## CロLFFX

FOURTH 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.

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Q4 2014 RESULTS

## Q4 2014 HIGHLIGHTS

－Adjusted net income of $\$ 89.7$ million（\＄0．72 per share）compared to $\$ 70.1$ million（\＄0．61 per share）in Q4 2013
－Net sales of \＄1．206 billion，an increase of 3．0\％from Q4 2013 net sales of $\$ 1.171$ billion（an organic decline of $3.4 \%$ ）
－Adjusted operating income of $\$ 136.7$ million compared to $\$ 124.4$ million in Q4 2013
－Fourth quarter gas－and fluid－handling orders of $\$ 570.1$ million compared to orders of $\$ 547.8$ million in Q4 2013，an increase of $4.1 \%$（an organic increase of 2．0\％）
－Gas－and fluid－handling backlog of $\$ 1.402$ billion at period end

## FULL YEAR 2014 HIGHLIGHTS

- Adjusted net income of $\$ 272.3$ million ( $\$ 2.20$ per share) compared to $\$ 229.8$ million ( $\$ 2.04$ per share) in 2013
- Net sales of $\$ 4.624$ billion, an increase of $9.9 \%$ from full year 2013 net sales of $\$ 4.207$ billion (an organic decline of $1.9 \%$ )
- Adjusted operating income of $\$ 467.7$ million compared to $\$ 431.4$ million in 2013
- Gas- and fluid-handling orders of $\$ 2.287$ billion compared to orders of $\$ 2.061$ billion in 2013, an increase of 10.9\% (flat organically)


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GAS AND FLUID HANDLING

## GAS AND FLUID HANDLING Q4 2014 HIGHLIGHTS

- Net sales of $\$ 622.1$ million compared to net sales of $\$ 650.8$ million in Q4 2013, a decrease of $4.4 \%$ (an organic decline of $5.3 \%$ )
- Adjusted segment operating income of $\$ 85.3$ million and adjusted segment operating income margin of 13.7\%
- Improvement over Q4 2013 of 170 basis points
- Sequential improvement over Q3 2014 of 180 basis points
- Fourth quarter orders of $\$ 570.1$ million compared to orders of $\$ 547.8$ million in Q4 2013, an increase of 4.1\% (an organic increase of 2.0\%)
- Backlog of $\$ 1.402$ billion at period end


## GAS AND FLUID HANDLING FULL YEAR 2014 HIGHLIGHTS

- Net sales of $\$ 2.330$ billion compared to net sales of $\$ 2.104$ billion in 2013, an increase of $10.7 \%$ (an organic decline of $1.5 \%$ )
- Adjusted segment operating income of $\$ 254.2$ million and adjusted segment operating income margin of $10.9 \%$
- Orders of $\$ 2.287$ billion compared to orders of $\$ 2.061$ billion in 2013, an increase of 10.9\% (flat organically)


## 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

| REVENUE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| \$2,500.0 |  |  |  | \$2,329.6 |
| \$2,250.0 |  |  | \$2,104.0 |  |
| \$2,000.0 |  |  |  |  |
| \$1,750.0 |  |  |  |  |
| \$1,500.0 |  |  |  |  |
| \$1,250.0 |  |  |  |  |
| \$1,000.0 |  |  |  |  |
| \$750.0 | \$650.8 | \$622.1 |  |  |
| \$500.0 |  |  |  |  |
| \$250.0 |  |  |  |  |
| \$0.0 | Q4 2013 | Q4 2014 | YTD 2013 | YTD 2014 |
|  |  | QTD |  | YTD |
| Existing Businesses |  | (5.3)\% |  | (1.5)\% |
| Acquisitions |  | 5.8\% |  | 13.7\% |
| FX Translation |  | (4.9)\% |  | (1.5)\% |
| Total Growth |  | (4.4)\% |  | 10.7\% |

## AFTERMARKET REVENUE YTD 2014



GEOGRAPHIC EXPOSURE YTD 2014


■ Developed Economies

■ Emerging Markets

## Q4 2014 SALES AND ORDERS BY END MARKET

## SALES: \$622.1 Million

|  |  |  |
| :---: | :---: | :---: |
|  | Total (Decline) Growth | Organic (Decline) Growth |
| Power Generation | (10.5)\% | (9.6)\% |
| Oil, Gas \& Petrochemical | (15.6)\% | (13.8)\% |
| Marine | (13.0)\% | (7.1)\% |
| Mining | 14.2\% | 13.6\% |
| General Industrial \& Other | 16.0\% | 6.7\% |
| Total | (4.4)\% | (5.3)\% |

