## CロLFAX

SECOND QUARTER 2014 | 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. 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 2013 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.

## CロLFFX

Q2 2014 RESULTS

## Q2 2014 HIGHLIGHTS

- Adjusted net income of $\$ 59.6$ million ( $\$ 0.48$ per share) compared to $\$ 62.0$ million (\$0.56 per share) in Q2 2013
- Q2 2014 includes approximately $\$ 22$ million of pretax non-cash expenses related to an impairment, a business disposition and a Venezuelan currency devaluation
- Net sales of $\$ 1.20$ billion, an increase of $11.7 \%$ from Q2 2013 net sales of $\$ 1.07$ billion (an organic decrease of $5.0 \%$ )
- Adjusted operating income of $\$ 109.1$ million compared to $\$ 116.6$ million in Q2 2013
- Second quarter gas- and fluid-handling orders of $\$ 593.8$ million compared to orders of $\$ 478.2$ million in Q2 2013, an increase of $24.2 \%$ (an organic increase of 4.6\%)
- Gas- and fluid-handling backlog of $\$ 1.6$ billion at period end


## YEAR TO DATE 2014 HIGHLIGHTS

－Adjusted net income of $\$ 111.2$ million（ $\$ 0.91$ per share）compared to $\$ 95.5$ million（\＄0．83 per share）in the six months ended June 28， 2013
－Net sales of $\$ 2.25$ billion，an increase of $11.5 \%$ from the six months ended June 28， 2013 net sales of $\$ 2.02$ billion（flat organically）
－Adjusted operating income of $\$ 203.2$ million compared to $\$ 194.8$ million in the six months ended June 28， 2013
－Gas－and fluid－handling orders of $\$ 1.18$ billion compared to orders of $\$ 980.3$ million in the six months ended June 28，2013，an increase of 20．1\％（an organic increase of 3．4\％）

## CロLFFX

GAS AND FLUID HANDLING

## GAS AND FLUID HANDLING 022014 HIGHLIGHTS

- Net sales of $\$ 568.9$ million compared to net sales of $\$ 516.8$ million in Q2 2013, an increase of 10.1\% (an organic decrease of 7.0\%)
- Adjusted segment operating income of $\$ 45.7$ million and adjusted segment operating income margin of $8.0 \%$
- Second quarter orders of $\$ 593.8$ million compared to orders of $\$ 478.2$ million in Q2 2013, an increase of 24.2\% (an organic increase of 4.6\%)
- Backlog of $\$ 1.6$ billion at period end


## GAS AND FLUID HANDLING YTD 2014 HIGHLIGHTS

- Net sales of $\$ 1.14$ billion compared to net sales of $\$ 941.9$ million in the six months ended June 28, 2013, an increase of $21.3 \%$ (an organic increase of 3.2\%)
- Adjusted segment operating income of $\$ 101.7$ million and adjusted segment operating income margin of $8.9 \%$
- Orders of $\$ 1.18$ billion compared to orders of $\$ 980.3$ million in the six months ended June 28, 2013, an increase of 20.1\% (an organic increase of $3.4 \%$ )


## ORDERS AND BACKLOG



## BACKLOG(1)


(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 2014


GEOGRAPHIC EXPOSURE YTD 2014


- Developed Economies
- Emerging Markets


## Q2 2014 SALES AND ORDERS BY END MARKET

## SALES：\＄568．9 Million



## ORDERS：\＄593．8 Million

| General <br> Industrial and <br> Other <br> $28 \%$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Mining <br> $6 \%$ | Power <br> Generation <br> $30 \%$ |

## YTD 2014 SALES AND ORDERS BY END MARKET

SALES: \$1.14 Billion
$\left.\begin{array}{|c|c|c|c|}\hline \\ \text { General } \\ \text { Industrial and } \\ \text { Other } \\ 29 \%\end{array}\right)$

