

FOURTH QUARTER 2015 |EARNINGS CONFERENCE CALL

## 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 2014 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.

## COLFAX

Q4 2015 RESULTS

## Q4 2015 HIGHLIGHTS

|  | Q4 2015 |  | Q4 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | （In millions，except pers share data） |  |  |  |
| Revenue | \＄ | 1，061．5 | \＄ | 1，206．4 |
| Adjusted Operating Profit | \＄ | 100.6 | \＄ | 136.7 |
| Margin \％ |  | 9．5\％ |  | 11．3\％ |
| Adjusted Net Income | \＄ | 63.0 | \＄ | 89.7 |
| Adjusted EPS | \＄ | 0.51 | \＄ | 0.72 |

－Organic revenue decline of 3．8\％
－Sequential margin improvement of 350 basis points over Q3 2015

## FULL YEAR 2015 HIGHLIGHTS

|  | Year Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  | 2014 |  |
|  | (In millions, exeept per share data) |  |  |  |
| Revenue | \$ | 3,967.1 | \$ | 4,624.5 |
| Adjusted Operating Profit Margin \% | \$ | $\begin{aligned} & 345.8 \\ & 8.7 \% \end{aligned}$ | \$ | $\begin{gathered} 467.7 \\ 10.1 \% \end{gathered}$ |
| Adjusted Net Income | \$ | 200.1 | \$ | 272.3 |
| Adjusted EPS | \$ | 1.60 | \$ | 2.20 |

- Organic revenue decline of 6.6\%
- Margin decline of 140 basis points


## COLFAX

GAS AND FLUID HANDLING

## GAS AND FLUID HANDLING Q4 2015 AND FULL YEAR RESULTS

| REVENUE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \$ 2,400 \\ & \$ 2,100 \end{aligned}$ | \$2,329.6 |  |  |  |
|  |  |  |  | \$1,981.8 |
| \$1,800 |  |  |  |  |
| \$1,500 |  |  |  |  |
| \$1,200 |  |  |  |  |
| \$900- $\quad$ \$622.1 ${ }^{\text {- }}$ |  |  |  |  |
| \$600 - \$ |  |  |  |  |
| \$300 |  |  |  |  |
| \$0 Q4 2014 Q4 2015 YTD 2014 YTD 2015 |  |  |  |  |
|  | QTD |  |  | YTD |
| Existing <br> Businesses | (2.7)\% |  |  | (7.3)\% |
| Acquisitions | 3.8\% |  |  | 2.1\% |
| FX Translation | (9.0)\% |  |  | (9.7)\% |
| Total Decline | (7.9)\% |  |  | (14.9)\% |

## ADJUSTED OPERATING PROFIT



AFTERMARKET
REVENUE 2015


Note: Dollars in millions (unaudited).

## ORDERS AND BACKLOG

ORDERS


## BACKLOG



## Q4 2015 SALES AND ORDERS BY END MARKET

## SALES: $\$ 572.8$ million

| General Industrial and Other: $29 \%$ | Power <br> Generation: <br> 29\% <br> \& Petrochemical: 28\% |  |
| :---: | :---: | :---: |
|  | Total (Decline) Growth | Organic (Decline) Growth |
| Power Generation | (24.6)\% | (17.8)\% |
| Oil, Gas \& Petrochemical | 22.7\% | 23.6\% |
| Marine | 7.8\% | 18.0\% |
| Mining | (52.1)\% | (35.5)\% |
| General Industrial \& Other | (2.6)\% | (1.0)\% |
| Total | (7.9)\% | (2.7)\% |

## ORDERS: \$443.0 million



|  | Total Decline | Organic (Decline) <br> Growth |
| :---: | :---: | :---: |
| Power Generation | $(17.4) \%$ | $(9.8) \%$ |
|  <br> Petrochemical <br> Marine <br> Mining <br>  <br> Other | $(32.2) \%$ | $(33.9) \%$ |
| Total | $(21.9) \%$ | $4.2 \%$ |
| $(23.3) \%$ | $(0.6) \%$ |  |
| $\mathbf{( 2 2 . 3 ) \%}$ | $\mathbf{( 1 8 . 8 ) \%}$ |  |