## ORDERS: \$570.1 Million



## FULL YEAR 2014 SALES AND ORDERS BY END MARKET

## SALES: \$2.330 Billion

|  |  |  |
| :---: | :---: | :---: |
|  | Total Growth (Decline) | Organic (Decline) Growth |
| Power Generation | 4.3\% | (2.1)\% |
| Oil, Gas \& Petrochemical | (1.0)\% | (9.5)\% |
| Marine | (0.7)\% | (0.3)\% |
| Mining | 28.2\% | 6.2\% |
| General Industrial \& Other | 34.2\% | 5.0\% |
| Total | 10.7\% | (1.5)\% |

## ORDERS: \$2.287 Billion

| General Industrial and Other 29\% <br> Mining <br> 5\% <br> Marine $\qquad$ 13\% |  | Power Generation 33\% <br> Oil, Gas \& $\qquad$ Petro-chemical 20\% |
| :---: | :---: | :---: |
|  | Total (Decline) Growth | Organic (Decline) Growth |
| Power Generation | (2.6)\% | (6.9)\% |
| Oil, Gas \& Petrochemical | 2.3\% | (9.7)\% |
| Marine | 23.4\% | 20.5\% |
| Mining | (1.1)\% | (15.4)\% |
| General Industrial \& Other | 37.7\% | 13.9\% |
| Total | 10.9\% | 0.0\% |

## POWER GENERATION MARKET PERSPECTIVE

| SALES \＆ORDERS（DECLINE）GROWTH |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q4 2014 vs．Q4 2013 |  | YTD 2014 vs．YTD 2013 |  |
|  | Total | Organic | Total | Organic |
| Sales | （10．5）\％ | （9．6）\％ | 4．3\％ | （2．1）\％ |
| Orders | （16．2）\％ | （15．8）\％ | （2．6）\％ | （6．9）\％ |

## HIGHLIGHTS

－Served by both Howden and Colfax Fluid Handling
－Lower sales due to new－build project timing in China and slow aftermarket sales in the U．S．
－Howden saw declines in China SCR orders，partially offset by continued strong investment levels in new capacity in Southeast Asia


## OIL, GAS \& PETROCHEMICAL MARKET PERSPECTIVE

| SALES \& ORDERS (DECLINE) GROWTH |  |  |  |  | 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 2014 vs. Q4 2013 |  | YTD 2014 vs. YTD 2013 |  |  |
|  | Total | Organic | Total | Organic |  |
| Sales | (15.6)\% | (13.8)\% | (1.0)\% | (9.5)\% |  |
| Orders | 40.3\% | 41.4\% | 2.3\% | (9.7)\% |  |
| HIGHLIGHTS |  |  |  |  | 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> - Macro oil price trends having little, if any, impact on quoting activity <br> - Received single largest compressor order in the Middle East |  |  |  |  |  |

## MARINE MARKET PERSPECTIVE

| SALES \& ORDERS (DECLINE) GROWTH |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q4 2014 vs. Q4 2013 |  | YTD 2014 vs. YTD 2013 |  |
|  | Total | Organic | Total | Organic |
| Sales | (13.0)\% | (7.1)\% | (0.7)\% | (0.3)\% |
| Orders | (16.1)\% | (14.4)\% | 23.4\% | 20.5\% |

## HIGHLIGHTS

- Primarily served by Colfax Fluid Handling
- Significant CM-1000 commissioning activity
- Requirement to meet low sulfur/low viscosity regulations provide opportunity



## MINING MARKET PERSPECTIVE

| SALES \＆ORDERS GROWTH（DECLINE） |  |  |  |  | 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 2014 vs．Q4 2013 |  | YTD 2014 vs．YTD 2013 |  | － |
|  | Total | Organic | Total | Organic |  |
| Sales | 14．2\％ | 13．6\％ | 28．2\％ | 6．2\％ |  |
| Orders | 3．3\％ | （3．3）\％ | （1．1）\％ | （15．4）\％ |  |
| HIGHLIGHTS |  |  |  |  | 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，including follow on orders for Australia copper mine and ventilation systems for copper and gold mines in North and South America <br> －Order declines partially offset by our 2013 Alphair acquisition |  |  |  |  |  |