## ORDERS: $\$ 1.18$ Billion

| General Industrial and Other 28\% <br> Mining <br> 6\% <br> Marine $\qquad$ 14\% |  | Power Generation $35 \%$ |
| :---: | :---: | :---: |
|  | Total Growth (Decline) | Organic Growth (Decline) |
| Power Generation | 7.8\% | 0.3\% |
| Oil, Gas \& Petrochemical | (16.5)\% | (34.9)\% |
| Marine | 50.7\% | 45.1\% |
| Mining | 43.5\% | 24.2\% |
| General Industrial \& Other | 64.6\% | 26.6\% |
| Total | 20.1\% | 3.4\% |

## POWER GENERATION MARKET PERSPECTIVE

| SALES \& ORDERS (DECLINE) GROWTH |  |  |  |  | YTD 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 2014 vs. Q2 2013 |  | YTD 2014 vs. YTD 2013 |  |  |
|  | Total | Organic | Total | Organic |  |
| Sales | (10.8)\% | (14.9)\% | 14.4\% | 5.9\% |  |
| Orders | (1.5)\% | (10.6)\% | 7.8\% | 0.3\% |  |
| HIGHLIGHTS |  |  |  |  | YTD 2014 ORDERS SPLIT |
| - Served by both Howden and Colfax Fluid Handling <br> - Lower sales due to new-build project timing in China and slow aftermarket sales in the U.S. <br> - Fluid Handling orders impacted by downturn in demand for combined cycle power stations <br> - Howden saw declines in China SCR orders, partially offset by increases in new-build components, particularly air heaters |  |  |  |  |  |

## OIL, GAS \& PETROCHEMICAL MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH (DECLINE) |  |  |  |  | YTD 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 2014 vs. Q2 2013 |  | YTD 2014 vs. YTD 2013 |  |  |
|  | Total | Organic | Total | Organic |  |
| Sales | 0.6\% | (16.8)\% | 11.8\% | (5.0)\% |  |
| Orders | (4.9)\% | (26.4)\% | (16.5)\% | (34.9)\% |  |
| HIGHLIGHTS |  |  |  |  | YTD 2014 ORDERS SPLIT |
| - Served by both Howden and Colfax Fluid Handling <br> - Period over period comparisons are difficult due to the timing of large projects <br> - Continue to see deferrals of major projects across core geographies, particularly Asia and Latin America <br> - Revenue declines due to softening order book; saw strong orders for new dry-seal compressor and in CKD acquisition |  |  |  |  |  |

## MARINE MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q2 2014 vs. Q2 2013 | YTD 2014 vs. YTD 2013 |  |  |
|  | Total | Organic | Total | Organic |
| Sales | $6.5 \%$ | $2.1 \%$ | $5.8 \%$ | $2.7 \%$ |
| Orders | $95.0 \%$ | $85.4 \%$ | $50.7 \%$ | $45.1 \%$ |

## HIGHLIGHTS

- Primarily served by Colfax Fluid Handling
- Continued strength in offshore supply vessel (OSV), with continued pricing pressure in commercial marine
- Excellent quarter for bookings, led by defense, strong OSV and continued success of CM-1000 product
- Received \$30M order for defense and nine additional CM1000 retrofit orders in the quarter


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

## MINING MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH (DECLINE) |  |  |  |  | YTD 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 2014 vs. Q2 2013 |  | YTD 2014 vs. YTD 2013 |  |  |
|  | Total | Organic | Total | Organic |  |
| Sales | 34.0\% | 11.9\% | 5.5\% | (16.6)\% | \% |
| Orders | 21.6\% | 3.7\% | 43.5\% | 24.2\% |  |
| HIGHLIGHTS |  |  |  |  | YTD 2014 ORDERS SPLIT |
| - Primarily served by Howden <br> - Remains a depressed market; faced subdued spending for the past year and a half <br> - Some bright spots; received a large Australian order for a tin and zinc mine and some additional copper projects in Chile <br> - Order declines partially offset by our 2013 Alphair acquisition |  |  |  |  |  |

