## CロLFAX

THIRD QUARTER 2014 | EARNINGS CONFERENGE 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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Q3 2014 RESULTS

## Q3 2014 HIGHLIGHTS

- Adjusted net income of $\$ 71.3$ million ( $\$ 0.57$ per share) compared to \$64.1 million (\$0.56 per share) in Q3 2013
- Q3 2013 included non-cash gains of $\$ 0.04$ related to adjustments to deferred tax balances
- Net sales of $\$ 1.16$ billion, an increase of $14.8 \%$ from Q3 2013 net sales of $\$ 1.01$ billion (an organic decline of $3.8 \%$ )
- Adjusted operating income of $\$ 127.8$ million compared to $\$ 112.2$ million in Q3 2013
- Third quarter gas- and fluid-handling orders of $\$ 539.4$ million compared to orders of $\$ 533.3$ million in Q3 2013, an increase of $1.1 \%$ (an organic decline of $8.3 \%$ )
- Gas- and fluid-handling backlog of $\$ 1.5$ billion at period end


## YEAR TO DATE 2014 HIGHLIGHTS

- Adjusted net income of $\$ 182.5$ million ( $\$ 1.48$ per share) compared to $\$ 159.7$ million ( $\$ 1.41$ per share) in the nine months ended September 27, 2013
- Net sales of $\$ 3.42$ billion, an increase of $12.6 \%$ from the nine months ended September 27, 2013 net sales of $\$ 3.04$ billion (an organic decline of $1.3 \%$ )
- Adjusted operating income of $\$ 330.9$ million compared to $\$ 307.0$ million in the nine months ended September 27, 2013
- Gas- and fluid-handling orders of $\$ 1.72$ billion compared to orders of $\$ 1.51$ billion in the nine months ended September 27, 2013, an increase of $13.4 \%$ (flat organically)


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GAS AND FLUID HANDLING

## GAS AND FLUID HANDLING Q3 2014 HIGHLIGHTS

- Net sales of $\$ 564.7$ million compared to net sales of $\$ 511.4$ million in Q3 2013, an increase of $10.4 \%$ (an organic decline of $5.3 \%$ )
- Adjusted segment operating income of $\$ 67.3$ million and adjusted segment operating income margin of $11.9 \%$
- Third quarter orders of $\$ 539.4$ million compared to orders of $\$ 533.3$ million in Q3 2013, an increase of 1.1\% (an organic decline of 8.3\%)
- Backlog of $\$ 1.5$ billion at period end


## GAS AND FLUID HANDLING YTD 2014 HIGHLIGHTS

- Net sales of $\$ 1.71$ billion compared to net sales of $\$ 1.45$ billion in the nine months ended September 27, 2013, an increase of $17.5 \%$ (flat organically)
- Adjusted segment operating income of $\$ 168.9$ million and adjusted segment operating income margin of $9.9 \%$
- Orders of $\$ 1.72$ billion compared to orders of $\$ 1.51$ billion in the nine months ended September 27, 2013, an increase of 13.4\% (flat organically)


## ORDERS AND BACKLOG



BACKLOG ${ }^{(1)}$

(1) Backlog data for the periods prior to Q1 2012 are presented on a proforma basis.

Note: Dollars in millions (unaudited).

## REVENUE



AFTERMARKET REVENUE YTD 2014


GEOGRAPHIC EXPOSURE YTD 2014


- Developed Economies
- Emerging Markets

Note: Dollars in millions (unaudited).

