusted net income of $\$ 70.1$ million ( $\$ 0.61$ per share) compared to $\$ 50.5$ million ( $\$ 0.42$ per share) in Q4 2012
- Net sales of $\$ 1.17$ billion, an increase of $14 \%$ from Q4 2012 net sales of $\$ 1.03$ billion (an organic increase of 10.2\%)
- Adjusted operating income of $\$ 124.4$ million compared to $\$ 88.9$ million in Q4 2012
- Fourth quarter gas- and fluid-handling orders of $\$ 547.8$ million compared to orders of $\$ 520.3$ million in Q4 2012, an increase of $5.3 \%$
- Gas- and fluid-handling backlog of $\$ 1.58$ billion at period end


## FULL YEAR 2013 HIGHLIGHTS

- Adjusted net income of $\$ 229.8$ million (\$2.04 per share) compared to $\$ 159.8$ million (\$1.34 per share)
- Net sales of $\$ 4.21$ billion, an increase of $7.5 \%$ from full year 2012 net sales of $\$ 3.91$ billion (an organic increase of 2.7\%)
- Adjusted operating income of $\$ 431.4$ million compared to $\$ 334.9$ million in 2012
- Gas- and fluid-handling orders of $\$ 2.06$ billion compared to orders of $\$ 2.0$ billion in 2012, an increase of 3.3\%


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GAS AND FLUID HANDLING

## GAS AND FLUID HANDLING Q4 2013 HIGHLIGHTS

- Net sales of $\$ 650.8$ million compared to net sales of $\$ 514.4$ million in Q4 2012, an increase of $26.5 \%$ (an organic increase of 17.9\%)
- Adjusted segment operating income of $\$ 78.1$ million and adjusted segment operating income margin of $12.0 \%$
- Margins flat as compared to Q4 2012
- 2013 acquisitions diluted margins by approximately 90 bps
- Fourth quarter orders $\$ 547.8$ million compared to orders of $\$ 520.3$ million in Q4 2012, an increase of 5.3\%
- Backlog of $\$ 1.58$ billion at period end


## GAS AND FLUID HANDLING FULL YEAR 2013 HIGHLIGHTS

- Net sales of $\$ 2.104$ billion compared to net sales of $\$ 1.901$ billion in 2012, an increase of 10.7\% (an organic increase of 7.3\%)
- Adjusted segment operating income of $\$ 260.3$ million and adjusted segment operating income margin of 12.4\%
- Orders of $\$ 2.06$ billion compared to orders of $\$ 2.0$ billion in 2012, an increase of 3.3\%


## ORDERS AND BACKLOG



(1) Backlog data for the periods prior to Q1 2012 are presented on a proforma basis.

Note: Dollars in millions (unaudited).

## REVENUE



AFTERMARKET REVENUE YTD 2013


GEOGRAPHIC EXPOSURE YTD 2013


- Developed Economies
- Emerging Markets

Note: Dollars in millions (unaudited).

## Q4 2013 SALES AND ORDERS BY END MARKET

## SALES: $\$ 650.8$ Million

|  |  |  |
| :---: | :---: | :---: |
|  | Total Growth | Organic Growth (Decline) |
| Power Generation | 38.4\% | 32.1\% |
| Oil, Gas \& Petrochemical | 33.4\% | 20.4\% |
| Marine | 2.1\% | (0.5)\% |
| Mining | 6.1\% | 9.6\% |
| General Industrial \& Other | 21.3\% | 6.7\% |
| Total | 26.5\% | 17.9\% |

## ORDERS: \$547.8 Million

| General Industrial and Other 27\% <br> Mining 5\% |  | Power Generation $36 \%$ <br> Oil, Gas \& Petro-chemical 20\% |
| :---: | :---: | :---: |
|  | Total Growth (Decline) | Organic Growth (Decline) |
| Power Generation | 18.4\% | 11.0\% |
| Oil, Gas \& Petrochemical | 0.3\% | (4.5)\% |
| Marine | 41.1\% | 38.0\% |
| Mining | (56.0)\% | (60.3)\% |
| General Industrial \& Other | 7.0\% | (6.6)\% |
| Total | 5.3\% | (2.5)\% |