## FULL YEAR 2015 SALES AND ORDERS BY END MARKET

## SALES: \$1.982 billion



## ORDERS: $\$ 1.836$ billion



## POWER GENERATION MARKET PERSPECTIVE

SALES \& ORDERS DECLINE

|  | Q4 2015 vs. Q4 2014 |  | YTD 2015 vs. YTD 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total | Organic | Total | Organic |
| Sales | (24.6)\% | (17.8)\% | (21.3)\% | (14.7)\% |
| Orders | (17.4)\% | (9.8)\% | (16.5)\% | (9.4)\% |

## HIGHLIGHTS

- Served by both Howden and Colfax Fluid Handling
- Sales decline primarily due to SCR projects in China completed in 2014
- Chinese air quality standards will augment 2016 sales and orders
- Outlook for new power construction and aftermarket products stable for 2016

YTD 2015 SALES SPLIT


YTD 2015 ORDERS SPLIT


## OIL, GAS \& PETROCHEMICAL MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH (DECLINE) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q4 2015 vs. Q4 2014 |  | YTD 2015 vs. YTD 2014 |  |
|  | Total | Organic | Total | Organic |
| Sales | 22.7\% | 23.6\% | (2.6)\% | 3.0\% |
| Orders | (32.2)\% | (33.9)\% | (9.5)\% | (4.1)\% |

## HIGHLIGHTS

- Served by both Howden and Colfax Fluid Handling
- Period over period comparisons are difficult due to the timing of large projects with several large orders in fourth quarter of 2014
- Orders year to date only modestly down in end market which is down sharply
- Expanding our addressable market to offset expected continuation of end market decline

YTD 2015 SALES SPLIT


## MARINE MARKET PERSPECTIVE

## SALES \＆ORDERS GROWTH（DECLINE）

|  | Q4 2015 vs．Q4 2014 |  | YTD 2015 vs．YTD 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total | Organic | Total | Organic |
| Sales | $7.8 \%$ | $18.0 \%$ | $(9.6) \%$ | $3.6 \%$ |
| Orders | $(5.9) \%$ | $4.2 \%$ | $(36.1) \%$ | $(24.9) \%$ |

## HIGHLICHTS

－Primarily served by Colfax Fluid Handling
－Fourth quarter growth reflects stabilizing new shipbuilding activity and scope of product expanding with key customers
－Full year order decline primarily due to large，multi－year defense orders received in 2014
－Continued focus on aftermarket growth and expansion of product line

YTD 2015 SALES SPLIT


## MINING MARKET PERSPECTIVE

| SALES \＆ORDERS DECLINE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q4 2015 vs．Q4 2014 |  | YTD 2015 vs．YTD 2014 |  |
|  | Total | Organic | Total | Organic |
| Sales | （52．1）\％ | （35．5）\％ | （33．1）\％ | （17．7）\％ |
| Orders | （21．8）\％ | （0．6）\％ | （28．9）\％ | （12．5）\％ |
| HIGHLIGHTS |  |  |  |  |
| －Primarily served by Howden <br> －Remains a depressed market；focused on winning targeted projects |  |  |  |  |



## GENERAL INDUSTRIAL \& OTHER MARKET PERSPECTIVE

| SALES \& ORDERS DECLINE |  |  |  |  | YTD 2015 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 2015 vs. Q4 2014 |  | YTD 2015 vs. YTD 2014 |  | - |
|  | Total | Organic | Total | Organic |  |
| Sales | (2.6)\% | (1.0)\% | (13.9)\% | (7.0)\% |  |
| Orders | (23.3)\% | (23.7)\% | (21.7)\% | (16.7)\% |  |
| HIGHLIGHTS |  |  |  |  | YTD 2015 ORDERS SPLIT |
| - Include <br> - Weak and ord <br> - Relativ timing, <br> - Market | Howd <br> for in lines <br> nger f <br> roved <br> inds e | Colfax <br> capita <br> uarter <br> t condi <br> d to con | Handl <br> ment <br> evels <br> in 201 | of sales <br> by project | 29\% |

