

SECOND QUARTER 2015 | EARNINGS CONFERENCE CALL

## FORWARD-LOOKING STATEMENTS

The following information contains forward-looking statements, including forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, but are not limited to, statements concerning Colfax's plans, objectives, expectations and intentions and other statements that are not historical or current facts. Forward-looking statements are based on Colfax's current expectations and involve risks and uncertainties that could cause actual results to differ materially from those expressed or implied in such forward-looking statements. Factors that could cause Colfax's results to differ materially from current expectations include, but are not limited to, factors detailed in Colfax's reports filed with the U.S. Securities and Exchange Commission including its 2014 Annual Report on Form 10-K under the caption "Risk Factors". In addition, these statements are based on a number of assumptions that are subject to change. This presentation speaks only as of this date. Colfax disclaims any duty to update the information herein.

## COLFAX

Q2 2015 RESULTS

## Q2 2015 HIGHLIGHTS

－Adjusted net income of $\$ 63.0$ million（ $\$ 0.50$ per share）compared to $\$ 59.6$ million（\＄0．48 per share）in Q2 2014
－Q2 2015 excludes non－cash charges of $\$ 4.7$ million associated with the refinancing of the Company＇s credit agreement
－Net sales of $\$ 1.025$ billion，a decrease of $14.5 \%$ from Q2 2014 net sales of $\$ 1.199$ billion（an organic decline of $4.5 \%$ ）
－Adjusted operating income of $\$ 105.4$ million and adjusted operating income margin of 10．3\％，an increase of 120 basis points from Q2 2014
－Second quarter gas－and fluid－handling orders of $\$ 502.3$ million compared to orders of $\$ 593.8$ million in Q2 2014，a decrease of $15.4 \%$（an organic decline of 4．7\％）
－Gas－and fluid－handling backlog of $\$ 1.364$ billion at period end

## YEAR TO DATE 2015 HIGHLIGHTS

- Adjusted net income of $\$ 107.6$ million ( $\$ 0.86$ per share) compared to $\$ 111.2$ million ( $\$ 0.91$ per share) in the six months ended June 27, 2014
- Net sales of $\$ 1.936$ billion, a decrease of $14.1 \%$ from the six months ended June 27, 2014 net sales of $\$ 2.254$ billion (an organic decline of 8.1\%)
- Adjusted operating income of $\$ 186.6$ million and adjusted operating income margin of $9.6 \%$, a margin increase of 60 basis points from the six months ended June 27, 2014
- Gas- and fluid-handling orders of $\$ 949.3$ million compared to orders of $\$ 1.177$ billion in the six months ended June 27, 2014, a decrease of 19.4\% (an organic decline of 9.6\%)


GAS AND FLUID HANDLING

## GAS AND FLUID HANDLING Q2 2015 HIGHLIGHTS

－Net sales of $\$ 504.9$ million compared to net sales of $\$ 568.9$ million in Q2 2014，a decrease of $11.2 \%$（an organic decline of $0.9 \%$ ）
－Adjusted segment operating income of $\$ 64.2$ million and adjusted segment operating income margin of $12.7 \%$ as compared to $8.0 \%$ in Q2 2014
－Second quarter orders of $\$ 502.3$ million compared to orders of $\$ 593.8$ million in Q2 2014，a decrease of 15．4\％（an organic decline of 4．7\％）
－Backlog of $\$ 1.364$ billion at period end

## GAS AND FLUID HANDLING YTD 2015 HIGHLIGHTS

- Net sales of $\$ 927.1$ million compared to net sales of $\$ 1.143$ billion in the six months ended June 27, 2014, a decrease of 18.9\% (an organic decline of $9.1 \%$ )
- Adjusted segment operating income of $\$ 100.5$ million and adjusted segment operating income margin of $10.8 \%$, an improvement of 190 basis points over the six months ended June 27, 2014
- Orders of $\$ 949.3$ million compared to orders of $\$ 1.177$ billion in the six months ended June 27, 2014, a decrease of 19.4\% (an organic decline of 9.6\%)