## 032014 SALES AND ORDERS BY END MARKET

## SALES: \$564.7 Million

|  |  |  |
| :---: | :---: | :---: |
|  | Total Growth (Decline) | Organic (Decline) Growth |
| Power Generation | 4.4\% | (7.5)\% |
| Oil, Gas \& Petrochemical | (4.6)\% | (11.7)\% |
| Marine | 0.0\% | 1.2\% |
| Mining | 156.2\% | 71.4\% |
| General Industrial \& Other | 22.0\% | (7.7)\% |
| Total | 10.4\% | (5.3)\% |

## ORDERS: \$539.4 Million



|  | Total (Decline) <br> Growth | Organic (Decline) <br> Growth |
| :---: | :---: | :---: |
| Power Generation | $(9.9) \%$ | $(12.5) \%$ |
|  <br> Petrochemical <br> Marine | $3.9 \%$ | $(8.1) \%$ |
| Mining | $15.5 \%$ | $12.8 \%$ |
|  <br> Other | $\mathbf{( 4 8 . 4 ) \%}$ | $(62.0) \%$ |
| Total | $\mathbf{1 . 1 \%}$ | $6.1 \%$ |

## YTD 2014 SALES AND ORDERS BY END MARKET

SALES: \$1.71 Billion

|  |  |  |
| :---: | :---: | :---: |
|  | Total Growth | Organic Growth (Decline) |
| Power Generation | 10.9\% | 1.2\% |
| Oil, Gas \& Petrochemical | 5.9\% | (7.4)\% |
| Marine | 3.8\% | 2.2\% |
| Mining | 36.8\% | 1.7\% |
| General Industrial \& Other | 41.9\% | 4.4\% |
| Total | 17.5\% | 0.2\% |

## ORDERS: $\$ 1.72$ Billion

| General Industrial and Other 29\% <br> Mining <br> 5\% <br> Marine $\qquad$ 14\% |  |  |
| :---: | :---: | :---: |
|  | Total Growth (Decline) | Organic (Decline) Growth |
| Power Generation | 2.0\% | (3.9)\% |
| Oil, Gas \& Petrochemical | (10.1)\% | (26.5)\% |
| Marine | 38.5\% | 33.9\% |
| Mining | (2.4)\% | (18.9)\% |
| General Industrial \& Other | 49.1\% | 18.5\% |
| Total | 13.4\% | (0.7)\% |

## POWER GENERATION MARKET PERSPECTIVE



## OIL, GAS \& PETROCHEMICAL MARKET PERSPECTIVE

| SALES \& ORDERS (DECLINE) GROWTH |  |  |  |  | YTD 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 2014 vs. Q3 2013 |  | YTD 2014 vs. YTD 2013 |  |  |
|  | Total | Organic | Total | Organic |  |
| Sales | (4.6)\% | (11.7)\% | 5.9\% | (7.4)\% |  |
| Orders | 3.9\% | (8.1)\% | (10.1)\% | (26.5)\% |  |
| HIGHLIGHTS |  |  |  |  | YTD 2014 ORDERS SPLIT |
| - Served by both Howden and Colfax Fluid Handling <br> - Period over period comparisons are difficult due to the timing of large projects <br> - Revenue declines due to softening order book; received \$20 million turbo fan order for mechanical vapor compression in a Canadian oil sands project |  |  |  |  | $\square$ |

## MARINE MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 032014 vs. Q3 2013 |  | YTD 2014 vs. YTD 2013 |  |
|  | Total | Organic | Total | Organic |
|  | $0.0 \%$ | $1.2 \%$ | $3.8 \%$ | $2.2 \%$ |
|  | $15.5 \%$ | $12.8 \%$ | $38.5 \%$ | $33.9 \%$ |

- Primarily served by Colfax Fluid Handling
- Continued strength in offshore supply vessel (OSV), with continued pricing pressure in commercial marine
- Excellent quarter for bookings, led by defense, strong OSV and continued success of CM-1000 product



## MINING MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH (DECLINE) |  |  |  |  | YTD 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 2014 vs. Q3 2013 |  | YTD 2014 vs. YTD 2013 |  | - |
|  | Total | Organic | Total | Organic |  |
| Sales | 156.2\% | 71.4\% | 36.8\% | 1.7\% | \% |
| Orders | (48.4)\% | (62.0)\% | (2.4)\% | (18.9)\% |  |
| HIGHLIGHTS |  |  |  |  | YTD 2014 ORDERS SPLIT |
| - Primarily served by Howden <br> - Remains a depressed market; faced subdued spending for the past year and a half <br> - Some bright spots, including expansion into hard rock mining in China with our first order received during the quarter <br> - Order declines partially offset by our 2013 Alphair acquisition |  |  |  |  |  |

