

FORWARD-LOOKING STATEMENTS

These slides and accompanying oral presentation contain forward-looking statements, including forward-looking statements within the meaning of the U.S. 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 fact. 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 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. These slides speak only as of this date. Colfax disclaims any duty to update the information herein.

The term "Colfax" in reference to the activities described in these slides may mean one or more of Colfax's global operating subsidiaries and/or their internal business divisions and does not necessarily indicate activities engaged in by Colfax Corporation.



AGENDA

1:00 PM	Opening Remarks	Steve Simms, President & CEO
2:00 PM	Business Segment Presentations	Clay Kiefaber, EVP & ESAB CEO
2:30 PM	Break & Breakouts	Management
3:30 PM	Business Segment Presentations	Darryl Mayhorn, SVP & CFH CEO lan Brander, Howden CEO
4:20 PM	Business Development	Dan Pryor, EVP Strategy & BD
4:40 PM	Financial Outlook	Scott Brannan, SVP & CFO
4:55 PM	Summary	Steve Simms, President & CEO

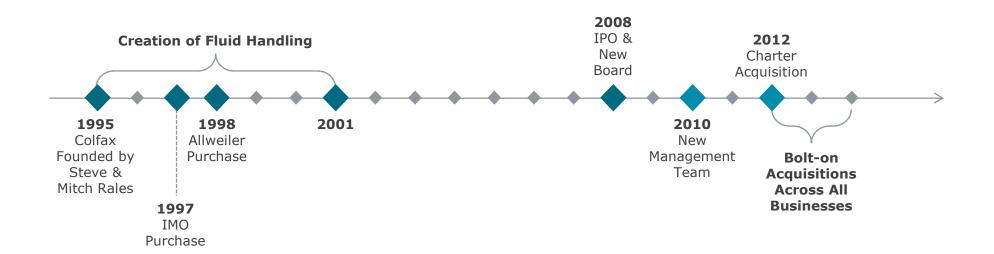




HISTORICAL PERSPECTIVE

SPECIALTY PUMP COMPANY

DIVERSIFIED INDUSTRIAL



JOURNEY TOWARD EXCELLENCE



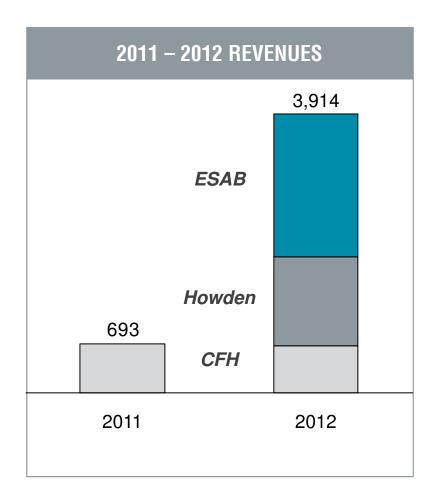
SUMMARY OF THE DAY

- Strong improvement since Charter acquisition, though YTD results disappointing
 - Margins up dramatically in sluggish environment
 - However, near-term growth below expectations
- Platform and culture in place to deliver performance
 - Exceptional team & CBS process
 - Exposure to the right markets
 - Leading brands & solutions
- Increasing commitments over 3-5 year plan period
 - Core operating margins mid-teens or better
 - Organic growth 1-2%+ above GDP
 - FCF in excess of GAAP net income

WELL POSITIONED TO DRIVE <u>BOTH</u> TOP AND BOTTOM LINE IMPROVEMENTS



TRANSFORMATION



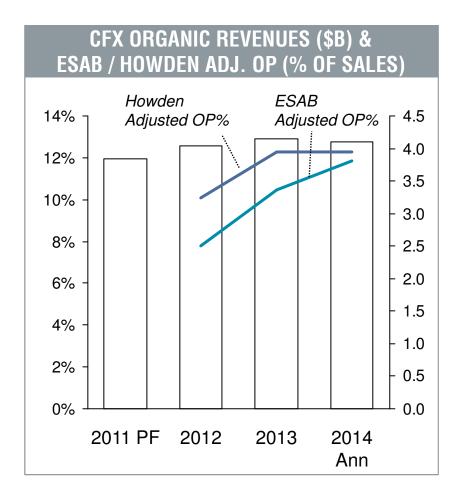
CHARTER ACQUISITION IMPACT

- Multiple strong brands added to portfolio
- Enhanced position in attractive vertical and geographic markets
- Expanded long-term organic and inorganic growth runway
- Numerous opportunities for operational improvement

FIRST STEP IN RESHAPING COLFAX; ENABLING OUTSIZED VALUE CREATION



PERFORMANCE



ACTIONS / RESULTS

- Significant profit turnaround ...
 - 17 plants and 20 distribution centers eliminated
 - >1,600 headcount reduction
- ... while investing for long-term growth
 - >50% increase in R&D
 - New product pipeline expected to increase vitality index 800bp

MAKING PROGRESS TOWARD GOALS

Note: 2011 revenues are pro-forma for Charter. Annualized=Q3 YTD * (4/3). See Non-GAAP reconciliation in Appendix.



STRATEGY







Best Team & CBS

+

In the Right Markets

+

With Leading Solutions & Brands

FOUNDATION FOR A WORLD CLASS INDUSTRIAL ENTERPRISE



GOALS							
Expanding Leadership	JOP (2012)	Goal (2017)					
* Bench: • KLG size index	100	140					
Increasing Player Capability • % Hi-Pot & Promotable	200/	6 5 9/					
70 111 1 00 01 1 1 01110 01110	32%	65%					
• % "Key Contributor"	28%	25%					
• % Needs Improvement	30%	5%					

2014 RESULTS

- Ahead of long-term hiring goal
- 100% of KLG with development plans
- Substantial increase in promotable associates
- Aggressive top-grading

SUCCESSFUL TOP-GRADING AND RECRUITING PROCESSES

Note: KLG = Key Leadership Group.



CORE VALUES

- Customers talk, we listen
- The best team wins
- Continuous improvement is our way of life
- Innovation defines our future
- We compete for shareholders based on performance

KEY PRINCIPLES / BEHAVIORS

- Tough-minded commitment to results of your business
- Drive vital few vs. trivial many with sense of urgency
- Able to think strategically while remaining close to the detail
- Maniacal focus on talent attracting, developing, retaining
- Create winning atmosphere throughout the business

VALUES & KEY PRINCIPLES ALIGNING BEHAVIOR AND DECISIONS



Sources

Internal Moves External Pipeline Development

Targeted Searches

Long-Term Goals 70% of positions

>20% of positions

<10% of positions

Strategy

Intensive training & development in focus areas:

- GMs
- Commercial
- Operations

Continuous evaluation of internal & external referrals:

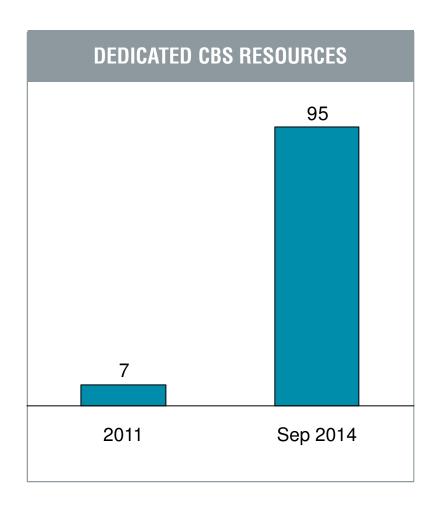
- Known quantities
- "Virtual bench"
- Immediate impact

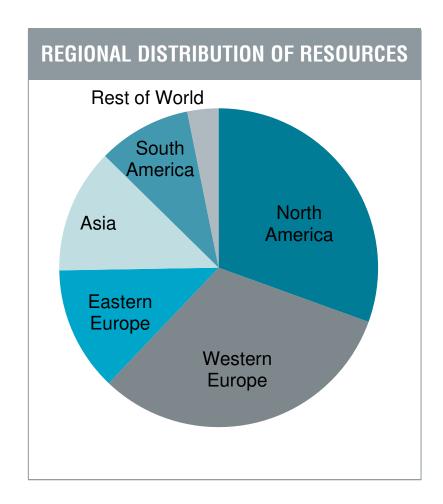
Last resort, but sometimes necessary:

- Recruiting partnerships
- Corporate-wide integration

EXPANDING TEAM SIZE AND CAPABILITY TO SUPPORT GROWTH GOALS







CAPACITY TO SUPPORT CORE AND NEW BUSINESSES; FOCUSED ON HIGHEST PRIORITIES



CORE BUSINESS	ORGANIC GROWTH	TALENT/ LEADERSHIP DEVELOPMENT	LEAN MANUFACTURING	VARIATION REDUCTION	SUPPLY CHAIN
Policy Deployment	Value Selling	Introduction to CBS	5S / Visual Management	VRK Kaizen Workshop	Materials & Information (Demand Pull)
Root Cause Countermeasure	Voice of Customer	Executive Immersion	Standard Operations	Design of Experiments	Kanban Pull Systems
Conducting Kaizen Workshop	Accelerated Product Development	CBS Facilitation Skills	Setup Reduction (SMED)	Measurement System Analysis - Discrete	Category Profile and Strategy (CPAS)
Value Stream Mapping	Project Management	Tool Certification	Total Productive Maintenance	Measurement System Analysis - Continuous	E-Sourcing
Empty Seat Kaizen	Pricing	Recruiting and Hiring Talent	Lean Line Design	Failure Modes & Effects Analysis	
Daily Management	Market Segmentation	Change Management	Transactional Process Improvement	Process Capability	
Contract to Cash (DSO	Rapid Acquisition Integration	Manufacturing Management	Energy Reduction		,
			Lean Assessment		
			Production Preparation (2P)		