## FULL YEAR 2013 SALES AND ORDERS BY END MARKET

## SALES：\＄2．104 Billion

|  |  |  |
| :---: | :---: | :---: |
|  | Total Growth （Decline） | Organic Growth （Decline） |
| Power Generation | 31.8 \％ | 30.5 \％ |
| Oil，Gas \＆ Petrochemical | 1.9 \％ | （2．2）\％ |
| Marine | 7.0 \％ | 3.9 \％ |
| Mining | （36．1）\％ | （34．1）\％ |
| General Industrial \＆ Other | 10.3 \％ | 2.7 \％ |
| Total | 10.7 \％ | 7.3 \％ |

## ORDERS：\＄2．061 Billion



## POWER GENERATION MARKET PERSPECTIVE



## OIL, GAS \& PETROCHEMICAL MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH (DECLINE) |  |  |  |  | 2013 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 2013 vs. Q4 2012 |  | YTD 2013 vs. YTD 2012 |  |  |
|  | Total | Organic | Total | Organic |  |
| Sales | 33.4\% | 20.4 \% | 1.9\% | (2.2)\% |  |
| Orders | 0.3\% | (4.5)\% | (2.6)\% | (5.3)\% |  |
| HIGHLIGHTS |  |  |  |  | 2013 ORDERS SPLIT |
| - Served by both Howden and Colfax Fluid Handling <br> - Strong quotation activity in our midstream business, particularly in the Middle East and Southeast Asia <br> - Benefiting from our previous investments in a local presence in the Middle East, where our selling and technical resources are starting to drive gains |  |  |  |  |  |

## MARINE MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH (DECLINE) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q4 2013 vs. Q4 2012 |  | YTD 2013 vs. YTD 2012 |  |
|  | Total | Organic | Total | Organic |
| Sales | 2.1\% | (0.5) \% | 7.0\% | $3.9 \%$ |
| Orders | 41.1\% | 38.0\% | 11.2\% | 8.4 \% |
| HIGHLIGHTS |  |  |  |  |

- Primarily served by Colfax Fluid Handling
- Sales increase driven largely by continued strength in vessels serving the offshore oil \& gas industry
- \$4 million of CM-1000 orders in Q4



## MINING MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH (DECLINE) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q4 2013 vs. Q4 2012 |  | YTD 2013 vs. YTD 2012 |  |
|  | Total | Organic | Total | Organic |
| Sales | 6.1 \% | 9.6 \% | (36.1)\% | (34.1)\% |
| Orders | (56.0)\% | (60.3)\% | (39.6)\% | (37.1)\% |

## HIGHLIGHTS

- Primarily served by Howden
- Driven by demand of mined resources, including: coal, iron ore, copper, gold, nickel and potash
- Significant decline in orders driven by decreased industry capital expenditures



## GENERAL INDUSTRIAL \& OTHER MARKET PERSPECTIVE



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fabrication technology

## FABRICATION TECHNOLOGY 042013 HIGHLIGHTS

- Net sales of $\$ 520.6$ million compared to net sales of $\$ 513.0$ million in Q4 2012, an increase of $1.5 \%$ (an organic increase of $2.5 \%$ )
- Adjusted segment operating income of $\$ 58.2$ million and adjusted segment operating income margin of 11.2\%


## FABRICATION TECHNOLOGY FULL YEAR 2013 HIGHLIGHTS

- Net sales of $\$ 2.1$ billion compared to net sales of $\$ 2.0$ billion in 2012, an increase of $4.5 \%$ (an organic decline of 1.5\%)
- Adjusted segment operating income of $\$ 219.6$ million and adjusted segment operating income margin of $10.4 \%$
- Improvement of 260 basis points over 2012


## REVENUE



## REVENUE 2013



GEOGRAPHIC EXPOSURE 2013


- Developed Economies
- Emerging Markets

Note: Dollars in millions (unaudited).