## CロLFヲ

FABRICATION TECHNOLOGY

## FABRICATION TECHNOLOGY Q4 2015 AND FULL YEAR RESULTS



## ADJUSTED OPERATING PROFIT



AFTERMARKET
REVENUE 2015



RESULTS OF OPERATIONS

## INCOME STATEMENT SUMMARY

## (unaudited)

|  | Three Months Ended |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2015 |  | December 31, 2014 |  | December 31, 2015 |  | December 31, 2014 |  |
| Net sales | \$ | 1,061.5 | \$ | 1,206.4 | \$ | 3,967.1 | \$ | 4,624.5 |
| Gross profit | \$ | 333.4 | \$ | 391.8 | \$ | 1,251.8 | \$ | 1,478.8 |
| \% of sales |  | 31.4\% |  | 32.5\% |  | 31.6\% |  | 32.0\% |
| SG\&A expense | \$ | 232.8 | \$ | 255.1 | \$ | 906.0 | \$ | 1,011.2 |
| \% of sales |  | 21.9\% |  | 21.1\% |  | 22.8\% |  | 21.9\% |
| Adjusted operating income | \$ | 100.6 | \$ | 136.7 | \$ | 345.8 | \$ | 467.7 |
| \% of sales |  | 9.5\% |  | 11.3\% |  | 8.7\% |  | 10.1\% |
| Adjusted net income | \$ | 63.0 | \$ | 89.7 | \$ | 200.1 | \$ | 272.3 |
| \% of sales |  | 5.9\% |  | 7.4\% |  | 5.0\% |  | 5.9\% |
| Adjusted net income per share | \$ | 0.51 | \$ | 0.72 | \$ | 1.60 | \$ | 2.20 |

## COLFAX

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, adjusted operating income, adjusted operating income margin, organic sales growth (decline) and organic order growth (decline). Adjusted net income, adjusted net income per share, adjusted operating income and adjusted operating income margin exclude the impact of Restructuring and other related charges. Adjusted net income and adjusted net income per share for the full year ended December 31, 2015 exclude the impact of the write-off of certain deferred financing fees and original issue discount associated with the refinancing of Colfax's credit agreement. Adjusted net income and adjusted net income per share for the full year ended December 31, 2014 exclude the impact of the preferred stock conversion inducement payment. The effective tax rates used to calculate adjusted net income and adjusted net income per share are $25.1 \%$ and $27.5 \%$ for the fourth quarter and full year ended December 31, 2015, respectively, and $24.5 \%$ and $27.8 \%$ for the fourth quarter and full year ended December 31, 2014, respectively. 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 restructuring and other related charges, write-off of certain deferred financing fees and original issue discount and the preferred stock conversion inducement payment.

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

## NON-GAAP RECONCILIATION <br> (unaudited)

|  | Three Months Ended December 31, 2015 |  |  |  |  |  |  |  |  |  |  | Three Months Ended December 31, 2014 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gas and Fluid Handling |  |  | Fabrication Technology |  |  | Corporate and Other |  | Total Colfax Corporation |  |  | Gas and Fluid Handling |  |  | Fabrication Technology |  |  | Corporate and Other |  | Total Colfax Corporation |  |
| Net sales | \$ |  | 572,824 | \$ |  | 488,640 | \$ | - | \$ |  | 1,464 | \$ |  | 622,059 | \$ |  | 584,297 | \$ | - | 1,2 | ,356 |
| Operating income (loss) |  | 47,407 | 8.3\% |  | 29,148 | 6.0\% |  | $(11,492)$ |  | 65,063 | 6.1\% |  | 70,375 | 11.3\% |  | 48,239 | 8.3\% |  | $(11,273)$ | 107,341 | 8.9\% |
| Restructuring and other related charges |  | 19,965 |  |  | 15,554 |  |  | - |  | 35,519 |  |  | 14,916 |  |  | 14,471 |  |  | - | 29,387 |  |
| Adjusted operating income (loss) | \$ | 67,372 | 11.8\% | \$ | 44,702 | 9.1\% | \$ | $(11,492)$ |  | \$ 100,582 | 9.5\% | \$ | 85,291 | 13.7\% | \$ | 62,710 | 10.7\% | \$ | $(11,273)$ | \$ 136,728 | $\underline{\text { 11.3\% }}$ |



## NON-GAAP RECONCILIATION

(unaudited)

