

SECOND QUARTER 2016 | 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 2015 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 2016 HIGHLIGHTS

C	22 2016	Q2 2015				
	(In millions, exce	ept per sha	hare data)			
\$	957.2	\$	1,025.4			
\$	87.6	\$	105.4			
	9.1%		10.3%			
\$	50.3	\$	63.0			
\$	0.41	\$	0.50			
60 bas	sis points					
	\$ \$ \$	\$ 957.2 \$ 87.6 9.1% \$ 50.3	\$ 957.2 \$ \$ 87.6 \$ 9.1% \$ 50.3 \$ \$ 0.41 \$			

Unaudited



## YEAR TO DATE 2016 HIGHLIGHTS

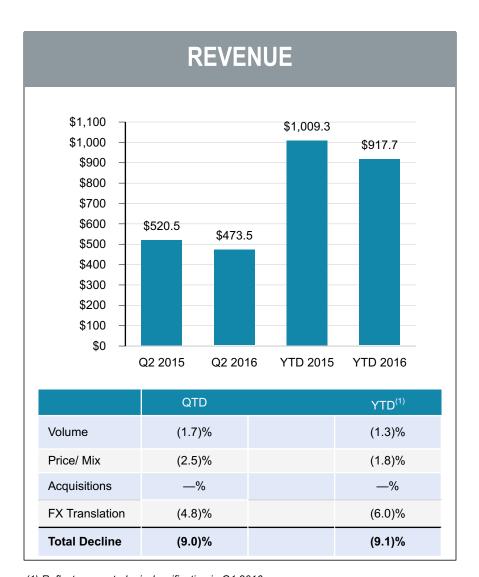
		Six Mor	nths Er	nded				
	July 1, 2016 June 26, 20							
		(In millions, ex	cept per sha	are data)				
Revenue	\$	1,834.1	\$	1,936.4				
Adjusted Operating Profit Margin %	\$	153.7 8.4%	\$	186.6 9.6%				
Adjusted Net Income	\$	87.2	\$	107.6				
Adjusted EPS	\$	0.71	\$	0.86				
Organic revenue decline of 3.1%								
<ul> <li>Organic order decline of 12.6%</li> </ul>								

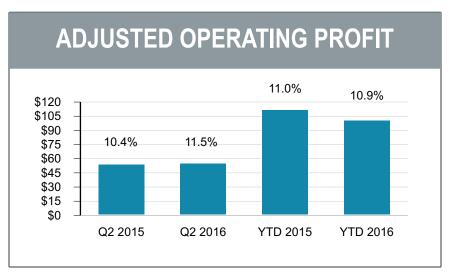
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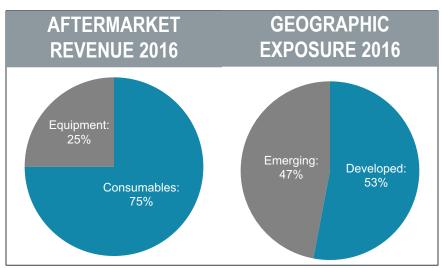




# FABRICATION TECHNOLOGY Q2 2016 AND YEAR TO DATE 2016 RESULTS





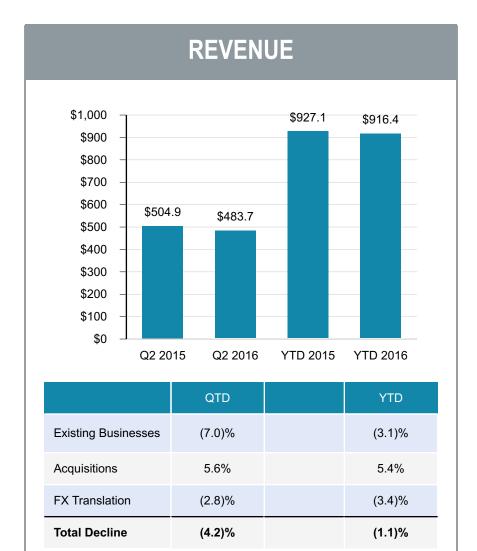


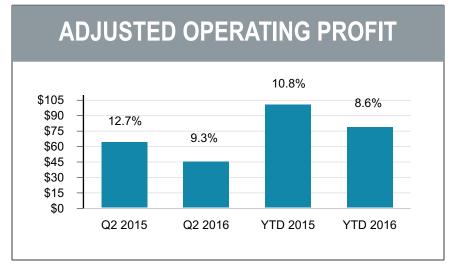


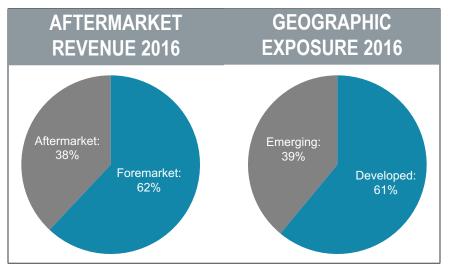
<sup>(1)</sup> Reflects corrected misclassification in Q1 2016.