## GENERAL INDUSTRIAL \& OTHER MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH |  |  |  |  | 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 2014 vs. Q4 2013 |  | YTD 2014 vs. YTD 2013 |  | - |
|  | Total | Organic | Total | Organic | 28\% |
| Sales | 16.0\% | 6.7\% | 34.2\% | 5.0\% |  |
| Orders | 12.3\% | 3.6\% | 37.7\% | 13.9\% |  |
| HIGHLIGHTS |  |  |  |  | 2014 ORDERS SPLIT |
| - Includes both Howden and Colfax Fluid Handling <br> - Volatile quarter to quarter due to large orders <br> - Near term opportunities for fans and large gas-gas heaters in China for steel plants to be fitted with flue-gas desulfurization capabilities |  |  |  |  |  |

## COLFFX

fabrication technology

## FABRICATION TECHNOLOGY 042014 HIGHLIGHTS

- Net sales of $\$ 584.3$ million compared to net sales of $\$ 520.6$ million in Q4 2013, an increase of $12.2 \%$ (an organic decline of $1.1 \%$ )
- Adjusted segment operating income of $\$ 62.7$ million and adjusted segment operating income margin of 10.7\%


## FABRICATION TECHNOLOGY FULL YEAR 2014 HIGHLIGHTS

－Net sales of $\$ 2.295$ billion compared to net sales of $\$ 2.103$ billion in 2013，an increase of $9.1 \%$（an organic decline of 2．3\％）
－Adjusted segment operating income of $\$ 265.8$ million and adjusted segment operating income margin of $11.6 \%$
－Improvement of 120 basis points over 2013

## REVENUE




Note: Dollars in millions (unaudited).

## CロLFFX

RESULTS OF OPERATIONS

## INCOME STATEMENT SUMMARY

(unaudited)

| Net sales | Three Months Ended |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2014 |  | December 31, 2013 |  | December 31, 2014 |  | December 31, 2013 |  |
|  | \$ | 1,206.4 | \$ | 1,171.4 | \$ | 4,624.5 | \$ | 4,207.2 |
| Gross profit $\%$ of sales | \$ | $\begin{gathered} 391.8 \\ 32.5 \% \end{gathered}$ | \$ | $\begin{gathered} 357.4 \\ 30.5 \% \end{gathered}$ | \$ | $\begin{gathered} 1,478.8 \\ 32.0 \% \end{gathered}$ | \$ | $\begin{gathered} 1,306.2 \\ 31.0 \% \end{gathered}$ |
| SG\&A expense <br> $\%$ of sales | \$ | $\begin{gathered} 255.1 \\ 21.1 \% \end{gathered}$ | \$ | $\begin{gathered} 219.7 \\ 18.8 \% \end{gathered}$ | \$ | $\begin{aligned} & 1,011.2 \\ & 21.9 \% \end{aligned}$ | \$ | $\begin{gathered} 864.3 \\ 20.5 \% \end{gathered}$ |
| Adjusted operating income \% of sales | \$ | $\begin{gathered} 136.7 \\ 11.3 \% \end{gathered}$ | \$ | $\begin{gathered} 124.4 \\ 10.6 \% \end{gathered}$ | \$ | $\begin{gathered} 467.7 \\ 10.1 \% \end{gathered}$ | \$ | $\begin{array}{r} 431.4 \\ 10.3 \% \end{array}$ |
| Adjusted net income \% of sales | \$ | $\begin{gathered} 89.7 \\ 7.4 \% \end{gathered}$ | \$ | $\begin{gathered} 70.1 \\ 6.0 \% \end{gathered}$ | \$ | $\begin{aligned} & 272.3 \\ & 5.9 \% \end{aligned}$ | \$ | $\begin{aligned} & 229.8 \\ & 5.5 \% \end{aligned}$ |
| Adjusted net income per share | \$ | 0.72 | \$ | 0.61 | \$ | 2.20 | \$ | 2.04 |

Refer to Appendix for Non-GAAP reconciliation and footnotes.
Note: Dollars 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, 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. Projected adjusted net income, projected adjusted net income per share, adjusted net income and adjusted net income per share for the year ended December 31, 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 $24.5 \%$ and $27.8 \%$ for the fourth quarter and full year ended December 31, 2014, respectively, and $27.6 \%$ and $26.6 \%$ for the fourth quarter and full year ended December 31, 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, the write-off of certain deferred financing fees and original issue discount 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)