## Adjusted Net Income

Net income attributable to Colfax Corporation
Restructuring and other related charges
Debt extinguishment charges- Refinancing of credit agreement
Tax adjustment ${ }^{(1)}$
Adjusted net income
Adjusted net income margin

| Three Months Ended |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2015 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2015 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2014 \end{gathered}$ |  |
| \$ | 44,197 | \$ | 80,134 | \$ | 167,739 | \$ | 392,098 |
|  | 35,519 |  | 29,387 |  | 61,177 |  | 58,121 |
|  | - |  | - |  | 4,731 |  | - |
|  | $(16,678)$ |  | $(19,790)$ |  | $(33,549)$ |  | $(177,944)$ |
| \$ | 63,038 | \$ | 89,731 | \$ | 200,098 | \$ | 272,275 |
|  | 5.9\% |  | 7.4\% |  | 5.0\% |  | 5.9\% |
| \$ | 44,197 | \$ | 80,134 | \$ | 167,739 | \$ | 370,185 |
|  | 35,519 |  | 29,387 |  | 61,177 |  | 58,121 |
|  | - |  | - |  | 4,731 |  | - |
|  | - |  | - |  | - |  | 19,565 |
|  | $(16,678)$ |  | $(19,790)$ |  | $(33,549)$ |  | $(177,944)$ |
|  | 63,038 |  | 89,731 |  | 200,098 |  | 269,927 |
|  | - |  | - |  | - |  | 2,348 |
| \$ | 63,038 | \$ | 89,731 | \$ | 200,098 | \$ | 272,275 |
| 124,102,455 |  |  | ,156,755 |  | ,869,649 |  | 4,033,702 |
| \$ | 0.51 | \$ | 0.72 | \$ | 1.60 | \$ | 2.20 |
| \$ | 0.36 | \$ | 0.64 | \$ | 1.34 | \$ | 3.02 |

(1) The effective tax rates used to calculate adjusted net income and adjusted net income per share are $25.1 \%$ and $27.5 \%$ for the fourth quarter and full year ended December 31,2015 , respectively, and $24.5 \%$ and $27.8 \%$ for the fourth quarter and full year ended December 31,2014 , respectively.
(2) Adjusted net income per share for the period prior to February 12, 2014 was calculated under the if-converted method in accordance with GAAP. On February 12, 2014, the Series A Perpetual Convertible Preferred Stock were converted to Common stock and the Company paid a $\$ 19.6$ million conversion inducement to the holders of the Series A Perpetual Convertible Preferred Stock.

## CHANGE IN SALES, ORDERS AND BACKLOG



[^0]
## BALANCE SHEETS <br> (unaudited)

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  | 2014 |  |
| ASSETS |  |  |  |  |
| CURRENT ASSETS: |  |  |  |  |
| Cash and cash equivalents | \$ | 197,469 | \$ | 305,448 |
| Trade receivables, less allowance for doubtful accounts of \$39,505 and \$27,256 |  | 888,166 |  | 1,029,150 |
| Inventories, net |  | 420,386 |  | 442,732 |
| Other current assets |  | 253,744 |  | 296,948 |
| Total current assets |  | 1,759,765 |  | 2,074,278 |
| Property, plant and equipment, net |  | 644,536 |  | 727,435 |
| Goodwill |  | 2,817,687 |  | 2,873,023 |
| Intangible assets, net |  | 995,712 |  | 1,043,583 |
| Other assets |  | 515,219 |  | 493,198 |
| Total assets | \$ | 6,732,919 | \$ | 7,211,517 |
|  |  |  |  |  |
| LIABILITIES AND EQUITY |  |  |  |  |
| CURRENT LIABILITIES: |  |  |  |  |
| Current portion of long-term debt | \$ | 5,792 | \$ | 9,855 |
| Accounts payable |  | 718,893 |  | 780,287 |
| Accrued liabilities |  | 391,659 |  | 489,983 |
| Total current liabilities |  | 1,116,344 |  | 1,280,125 |
| Long-term debt, less current portion |  | 1,411,755 |  | 1,526,955 |
| Other liabilities |  | 948,264 |  | 1,051,993 |
| Total liabilities |  | 3,476,363 |  | 3,859,073 |
| Equity: |  |  |  |  |
| Common stock, $\$ 0.001$ par value; $400,000,000$ shares authorized; $123,486,425$ and $123,730,578$ issued and outstanding |  | 123 |  | 124 |
| Additional paid-in capital |  | 3,199,267 |  | 3,200,832 |
| Retained earnings |  | 557,300 |  | 389,561 |
| Accumulated other comprehensive loss |  | $(686,715)$ |  | $(443,691)$ |
| Total Colfax Corporation equity |  | 3,069,975 |  | 3,146,826 |
| Noncontrolling interest |  | 186,581 |  | 205,618 |
| Total equity |  | 3,256,556 |  | 3,352,444 |
| Total liabilities and equity | \$ | 6,732,919 | \$ | 7,211,517 |