TOOLKIT ENABLING SCALABLE IMPROVEMENT



Example – Growth Tools: Mechanical Vapor Compression in the Oil Sands

Situation: Evaporative water recovery system for steam injection process

Process: Using value selling tools, Howden quantified / communicated benefits of ExVelTM turbo fans for customer

- Lower speed operation: reduce operating costs
- More robust design: <u>eliminate</u> costly ancillary equipment
- Highest efficiency (99% water recovery): reduce operating costs and environmental impact

Result: >\$25 million order in growing sector (in-situ oil sands production)



REPEATABLE, EFFECTIVE COMMERCIAL PROCESSES



Example – Lean Tools: Howden ČKD (Prague)

BEFORE

- 375,000 ft² used
- Department / batch manufacturing
- 55% on-time delivery
- \$13.1 million inventory





Key actions/tools:

- Value stream mapping
- 5S/Visual mgmt.
- Demand pull

AFTER

- 75,000 ft² used
- Cellular / single-piece flow manufacturing
- 85% OTD (and improving)
- \$4.4 million inventory



IMPROVING PERFORMANCE; BUILDING THE CULTURE



Example - Supply Chain Tools: Global Freight Forwarding Initiative

BEFORE

- 420 carriers
- Pricing set locally; increases at will
- Surcharges paid upon receipt with no limits
- No structured performance measurement
- No productivity improvement targets
- Project freight purchased at spot market rates



Key actions/tools:

- Supplier consolidation
- e-Sourcing
- Lane analysis

AFTER

- 12 carriers
- Pricing leveraged globally; 12 month fixed pricing
- Surcharged approved centrally and indexed to market
- Quarterly business review with set agenda (KPIs, RCCMs)
- Guaranteed 5% annual productivity improvement
- Project freight sourced through e-auctions by freight experts

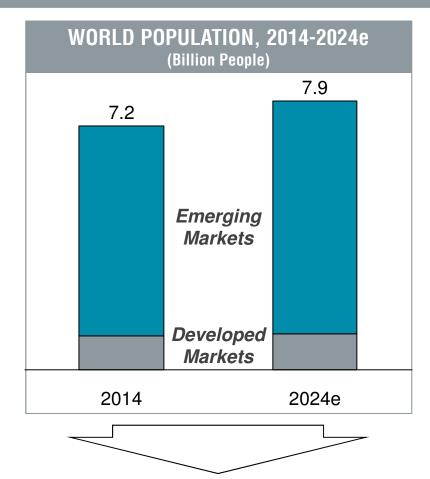
NEARLY \$10MM ANNUAL SAVINGS...LEVERAGING OUR SCALE WITHOUT CENTRALIZATION



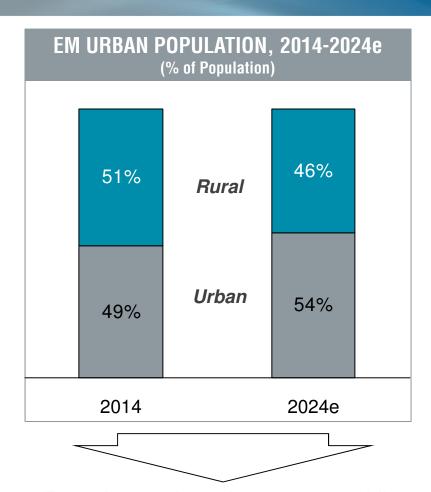
STRATEGY







EM population 6x larger than developed markets and growing nearly 3x faster



Emerging market urban centers adding nearly 70 million people annually

DEMOGRAPHICS DRIVING LONG-TERM GROWTH OUTSIDE NORTH AMERICA AND EUROPE

Note: EM = Emerging Market.



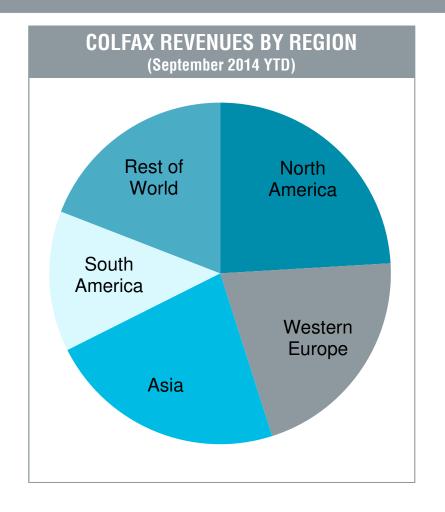
IMPACT

- Need for improved infrastructure in emerging markets
- Increased demand for energy, power and natural resources
- Expansion of international seaborne trade
- Heightened environmental focus (clean air, clean water)



MARKET STRATEGY UNDERPINNED BY GLOBAL MEGATRENDS

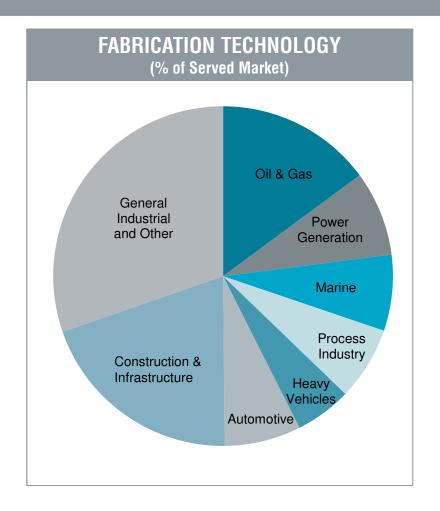


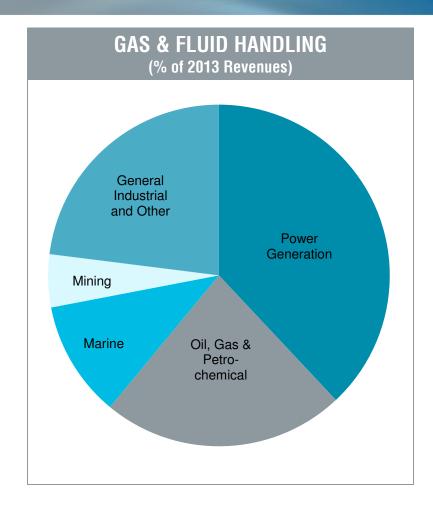




UNIQUE EXPOSURE TO EMERGING MARKETS; HEALTHY DIVERSIFICATION



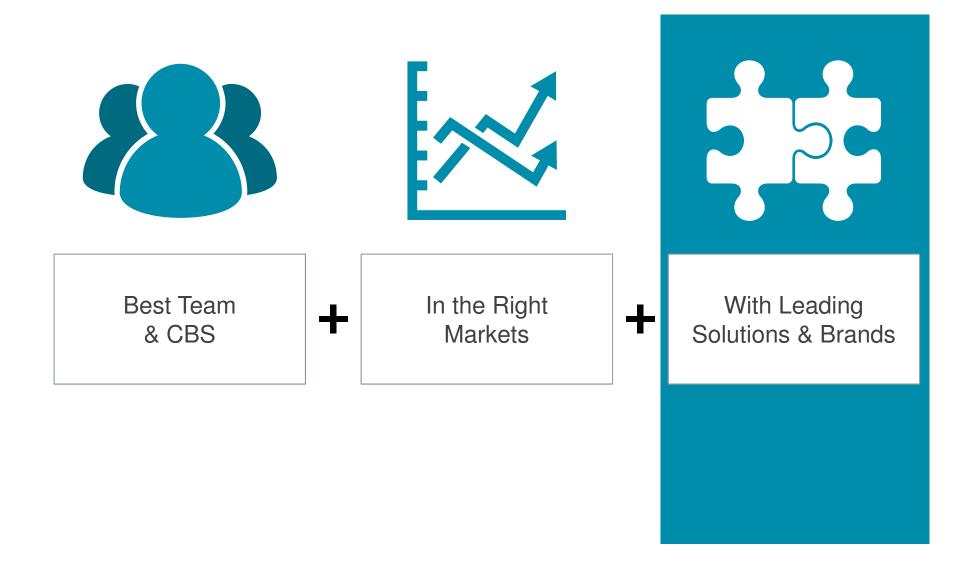




END-MARKETS WELL ALIGNED WITH LONG-TERM SECULAR TRENDS

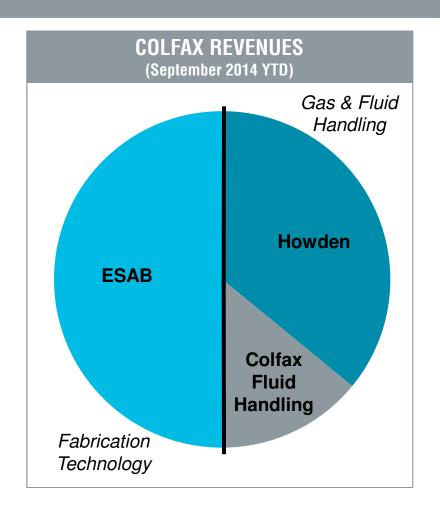


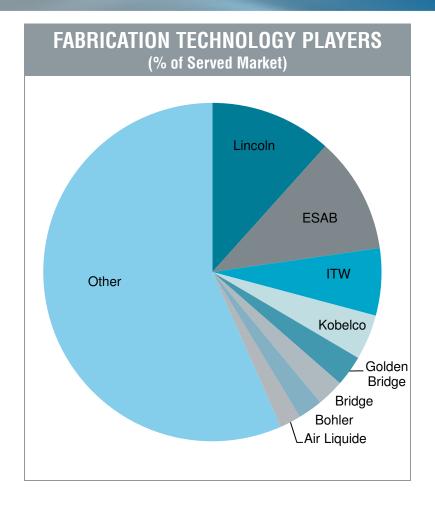
STRATEGY











LEADING PLAYER IN HIGHLY FRAGMENTED FABRICATION TECHNOLOGY MARKET



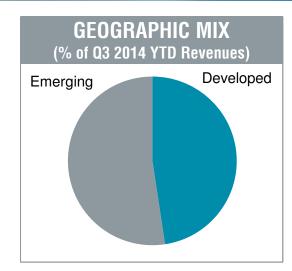


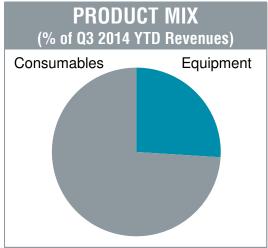
Served Market Size: ~\$24 Billion

Long-Term Market Growth: ~3-5%

Market Drivers

- Shortage of skilled welders driving need for easier-to-use equipment and automation
- Continued growth in application complexity: thinner metals, tougher environments, etc.
- Increasing customer demands for efficiency and productivity improvement
- Growth of welding-intensive end-markets: energy, pipelines, infrastructure