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RESULTS OF OPERATIONS

## INCOME STATEMENT SUMMARY

|  | Three Months Ended |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2013 |  | December 31, 2012 |  | December 31, 2013 |  | December 31, 2012 |  |
| Net sales | \$ | 1,171.4 | \$ | 1,027.4 | \$ | 4,207.2 | \$ | 3,913.9 |
| Gross profit | \$ | 357.4 | \$ | 307.6 | \$ | 1,306.2 | \$ | 1,152.1 |
| \% of sales |  | 30.5 \% |  | 29.9 \% |  | 31.0 \% |  | 29.4 \% |
| SG\&A expense | \$ | 219.2 | \$ | 234.3 | \$ | 861.0 | \$ | 895.5 |
| \% of sales |  | 18.7 \% |  | 22.8 \% |  | 20.5 \% |  | 22.9 \% |
| Adjusted operating income | \$ | 124.4 | \$ | 88.9 | \$ | 431.4 | \$ | 334.9 |
| \% of sales |  | 10.6 \% |  | 8.7 \% |  | 10.3 \% |  | 8.6 \% |
| Adjusted net income | \$ | 70.1 | \$ | 50.5 | \$ | 229.8 | \$ | 159.8 |
| \% of sales |  | 6.0 \% |  | 4.9 \% |  | $5.5 \%$ |  | 4.1 \% |
| Adjusted net income per share | \$ | 0.61 | \$ | 0.42 | \$ | 2.04 | \$ | 1.34 |

Refer to Appendix for Non-GAAP reconciliation and footnotes.
Note: Doliars in millions, except per share amounts.

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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（decline）and organic order growth（decline）．Adjusted net income，adjusted net income per share，projected adjusted net income per share and adjusted operating income exclude asbestos coverage litigation expense，expenses related to major restructuring programs and expenses，significant year－one fair value adjustment amortization expense related to the Charter acquisition，write－off of certain deferred financing fees and original issue discount associated with the refinancing of Colfax＇s credit agreement and gain recorded on acquisition of remaining ownership interest of Sicelub，a less than wholly owned subsidiary，in which Colfax did not hold a controlling interest，to the extent they impact the periods presented．The effective tax rates used to calculate adjusted net income and adjusted net income per share are $27.6 \%$ and $26.6 \%$ for the fourth quarter and full year ended December 31，2013，respectively，and $15 \%$ and $25 \%$ for fourth quarter and full year ended December 31，2012．Organic sales growth（decline）and organic order growth（decline）exclude the impact of acquisitions and foreign exchange rate fluctuations．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 and expenses，expenses and year－one fair value adjustment amortization expense related to the Charter acquisition and major restructuring programs．

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

## NON-GAAP RECONCILIATION

(unaudited)

## Adjusted Net Income and Adjusted Net Income Per Share

Net income (loss) attributable to Colfax Corporation
Restructuring and other related charges
Charter acquisition-related expense
Fair value adjustments - ESAB/Howden backlog and inventory amortization expense
Asbestos coverage litigation expense
Gain on revaluation of Sicelub investment
Debt extinguishment charges- Refinancing of credit agreement
Tax adjustment ${ }^{(1)}$
Adjusted net income
Adjusted net income margin
Dividends on preferred stock
Adjusted net income available to Colfax Corporation common shareholders Less: adjusted net income attributable to participating securities ${ }^{(2)}$

Weighted-average shares outstanding - diluted
Adjusted net income per share
Net income (loss) per share— diluted (in accordance with GAAP)

| Three Months Ended |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, 2013 | December 31, 2012 |  | December 31, 2013 |  | December 31, 2012 |  |
| 37,126 | \$ | 19,736 | \$ | 178,628 | \$ | $(64,402)$ |
| 18,074 |  | 16,994 |  | 35,502 |  | 60,060 |
| - |  | - |  | - |  | 43,617 |
| - |  | 15,614 |  | - |  | 78,196 |
| 533 |  | 4,147 |  | 3,334 |  | 12,987 |
| $(13,784)$ |  | - |  | $(13,784)$ |  | - |
| 26,860 |  | - |  | 26,860 |  | - |
| 1,309 |  | $(6,022)$ |  | (759) |  | 29,297 |
| 70,118 |  | 50,469 |  | 229,781 |  | 159,755 |
| $6.0 \%$ |  | 4.9 \% |  | $5.5 \%$ |  | 4.1 \% |
| 5,142 |  | 5,072 |  | 20,396 |  | 18,951 |
| 64,976 |  | 45,397 |  | 209,385 |  | 140,804 |
| - |  | 5,831 |  | 4,571 |  | 18,087 |
| \$ 64,976 | \$ | 39,566 | \$ | 204,814 | \$ | 122,717 |
| 115,634,088 |  | ,978,755 |  | ,366,455 |  | 91,918,513 |
| \$ 0.61 | \$ | 0.42 | \$ | 2.04 | \$ | 1.34 |
| \$ 0.31 | \$ | 0.13 | \$ | 1.54 | \$ | (0.92) |