|  | Three Months Ended December 31, 2014 |  |  |  |  |  |  |  |  |  |  | Three Months Ended December 31, 2013 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Gas and Fluid } \\ & \text { Handling } \\ & \hline \end{aligned}$ |  |  | Fabrication <br> Technology |  |  | Corporate and Other |  | Total Colfax Corporation |  |  | Gas and Fluid Handling |  |  | Fabrication <br> Technology |  | Corporate and Other | Total Colfax Corporation |  |
| Net sales |  | \$ 62 | 622,059 | \$ |  | 584,297 | \$ | \$ - |  | \$ 1,2 | 6,356 |  |  | 650,820 | \$ 520, | 520,558 | \$ - | 1,1 | 11,378 |
| Operating income (loss) |  | 70,375 | 11.3 \% |  | 48,239 | 8.3\% |  | $(11,273)$ |  | 107,341 | 8.9 \% |  | 85,682 | 13.2 \% | 45,767 | 8.8 \% | $(11,834)$ | 119,615 | 10.2 \% |
| Restructuring and other related charges |  | 14,916 |  |  | 14,471 |  |  | - |  | 29,387 |  |  | 5,685 |  | 12,389 |  | - | 18,074 |  |
| Asbestos coverage litigation expense |  | - |  |  | - |  |  | - |  | - |  |  | 533 |  | - |  | - | 533 |  |
| Gain on revaluation of Sicelub investment |  | - |  |  | - |  |  | - |  | - |  |  | $(13,784)$ |  | - |  | - | $(13,784)$ |  |
| Adjusted operating income (loss) |  | \$ 85,291 | 13.7 \% | \$ | 62,710 | 10.7 \% |  | (11,273) |  | \$ 136,728 | 11.3\% |  | \$78,116 | $12.0 \%$ | \$ 58,156 | 11.2 \% | \$(11,834) | \$124,438 | 10.6\% |


|  | Year Ended December 31, 2014 |  |  |  |  |  |  |  | Year Ended December 31, 2013 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gas and Fluid Handling |  | Fabrication Technology |  |  | Corporate and 0 ther | Total Colfax Corporation |  | Gas and Fluid Handling |  | Fabrication Technology |  | Corporate and Other | Total Colfax Corporation |  |
| Net sales | 2,329,598 |  | \$ | 2,294,878 |  | \$ - | 4,624,476 |  | 2,104,048 |  | 2,103,161 |  | \$ - | 4,207,209 |  |
| Operating income (loss) | 227,707 | 9.8 \% |  | 234,225 | 10.2 \% | $(52,379)$ | 409,553 | 8.9 \% | 260,279 | 12.4 \% | 194,561 | 9.3\% | $(48,448)$ | 406,392 | 9.7 \% |
| Restructuring and other related charges | 26,533 |  |  | 31,588 |  | - | 58,121 |  | 10,429 |  | 25,073 |  | - | 35,502 |  |
| Asbestos coverage litigation expense | - |  |  | - |  | - | - |  | 3,334 |  | - |  | - | 3,334 |  |
| Gain on revaluation of Sicelub investment | - |  |  | - |  | - | - |  | (13,784) |  | - |  | - | $(13,784)$ |  |
| Adjusted operating income (loss) | \$ 254,240 | 10.9 \% | \$ | 265,813 | $11.6 \%$ | \$ (52,379) | \$ 467,674 | 10.1 \% | \$260,258 | 12.4 \% | \$219,634 | 10.4\% | \$(48,448) | \$431,444 | 10.3\% |

## NON-GAAP RECONCILIATION

(unaudited)