## STATEMENTS OF CASH FLOWS <br> (unaudited)

|  | Year Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  | 2014 |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income | \$ | 187,178 | \$ | 420,273 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation, amortization and impairment charges |  | 154,542 |  | 174,724 |
| Stock-based compensation expense |  | 16,321 |  | 17,580 |
| Non-cash interest expense |  | 10,101 |  | 9,094 |
| Deferred income tax (benefit) provision |  | $(22,717)$ |  | $(139,488)$ |
| Changes in operating assets and liabilities, net of acquisitions: |  |  |  |  |
| Trade receivables, net |  | 64,048 |  | $(19,916)$ |
| Inventories, net |  | (390) |  | 57,847 |
| Accounts payable |  | $(11,184)$ |  | $(54,666)$ |
| Changes in other operating assets and liabilities |  | $(94,086)$ |  | $(79,690)$ |
| Net cash provided by operating activities |  | 303,813 |  | 385,758 |
| Cash flows from investing activities: |  |  |  |  |
| Purchases of fixed assets |  | $(69,877)$ |  | $(84,458)$ |
| Acquisitions, net of cash received |  | $(196,007)$ |  | $(948,800)$ |
| Other, net |  | 18,927 |  | 3,115 |
| Net cash used in investing activities |  | $(246,957)$ |  | (1,030,143) |
| Cash flows from financing activities: |  |  |  |  |
| Borrowings under term credit facility |  | 750,000 |  | 150,000 |
| Payments under term credit facility |  | $(1,232,872)$ |  | $(15,542)$ |
| Proceeds from borrowings on revolving credit facilities and other |  | 1,498,039 |  | 1,370,626 |
| Repayments of borrowings on revolving credit facilities and other |  | $(1,104,055)$ |  | $(1,414,146)$ |
| Proceeds from issuance of common stock, net |  | 6,052 |  | 613,927 |
| Repurchases of common stock |  | $(27,367)$ |  | - |
| Acquisition of shares held by noncontrolling interest |  | - |  | $(10,338)$ |
| Preferred stock conversion inducement payment |  | - |  | $(19,565)$ |
| Payments of dividend on preferred stock |  | - |  | $(3,853)$ |
| Other |  | $(21,066)$ |  | $(21,060)$ |
| Net cash (used in) provided by financing activities |  | $(131,269)$ |  | 650,049 |
| Effect of foreign exchange rates on Cash and cash equivalents |  | $(33,566)$ |  | $(11,517)$ |
| Decrease in Cash and cash equivalents |  | $(107,979)$ |  | $(5,853)$ |
| Cash and cash equivalents, beginning of period |  | 305,448 |  | 311,301 |
| Cash and cash equivalents, end of period | \$ | 197.469 | \$ | 305.448 |
|  |  |  |  |  |
| Supplemental Disclosure of Cash Flow Information: |  |  |  |  |
| Interest payments |  | 36,363 |  | 42,041 |
| Income tax payments, net |  | 79,540 |  | 82,694 |

Note: Dollars in thousands.


[^0]:    (1) Represents the incremental sales and orders as a result of our acquisitions of Roots ${ }^{\top \mathrm{TM}}$ blowers and compressors and Simsmart Technologies.
    (2) Represents the incremental sales, orders and order backlog as a result of our acquisitions of Roots ${ }^{\text {TM }}$ blowers and compressors and Simsmart Technologies, and incremental sales as a result of our acquisition of Victor Technologies Holdings Inc.