# GAS AND FLUID HANDLING Q2 2016 AND YEAR TO DATE 2016 RESULTS





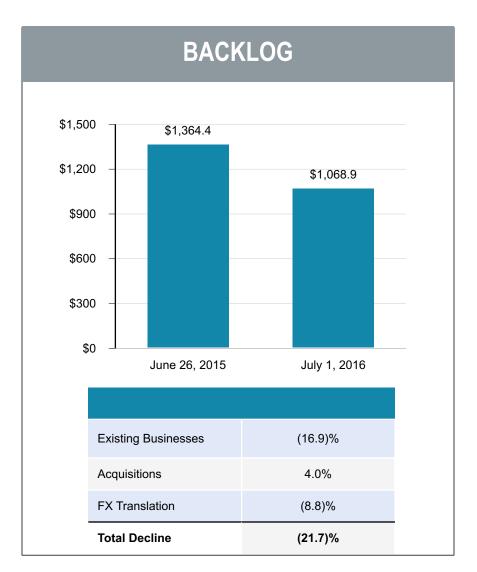


Note: Dollars in millions (unaudited).



### ORDERS AND BACKLOG

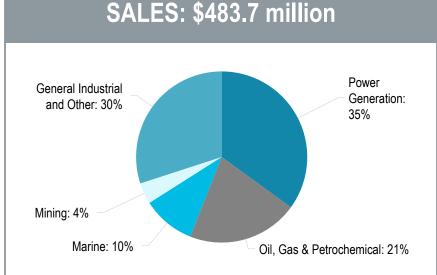




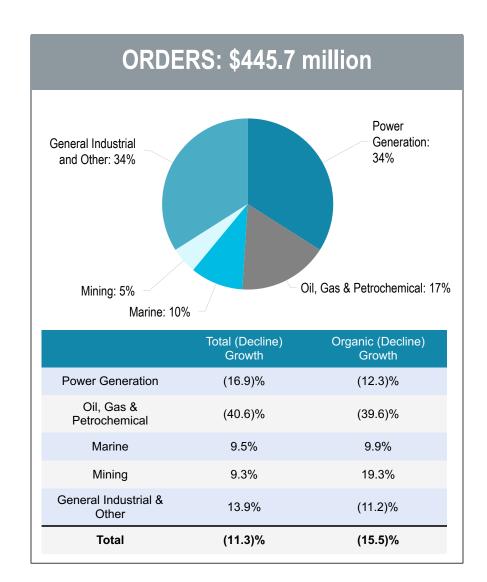
Note: Dollars in millions (unaudited).



## Q2 2016 SALES AND ORDERS BY END MARKET

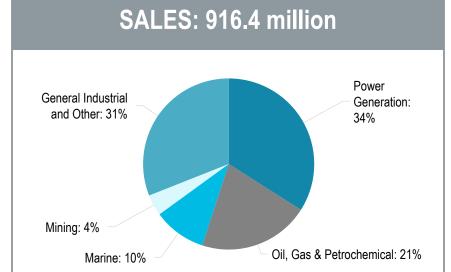


	Total (Decline) Growth	Organic Growth (Decline)
Power Generation	(1.9)%	2.0%
Oil, Gas & Petrochemical	(4.3)%	(5.3)%
Marine	(12.2)%	(12.0)%
Mining	(35.7)%	(29.8)%
General Industrial & Other	3.4%	(12.1)%
Total	(4.2)%	(7.0)%