## ORDERS AND BACKLOG



BACKLOG


## REVENUE

## REVENUE

## AFTERMARKET REVENUE YTD 2015




## GEOGRAPHIC EXPOSURE YTD 2015



## Q2 2015 SALES AND ORDERS BY END MARKET

## SALES: \$504.9 million

| General Industrial <br> and Other: 28\% | Power <br> Generation: <br> $34 \%$ |
| :---: | :---: |
|  |  |
| Mining: 6\% |  |
|  | Total Decline |

## ORDERS: \$502.3 million



|  | Total Growth <br> (Decline) | Organic Growth <br> (Decline) |
| :---: | :---: | :---: |
| Power Generation | $3.4 \%$ | $11.1 \%$ |
|  <br> Petrochemical <br> Marine <br> Mining <br>  <br> Other | $17.8 \%$ | $30.9 \%$ |
| Total | $(30.9) \%$ | $(51.1) \%$ |
| $(21.9) \%$ | $(23.1) \%$ |  |
| $\mathbf{y y y y}$ |  |  |

## YTD 2015 SALES AND ORDERS BY END MARKET

## SALES: \$927.1 million



ORDERS: $\$ 949.3$ million

| General Industrial and Other: $27 \%$ | Power Generation: 34\% |  |
| :---: | :---: | :---: |
|  | Total (Decline) Growth | Organic (Decline) Growth |
| Power Generation | (22.1)\% | (15.7)\% |
| Oil, Gas \& Petrochemical | 13.1\% | 25.6\% |
| Marine | (43.8)\% | (31.9)\% |
| Mining | (29.0)\% | (15.7)\% |
| General Industrial \& Other | (20.9)\% | (10.2)\% |
| Total | (19.4)\% | (9.6)\% |

## POWER GENERATION MARKET PERSPECTIVE

## SALES \& ORDERS (DECLINE) GROWTH

|  | Q2 2015 vs. Q2 2014 |  | YTD 2015 vs. YTD 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total | Organic | Total | Organic |
| Sales | $(5.9) \%$ | $0.6 \%$ | $(21.9) \%$ | $(15.9) \%$ |
| Orders | $3.4 \%$ | $11.1 \%$ | $(22.1) \%$ | $(15.7) \%$ |

## HIGHLIGHTS

- Served by both Howden and Colfax Fluid Handling
- New-build activity offset non-recurring SCR projects in China
- Solid aftermarket order growth in North America
- Continued focus on new-build market in Southeast and East Asia

YTD 2015 SALES SPLIT


## OIL, GAS \& PETROCHEMICAL MARKET PERSPECTIVE

## SALES \& ORDERS (DECLINE) GROWTH

|  | Q2 2015 vs. Q2 2014 |  | YTD 2015 vs. YTD 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total | Organic | Total | Organic |
| Sales | $(9.9) \%$ | $2.8 \%$ | $(20.8) \%$ | $(7.9) \%$ |
| Orders | $17.8 \%$ | $30.9 \%$ | $13.1 \%$ | $25.6 \%$ |

## HIGHLIGHTS

- Served by both Howden and Colfax Fluid Handling
- Period over period comparisons are difficult due to the timing of large projects
- Quarterly order growth led by $\$ 40$ million supply contract at Howden Compressors Division

YTD 2015 SALES SPLIT


## MARINE MARKET PERSPECTIVE

## SALES \＆ORDERS（DECLINE）GROWTH

|  | Q2 2015 vs．Q2 2014 |  | YTD 2015 vs．YTD 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total | Organic | Total | Organic |
| Sales | $(6.0) \%$ | $8.9 \%$ | $(11.6) \%$ | $2.9 \%$ |
| Orders | $(60.9) \%$ | $(51.1) \%$ | $(43.8) \%$ | $(31.9) \%$ |

## HIGHLIGHTS

－Primarily served by Colfax Fluid Handling
－Year over year comparisons affected by $\$ 30$ million Defense contract awarded in Q2 2014
－Commercial ship building down
－Continued focus on aftermarket growth and expansion of product line