## GENERAL INDUSTRIAL \& OTHER MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH |  |  |  |  | YTD 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 2014 vs. Q2 2013 |  | YTD 2014 vs. YTD 2013 |  | - |
|  | Total | Organic | Total | Organic | 29\% |
| Sales | 52.6\% | 8.1\% | 54.2\% | 11.8\% |  |
| Orders | 61.4\% | 20.9\% | 64.6\% | 26.6\% |  |
| HIGHLIGHTS |  |  |  |  | YTD 2014 ORDERS SPLIT |
| - Includes both Howden and Colfax Fluid Handling <br> - Volatile quarter to quarter due to large orders <br> - Howden had significant activity in steel and cement; steel plant desulfurization being the most active <br> - Fluid Handling benefited from strength in diesel engines and non-residential construction, primarily low-rise elevator pumps |  |  |  |  |  |

## CロLFFX

fabrication technology

## FABRICATION TECHNOLOGY 022014 HIGHLIGHTS

- Net sales of $\$ 630.4$ million compared to net sales of $\$ 557.3$ million in Q2 2013, an increase of $13.1 \%$ (an organic decline of $3.1 \%$ )
- Adjusted segment operating income of $\$ 77.1$ million and adjusted segment operating income margin of 12.2\%
- Sequential margin improvement of 100 basis points
- Improvement over Q2 2013 of 150 basis points


## FABRICATION TECHNOLOGY YTD 2014 HIGHLIGHTS

- Net sales of $\$ 1.11$ billion compared to net sales of $\$ 1.08$ billion in the six months ended June 28, 2013, an increase of 2.9\% (an organic decline of 2.8\%)
- Adjusted segment operating income of $\$ 131.0$ million and adjusted segment operating income margin of $11.8 \%$
- Improvement over the six months ended June 28, 2013 of 220 basis points


## REVENUE



REVENUE YTD 2014


GEOGRAPHIC EXPOSURE YTD 2014


■ Developed Economies
－Emerging Markets

Note：Dollars in millions（unaudited）．

## CロLFFX

RESULTS OF OPERATIONS

## INCOME STATEMENT SUMMARY

## (unaudited)



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

## CロLFFX

APPENDIX

## DISCLAIMER

Colfax has provided financial information that has not been prepared in accordance with GAAP. These non-GAAP financial measures are projected adjusted net income, projected adjusted net income per share, adjusted net income, adjusted net income per share, adjusted operating income, organic sales growth (decline) and organic order growth (decline). Projected adjusted net income, projected adjusted net income per share, adjusted net income, adjusted net income per share and adjusted operating income exclude restructuring and other related charges and, for the 2013 periods presented, asbestos coverage litigation expense. Projected adjusted net income, projected adjusted net income per share, adjusted net income and adjusted net income per share for the six months ended June 27, 2014, exclude the preferred stock conversion inducement payment. The effective tax rates used to calculate adjusted net income and adjusted net income per share are $30.7 \%$ and $29.0 \%$ for the second quarter and six months ended June 27, 2014, respectively, and $28.2 \%$ and $29.0 \%$ for the second quarter and six months ended June 28, 2013. 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, restructuring and other related charges and 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

## (unaudited)

Net sales
Victor net sales

Operating income (loss)

Restructuring and other related charges Asbestos coverage litigation expense Adjusted operating income (loss)