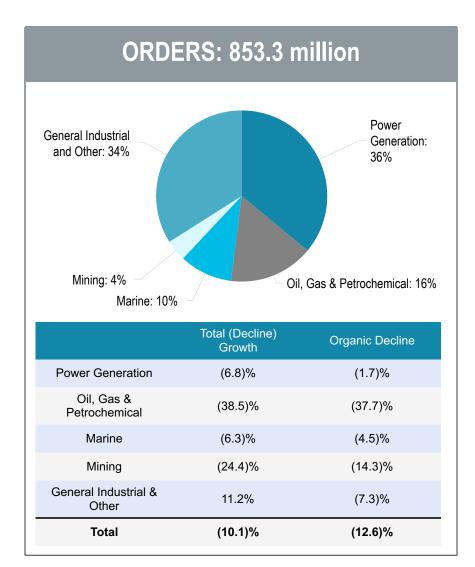




# YTD 2016 SALES AND ORDERS BY END MARKET



	Total (Decline) Growth	Organic Growth (Decline)
Power Generation	(3.5)%	0.2%
Oil, Gas & Petrochemical	8.3%	7.7%
Marine	(10.3)%	(9.0)%
Mining	(35.0)%	(27.7)%
General Industrial & Other	5.5%	(7.2)%
Total	(1.1)%	(3.1)%



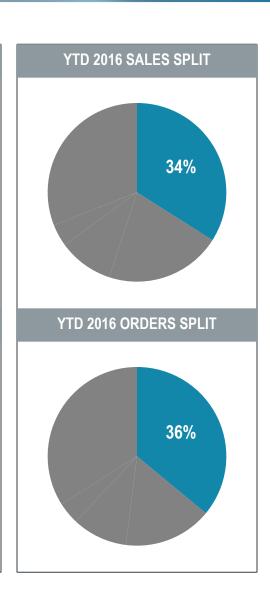


### POWER GENERATION MARKET PERSPECTIVE

#### SALES & ORDERS (DECLINE) GROWTH

	Q2 2016 v	s. Q2 2015	YTD 2016 v	s. YTD 2015
	Total	Organic	Total	Organic
Sales	(1.9)%	2.0%	(3.5)%	0.2%
Orders	(16.9)%	(12.3)%	(6.8)%	(1.7)%

- Served by both Howden and Colfax Fluid Handling
- Changes in China power market regulatory directives beginning to negatively impact 2016 orders
- Outlook for revenue remains stable for 2016, but order growth likely impacted in China



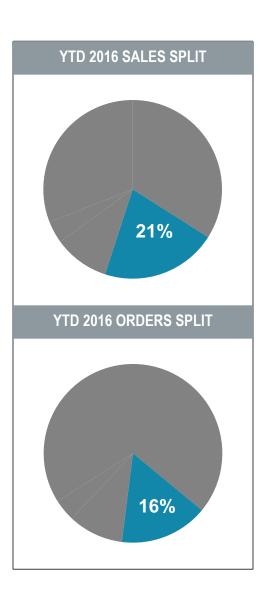


# OIL, GAS & PETROCHEMICAL MARKET PERSPECTIVE

#### SALES & ORDERS (DECLINE) GROWTH

	Q2 2016 v	s. Q2 2015	YTD 2016 v	s. YTD 2015		
	Total	Organic	Total	Organic		
Sales	(4.3)%	(5.3)%	8.3%	7.7%		
Orders	(40.6)%	(39.6)%	(38.5)%	(37.7)%		

- Served by both Howden and Colfax Fluid Handling
- Period over period comparisons are difficult due to the timing of large projects
- Project deferrals largely from customer spend restrictions are pushing orders into future quarters
- Expanding our addressable market to partially offset expected continuation of end market decline





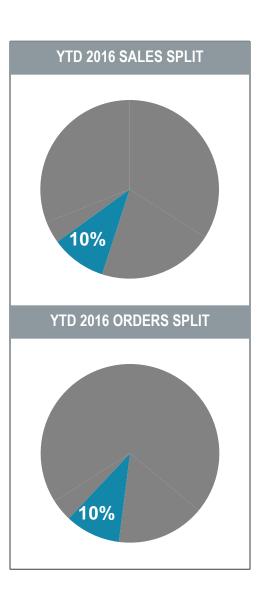
## MARINE MARKET PERSPECTIVE

#### SALES & ORDERS (DECLINE) GROWTH

	Q2 2016 v	s. Q2 2015	YTD 2016 v	s. YTD 2015			
	Total	Organic	Total	Organic			
Sales	(12.2)%	(12.0)%	(10.3)%	(9.0)%			
Orders	9.5%	9.9%	(6.3)%	(4.5)%			

#### **HIGHLIGHTS**

- Primarily served by Colfax Fluid Handling
- Defense business continues to perform well
- Orders boosted by strong position in cruise ship market