(1) The effective tax rates used to calculate adjusted net income and adjusted net income per share are $27.6 \%$ and $26.6 \%$ for the fourth quarter and full year ended December 31, 2013, respectively, and $15.0 \%$ and $25.0 \%$ for the fourth quarter and full year ended December 31, 2012.
(2) Adjusted net income per share for periods prior to April 23,2013 were calculated consistently with the two-class method in accordance with GAAP as the Series A preferred stock were considered participating securities. Subsequent to April 23,2013 , adjusted net income per share was calculated consistently with the ifconverted method in accordance with GAAP as the Series A preferred stock were no longer participating securities. Adjusted net income per share for the full year ended December 31, 2013 excludes the impact of 12,173,291 common stock equivalent shares as their inclusion would be anti-dilutive.
$\overline{\text { Note: Dollars in thousands, except per share amounts. }}$

## NON-GAAP RECONCILIATION

## (unaudited)

| Net sales | \$ |  | 650,820 | \$ |  | 520,558 | \$ | - |  | \$ 1,1 | 171,378 | \$ |  | 514,433 | \$ |  | 2,964 | \$ | - | \$ 1,0 | 7,397 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income (loss) |  | 85,682 | 13.2 \% |  | 45,767 | 8.8 \% |  | $(11,834)$ |  | 119,615 | 10.2 \% |  | 39,405 | 7.7 \% |  | 20,306 | 4.0 \% |  | $(7,543)$ | 52,168 | 5.1 \% |
| Charter acquisition-related expense |  | - |  |  | - |  |  | - |  | - |  |  | - |  |  | - |  |  | - | - |  |
| Restructuring and other related charges |  | 5,685 |  |  | 12,389 |  |  | - |  | 18,074 |  |  | 3,273 |  |  | 13,616 |  |  | 105 | 16,994 |  |
| Asbestos coverage litigation expense |  | 533 |  |  | - |  |  | - |  | 533 |  |  | 4,147 |  |  | - |  |  | - | 4,147 |  |
| Fair value adjustments - ESAB/Howden backlog and inventory amortization expense |  | - |  |  | - |  |  | - |  | - |  |  | 15,614 |  |  | - |  |  | - | 15,614 |  |
| Gain on revaluation of Sicelub investment |  | $(13,784)$ |  |  | - |  |  | - |  | $(13,784)$ |  |  | - |  |  | - |  |  | - | - |  |
| Adjusted operating income (loss) | \$ | 78,116 | 12.0 \% | \$ | 58,156 | 11.2 \% | \$ | $(11,834)$ |  | \$ 124,438 | 10.6\% | \$ | 62,439 | 12.1 \% | \$ | 33,922 | 6.6 \% | \$ | $(7,438)$ | \$ 88,923 | 8.7 \% |
|  |  |  |  |  | ear Ended | d Decemb |  | 1,2013 |  |  |  |  |  |  |  | ar Ende | Decem | er | 1,2012 |  |  |
|  |  | Gas and $F$ Handli | Fluid ing |  | Fabricat Technol |  |  | rporate <br> Other |  | Total Co <br> Corpora |  |  | Gas and Handl | $\begin{aligned} & \text { IFluid } \\ & \text { ling } \\ & \hline \end{aligned}$ |  | Fabrica <br> Techno |  |  | rporate <br> Other | Total C <br> Corpora |  |
| Net sales | \$ | 2,10 | ,104,048 | \$ |  | ,103,161 | \$ | - |  | \$ 4,2 | 207,209 | \$ | 1,9 | 901,132 | \$ | 2,0 | 2,724 | \$ | - | \$ 3,9 | 3,856 |
| Operating income (loss) |  | 260,279 | 12.4 \% |  | 194,561 | 9.3 \% |  | $(48,448)$ |  | 406,392 | 9.7 \% |  | 132,872 | 7.0 \% |  | 94,948 | 4.7 \% |  | $(87,811)$ | 140,009 | 3.6 \% |
| Charter acquisition-related expense |  | - |  |  | - |  |  | - |  | - |  |  | - |  |  | - |  |  | 43,617 | 43,617 |  |
| Restructuring and other related charges |  | 10,429 |  |  | 25,073 |  |  | - |  | 35,502 |  |  | 8,652 |  |  | 45,236 |  |  | 6,172 | 60,060 |  |
| Asbestos coverage litigation expense |  | 3,334 |  |  | - |  |  | - |  | 3,334 |  |  | 12,987 |  |  | - |  |  | - | 12,987 |  |
| Fair value adjustments - ESAB/Howden backlog and inventory amortization expense |  | - |  |  | - |  |  | - |  | - |  |  | 61,211 |  |  | 16,985 |  |  | - | 78,196 |  |
| Gain on revaluation of Sicelub investment |  | $(13,784)$ |  |  | - |  |  | - |  | $(13,784)$ |  |  | - |  |  | - |  |  | - | - |  |
| Adjusted operating income (loss) |  | 260,258 | 12.4 \% | \$ | 219,634 | 10.4 \% | \$ | $(48,448)$ |  | \$ 431,444 | 10.3\% |  | 215,722 | 11.3 \% |  | 157,169 | 7.8 \% | \$ | $(38,022)$ | \$334,869 | 8.6 \% |