LARGE MARKET; GOOD FUNDAMENTALS





Selected Brands:

Filler Metals & Surface Treatment

Equipment

Automated Cutting & Welding

Global





















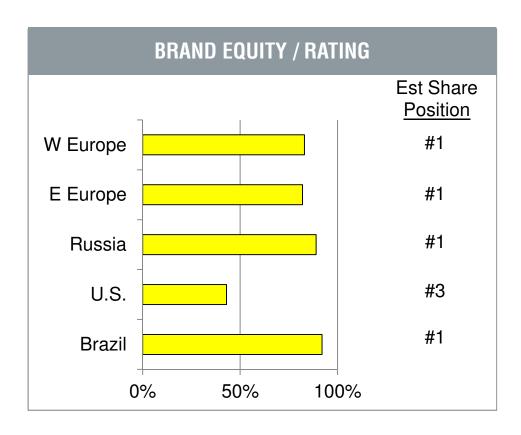




BROAD PORTFOLIO OF BRANDS ACROSS SEGMENTS AND GEOGRAPHIES







- Well-positioned for long-term organic growth
 - #1 brand equity / rating in all geographies aside from US
 - #3 in US but Victor strengthens
- Strong platform for industry consolidation
 - >87% of users are extremely or somewhat familiar with ESAB
 - Products viewed as reliable/ rugged and technically strong

SOLID FOUNDATION OF BRAND EQUITY TO BUILD ON





SELECTED ACQUISITIONS

BUSINESS / LOCATION

STRATEGY

RESULT

SOLDEXA (SOUTH AMERICA)

Grow share in South America (leadership on Pacific coast)

- Leadership in Peru & Colombia
- Leveraging ESAB plant network
- Migrating service expertise outside South America

VICTOR (NORTH AMERICA)

Strengthen position in US and Australia; expand product portfolio

- Integration ahead of schedule
- Leveraging combined portfolio
- Victor talent strengthening team

ESAB INDIA (INDIA)

Increase exposure to high-potential emerging market

- Now managed as ESAB regional division (vs. stand-alone entity)
- Leveraging low-cost capabilities

SUCCESSFUL ACQUISITION INTEGRATION; REALIZING EXPECTED SYNERGIES

Note: ESAB India = acquisition of approximately 18% of publicly-traded shares.





Why We Like ESAB:

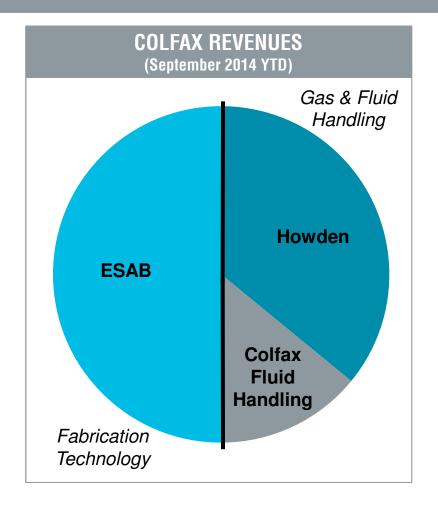
- Critical product for wide variety of industries
- Regional trends, execution issues driving weak recent growth
- Positive medium- and long-term outlook
- Potential to differentiate by improving productivity
- Demonstrated ability to realize superior prices/margins
- Integrated solutions capabilities a key advantage
- Strong brand; fragmented customer base
- Leading player in most regions; strong global brand equity
- Wide range of customers and vertical markets

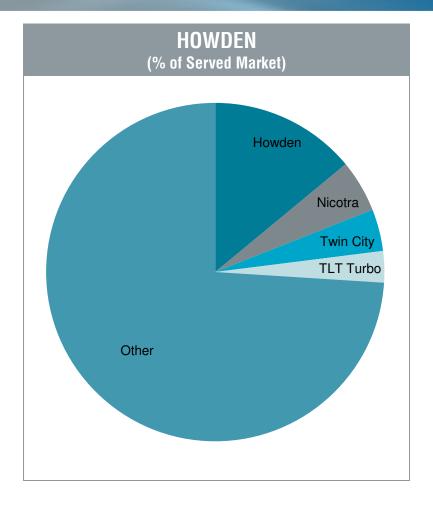
- Well-positioned for growth
- Broad product portfolio; leading filler metal technology
- Robust new product pipeline

LEADING PLAYER IN ATTRACTIVE MARKET









GLOBAL LEADER IN SERVED MARKET; SIGNIFICANT ROOM FOR GROWTH

Note: Howden served market chart excludes compressors.



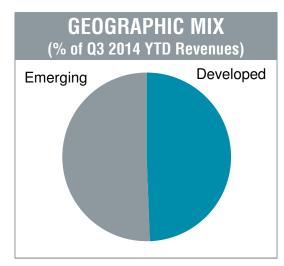


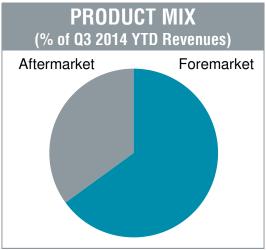
Served Market Size: ~\$12 Billion

Long-Term Market Growth: ~4-6%

Market Drivers

- Increasing end-user focus on energy efficiency
- Continued power and refining investment in emerging markets
- Expansion of natural gas transportation and storage infrastructure
- Environmental regulations and performance upgrades driving retrofits

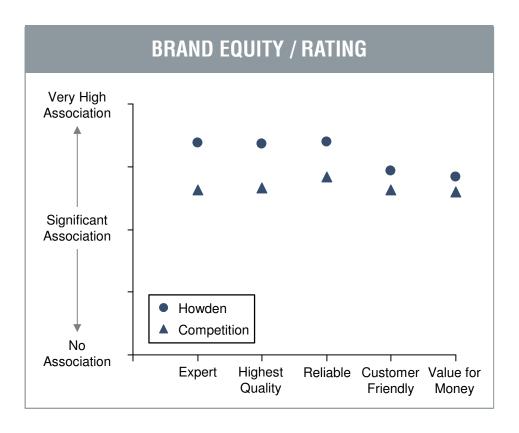




LARGE MARKET BENEFITTING FROM STRONG LONG-TERM SECULAR TRENDS







- Well-positioned for long-term organic growth
 - Strong global recognition
 - Brand image consistent across geographies and market sectors
- Strong platform for consolidation and product line extension
 - Unparalleled reputation for quality and technical excellence
 - Customer base typically risk averse and brand sensitive

STERLING BRAND SERVING CRITICAL APPLICATIONS





SELECTED ACQUISITIONS

BUSINESS / LOCATION

STRATEGY

RESULT

FLÄKTWOODS GII (Global)

Strengthen industrial fans; broaden product line; expand addressable aftermarket

- Significantly broader industrial fan position
- · MVC additive to portfolio
- GII talent strengthening team

COVENT (NORTH AMERICA)

Strengthen engineered industrial fan position

- Strong engineered fan growth
- Leveraging designs in other Howden regions

TLT-BABCOCK / ALPHAIR (NORTH AMERICA)

Consolidate footprint; expand addressable aftermarket; broaden product line

- Two plants consolidated into TLT-Babcock Medina facility
- · Leveraging India manufacturing

STRENGTHENING POSITION IN CORE; EXPANDING SERVED MARKET





Why We Like Howden:

- Strong, stable position; low risk of new entrants
- Technically complex products; high downside of failure
- Leading brands and market position
- Multiple organic and inorganic growth vectors
- Sound long-term fundamentals in served markets
- Numerous adjacencies provide additional growth runway
- Significant aftermarket opportunity
- Large global installed base; broadend by recent acquisitions
- Opportunity to deliver improved customer perfomance
- Additional margin upside potential
- Historical (pre-Colfax) focus on growth over profitability
- Good progress to date; roadmap for continued improvement

MARKET LEADER WITH AMPLE OPPORTUNITIES FOR CONTINUED REVENUE AND PROFIT GROWTH



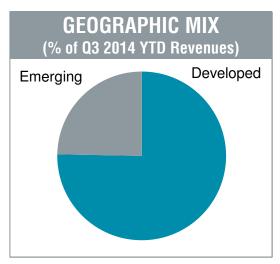


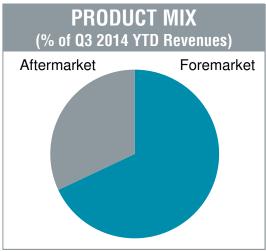
Served Market Size: ~\$7.3 Billion

Long-Term Market Growth: ~4-6%

Market Drivers

- Increasing end-user focus on energy efficiency
- Expansion of global seaborne trade (LNG, containers, etc.)
- Changing energy landscape (aging fields, increased use of rail for oil transport, etc.)
- Continued growth of gas-fired power production