Note: Marine market comprised of commercial marine and government, or defense, customers

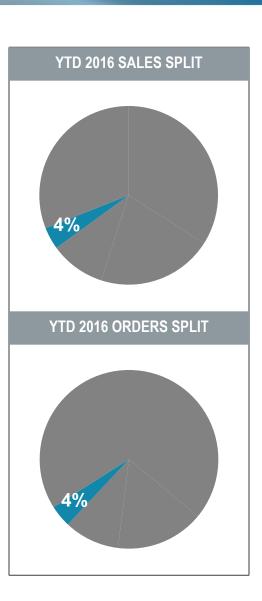


## MINING MARKET PERSPECTIVE

#### SALES & ORDERS (DECLINE) GROWTH

	Q2 2016 v	s. Q2 2015	YTD 2016 v	s. YTD 2015
	Total	Organic	Total	Organic
Sales	(35.7)%	(29.8)%	(35.0)%	(27.7)%
Orders	9.3%	19.3%	(24.4)%	(14.3)%

- Primarily served by Howden
- Remains a depressed market; focused on winning targeted projects
- Solid project wins in South America this quarter



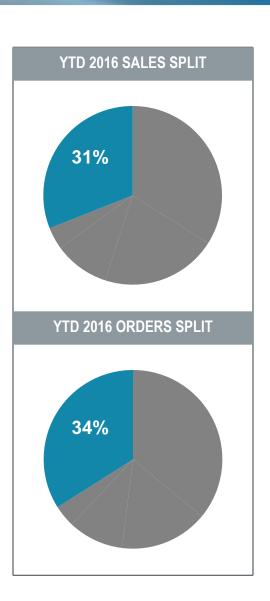


# GENERAL INDUSTRIAL & OTHER MARKET PERSPECTIVE

#### SALES & ORDERS GROWTH (DECLINE)

	Q2 2016 v	s. Q2 2015	YTD 2016 v	s. YTD 2015
	Total	Organic	Total	Organic
Sales	3.4%	(12.1)%	5.5%	(7.2)%
Orders	13.9%	(11.2)%	11.2%	(7.3)%

- Includes both Howden and Colfax Fluid Handling
- Weak demand for heavy industrial capital equipment continued driver of sales and order declines
- Submarkets mixed with strength in water blowers and transportation fans







## **INCOME STATEMENT SUMMARY**

(unaudited)

		Three Mor	nths En	ded	Six Months Ended						
Net sales	Jul	y 1, 2016	Jur	ne 26, 2015	Ju	ıly 1, 2016	Jur	ne 26, 2015			
	\$	957.2	\$	1,025.4	\$	1,834.1	\$	1,936.4			
Gross profit	\$	301.1	\$	328.0	\$	581.6	\$	622.5			
% of sales		31.5%		32.0%		31.7%		32.1%			
SG&A expense	\$	213.6	\$	222.6	\$	427.9	\$	435.9			
% of sales		22.3%		21.7%		23.3%		22.5%			
Adjusted operating income	\$	87.6	\$	105.4	\$	153.7	\$	186.6			
% of sales		9.1%		10.3%		8.4%		9.6%			
Adjusted net income	\$	50.3	\$	63.0	\$	87.2	\$	107.6			
% of sales		5.3%		6.1%		4.8%		5.6%			
Adjusted net income per share	\$	0.41	\$	0.50	\$	0.71	\$	0.86			

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





### **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 three and six months ended June 26, 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. The effective tax rates used to calculate adjusted net income and adjusted net income per share are 30.9% and 30.1% for the three and six months ended July 1, 2016, respectively, and 28.3% and 28.8% for the three and six months ended June 26, 2015, 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 and and original issue discount.