## SALES \& ORDERS GROWTH

(unaudited)

For the three months ended December 31, 2012
Components of Change:
Existing Businesses
Acquisitions ${ }^{(1)}$
Foreign Currency Translation

## Total

For the three months ended December 31, 2013

As of and for the year ended December 31, 2012
Components of Change:
Existing Businesses
Acquisitions ${ }^{(1)}$
Foreign Currency Translation

## Total

As of and for the year ended December 31, 2013



|  | 107.5 | 2.7 \% |  | (15.3) | (0.8)\% |  | (58.6) | (4.1)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 246.9 | 6.3 \% |  | 96.4 | 4.8 \% |  | 231.2 | 16.2 \% |
|  | (61.1) | (1.5)\% |  | (15.7) | (0.7)\% |  | (26.7) | (1.9)\% |
|  | 293.3 | 7.5 \% |  | 65.4 | 3.3 \% |  | 145.9 | 10.2 \% |
| \$ | 4,207.2 |  | \$ | 2,061.4 |  | \$ | 1,577.4 |  |

(1) Represents the incremental sales and orders as a result of our acquisitions of Charter, Soldex, Co-Vent, Clarus, CKD Kompressory, Flakt Woods, TLT-Babcock, Alphair, and Sicelub. The full year impact related to the Charter Acquisition represents 12 days of activity for ESAB and Howden as the acquisition closed on January 13, 2012. Represents the incremental order backlog as a result of our acquisitions of Clarus, CKD Kompressory, Flakt Woods, TLT-Babcock, Alphair, and Sicelub.

## BALANCE SHEET

(unaudited)

## ASSETS

CURRENT ASSETS
Cash and cash equivalents
Trade receivables, less allowance for doubtful accounts of \$31,282 and \$16,464
Inventories, net
Other current assets
Total current assets
Property, plant and equipment, net
Goodwill
Intangible assets, net
Other assets
Total assets

## LIABILITIES AND EQUITY

CURRENT LIABILITIES:
Current portion of long-term debt
Accounts payable
Accrued liabilities
Total current liabilities
Long-term debt, less current portion
Other liabilities
Total liabilities
Equity:
Preferred stock, $\$ 0.001$ par value; 20,000,000 shares authorized; 13,877,552 issued and outstanding
Common stock, \$0.001 par value; 400,000,000 shares authorized; 101,921,613 and $94,067,418$ issued and outstanding

## Additional paid-in capital

Retained earnings (accumulated deficit)
Accumulated other comprehensive loss
Total Colfax Corporation equity
Noncontrolling interest
Total equity
Total liabilities and equity

| December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2013 |  | 2012 |  |
| \$ | 311,301 | \$ | 482,449 |
|  | 1,030,892 |  | 873,382 |
|  | 445,752 |  | 493,649 |
|  | 350,401 |  | 282,266 |
|  | 2,138,346 |  | 2,131,746 |
|  | 757,140 |  | 688,570 |
|  | 2,384,522 |  | 2,098,836 |
|  | 832,553 |  | 779,049 |
|  | 470,292 |  | 450,086 |
| \$ | 6,582,853 | \$ | 6,148,287 |
| \$ | 29,449 | \$ | 34,799 |
|  | 860,380 |  | 699,626 |
|  | 485,261 |  | 447,220 |
|  | 1,375,090 |  | 1,181,645 |
|  | 1,457,642 |  | 1,693,512 |
|  | 1,009,006 |  | 1,116,844 |
|  | 3,841,738 |  | 3,992,001 |
| 14 |  |  | 14 |
| 102 |  |  | 94 |
| 2,541,005 |  |  | 2,197,694 |
| 19,376 |  |  | $(138,856)$ |
| $(46,608)$ |  |  | $(146,594)$ |
| 2,513,889 |  |  | 1,912,352 |
| 227,226 |  |  | 243,934 |
| 2,741,115 |  |  | 2,156,286 |
| \$ | 6,582,853 | \$ | 6,148,287 |

Note: Dollars in thousands, except per share amounts.