ATTRACTIVE SEGMENT OF LARGE FLUID HANDLING MARKET





SELECTED ACQUISITIONS

BUSINESS / LOCATION

STRATEGY

RESULT

SICELUB (SOUTH AMERICA)

Expand service footprint into South America

- Flushing services expanded into South America
- CFH leveraging Sicelub relationships for other products

COT-PURITECH (NORTH AMERICA)

Enter adjacent service segment

- · Flushing added to service offering
- US service business expanded with three subsequent bolt-ons

MPJ RECYCLING (NORTH AMERICA)

Fill in regional service gap

- California service location added
- MPJ product line broadened to include full service suite

USING ACQUISITIONS TO ACCELERATE SERVICE STRATEGY





WITH LEADING SOLUTIONS AND BRANDS

Why We Like Colfax Fluid Handling:

- Strong player; stable market dynamics
- Leading positions in niche markets
- Limited competition from large pump players
- Ability to differentiate by delivering solutions
- Products generally part of larger system
- Customers increasingly receptive to solution vs. product

 Attractive margin potential

- Products provide critical functionality to customers
- CFX content typically small portion of overall project cost
- Significant aftermarket opportunity
- Leading position in fragmented reliability services market
- Large installed base; limited proactive "mining" to date

HIGH-MARGIN NICHE PLAYER WITH OPPORTUNITIES FOR GROWTH



STRATEGY







Best Team & CBS

+

In the Right Markets

+

With Leading Solutions & Brands

STRONG IMPROVEMENTS WITH MORE TO COME





LOOKING BACKWARD

ESAB: WHAT WE FOUND

- Fragmented organization
- IT hodgepodge
- R&D underinvestment
- Limited focus on operations
- Low expectations
- Culture of excuses and blame
- Internal orientation



... but a very strong brand and installed base, and good quality and technical competency

IMPACT ON BUSINESS

- Limited process consistency
- Poor visibility
- Aging equipment portfolio
- Poor delivery; high inventories
- High SG&A
- No root cause analysis/correction
- Lack of customer focus

... but an organization aware of its underperformance and willing / eager

to change

BUILDING BLOCKS OF TURNAROUND: STRENGTHEN ORGANIZATION & CULTURE, IMPROVE OPERATIONS, INVEST FOR GROWTH



STRENGTHEN ORGANIZATION & CULTURE

- Replaced large portion of leadership team: 47 new senior executives hired and on-boarded
- Reshaped organization and expectations: global functional organization, performance culture
- Restructured footprint and back office: >1,000 positions eliminated
- Established talent management processes: ensure self-sustaining organization and culture



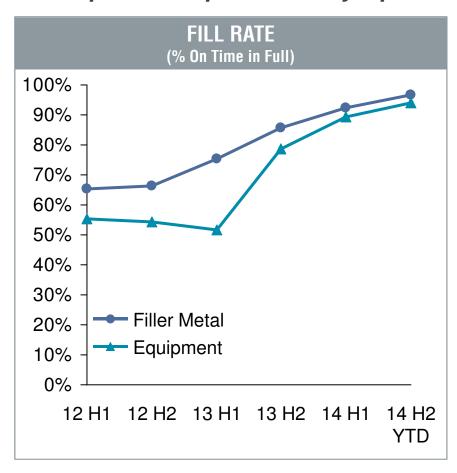
SIGNIFICANTLY STRONGER TEAM; STRUCTURE NOW ALIGNED WITH STRATEGY

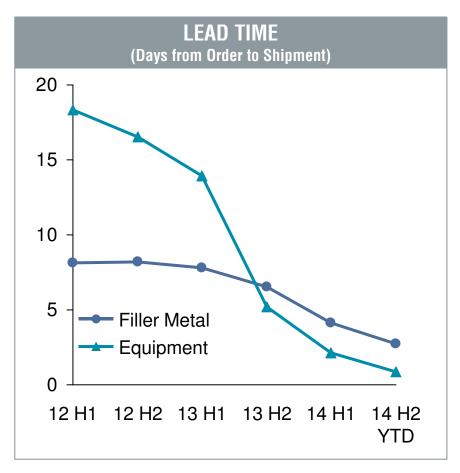
Note: Senior Executives defined as CEO, direct reports to CEO, and their direct reports.



IMPROVE OPERATIONS

Example – European Factory Operational Performance:



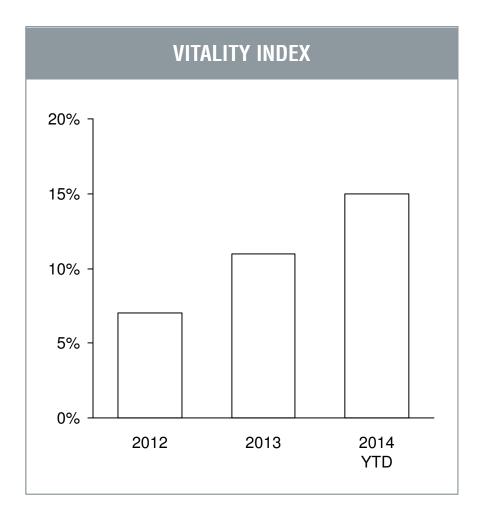


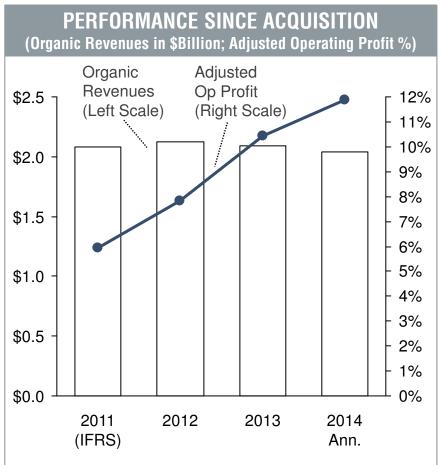
RESULTS BEGINNING TO SHOW; OPPORTUNITY FOR DIFFERENTIATION AND GROWTH

Note: On Time In Full = % of orders shipped on time 100% complete. YTD = through Nov..



INVEST FOR GROWTH





SIGNIFICANT PROGRESS ON MARGINS; LAYING FOUNDATION FOR GROWTH

Note: Vitality Index=% of sales from products introduced in past 3 years. YTD=through Nov. Annualized=Q3 YTD * (4/3). 2011 Revenues & AOP are IFRS.



2014 RECAP

Continued improvements in operational performance, particularly in Europe

• R&D investments gaining momentum; new product pipeline improving

However, weak top line; impact of US operational issues



GOALS & STRATEGY

3-5 YEAR FINANCIAL GOALS

- 2-4% organic CAGR
 - Assumes no change in macro environment
 - Builds on doubled R&D investment
 - Accelerated by bolt-on acquisitions
- Increase operating margins to midteens or better
 - Significant remaining opportunity for improvement and rationalization
 - Mix shift to structurally higher margin products

KEY STRATEGIES

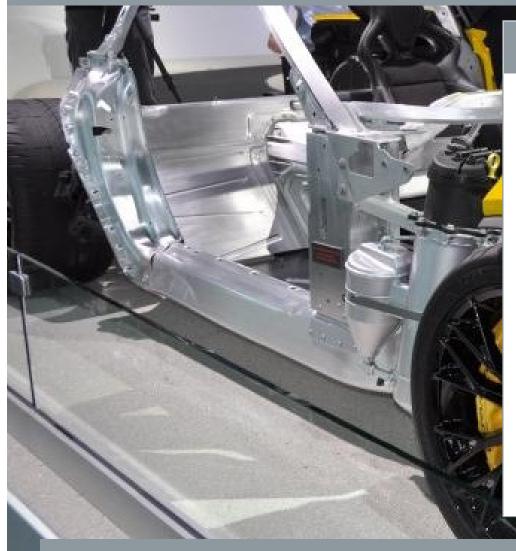
 Create competitive advantage through operational excellence

- Drive differentiated product and application development
- Strengthen core skills and organizational capability

GOAL: 10%+ REVENUE CAGR WITH >MID-TEENS OPERATING MARGIN



CREATE COMPETITIVE ADVANTAGE THROUGH OPERATIONAL EXCELLENCE



EUROPEAN TIER 1 AUTOMOTIVE SUPPLIER OF ALUMINUM PARTS

- Situation: Poor OTD resulting from wide variations in order quantities
- Root Cause:
 - Batch ordering for inventory based on derived consumption
 - Periodic need to true-up inventory due to bill of material inaccuracies
- Solution:
 - Point of use replenishment trigger
 - Orders sent directly to factories
- Result:
 - Lead time ↓ 80%; OTD to 100%
 - Customer inventory levels ↓ 30%

CHANGING THE GAME WITH DEMAND PULL; EARLY RESULTS PROMISING



DIFFERENTIATED PRODUCT AND APPLICATION DEVELOPMENT

MAJOR NORTH AMERICAN WIND TOWER MANUFACTURER

Situation: Lost business due to competitive pricing

Solution:

- Partnered with customer to analyze process and develop holistic solution
- Provided customer combination of differentiated products and new welding procedures
- Result
 - 20% increase in customer throughput; \$736k annual savings
 - Expect \$3 million annual volume