## GENERAL INDUSTRIAL \& OTHER MARKET PERSPECTIVE

| SALES \& ORDERS GROWTH (DECLINE) |  |  |  |  | YTD 2014 SALES SPLIT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 2014 vs. Q3 2013 |  | YTD 2014 vs. YTD 2013 |  | - |
|  | Total | Organic | Total | Organic | 29\% |
| Sales | 22.0\% | (7.7)\% | 41.9\% | 4.4\% |  |
| Orders | 25.2\% | 6.1\% | 49.1\% | 18.5\% |  |
| HIGHLIGHTS |  |  |  |  | YTD 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 032014 HIGHLIGHTS

- Net sales of $\$ 599.8$ million compared to net sales of $\$ 503.2$ million in Q3 2013, an increase of 19.2\% (an organic decline of $2.3 \%$ )
- Adjusted segment operating income of $\$ 72.2$ million and adjusted segment operating income margin of $12.0 \%$
- Improvement over Q3 2013 of 60 basis points


## FABRICATION TECHNOLOGY YTD 2014 HIGHLIGHTS

- Net sales of $\$ 1.71$ billion compared to net sales of $\$ 1.58$ billion in the nine months ended September 27, 2013, an increase of $8.1 \%$ (an organic decline of $2.6 \%$ )
- Adjusted segment operating income of $\$ 203.1$ million and adjusted segment operating income margin of $11.9 \%$
- Improvement over the nine months ended September 27, 2013 of 170 basis points


## REVENUE




Note: Dollars in millions (unaudited).

## CロLFFX

RESULTS OF OPERATIONS

## INCOME STATEMENT SUMMARY

(unaudited)


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

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APPENDIX

## DISCLAIMER

Colfax has provided financial information that has not been prepared in accordance with GAAP. These non-GAAP financial measures are projected adjusted net income, projected adjusted net income per share, adjusted net income, adjusted net income per share, adjusted operating income, organic sales growth (decline) and organic order growth (decline). Projected adjusted net income, projected adjusted net income per share, adjusted net income, adjusted net income per share and adjusted operating income exclude restructuring and other related charges and, for the 2013 periods presented, asbestos coverage litigation expense. Projected adjusted net income, projected adjusted net income per share, adjusted net income and adjusted net income per share for the nine months ended September 26, 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 $29.8 \%$ and $29.3 \%$ for the third quarter and nine months ended September 26, 2014, respectively, and $21.7 \%$ and $26.2 \%$ for the third quarter and nine months ended September 27, 2013. Organic sales growth (decline) and organic order growth (decline) exclude the impact of acquisitions and foreign exchange rate fluctuations. These non-GAAP financial measures assist Colfax in comparing its operating performance on a consistent basis because, among other things, they remove the impact of asbestos insurance coverage issues, restructuring and other related charges and preferred stock conversion inducement payment.

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

## NON-GAAP RECONCILIATION

## (unaudited)

Net sales
Operating income (loss)
Restructuring and other related charges Asbestos coverage litigation expense

Adjusted operating income (loss)

| Q3 2014 |  |  |  |  |  |  |  |  |  | Q3 2013 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gas and Fluid Handling | Fabrication <br> Technology |  |  | Corporate and Other |  | Total Colfax Corporation |  |  | Gas and Fluid Handing |  |  | Fabrication <br> Technology |  |  | Corporate and Other |  | Total Colfax Corporation |  |  |
| \$ | 564,650 | \$ |  | 9,803 | \$ | - | \$ | 1,16 | 4,453 | \$ |  | 1,360 | \$ |  | 3,210 | \$ | - | \$ | 1,01 | 4,570 |
|  | 65,182 11.5\% |  | 65,283 | 10.9 \% |  | $(11,659)$ |  | 118,806 | 10.2 \% |  | 64,135 | 12.5 \% |  | 52,124 | 10.4 \% |  | $(13,461)$ |  | 102,798 | 10.1\% |
|  | 2,079 |  | 6,869 |  |  | - |  | 8,948 |  |  | 3,278 |  |  | 5,459 |  |  | - |  | 8,737 |  |
|  | - |  | - |  |  | - |  | - |  |  | 627 |  |  | - |  |  | - |  | 627 |  |
|  | 67,261 $11.9 \%$ | \$ | 72,152 | 12.0\% |  | $(11,659)$ | \$ | 127,754 | 11.0\% | \$ | 68,040 | 13.3\% | \$ | 57,583 | 11.4\% | \$ | $\underline{(13,461)}$ | \$ | 112,162 | 11.1\% |