YTD 2015 SALES SPLIT


## YTD 2015 ORDERS SPLIT



## MINING MARKET PERSPECTIVE

## SALES \& ORDERS (DECLINE) GROWTH

|  | Q2 2015 vs. Q2 2014 |  | YTD 2015 vs. YTD 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total | Organic | Total | Organic |
| Sales | $(2.6) \%$ | $11.7 \%$ | $(4.1) \%$ | $8.7 \%$ |
| Orders | $(38.3) \%$ | $(23.1) \%$ | $(29.0) \%$ | $(15.7) \%$ |

## HIGHLIGHTS

- Primarily served by Howden
- Remains a depressed market; focused on winning targeted projects

YTD 2015 SALES SPLIT


YTD 2015 ORDERS SPLIT


## GENERAL INDUSTRIAL \& OTHER MARKET PERSPECTIVE

| SALES \& ORDERS DECLINE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q2 2015 vs. Q2 2014 |  | YTD 2015 vs. YTD 2014 |  |
|  | Total | Organic | Total | Organic |
| Sales | (21.0)\% | (10.3)\% | (18.8)\% | (8.6)\% |
| Orders | (21.9)\% | (9.9)\% | (20.9)\% | (10.2)\% |
| HICHLIGHTS |  |  |  |  |
| - Includes both Howden and Colfax Fluid Handling <br> - Steel industry spend significantly down compared to prior year <br> - Modest growth in other industrial sectors |  |  |  |  |

YTD 2015 SALES SPLIT


YTD 2015 ORDERS SPLIT


## 

FABRICATION TECHNOLOGY

## FABRICATION TECHNOLOGY Q2 2015 HIGHLIGHTS

- Net sales of $\$ 520.5$ million compared to net sales of $\$ 630.4$ million in Q2 2014, a decrease of $17.4 \%$ (an organic decline of $7.8 \%$ )
- Adjusted segment operating income of $\$ 53.9$ million and adjusted segment operating income margin of $10.4 \%$


## FABRICATION TECHNOLOGY YTD 2015 HIGHLIGHTS

- Net sales of $\$ 1.009$ billion compared to net sales of $\$ 1.111$ billion in the six months ended June 27, 2014, a decrease of 9.1\% (an organic decline of $7.2 \%$ )
- Adjusted segment operating income of $\$ 111.2$ million and adjusted segment operating income margin of $11.0 \%$


## REVENUE

## REVENUE



## REVENUE YTD 2015



## GEOGRAPHIC EXPOSURE YTD 2015




RESULTS OF OPERATIONS

## INCOME STATEMENT SUMMARY

(unaudited)

| Net sales | Three Months Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 26, 2015 |  | June 27, 2014 |  | June 26, 2015 |  | June 27, 2014 |  |
|  | \$ | 1,025.4 | \$ | 1,199.3 | \$ | 1,936.4 | \$ | 2,253.7 |
| Gross profit | \$ | 328.0 | \$ | 388.2 | \$ | 622.5 | \$ | 713.8 |
| \% of sales |  | 32.0\% |  | 32.4\% |  | 32.1\% |  | 31.7\% |
| SG\&A expense | \$ | 222.6 | \$ | 279.0 | \$ | 435.9 | \$ | 510.6 |
| \% of sales |  | 21.7\% |  | 23.3\% |  | 22.5\% |  | 22.7\% |
| Adjusted operating income | \$ | 105.4 | \$ | 109.1 | \$ | 186.6 | \$ | 203.2 |
| \% of sales |  | 10.3\% |  | 9.1\% |  | 9.6\% |  | 9.0\% |
| Adjusted net income | \$ | 63.0 | \$ | 59.6 | \$ | 107.6 | \$ | 111.2 |
| \% of sales |  | 6.1\% |  | 5.0\% |  | 5.6\% |  | 4.9\% |
| Adjusted net income per share | \$ | 0.50 | \$ | 0.48 | \$ | 0.86 | \$ | 0.91 |