PROVIDING MEASURABLE VALUE THROUGH INTEGRATED PRODUCT/PROCESS SOLUTION



DIFFERENTIATED PRODUCT AND APPLICATION DEVELOPMENT



MAJOR NORTH AMERICAN MANUFACTURER
OF LINE PIPE AND RELATED PRODUCTS

- Situation:
 - Customer 100% supplied by ESAB competitor
 - Incumbent supplier unable to meet metallurgical requirements
- Solution: Demonstrated ability to meet technical requirements and delivery expectations
- Result:
 - Customer converted business to ESAB
 - Expect >\$3 million annual volume

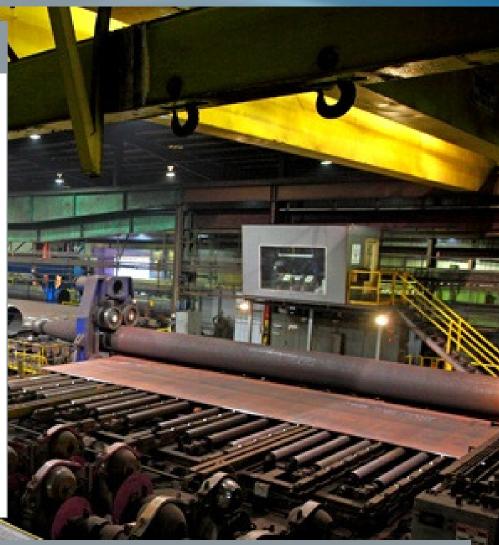
EARNING BUSINESS THROUGH TECHNICAL EXPERTISE



DIFFERENTIATED PRODUCT AND APPLICATION DEVELOPMENT

MAJOR NORTH AMERICAN LINE PIPE MANUFACTURER

- Situation:
 - Customer 100% supplied by ESAB competitor
 - Customer unable to get consistent quality results
- Solution: Provided differentiated, more consistent product that solves quality problem
- Result:
 - Customer converted business to ESAB
 - Expect >\$2 million annual volume



DIFFERENTIATED PRODUCTS DELIVERING SUPERIOR PERFORMANCE



STRENGTHEN CORE SKILLS AND ORGANIZATIONAL CAPABILITY



VICTOR ACQUISITION UPDATE

- Integration ahead of plan
 - Sales organizations (US, international) merged
 - ESAB gas apparatus production consolidated into Texas/Mexico
 - Product and R&D integration underway
- Impact exceeding expectations
 - Excellent team; addition strengthened ESAB organization
 - Complementary footprint; ability to leverage low-cost Mexico plant
 - Similar culture; CBS rollout proceeding well

BUILDING BUSINESS ORGANICALLY AND THROUGH ACQUISITION



SUMMARY

 Harnessing broad product line, service capabilities, and deep reservoir of technical expertise to win business and drive growth

 Leveraging CBS to create sustainable differentiation and improved financial performance through operational excellence

Significant opportunity for improvement remains



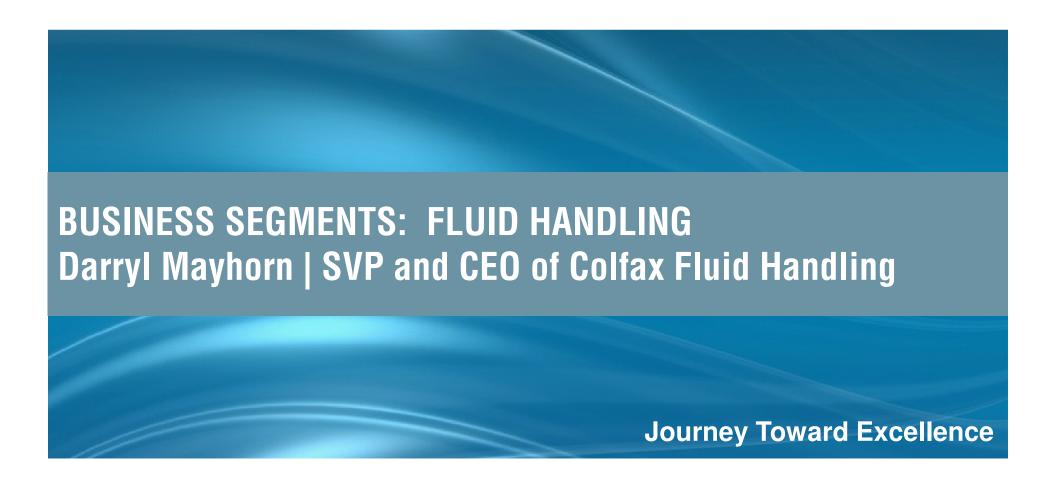
LOOKING FORWARD

VIDEO SHOWN ON LOCATION DURING EVENT









2014 RECAP

Weak power and oil & gas revenues, partially offset by marine and defense

However, order book strengthening and new products gaining momentum

Significant progress building organizational talent



GOALS & STRATEGY

3-5 YEAR FINANCIAL GOALS

- 3-5% organic CAGR
 - Driven by share recapture and service; beginning 2016
 - Accelerated by bolt-on acquisitions
- Increase core operating margins to mid-teens or better
 - Completion of restructuring program to right-size cost structure
 - Accelerated growth of high-margin aftermarket and services

KEY STRATEGIES

- Realign/strengthen business structure
- Accelerate foremarket growth through product/system innovation
- Expand aftermarket sales and service
- Leverage CBS to improve performance

GOAL: 15%+ REVENUE CAGR WITH MID/HIGH-TEENS OPERATING MARGIN



REALIGN/STRENGTHEN BUSINESS STRUCTURE

ISSUES

- Vertically-organized business with strong centralized decisionmaking
- SG&A spending out of line with revenue

ACTIONS

- Realigned organization from historical brand / market focus to regional customer focus
- Eliminated management layer to deliver closer alignment with customerfacing team
- Eliminated redundant positions to increase efficiency

ENABLING

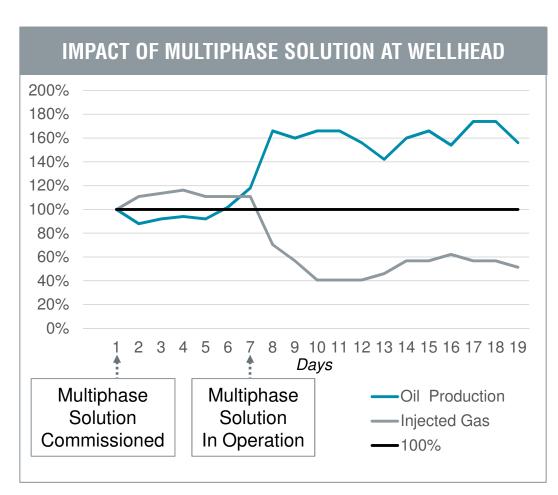
- Local accountability, organic growth, and improved customer intimacy
- Improved cost position; well-positioned to realize operating leverage
- Savings available to fund organic growth initiatives

\$10 MILLION RUN-RATE SAVINGS



ACCELERATE FOREMARKET GROWTH: Multiphase Booster Solutions

- Twin screw pump-based system able to handle mixed media fluids (e.g., oil, gas & water)
- Historically used mostly on "gassy" wells; reduces separator capex
- Partnered with customer to apply technology to aging wells – output increased 223 barrels/day
- Demonstrated success + numerous aging fields creating significant interest from new customers

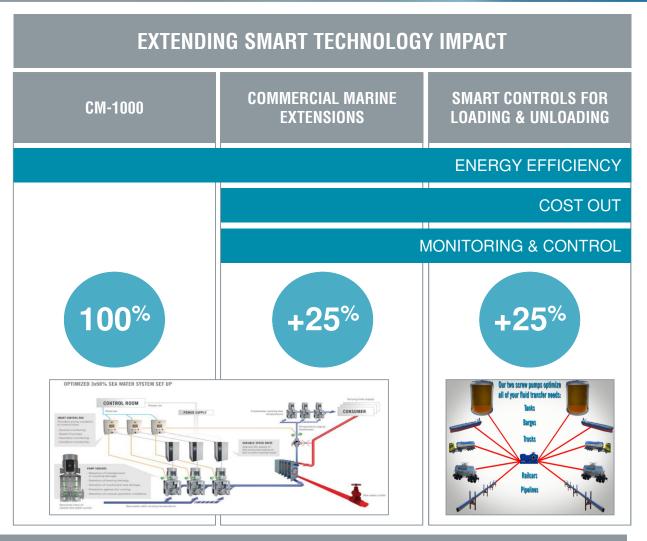


CREATING CUSTOMER VALUE THROUGH SOLUTIONS FOCUS



ACCELERATE FOREMARKET GROWTH: Smart Technologies

- Initial smart technology application focused on energy efficiency in commercial marine vessels
- Market potential expanded by broadening functionality and benefits delivered
- Now migrating technology to other served applications (e.g., railcar loading & unloading)

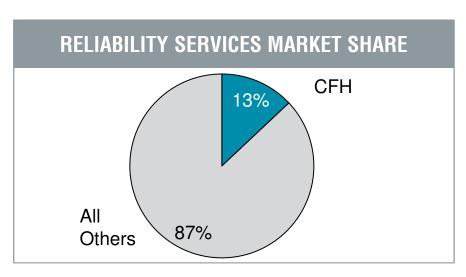


USING SMART TECHNOLOGIES TO DRIVE GROWTH BY DELIVERING BENEFITS "BEYOND THE PUMP"



EXPAND AFTERMARKET SALES & SERVICE

- Continue consolidating fragmented reliability services sector
 - Partner with large customers seeking to reduce supplier base
 - Harness scale to improve efficiency and performance
- Build on Sicelub acquisition to accelerate growth: expand flushing into Mexico and South America
- Leverage embedded service model and existing customers to capture Gulf Coast build-out
- Expand served market: new services (e.g., chemical cleaning), new geographies