Net sales
Operating income (loss)
Restructuring and other related charges Asbestos coverage litigation expense

Adjusted operating income (loss)

| Nine Months Ended September 26, 2014 |  |  |  |  |  |  |  |  |  |  | Nine Months Ended September 27, 2013 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gas and Fluid Handling |  |  | Fabrication <br> Technology |  |  | Corporate and Other |  | Total Colfax Corporation |  |  | Gas and Fluid Handling |  |  | Fabrication Technology |  |  | Corporate and Other |  | Total Colfax Corporation |  |  |
| \$ | 1,707,539 |  | \$ | 1,710,581 |  | \$ | - | \$ | 3,418,120 |  | \$ | 1,453,228 |  | \$ | 1,582,603 |  | \$ | \$ - | \$ | 3,035,831 |  |
|  | 157,332 | 9.2 \% |  | 185,986 | 10.9 \% |  | $(41,106)$ |  | 302,212 | 8.8\% |  | 174,597 | 12.0 \% |  | 148,794 | 9.4 \% |  | $(36,614)$ |  | 286,777 | 9.4 \% |
|  | 11,617 |  |  | 17,117 |  |  | - |  | 28,734 |  |  | 4,744 |  |  | 12,684 |  |  | - |  | 17,428 |  |
|  | - |  |  | - |  |  | - |  | - |  |  | 2,801 |  |  | - |  |  | - |  | 2,801 |  |
| \$ | 168,949 | 9.9\% | \$ | 203,103 | 11.9 \% | \$ | $(41,106)$ | \$ | 330,946 | 9.7\% | \$ | 182,142 | 12.5 \% | \$ | 161,478 | 10.2 \% | \$ | $(36,614)$ | \$ | 307,006 | 10.1 \% |

## NON-GAAP RECONCILIATION

## (unaudited)

## Adjusted Net Income

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

## Adjusted Net Income Per Shar

Net income available to Colfax Corporation common shareholders
Restructuring and other related charges
Asbestos coverage litigation expense
Preferred stock conversion inducement pay ment
Tax adjustment ${ }^{(1)}$
Adjusted net income available to Colfax Corporation common shareholders
Dividends on preferred stock
Less: adjusted net income attributable to participating securities ${ }^{(2)}$

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

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

(1) The effective tax rates used to calculate adjusted net income and adjusted net income per share are $29.8 \%$ and $29.3 \%$ for the third quarter and nine months ended September 26,2014 , respectively, and $21.7 \%$ and $26.2 \%$ for the third quarter and nine months ended September 27,2013 , 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 , adjusted net income per share was calculated consistently with the if-converted method in accordance with GAAP as the Series A preferred stock were no longer participatin 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.