## COLFAX

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, projected adjusted operating income, adjusted net income, adjusted net income per share, adjusted operating income, adjusted operating income margin, organic sales growth (decline) and organic order growth (decline). Projected adjusted net income, projected adjusted net income per share, projected adjusted operating income, adjusted net income, adjusted net income per share, adjusted operating income and adjusted operating income margin exclude the impact of restructuring and other related charges. Projected adjusted net income, projected adjusted net income per share, adjusted net income and adjusted net income per share for the 2015 periods presented exclude the impact of the write-off of certain deferred financing fees and original issue discount associated with the refinancing of Colfax's credit agreement. Adjusted net income and adjusted net income per share for the six months ended June 27, 2014 exclude the impact of the preferred stock conversion inducement payment. The effective tax rates used to calculate adjusted net income and adjusted net income per share are $28.3 \%$ and $28.8 \%$ for the three and six months ended June 26, 2015, respectively, and $30.7 \%$ and $29.0 \%$ for the three and six months ended June 27, 2014, respectively. Organic sales growth (decline) and organic order growth (decline) exclude the impact of acquisitions and foreign exchange rate fluctuations. These non-GAAP financial measures assist Colfax in comparing its operating performance on a consistent basis because, among other things, they remove the impact of restructuring and other related charges, write-off of certain deferred financing fees and original issue discount and the preferred stock conversion inducement payment.

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

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

Three Months Ended June 26, 2015
Three Months Ended June 27, 2014


## NON-GAAP RECONCILIATION

(unaudited)

| Three Months Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 26, 2015 |  | June 27, 2014 |  | June 26, 2015 |  | June 27, 2014 |  |
|  | 53,127 | \$ | 191,785 | \$ | 105,183 | \$ | 238,575 |
|  | 8,834 |  | 13,474 |  | 12,587 |  | 19,786 |
|  | 4,731 |  | - |  | 4,731 |  |  |
|  | $(3,643)$ |  | $(145,634)$ |  | $(14,905)$ |  | $(147,122)$ |
| \$ | 63,049 | \$ | 59,625 | \$ | 107,596 | \$ | 111,239 |
|  | 6.1\% |  | 5.0\% |  | 5.6\% |  | 4.9\% |
| \$ | 53,127 | \$ | 191,785 | \$ | 105,183 | \$ | 216,662 |
|  | 8,834 |  | 13,474 |  | 12,587 |  | 19,786 |
|  | 4,731 |  | - |  | 4,731 |  | - |
|  | - |  | - |  | - |  | 19,565 |
|  | $(3,643)$ |  | $(145,634)$ |  | $(14,905)$ |  | $(147,122)$ |
|  | 63,049 |  | 59,625 |  | 107,596 |  | 108,891 |
|  | - |  | - |  | - |  | 2,348 |
| \$ | 63,049 | \$ | 59,625 | \$ | 107,596 | \$ | 111,239 |
| 125,261,738 |  |  | 5,485,480 |  | ,181,467 |  | 2,721,700 |
| \$ | 0.50 | \$ | 0.48 | \$ | 0.86 | \$ | 0.91 |
| \$ | 0.42 | \$ | 1.53 | \$ | 0.84 | \$ | 1.81 |

(1) The effective tax rates used to calculate adjusted net income and adjusted net income per share are $28.3 \%$ and $28.8 \%$ for the three and six months ended June 26 , 2015 , respectively, and $30.7 \%$ and $29.0 \%$ for the three and six months ended June 27, 2014, respectively.
(2) Adjusted net income per share for the period prior to February 12, 2014 was calculated under the if-converted method in accordance with GAAP. On February 12, 2014, the Series A Perpetual Convertible Preferred Stock were converted to Common stock and the Company paid a $\$ 19.6$ million conversion inducement to the holders of the Series A Perpetual Convertible Preferred Stock.