CREATING RECURRING REVENUE STREAM WITH ATTRACTIVE MARGINS



LEVERAGE CBS TO IMPROVE PERFORMANCE: Radolfzell Manufacturing Turnaround

BEFORE

- · Functionally organized plant
- · Limited visual management
- Management-led problem solving
- Low engagement
- OTD to customer request 52%





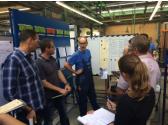
Key actions/tools:

- · Daily management
- · Visual mgmt.
- Demand pull
- Red bin
- · Coach vs. boss

AFTER

- Team org around value stream
- Strong visual management
- Operator-led problem solving
- High engagement
- OTD to customer request 90%









BREAKTHROUGH IMPROVEMENT FROM REDEPLOYMENT OF CBS IN LEGACY FACILITY



SUMMARY

Resetting cost structure: return to historical margin profile

Delivering growth through focus on service and product/system innovation

• Differentiating through operational excellence: CBS as a competitive weapon







2014 RECAP

Deceleration in bookings due to SCR completion and oil & gas slowdown

However, growth initiatives gaining traction and margin improvement continuing

• 2013 acquisitions fully integrated; synergies above target



GOALS & STRATEGY

3-5 YEAR FINANCIAL GOALS

- 4-6% organic CAGR
 - Numerous initiatives offsetting China/US SCR completion
 - Continued expansion of served markets (organic, acquisition)
- Increase core operating margins to mid-teens or better
 - Continued operational improvement and footprint rationalization
 - Increased sales of higher-margin aftermarket products

KEY STRATEGIES

Expand addressable markets

- Drive growth in industrial fans
- Increase aftermarket capture

Improve operational efficiency

GOAL: 15%+ REVENUE CAGR WITH MID/HIGH-TEENS OPERATING MARGIN



EXPAND ADDRESSABLE MARKETS:Compressors

Annual Market Size (add'l served market): \$1.3 billion

Market/Opportunity Drivers:

- Howden serves only 20% of available market
- Strengths in certain niche applications (e.g. hydrogen, process cooling, refrigeration)

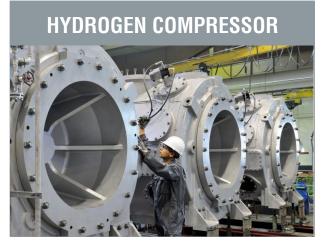
Key Strategic Initiatives:

- Targeted improvements to CKD centrifugal compressor technology (in progress)
- Channel expansion in target regions and applications (first phase completed)

2017 Goal:

Grow bookings 10% CAGR





CKD INTEGRATION AHEAD OF PLAN; STRONG EARLY RESULTS FROM STRATEGY



EXPAND ADDRESSABLE MARKETS: Mechanical Vapor Compression

Annual Market Size (MVC): ~\$125 million

Market Drivers:

- Increasing end-user focus on energy efficiency
- Environmental legislation (increased focus on water recovery and zero liquid discharge)

Key Strategic Initiatives:

- Transfer technology to Howden Chinese operations (in process)
- Expand addressable opportunity through targeted product development (in process)

2017 Goal:

 Grow revenues at twice the market rate (estimated market growth = ~15% CAGR)



KEY VERTICALS (Ranked by Market Size)

Food processing	Dairy, sugar, sweeteners and others
Chemical	Enzymes & chemical compounds
Oil & Gas	SAGD (produced water & water recovery)
Utility	Water recovery & effluent treatment
Distillation	Desal, bottled water & pharmaceutical

NEW PRODUCT IN OUR PORTFOLIO ADDRESSING HIGH-GROWTH APPLICATION



EXPAND ADDRESSABLE MARKETS: China Environmental

Est. Annual Market Size (all Howden pdts): >\$75 million

Market/Opportunity Drivers: "Emission Reduction Plan"

- Released Sept 2014; response to increased public concerns over serious visible pollution problems
- Mandate to increase efficiency and reduce emissions from coal-fired power plants
- ~150GW capacity located in Southeastern and Eastern China will be upgraded before 2020; other regions will follow

Potential for Howden:

- Fans: Booster and ID fan replacements and retrofits
- Turbo Blowers: Replacement of FGD oxidation blowers
- Heaters: Retrofits and new applications to increase efficiency of dust collection process



NEXT SIGNIFICANT WAVE OF ENVIRONMENTAL OPPORTUNITIES IN CHINA NOW EMERGING



EXPAND ADDRESSABLE MARKETS: New Coal-fired Plants in Southeast & East Asia

Annual Market Size (fans & heaters): \$150 - \$175 million

Market/Opportunity Drivers:

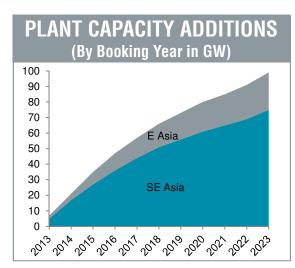
- Strong growth in the Southeast Asia emerging economies
- Many plants in Japan and Korea reaching the end of "design life"

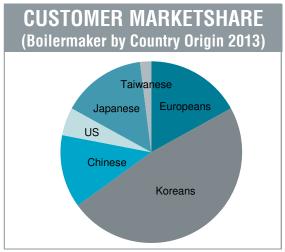
Key Strategic Initiatives:

- Build additional capabilities in the region (completed)
- Increase competitiveness; cost reductions by design (first phase completed)
- Develop closer customer relationships with key customers (in process)

2017 Goal:

Double revenues from 2013 JOP





EFFORTS TO DATE DELIVERING STRONG OPPORTUNITY FUNNEL AND BOOKINGS GROWTH

Note: JOP = jumping-off point.



DRIVE GROWTH IN INDUSTRIAL FANS

Annual Market Size: ~\$3.5 billion

Market Drivers:

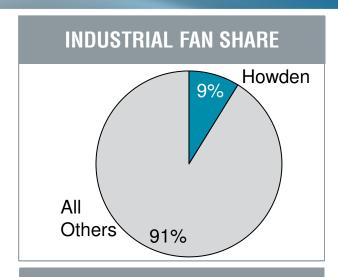
- Global economic activity (GDP growth)
- End-user focus on energy efficiency

Key Strategic Initiatives

- Leverage Covent and GII products through Howden footprint to expand geographically in targeted regions
- Implement CBS tools in acquired facilities to improve fill-rates and margins
- Consolidate overlapping product lines (focus on best of best)

2017 Goal:

Grow revenues at 7% CAGR





ORGANICALLY AND INORGANICALLY EXPANDING PRESENCE IN HIGHLY FRAGMENTED MARKET



INCREASE AFTERMARKET CAPTURE

Expanded Regional Coverage:

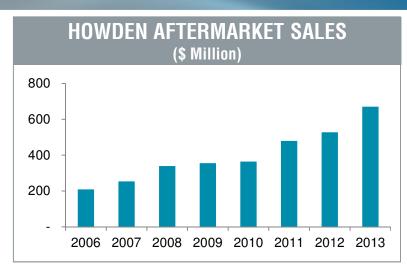
- Enhanced potential from 2013 acquisitions
 - Significant (>5x) expansion of addressable axial fan installed base
 - Additional regional technical support and service capability
- Capture of additional opportunities through increased use of service agreements

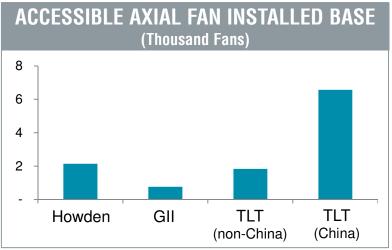
Optimization of Plant Performance:

- Operating cost focus driving efficiency upgrade opportunities in power, mining, cement
- Innovative cleaning solutions to solve fouling issues created by SCR

2017 Goal:

Grow aftermarket revenues >10% CAGR





STRENGTHENED AFTERMARKET BUSINESS DELIVERING GROWTH



IMPROVE OPERATIONAL EFFICIENCY

COST IMPROVEMENT INITIATIVES

- Site consolidation / organizational simplification
- Supply chain: harness scale and geographic footprint
- Product re-engineering (cost reduction by design)
- CBS-driven productivity improvements

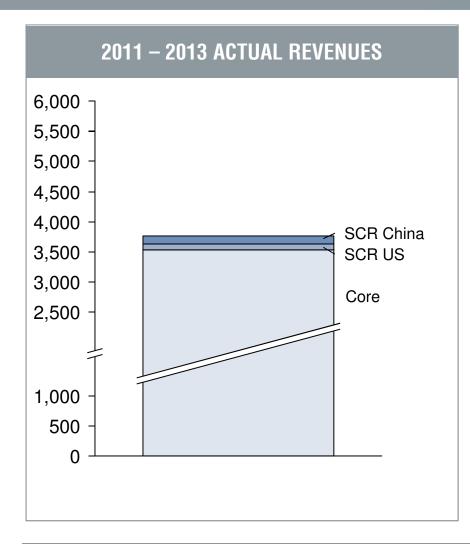
EXAMPLES

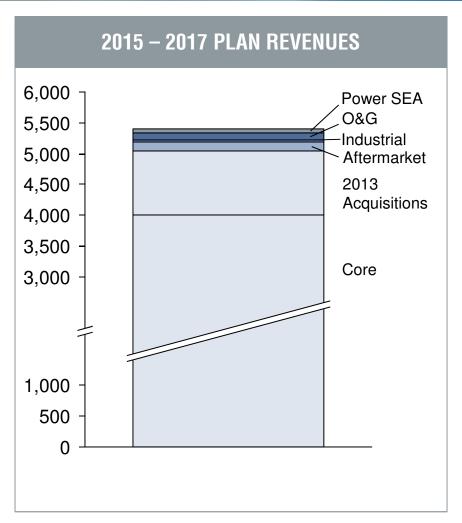
- Craigton → Renfrew & Prague
- New Phila → Medina & Fairfield
- Global category management
- Asia supply base development
- MPP axial fan for SF Asia
- M127 screw compressor redesign
- Prague president's kaizen
- Howden Axial engineering kaizen

INCREASING MARGINS THROUGH INTERNAL IMPROVEMENTS AND OPERATING LEVERAGE



SUMMARY





AMPLE OPPORTUNITIES TO REPLACE IMPACT OF SCR MANDATE IN US AND CHINA

Note: "2013 Acquisitions" on right graph reflects growth of 2013 acquisitions.