Less: Victor adjusted operating income
Adjusted operating income excluding Victor

| Q2 2014 |  |  |  |  |  |  | Q2 2013 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | as and Fluid Handling | Fabrication <br> Technology |  | Corporate and Other | Total Colfax Corporation |  | Gas and Fluid Handling |  | Fabrication <br> Technology |  | Corporate and Other |  | Total Colfax Corporation |  |
| \$ | 568,940 | \$ | 630,396 | \$ | \$ | 1,199,336 | \$ | 516,763 | \$ | 557,355 | \$ | - | \$ | 1,074,118 |
|  |  |  | 108,070 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | \$ | 522,326 |  |  |  |  |  |  |  |  |  |  |  |
|  | 39,052 6.9 \% |  | 70,252 11.1 \% | $(13,636)$ |  | 95,668 8.0 \% |  | 69,247 13.4\% |  | 55,143 9.9 \% |  | $(12,738)$ |  | 111,652 10.4 \% |
|  | 6,638 |  | 6,836 | - |  | 13,474 |  | 193 |  | 4,284 |  | - |  | 4,477 |
|  | - |  | - | - |  | - |  | 468 |  | - |  | - |  | 468 |
| \$ | 45,690 $8.0 \%$ | \$ | 77,088 12.2\% | \$ (13,636) | \$ | 109,142 9.1\% | \$ | 69,908 13.5\% | \$ | 59,427 10.7\% | \$ | $(12,738)$ | \$ | 116,597 10.9\% |

$$
\begin{array}{ll}
11,336 \\
\cline { 1 - 2 } & 65,752 \\
\hline \hline
\end{array}
$$

| Six Months Ended June 27, 2014 |  |  |  |  |  | Six Months Ended June 28, 2013 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gas and Fluid Handling |  | Fabrication <br> Technology | Corporate and Other |  | Total Colfax Corporation |  | Gas and Fluid Handing |  | Fabrication Technology |  |  |  | Total Colfax Corporation |
| \$ 1,142,889 | \$ | 1,110,778 | \$ | \$ | 2,253,667 | \$ | 941,868 | \$ | 1,079,393 | \$ | - | \$ | 2,021,261 |


| 92,150 | $8.1 \%$ | 120,703 | $10.9 \%$ | $(29,447)$ | 183,406 | $8.1 \%$ | 110,462 | $11.7 \%$ | 96,670 | $9.0 \%$ | $(23,153)$ | 183,979 | $9.1 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| 9,538 |  |  | 10,248 |  |  |  |  | 19,786 |  |  | 1,466 |  |  | 7,225 |  |  | - |  | 8,691 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - |  |  | - |  |  | - |  | - |  |  | 2,174 |  |  | - |  |  |  |  | 2,174 |  |  |
| \$ | 101,688 | 8.9 \% | \$ | 130,951 | 11.8\% | \$ | $(29,447)$ | \$ | 203,192 | 9.0 \% | \$ | 114,102 | 12.1 \% | \$ | 103,895 | 9.6 \% | \$ | $(23,153)$ | \$ | 194,844 | 9.6\% |

## NON-GAAP RECONCILIATION

## Adjusted Net Income

Net income attributable to Colfax Corporation ${ }^{(1)}$
Restructuring and other related charges
Asbestos coverage litigation expense
Tax adjustment ${ }^{(2)}$
Adjusted net income
Adjusted net income margin

## Adjusted Net Income Per Share

Net income available to Colfax Corporation common shareholders
Restructuring and other related charges
Asbestos coverage litigation expense
Preferred stock conversion inducement payment
Tax adjustment ${ }^{(2)}$
Adjusted net income available to Colfax Corporation common shareholders Dividends on preferred stock
Less: adjusted net income attributable to participating securities ${ }^{(3)}$

Weighted-average shares outstanding-diluted
Adjusted net income per share

Net income per share - diluted (in accordance with GAAP)