## SALES \& ORDERS GROWTH

## (unaudited)

## For the three months ended September 27, 2013

Components of Change:
Existing Businesses
Acquisitions ${ }^{(1)}$
Foreign Currency Translation

## Total

For the three months ended September 26, 2014

As of and for the nine months ended September 27, 2013
Components of Change:
Existing Businesses
Acquisitions ${ }^{(1)}$
Foreign Currency Translation

> Total

As of and for the nine months ended September 26, 2014

| Orders |  |
| :---: | :---: |
| \$ | \% |
| \$ 533.3 |  |
| (44.3) | (8.3)\% |
| 49.6 | 9.3 \% |
| 0.8 | 0.1 \% |
| 6.1 | $1.1 \%$ |

$\xlongequal{\$ 1,164.5} \quad \xlongequal{\$ 539.4}$
$\frac{\text { Net Sales }}{\frac{\$}{\$ 3,035.8}-\frac{\%}{\%}} \frac{\$}{\$ 1,513.6}-\frac{\%}{}$

| $(38.9)$ | $(1.3) \%$ |
| :---: | :---: |
| 479.2 | $15.8 \%$ |
| $(58.0)$ | $(1.9) \%$ |
|  |  |

\$ 3,418.1

| $(11.0)$ | $(0.7) \%$ |
| ---: | ---: |
| 211.2 | $14.0 \%$ |
| 2.8 | $0.1 \%$ |
| 203.0 | $13.4 \%$ |

\$1,716.6

\$1,506.5
(1) Represents the incremental sales, orders and order backlog as a result of our acquisitions of Clarus Fluid Intelligence, LLC, CKD Kompressory a.s., the global industrial and industry division of Flakt Woods Group, TLT-Babcock Inc., Alphair Ventilating Systems Inc., and Sistemas Centrales de Lubrication S.A. de C.V., and incremental sales as a result of our acquisition of Victor Technologies Holdings, Inc.

## 2014 OUTLOOK SUMMARY

(October Update)

| Revenue Range |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 Total | $\$ 4.675$ billion | To | $\$ 4.725$ billion |  |  |
| EPS and Adjusted Net Income Range |  |  |  |  |  |
| 2014 Net income per share | $\$ 2.83$ | To | $\$ 2.90$ |  |  |
| Adjusted net income | $\$ 262$ million | To | $\$ 270$ million |  |  |
| 2014 Adjusted net income per share ${ }^{(1)}$ | $\$ 2.11$ | To | $\$ 2.18$ |  |  |


| Assumptions |  |
| :--- | :--- |
| Restructuring costs | $\$ 50$ million |
| Euro - full year/Q4 | $\$ 1.33 / \$ 1.26$ |
| Tax rate - adjusted basis/GAAP | $29-30 \%$ |
| Outstanding shares (if converted) - full year/Q4 | 124 million/125 million |
| Depreciation | $\$ 89$ million |
| Amortization | $\$ 77$ million |
| Interest expense (based on LIBOR and EURIBOR $=\mathbf{2 5}$ bps) | $\$ 56$ million |

(1) Excludes impact of restructuring charges, preferred stock conversion and gain on reversal of tax valuation allowances.
(See Non-GAAP Reconciliation included in this slide deck)

## 2014 OUTLOOK SUMMARY

## (October Update)

| In thousands, except per share data | 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | LOW |  | HIGH |  |
| Revenue | \$ | 4,675,000 | \$ | 4,725,000 |
| Adjusted Operating Profit |  | 468,000 |  | 478,000 |
| Interest |  | $(56,000)$ |  | $(56,000)$ |
| Taxes |  | $(120,000)$ |  | $(122,000)$ |
| Noncontrolling interest |  | $(30,000)$ |  | $(30,000)$ |
| Adjusted Net Income- Colfax |  | 262,000 |  | 270,000 |
| Adjusted EPS | \$ | 2.11 | \$ | 2.18 |

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

## NON-GAAP RECONCILIATION

## (October Update)

|  | LOW |  | HIGH |  |
| :---: | :---: | :---: | :---: | :---: |
| Projected net income per share - diluted | \$ | 2.83 | \$ | 2.90 |
| Restructuring costs |  | 0.41 |  | 0.41 |
| Preferred stock conversion ${ }^{(1)}$ |  | 0.18 |  | 0.18 |
| Tax adjustment |  | (1.31) |  | (1.31) |
| Projected adjusted net income per share <br> - diluted | \$ | 2.11 | \$ | 2.18 |

(1) Reflects the impact of the preferred stock conversion for GAAP EPS due to the anti-dilution of the if-converted method.