SUMMARY

Significant organic growth opportunity exists; initiatives underway to capture

• Entering fragmented adjacent markets and driving consolidation

 Continued margin expansion from restructuring, supply chain activities and mix shift (increased aftermarket)





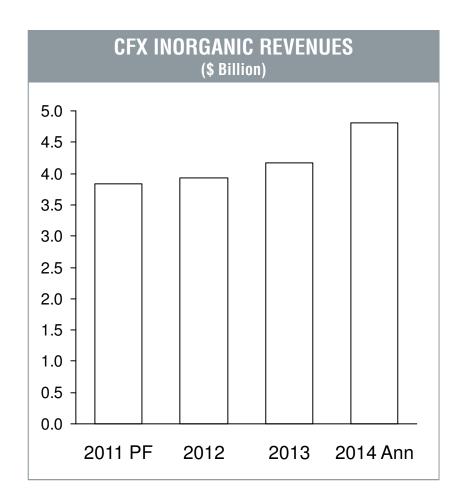


OBJECTIVES

GOALS

Deliver ~10% average annual revenue growth over time

- Meet or exceed financial hurdles (EPS accretion, ROIC)
- Enhance business quality (margin profile, growth, etc.)



CREATING VALUE; ACCELERATING ORGANIC GROWTH STRATEGY

Note: 2011 revenues are pro-forma for Charter. 2014 numbers are 4/3 of September YTD. See Non-GAAP reconciliation in Appendix.



CURRENT ENVIRONMENT

COMMON WISDOM Multiples Sellers' Frothy too high... market... pricing. Tough to find good Everything deals... Competition gets from PEs.. auctioned...

CURRENT CFX SITUATION

 Strong pipeline: best since Charter

- Reasonable valuations: delivering attractive returns
- Mostly bilateral discussions: few open auctions

KEY DRIVERS: PLAYING FIELD, STRATEGY, PROCESS AND TEAM



PLAYING FIELD

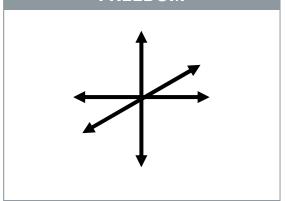
BIG ADDRESSABLE MARKET



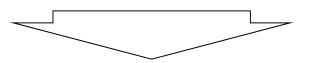
NO "DEATH STARS"



MULTIPLE DEGREES OF FREEDOM



\$43b served market; multiple adjacencies on radar screen



Ability to be the acquirer of choice



Numerous attractive strategic options across all businesses

LONG RUNWAY OF POTENTIAL TRANSACTIONS



STRATEGY

STRATEGY

- Proactive approach rooted in business strategy
- Clear view of value creation thesis and synergy requirements
- Heavy investment in commercial diligence pre- and post-offer
- Focus on Colfax "acquisition brand"
- Force rank opportunities in current and future pipeline

IMPACT

- Multi-year horizon; ability to influence timing
- Use diligence to solve for answer ("algebra, not arithmetic")
- Validate thesis; avoid surprises and wasted time/resources
- Regarded as desirable counterparty
- Align resources against best opportunities

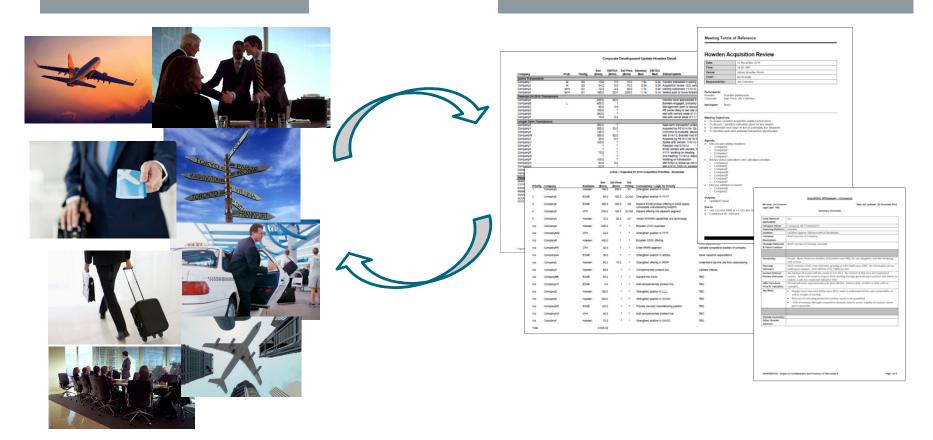
CREATE OWN LUCK; PLAY TO WIN



PROCESS

LOTS OF SHOE LEATHER

STRUCTURED REVIEW CADENCE

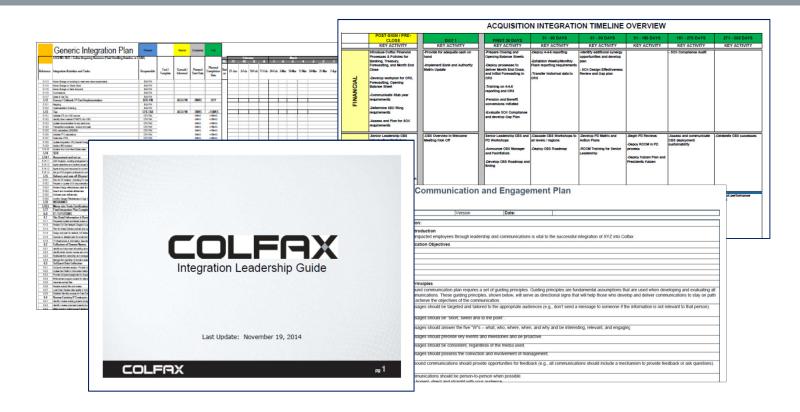


METHODICAL/REPEATABLE SOURCING PROCESS; MEASURED AND MANAGED



PROCESS

STANDARD TOOLS AND PROCESSES FOR RAPID, REPEATABLE ACQUISITION INTEGRATION



PROACTIVELY BUILDING LEADERSHIP CAPABILITY TO HANDLE EXPECTED GROWTH



TEAM

STRATEGIC MARKET FOCUS

PROCESS CONSISTENCY









Acquisition Integration Process/Leadership



CENTRAL RESOURCES ALIGNED WITH BUSINESSES: STRATEGIC FOCUS + PROCESS CONSISTENCY



CASE STUDY: VICTOR TECHNOLOGIES

KEY TRANSACTION ELEMENTS

- Ownership: Private equity
- Acquisition logic: Strengthen position in US and Australia; expand product portfolio
- Deal genesis: Proactive outreach to owners
- Up-front discussions: ~11 months
- *Time-to-signing*: ~6 weeks
- Process type: bilateral negotiation



STRATEGY AND PROCESS DELIVERING RESULTS



CASE STUDY: TLT-BABCOCK / ALPHAIR

KEY TRANSACTION ELEMENTS

- Ownership: Private
- Acquisition logic: Consolidate footprint; expand addressable aftermarket; broaden product line
- Deal genesis: Proactive outreach to owners
- *Up-front discussions*: ~7 months
- *Time-to-signing*: ~8 weeks
- Process type: bilateral negotiation







STRATEGY AND PROCESS DELIVERING RESULTS



SUMMARY

• Large/growing opportunity set: enabling ~\$2b inorganic growth over 3-5 years

• Strong process delivering robust pipeline: >\$3.5b in active/actionable funnel

• Investment discipline and integration tools working: realizing solid returns

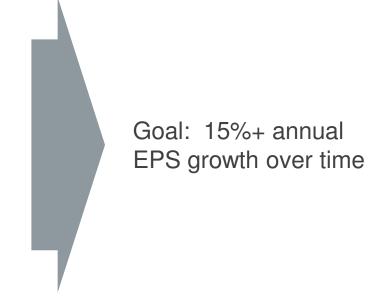






3-5 YEAR FINANCIAL COMMITMENTS

- GDP + 1-2% organic growth
 - Large and attractive end-markets
 - Strong brands and leading technologies
- Mid-teens or better operating margins
 - CBS culture and tools the building blocks
 - Growing talent bench driving improvement
- FCF driving active acquisition program
 - Continued improvement in working capital
 - De-levering by growing earnings



ORGANIC GROWTH AND MARGIN EXPANSION ACCELERATED BY ACQUISITIONS



FOURTH QUARTER UPDATE

- Trending toward bottom of guidance range
- Gas- and fluid-handling performing as expected
- Fabrication technology continued softness:
 - Revenue expected to be down mid-single digits organically
 - Margins expected to be below third quarter