|  | Three Months Ended |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2014 |  | December 31, 2013 |  | December 31, 2014 |  | December 31, 2013 |  |
| Adjusted Net Income |  |  |  |  |  |  |  |  |
| Net income attributable to Colfax Corporation | \$ | 80,134 | \$ | 37,126 | \$ | 392,098 | \$ | 178,628 |
| Restructuring and other related charges |  | 29,387 |  | 18,074 |  | 58,121 |  | 35,502 |
| Asbestos coverage litigation expense |  |  |  | 533 |  | - |  | 3,334 |
| Gain on revaluation of Sicelub investment |  | - |  | $(13,784)$ |  | - |  | $(13,784)$ |
| Debt extinguishment charges- Refinancing of credit agreement |  | - |  | 26,860 |  | - |  | 26,860 |
| Taxadjustment ${ }^{(1)}$ |  | $(19,790)$ |  | 1,309 |  | $(177,944)$ |  | (759) |
| Adjusted net income | \$ | 89,731 | \$ | 70,118 | \$ | 272,275 | \$ | 229,781 |
| Adjusted net income margin |  | 7.4 \% |  | $6.0 \%$ |  | $5.9 \%$ |  | $5.5 \%$ |
| Adjusted Net Income Per Share |  |  |  |  |  |  |  |  |
| Net income available to Colfax Corporation common shareholders | \$ | 80,134 | \$ | 31,984 | \$ | 370,185 | \$ | 158,232 |
| Restructuring and other related charges |  | 29,387 |  | 18,074 |  | 58,121 |  | 35,502 |
| Asbestos coverage litigation expense |  | - |  | 533 |  | - |  | 3,334 |
| Gain on revaluation of Sicelub investment |  |  |  | $(13,784)$ |  | - |  | $(13,784)$ |
| Debt extinguishment charges-Refinancing of credit agreement |  | - |  | 26,860 |  | - |  | 26,860 |
| Preferred stock conversion inducement pay ment |  | - |  | - |  | 19,565 |  | - |
| Tax adjustment ${ }^{(1)}$ |  | $(19,790)$ |  | 1,309 |  | $(177,944)$ |  | (759) |
| Adjusted net income available to Colfax Corporation common shareholders |  | 89,731 |  | 64,976 |  | 269,927 |  | 209,385 |
| Dividends on preferred stock |  | - |  | 5,142 |  | 2,348 |  | - |
| Less:adjusted net income attributable to participating securities ${ }^{(2)}$ |  | - |  | - |  | - |  | 4,571 |
|  | \$ | 89,731 | \$ | 70,118 | \$ | 272,275 | \$ | 204,814 |
| Weighted-average shares outstanding - diluted |  | , 6,755 |  | 534,088 |  | ,033,702 |  | 66,455 |
| Adjusted net income per share | \$ | 0.72 | \$ | 0.61 | \$ | 2.20 | \$ | 2.04 |
| Net income per share- diluted (in accordance with GAAP) | \$ | 0.64 | \$ | 0.31 | \$ | 3.02 | \$ | 1.54 |

(1) The effective tax rates used to calculate adjusted net income and adjusted net income per share are $24.5 \%$ and $27.8 \%$ for the fourth quarter and full year ended December 31,2014 , respectively, and $27.6 \%$ and $26.6 \%$ for the fourth quarter and full year ended December 31, 2013, respectively.
(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 and prior to February 12, 2014, adjusted net income per share was calculated consistently with the if-converted method in accordance with GAAP until the Series A Perpetua Convertible 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. 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.

Note: Dollars in thousands, except per share amounts.

## SALES \& ORDERS GROWTH

(unaudited)

## For the three months ended December 31, 2013

Components of Change:
Existing Businesses
Acquisitions ${ }^{(1)}$
Foreign Currency Translation
Total
For the three months ended December 31, 2014

As of and for the year ended December 31, 2013
Components of Change:
Existing Businesses
Acquisitions ${ }^{(1)}$
Foreign Currency Translation
Total
As of and for the year ended December 31, 2014

\$ 1,171.4

\$ 1,206.4

\$ 4,207.2

|  | (79.0) | (1.9)\% |
| :---: | :---: | :---: |
|  | 635.2 | 15.1 \% |
|  | (138.9) | (3.3)\% |
|  | 417.3 | $9.9 \%$ |
| \$ | 4,624.5 |  |


| Orders |  |
| :---: | :---: |
| \$ | \% |
| \$ 547.8 |  |
| 10.9 | 2.0 \% |
| 40.5 | 7.4 \% |
| (29.1) | (5.3)\% |
| 22.3 | 4.1 \% |
| \$ 570.1 |  |


(1) Represents the incremental sales and orders 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., and incremental sales as a result of our acquisition of Victor Technologies Holdings, Inc.

## BALANCE SHEETS

## (unaudited)

## ASSETS

December 31,

(1) During the year ended December 31, 2014, the Company retrospectively adjusted provisional amounts with respect to four acquisitions that were completed during the fourth quarter of 2013 that were recognized at the acquisition date to reflect new information obtained about facts and circumstances that existed as of the acquisition date that, if known, would have affected the measurement of the amounts recognized as of that date.