Three Months Ended

| June 27, 2014 |  | June 28, 2013 |  | June 27, 2014 |  | June 28, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 191,785 | \$ | 58,392 | \$ | 238,575 | \$ | 86,027 |
|  | 13,474 |  | 4,477 |  | 19,786 |  | 8,691 |
|  | - |  | 468 |  | - |  | 2,174 |
|  | $(145,634)$ |  | $(1,354)$ |  | $(147,122)$ |  | $(1,354)$ |
| \$ | 59,625 | \$ | 61,983 | \$ | 111,239 | \$ | 95,538 |
| \$ | 5.0 \% |  | 5.8 \% |  | 4.9 \% |  | 4.7 \% |
|  | 191,785 | \$ | 53,306 | \$ | 216,662 | \$ | 75,859 |
|  | 13,474 |  | 4,477 |  | 19,786 |  | 8,691 |
|  | - |  | 468 |  | - |  | 2,174 |
|  | - |  | - |  | 19,565 |  | - |
|  | $(145,634)$ |  | $(1,354)$ |  | $(147,122)$ |  | $(1,354)$ |
|  | 59,625 |  | 56,897 |  | 108,891 |  | 85,370 |
|  | - |  | - |  | 2,348 |  | - |
|  | - |  | 916 |  | - |  | 4,571 |
| \$ | 59,625 | \$ | 55,981 | \$ | 111,239 | \$ | 80,799 |
| \$ | 125,485,480 | \$ | 111,522,958 | \$ | 122,721,700 | \$ | 97,285,037 |
| \$ | 0.48 | \$ | 0.56 | \$ | 0.91 | \$ | 0.83 |
| \$ | 1.53 | \$ | 0.52 | \$ | 1.81 | \$ | 0.74 |

(1) The (Benefit from) provision for income taxes for the second quarter and six months ended June 27, 2014 reflects our current estimate, which is subject to change. The final amount for the second quarter and six months ended June 27, 2014 will be reflected in the Company's Form 10-Q for the quarterly period ended June 27, 2014.
(2) The effective tax rates used to calculate adjusted net income and adjusted net income per share are $30.7 \%$ and $29.0 \%$ for the second quarter and six months ended June 27,2014 , respectively, and $28.2 \%$ and $29.0 \%$ for the second quarter and six months ended June 28, 2013, respectively.
(3) 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 if-converted method in accordance with GAAP as the Series A preferred stock were no longer participating securities. Adjusted net income per share for the six months ended June 28, 2013 excludes the impact of 12,173,291 common stock equivalent shares as their inclusion would be anti-dilutive. On February 12, 201 Stock.

Note: Dollars in thousands, except per share amounts.

## SALES \& ORDERS GROWTH

(unaudited)

For the three months ended June 28, 2013
Components of Change:
Existing Businesses
Acquisitions ${ }^{(1)}$
Foreign Currency Translation
Total
For the three months ended June 27, 2014

## As of and for the six months ended June 28, 2013

Components of Change:
Existing Businesses
Acquisitions ${ }^{(1)}$
Foreign Currency Translation
Total
As of and for the six months ended June 27, 2014

| Net Sales |  |  | Orders |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% |  | \$ | \% |
| \$ | 1,074.1 |  | \$ | 478.2 |  |
|  | (53.5) | (5.0)\% |  | 22.2 | 4.6 \% |
|  | 192.3 | 17.9 \% |  | 89.5 | 18.7 \% |
|  | (13.6) | (1.2)\% |  | 3.9 | 0.9 \% |
|  | 125.2 | 11.7 \% |  | 115.6 | 24.2 \% |
| \$ | 1,199.3 |  | \$ | 593.8 |  |


| Net Sales |  | Orders |  | Backlog at Period End |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | \% | \$ | \% | \$ | \% |

$\begin{array}{llllll}\$ & 2,021.3 & \$ & 980.3 & \$ & 1,388.4\end{array}$

|  | - | -\% |  | 33.3 | 3.4 \% |  | (39.9) | (2.9)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 277.4 | 13.7 \% |  | 161.6 | 16.5 \% |  | 232.9 | 16.8 \% |
|  | (45.0) | (2.2)\% |  | 2.0 | 0.2 \% |  | 3.4 | 0.2 \% |
|  | 232.4 | 11.5 \% |  | 196.9 | 20.1 \% |  | 196.4 | 14.1 \% |
| \$ | 2,253.7 |  | \$ | 1,177.2 |  | \$ | 1,584.8 |  |