2015 UPDATE

- Organic revenue flat to down 2%
- FX revenue headwinds of (\$180) (\$190) million, resulting in (\$17) -(\$18) million impact on operating profit
- Excludes any accretion from future acquisitions
- Includes \$20 million additional adjusted operating profit from the Victor acquisition
- Includes \$35 million restructuring benefit in Fabrication Technology and \$10 million benefit in Fluid Handling
- Anticipated revenue seasonality (as a % of 2015 guidance) Q1 22% to 23%, Q2 25% to 26%, Q3 24% to 25% and Q4 27% to 28%



2015 ORGANIC GROWTH OUTLOOK

	2015 FORECAST ORGANIC GROWTH
Fabrication Technology	0-2%
Howden	(4)-(2)%
Colfax Fluid Handling	(4)-(2)%
Total Colfax	(2)-0%

2015 ROLLFORWARD

			Adjusted		EPS Range		
(in millions, except per share)	 Sales			Income		Low	High
2014 guidance - sales/ adjusted operating income FX Victor - incremental	\$ 4,675 \$ (180) 130	4,725 (190) 140	\$	468 \$ (17) 20	478 (18) 23		
Projected before actions Non-recurring 2014:	4,625	4,675		471	483		
Impairment and business sale/loss	_	_		15	15		
Victor fair value year one only	_	_		10	10		
VZ and asset revaluation Growth spending, wage inflation, net of productivity	_	_		6	6		
initiatives	_	_		(31)	(31)		
Organic revenue at (2)%	(100)			(25)			
Organic revenue - flat		_			_		
Cost reduction programs							
Colfax Fluid Handling	_	_		10	10		
Fabrication Technology	_	_		35	35		
	4,525	4,675		491	528		
Interest expense Tax Noncontrolling interest				(52) (127) (30)	(52) (138) (30)		
Adjusted net income- Colfax				282	308	\$2.20	\$2.40



2015 OUTLOOK SUMMARY

REVENUE RANGE					
2015 Total	\$4.525 billion	To \$4.675 billion			
EPS AND ADJUSTED NET INCOME RANGE					
2015 Net income per share		\$1.92	То	\$2.13	
Adjusted net income		\$282 million	n To	\$308 million	
2015 Adjusted net income per share (1)		\$2.20	То	\$2.40	

ASSUMPTIONS			
Restructuring costs	\$50 million		
Euro	\$1.23		
Tax rate - adjusted basis/GAAP	28-30%		
Outstanding shares	128 million		
Depreciation	\$90 million		
Amortization	\$67 million		
Interest expense	\$52 million		
Capital expenditures	2.5% of revenue		
Pension funding in excess of expense	\$30 million		

Note: Guidance as of 12/16/14. (See Non-GAAP Reconciliation included in this slide deck).



⁽¹⁾ Excludes impact of restructuring charges.

SUMMARY

- Continuing to drive EPS gains despite uncertain economic environment
- Aggressively driving productivity / cost improvement while protecting growth investments
- Building a world class industrial enterprise
 - Exceptional team & CBS process
 - Exposure to the right markets
 - Leading brands & solutions

JOURNEY TOWARD EXCELLENCE





NON-GAAP 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 operating income, organic revenue and organic sales growth (decline). Projected adjusted net income, projected adjusted net income per share and adjusted operating income exclude expenses related to asbestos coverage litigation expense, major restructuring programs, expenses related to the Charter acquisition and significant year-one fair value adjustment amortization 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. Organic revenue, 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 expense expenses related to asbestos coverage litigation expense, major restructuring programs, expenses related to the Charter acquisition and significant year-one fair value adjustment amortization 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.

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



NON-GAAP RECONCILIATION (Unaudited)

	2015 EPS Range		
Projected net income per share - diluted	\$ 1.92	\$ 2.13	
Restructuring costs	0.39	0.39	
Tax adjustment	(0.11)	(0.12)	
Projected adjusted net income per share - diluted	\$2.20	\$2.40	



NON-GAAP RECONCILIATION - ORGANIC REVENUE (Unaudited)

		Net Sale	es
		\$	%
(Dollars in millions)			
Proforma for the year ended December 31, 2011 ⁽¹⁾	\$	3,839.1	
Components of Change:			
Existing Businesses		202.2	5.3 %
Acquisitions (2)		86.5	2.2 %
Foreign Currency Translation		(213.9)	(5.6)%
Total		74.8	1.9 %
For the year ended December 31, 2012	\$	3,913.9	
Components of Change:			
Existing Businesses		107.5	2.7 %
Acquisitions (2)		246.9	6.3 %
Foreign Currency Translation		(61.1)	(1.5)%
Total		293.3	7.5 %
For the year ended December 31, 2013	\$	4,207.2	
For the nine months ended September 27, 2013	\$	3,035.8	
Components of Change:	·	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Existing Businesses		(38.9)	(1.3)%
Acquisitions (2)		479.2	15.8 %
Foreign Currency Translation		(58.0)	(1.9)%
Total		382.3	12.6 %
For the nine months ended September 26, 2014	\$	3,418.1	
Calculation of Organic Revenue:			
Net sales for the year ended December 31, 2011	\$	3,839.1	
Change due to existing business in 2012		202.2	
Organic revenues for the year ended December 31, 2012		4,041.3	
Change due to existing business in 2013		107.5	
Organic revenues for the year ended December 31, 2013		4,148.8	
Change due to existing business during the nine months ended September 26, 2014		(38.9)	
Annualized (4/3)	_	(51.9)	
Organic revenues for 2014 annualized (based on YTD September 26, 2014)	\$	4,096.9	

- (1) For 2011, proforma net sales includes the operations acquired in the Charter Acquisition for 2011, except for the first 12 days.
- (2) Represents the incremental sales as a result of acquisitions. The impact related to the Charter Acquisition for 2012 represents the 12 days of activity for ESAB and Howden as the acquisition closed on January 13, 2012.

NON-GAAP RECONCILIATION - ESAB ORGANIC REVENUE (Unaudited)

	Net Sales		es
		\$	%
(Dollars in millions)			
Proforma for the year ended December 31, 2011 ⁽¹⁾	\$	2,082.0	
Components of Change:			
Existing Businesses		40.7	2.0 %
Acquisitions (2)		28.1	1.3 %
Foreign Currency Translation		(138.1)	(6.6)%
Total		(69.3)	(3.3)%
For the year ended December 31, 2012	\$	2,012.7	
Components of Change:			
Existing Businesses		(30.7)	(1.5)%
Acquisitions (2)		163.0	8.1 %
Foreign Currency Translation		(41.9)	(2.1)%
Total		90.4	4.5 %
For the year ended December 31, 2013	\$	2,103.1	
For the nine months ended September 27, 2013	\$	1,582.6	
Components of Change:			
Existing Businesses		(41.8)	(2.6)%
Acquisitions (2)		229.0	14.5 %
Foreign Currency Translation		(59.2)	(3.7)%
Total		128.0	8.1 %
For the nine months ended September 26, 2014	\$	1,710.6	
Calculation of Organic Revenue:			
Net sales for the year ended December 31, 2011	\$	2,082.0	
Change due to existing business in 2012		40.7	
Organic revenues for the year ended December 31, 2012		2,122.7	
Change due to existing business in 2013		(30.7)	
Organic revenues for the year ended December 31, 2013		2,092.0	
Change due to existing business during the nine months ended September 26, 2014		(41.8)	
Annualized (4/3)	_	(55.7)	
Organic revenues for 2014 annualized (based on YTD September 26, 2014)	\$	2,036.3	

- (1) For 2011, proforma net sales includes the operations acquired in the Charter Acquisition for 2011, except for the first 12 days.
- (2) Represents the incremental sales as a result of acquisitions. The impact related to the Charter Acquisition for 2012 represents the 12 days of activity for ESAB as the acquisition closed on January 13, 2012.

NON-GAAP RECONCILIATION - INORGANIC REVENUE (Unaudited)

		Net Sales	
		\$	%
(Dollars in millions)			
Proforma for the year ended December 31, 2011 ⁽¹⁾	\$	3,839.1	
Components of Change:			
Existing Businesses		202.2	5.3 %
Acquisitions (2)		86.5	2.2 %
Foreign Currency Translation		(213.9)	(5.6)%
Total		74.8	1.9 %
For the year ended December 31, 2012	\$	3,913.9	
Components of Change:			
Existing Businesses		107.5	2.7 %
Acquisitions (2)		246.9	6.3 %
Foreign Currency Translation		(61.1)	(1.5)%
Total		293.3	7.5 %
For the year ended December 31, 2013	\$	4,207.2	
For the nine months ended September 27, 2013	\$	3,035.8	
Components of Change:			
Existing Businesses		(38.9)	(1.3)%
Acquisitions (2)		479.2	15.8 %
Foreign Currency Translation		(58.0)	(1.9)%
Total		382.3	12.6 %
For the nine months ended September 26, 2014	\$	3,418.1	
Calculation of Inorganic Revenue:			
Net sales for the year ended December 31, 2011	\$	3,839.1	
Change due to acquisitions in 2012	_	86.5	
Inorganic revenues for the year ended December 31, 2012		3,925.6	
Change due to acquisitions in 2013		246.9	
Inorganic revenues for the year ended December 31, 2013		4,172.5	
Change due to acquisitions during the nine months ended September 26, 2014		479.2	
Annualized (4/3)		638.9	
Inorganic revenues for 2014 annualized (based on YTD September 26, 2014)	\$	4,811.4	

- (1) For 2011, proforma net sales includes the operations acquired in the Charter Acquisition for 2011, except for the first 12 days.
- (2) Represents the incremental sales as a result of acquisitions. The impact related to the Charter Acquisition for 2012 represents the 12 days of activity for ESAB and Howden as the acquisition closed on January 13, 2012.