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



## NON-GAAP RECONCILIATION

Gas and Fluid

Handling

Three Months Ended July 1, 2016

**Fabrication** 

**Technology** 

Corporate and Other

(unaudited)

Net sales	\$	4	83,692	\$	4	73,557	\$	_	\$ 9	57,249	\$	5	04,875	\$	Ę	520,500	\$	_	\$	1,025,375
Operating income (loss)		37,997	7.9%		47,077	9.9%		(12,012)	73,062	7.6%		61,547	12.2%		47,699	9.2%		(12,672)	96,57	74 9.4%
Restructuring and other related charges		7,096			7,394			_	14,490			2,659			6,175			_	8,83	34
Adjusted operating income (loss)	\$	45,093	9.3%	\$	54,471	11.5%	\$	(12,012)	\$ 87,552	9.1%	\$	64,206	12.7%	\$	53,874	10.4%	\$	(12,672)	\$ 105,40	08 10.3%
																				,
				Six	Months	Ended	Jul	y 1, 2016					;	Six	Months	Ended .	June	e 26, 2015		
	_	Gas and I			Fabricat Technol			orporate nd Other	Total Col Corporat		(	as and l Handli			Fabrica Techno			orporate nd Other		Colfax oration
Net sales	\$	9	16,430	\$	9	17,662	\$	_	\$ 1,83	34,092	\$	9:	27,084	\$	1,0	009,361	\$	_	\$	1,936,445
Operating income (loss)		61,327	6.7%		85,887	9.4%		(25,686)	121,528	6.6%		95,159	10.3%		103,937	10.3%		(25,069)	174,02	27 9.0%
Restructuring and other related charges		17,689			14,469			_	32,158			5,304			7,283			_	12,58	37

**Total Colfax** 

Corporation

Gas and Fluid

Handling

Note: Dollars in thousands.



Three Months Ended June 26, 2015

Corporate and Other

**Total Colfax** 

Corporation

**Fabrication** 

**Technology** 

## NON-GAAP RECONCILIATION

(unaudited)

	Three Mon	ths l	Ended	Six Months Ended					
	July 1, 2016		June 26, 2015	July 1, 2016	J	une 26, 2015			
Adjusted Net Income and Adjusted Net Income Per Share									
Net income attributable to Colfax Corporation	\$ 39,754	\$	53,127	\$ 62,369	\$	105,183			
Restructuring and other related charges	14,490		8,834	32,158		12,587			
Debt extinguishment charges- Refinancing of credit agreement	_		4,731	_		4,731			
Tax adjustment <sup>(1)</sup>	(3,970)		(3,643)	(7,368)		(14,905)			
Adjusted net income	\$ 50,274	\$	63,049	\$ 87,159	\$	107,596			
Adjusted net income margin	5.3%		6.1%	4.8%		5.6%			
Weighted-average shares outstanding - diluted	123,036,457		125,261,738	123,143,437		125,181,467			
Adjusted net income per share	\$ 0.41	\$	0.50	\$ 0.71	\$	0.86			
Net income per share— diluted (in accordance with GAAP)	\$ 0.32	\$	0.42	\$ 0.51	\$	0.84			

<sup>(1)</sup> The effective tax rates used to calculate adjusted net income and adjusted net income per share are 30.9% and 30.1% for the three and six months ended July 1, 2016, respectively, and 28.3% and 28.8% for the three and six months ended June 26, 2015, respectively.



# CHANGE IN SALES, ORDERS AND BACKLOG

(unaudited)

	Net Sales			Orders			
		\$	%		\$	%	
For the three months ended June 26, 2015	\$	1,025.4		\$	502.3		
Components of Change:							
Existing Businesses		(57.2)	(5.6)%		(78.0)	(15.5)%	
Acquisitions <sup>(1)</sup>		28.1	2.7%		38.4	7.6%	
Foreign Currency Translation		(39.1)	(3.8)%		(17.0)	(3.4)%	
Total		(68.2)	(6.7)%		(56.6)	(11.3)%	
For the three months ended July 1, 2016	\$	957.2	:	\$	445.7		

	Net Sales			Orders			Backlog at Period End		
		\$	%		\$	%		\$	%
As of and for the six months ended June 26, 2015	\$	1,936.4		\$	949.3		\$	1,364.4	
Components of Change:									
Existing Businesses		(59.7)	(3.1)%		(119.5)	(12.6)%		(230.7)	(16.9)%
Acquisitions <sup>(1)</sup>		50.3	2.6 %		61.8	6.5 %		54.4	4.0 %
Foreign Currency Translation		(92.9)	(4.8)%		(38.3)	(4.0)%		(119.2)	(8.8)%
Total		(102.3)	(5.3)%		(96.0)	(10.1)%		(295.5)	(21.7)%
As of and for the six months ended July 1, 2016	\$	1,834.1		\$	853.3		\$	1,068.9	

<sup>(1)</sup> Represents the incremental sales, orders and order backlog as a result of our acquisitions of Roots<sup>TM</sup> blowers and compressors and Simsmart Technologies.