## STATEMENTS OF CASH FLOWS

## (unaudited)

| Cash flows from operating activities: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 420,273 | \$ | 209,143 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation, amortization and impairment charges |  | 174,724 |  | 119,258 |
| Stock-based compensation expense |  | 17,580 |  | 13,334 |
| Non-cash interest expense |  | 9,094 |  | 44,377 |
| Gain on revaluation of Sicelub investment |  | - |  | $(13,784)$ |
| Deferred income tax (benefit) provision |  | $(139,488)$ |  | 9,946 |
| Changes in operating assets and liabilities, net of acquisitions: |  |  |  |  |
| Trade receivables, net |  | $(19,916)$ |  | $(98,912)$ |
| Inventories, net |  | 57,847 |  | 79,987 |
| Accounts payable |  | $(54,666)$ |  | 128,889 |
| Changes in other operating assets and liabilities |  | $(79,690)$ |  | $(130,069)$ |
| Net cash provided by operating activities |  | 385,758 |  | 362,169 |
| Cash flows from investing activities: |  |  |  |  |
| Purchases of fixed assets, net |  | $(81,343)$ |  | $(71,482)$ |
| Acquisitions, net of cash received |  | $(948,800)$ |  | $(372,476)$ |
| Loans to non-trade creditors |  | - |  | $(31,012)$ |
| Net cash used in investing activities |  | (1,030,143) |  | $(474,970)$ |
| Cash flows from financing activities: |  |  |  |  |
| Borrowings under term credit facility |  | 150,000 |  | 50,861 |
| Payments under term credit facility |  | $(15,542)$ |  | $(679,755)$ |
| Proceeds from borrowings on revolving credit facilities and other |  | 1,370,626 |  | 648,000 |
| Repayments of borrowings on revolving credit facilities and other |  | $(1,414,146)$ |  | $(328,133)$ |
| Proceeds from issuance of common stock, net |  | 613,927 |  | 324,153 |
| Acquisition of shares held by noncontrolling interest |  | $(10,338)$ |  | $(14,913)$ |
| Preferred stock conversion inducement payment |  | $(19,565)$ |  | - |
| Payments of dividend on preferred stock |  | $(3,853)$ |  | $(20,396)$ |
| Other |  | $(21,060)$ |  | $(24,870)$ |
| Net cash provided by (used in) financing activities |  | 650,049 |  | $(45,053)$ |
| Effect of foreign exchange rates on Cash and cash equivalents |  | $(11,517)$ |  | $(13,294)$ |
| Decrease in Cash and cash equivalents |  | $(5,853)$ |  | $(171,148)$ |
| Cash and cash equivalents, beginning of period |  | 311,301 |  | 482,449 |
| Cash and cash equivalents, end of period | \$ | 305,448 | \$ | 311,301 |
| Supplemental Disclosure of Cash Flow Information: |  |  |  |  |
| Interest payments |  | 42,041 |  | 58,970 |
| Income tax payments, net |  | 82,694 |  | 93,856 |

## 2015 OUTLOOK SUMMARY

## LOCAL CURRENCY GUIDANCE UNCHANGED FROM DECEMBER REVISIONS REFLECT FX CHANGES ONLY FROM ORIGINAL GUIDANCE

| REVENUE RANGE |  |  |  |
| :---: | :---: | :---: | :---: |
| 2015 Total | $\$ 4.250$ billion | To | $\$ 4.400$ billion |


| EPS AND ADJUSTED NET INCOME RANGE |  |  |  |
| :---: | :---: | :---: | :---: |
| 2015 Net income per share | $\$ 1.75$ | To | $\$ 1.95$ |
| Adjusted operating income | $\$ 460$ million |  | $\$ 495$ million |
| Adjusted net income | $\$ 260$ million | To | $\$ 285$ million |
| 2015 Adjusted net income per share ${ }^{(1)}$ | $\$ 2.03$ | To | $\$ 2.23$ |


| ASSUMPTIONS |  |
| :--- | :--- |
| Restructuring costs | $\$ 50$ million |
| Euro | $\$ 1.13$ |
| Tax rate - adjusted basis/GAAP | $28-30 \%$ |
| Outstanding shares | 128 million |
| Interest expense | $\$ 52$ million |

(1) Excludes impact of restructuring charges.

Note: Guidance as of 2/5/15. (See Non-GAAP Reconciliation included in this slide deck).

## NON-GAAP RECONCILIATION (Unaudited)

|  | 2015 EPS Range |  |
| :---: | :---: | :---: |
|  | Low | High |
| Projected net income per share - diluted | \$ 1.75 | \$ 1.95 |
| Restructuring costs | 0.39 | 0.39 |
| Tax adjustment | (0.11) | (0.11) |
| Projected adjusted net income per share - diluted | \$2.03 | \$2.23 |