## STATEMENT OF CASH FLOWS

(unaudited)

Cash flows from operating activities
Net income (loss)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:
Depreciation, amortization and fixed asset impairment charges Stock-based compensation expense
Non-cash interest expense
Gain on revaluation of Sicelub investment
Unrealized loss on acquisition-related foreign currency derivative Deferred income tax provision (benefit)
Changes in operating assets and liabilities, net of acquisitions:
Trade receivables, net
Inventories, net
Accounts payable
Changes in other operating assets and liabilities
Net cash provided by operating activities

## Cash flows from investing activities :

Purchases of fixed assets, net
Acquisitions, net of cash received
Loans to non-trade creditors
Other, net
Net cash used in investing activities
Cash flows from financing activities:
Borrowings under term credit facility
Payments under term credit facility
Proceeds fromborrowings on revolving credit facilities
Repayments of borrowings on revolving credit facilities
Proceeds from issuance of common stock, net
Proceeds from issuance of preferred stock, net
Acquisition of shares held by noncontrolling interest
Payments of dividend on preferred stock
Other
Net cash (used in) provided by financing activities Effect of foreign exchange rates on Cash and cash equivalents
(Decrease) increase in Cash and cash equivalents
Cash and cash equivalents, beginning of period
Cash and cash equivalents, end of period

## Supplemental Disclosure of Cash Flow Information: <br> Interest payments

Income tax payments, net

| 2013 |  | 2012 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 209,143 | \$ | $(42,264)$ | \$ | 4,555 |
|  | 119,258 |  | 183,403 |  | 22,598 |
|  | 13,334 |  | 9,373 |  | 4,908 |
|  | 44,377 |  | 16,997 |  | 735 |
|  | $(13,784)$ |  | - |  | - |
|  | - |  | - |  | 21,146 |
|  | 9,946 |  | 7,222 |  | $(1,722)$ |
|  | $(98,912)$ |  | $(37,338)$ |  | $(5,972)$ |
|  | 79,987 |  | 26,694 |  | 10,844 |
|  | 128,889 |  | 88,927 |  | $(7,298)$ |
|  | $(130,069)$ |  | $(78,994)$ |  | 7,359 |
|  | 362,169 |  | 174,020 |  | 57,153 |
|  | $(71,482)$ |  | $(83,187)$ |  | $(13,624)$ |
|  | $(372,476)$ |  | $(1,859,645)$ |  | $(56,346)$ |
|  | $(31,012)$ |  | - |  | - |
|  | - |  | 1,857 |  | - |
|  | $(474,970)$ |  | (1,940,975) |  | $(69,970)$ |
|  | 50,861 |  | 1,731,523 |  |  |
|  | $(679,755)$ |  | $(531,415)$ |  | $(10,000)$ |
|  | 648,000 |  | 13,149 |  | 141,203 |
|  | $(328,133)$ |  | $(53,414)$ |  | $(102,180)$ |
|  | 324,153 |  | 756,762 |  | 3,719 |
|  | - |  | 332,969 |  | - |
|  | $(14,913)$ |  | $(29,292)$ |  | - |
|  | $(20,396)$ |  | $(17,446)$ |  | - |
|  | $(24,870)$ |  | $(19,608)$ |  | - |
|  | $(45,053)$ |  | 2,183,228 |  | 32,742 |
|  | $(13,294)$ |  | $(8,932)$ |  | $(5,359)$ |
|  | $(171,148)$ |  | 407,341 |  | 14,566 |
|  | 482,449 |  | 75,108 |  | 60,542 |
| \$ | 311,301 | \$ | 482,449 | \$ | 75,108 |
|  | 58,970 |  | 79,857 |  | 5,209 |
|  | 93,856 |  | 70,677 |  | 16,731 |