## CHANGE IN SALES, ORDERS AND BACKLOG

For the three months ended June 27, 2014

| Net Sales |  |  | Orders |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% |  | S | \% |
| \$ | 1,199.3 |  | \$ | 593.8 |  |
|  | (53.9) | (4.5)\% |  | (28.1) | (4.7)\% |
|  | 19.4 | 1.6 \% |  | - | - \% |
|  | (139.4) | (11.6)\% |  | (63.4) | (10.7)\% |
|  | (173.9) | (14.5)\% |  | (91.5) | (15.4)\% |
| \$ | 1,025.4 |  | \$ | 502.3 |  |

As of and for the six months ended June 27, 2014

| Net Sales |  |  | Orders |  |  | Backlog at Period End |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | \% |  | \$ | \% |  | \$ | \% |
| \$ | 2,253.7 |  | \$ | 1,177.2 |  | \$ | 1,584.8 |  |
|  | (183.2) | (8.1)\% |  | (112.8) | (9.6)\% |  | (55.0) | (3.5)\% |
|  | 123.3 | 5.5 \% |  | - | - \% |  | - | - \% |
|  | (257.4) | (11.5)\% |  | (115.1) | (9.8)\% |  | (165.4) | (10.4)\% |
|  | (317.3) | (14.1)\% |  | (227.9) | (19.4)\% |  | (220.4) | (13.9)\% |
| \$ | 1,936.4 |  | \$ | 949.3 |  | \$ | 1,364.4 |  |

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

## 2015 OUTLOOK SUMMARY

(July Update)

| REVENUE RANGE |  |  |  |
| :---: | :---: | :---: | :---: |
| 2015 Total | $\$ 4.035$ billion | To | $\$ 4.110$ billion |


| EPS AND ADJUSTED NET INCOME RANCE |  |  |  |
| :---: | :---: | :---: | :---: |
| 2015 Net income per share | $\$ 1.61$ | To | $\$ 1.71$ |
| Adjusted operating income | $\$ 405$ million | To | $\$ 423$ million |
| Adjusted net income - Colfax ${ }^{(1)}$ | $\$ 231$ million | To | $\$ 243$ million |
| 2015 Adjusted net income per share ${ }^{(1)}$ | $\$ 1.83$ | To | $\$ 1.93$ |


| ASSUMPTONS |  |
| :--- | :---: |
| Restructuring costs | $\$ 50$ million |
| Euro (average for year) | $\$ 1.10$ |
| Tax rate - adjusted basis/GAAP ${ }^{(2)}$ | $\mathbf{2 8 - 3 0 \%}$ |
| Outstanding shares | $\mathbf{1 2 6}$ million |
| Depreciation | $\$ 87$ million |
| Amortization (including \$2 million inventory step-up) | $\$ 63$ million |
| Interest expense (based on LIBOR and EURIBOR $=\mathbf{2 5}$ bps) | $\$ 47$ million |

(1) Excludes impact of restructuring charges, gain on reversal of tax accruals and non-cash charges on debt refinancing.
(2) Portion of range relates to uncertainty on tax extenders.

In thousands, except per share data

Revenue

| 2015 |  |  |
| :---: | :---: | :---: |
|  | Low |  |
| $\$ 4,035,000$ |  |  |
| $\$$ | High |  |

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

Adjust EPS

|  | 405,000 |  | 423,000 |
| :---: | :---: | :---: | :---: |
|  | $(47,000)$ |  | $(47,000)$ |
|  | $(104,000)$ |  | $(109,000)$ |
|  | $(23,000)$ |  | $(24,000)$ |
|  | 231,000 |  | $\$$ |

$\$ \quad 1.83$
(1) Includes transaction costs and year-one fair value adjustments from the Roots Acquisition of $\$ 6$ million.

## NON－GAAP RECONCILIATION <br> （July Update）

|  | 2015 EPS Range |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Low |  | High |  |
| Projected net income per share－diluted | \＄ | 1.61 | \＄ | 1.71 |
| Restructuring costs |  | 0.39 |  | 0.39 |
| Non－cash charge on debt refinancing ${ }^{(1)}$ |  | 0.04 |  | 0.04 |
| Tax adjustment ${ }^{(2)}$ |  | （0．21） |  | （0．21） |
| Projected adjusted net income per share－diluted | \＄ | 1.83 | \＄ | 1.93 |

[^0]（2）Excludes gain on tax accrual reversals and tax implication of adjustments above．


[^0]:    （1）Reflects the non－cash charge associated with the June 2015 refinancing of the principal credit facility．