(1) Represents the incremental sales, orders and order backlog as a result of our acquisitions of Clarus Fluid Intelligence, LLC, CKD Kompressory a.s., the global industrial and industry division of Flakt Woods Group, TLT-Babcock Inc., Alphair Ventilating Systems Inc., and Sistemas Centrales de Lubrication S.A. de C.V. ("Sicelub"), and incremental sales as a result of our acquisition of Victor Technologies Holdings, Inc.

## 2014 OUTLOOK SUMMARY

## (July Update)

| Revenue Range |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 Total | $\$ 4.70$ billion | To | \$4.80 billion |  |  |  |  |
| EPS and Adjusted Net Income Range |  |  |  |  |  |  |  |
| 2014 Net income per share ${ }^{(1)}$ | $\$ 2.31$ | To | \$2.57 |  |  |  |  |
| Adjusted net income | $\$ 273$ million | To | \$291 million |  |  |  |  |
| 2014 Adjusted net income per share ${ }^{(2)}$ | $\$ 2.20$ | To | \$2.35 |  |  |  |  |


| Assumptions |  |
| :--- | :--- |
| Restructuring costs | $\$ 60$ million |
| Euro | $\$ 1.35$ |
| Tax rate - adjusted basis/GAAP | $29-30 \%$ |
| Outstanding shares (if converted) - full year/Q2-Q4 | $\mathbf{1 2 4}$ million/125 million |
| Depreciation | $\$ 89$ million |
| Amortization | $\$ 77$ million |
| Interest expense (based on LIBOR and EURIBOR = 25 bps) | $\$ 56$ million |

[^0]
## 2014 OUTLOOK SUMMARY

## (July Update)

In thousands, except per share data

Revenue

Adjusted Operating Profit ${ }^{(1)}$
Interest
Taxes
Noncontrolling interest
Adjusted Net Income- Colfax

Adjusted EPS

2014

| 2014 |  |  |  |
| :---: | :---: | :---: | :---: |
|  | LOW |  | HIGH |
| $\$$ | $4,700,000$ | $\$$ | $4,800,000$ |


|  | 485,000 |  | 510,000 |
| :---: | :---: | :---: | :---: |
|  | $(56,000)$ |  | $(56,000)$ |
|  | $(126,000)$ |  | $(133,000)$ |
|  | $(30,000)$ |  |  |
|  |  |  | $(30,000)$ |
|  |  |  | 291,000 |
| $\$$ | 2.20 | $\$$ | 2.35 |

(1) Includes $\$ 10$ million of transaction costs and year-one fair value adjustments.

## NON-GAAP RECONCILIATION

## (July Update)

|  | LOW |  | HIGH |  |
| :---: | :---: | :---: | :---: | :---: |
| Projected net income per share - diluted | \$ | 2.31 | \$ | 2.57 |
| Restructuring costs |  | 0.49 |  | 0.49 |
| Preferred stock conversion ${ }^{(1)}$ |  | 0.18 |  | 0.18 |
| Tax adjustment ${ }^{(2)}$ |  | (0.78) |  | (0.89) |
| Projected adjusted net income per share - diluted | \$ | 2.20 | \$ | 2.35 |

(1) Reflects the impact of the preferred stock conversion for GAAP EPS due to the anti-dilution of the if-converted method.
(2) A substantial gain on tax valuation allowances will increase GAAP earnings. Amount has not yet been finalized.


[^0]:    (1) A substantial gain on tax valuation allowances will increase GAAP earnings. Amount has not yet been finalized.
    (2) Excludes impact of restructuring charges, preferred stock conversion and gain on reversal of tax valuation allowances, which has not yet been quantified.
    (See Non-GAAP Reconciliation included in this slide deck)

