



IDEX Corporation
Third Quarter 2010
Earnings Release

October 19, 2010

- IDEX Longer Term Outlook
- Q3 2010 Summary
- Q3 2010 Segment Performance
 - Fluid & Metering
 - Health & Science
 - Dispensing Equipment
 - Fire & Safety
- 2010 Guidance Update
- Q&A

- Dial toll-free: 800.642.1687
- International: 706.645.9291
- Conference ID: #97280162
- Log on to: www.idexcorp.com

Cautionary Statement Under the Private Securities Litigation Reform Act

This presentation and discussion will include forward-looking statements. Our actual performance may differ materially from that indicated or suggested by any such statements. There are a number of factors that could cause those differences, including those presented in our most recent annual report and other company filings with the SEC.

Long Term – Planning for Growth

5

- Nearly all of our end markets have recovered well and we will exit 2010 at near pre-recession organic sales levels
- Solid long term opportunity for organic growth...
 - Fluid and Metering Technologies - mid to high single digit growth
 - Health and Science Technologies - low double digit growth
 - Fire & Safety/Diversified – mid to high single digit growth
 - Dispensing Equipment – flat to low single digit growth
- Incremental margins on organic sales will be 30-35%
- Acquisitive growth, primarily FMT and HST focused, will be stronger than organic growth over the 3 year planning horizon

Q3 2010 Financial Performance

(M)	<u>3Q '10</u>	<u>3Q '09</u>	<u>V '09</u>
Orders	\$382.0	\$338.7	13%
Sales	\$373.7	\$323.2	16%
Adj. Op Margin*	17.6%	15.2%	240 bp
Adj. EBITDA*	\$80	\$65	24%
Adj. EPS*	\$0.50	\$0.39	28%
FCF	\$54	\$78	(30%)

*Q3 '10 adjusted for \$3.5M of restructuring expense (\$2.8M in Q3 '09)



IDEX Proprietary & Confidential

Continued Strong Growth, solid operating performance



Fluid & Metering

(M)	<u>3Q '10</u>	<u>3Q '09</u>	<u>V '09</u>
Orders	\$185.6	\$170.2	9%
Sales	\$176.9	\$156.9	13%
Segment Operating Profit*	\$32.7	\$26.4	24%
Segment Operating Margin*	18.5%	16.8%	170 bp

*Op Profit excludes restructuring expense

Sales Mix:	Organic	+14%
	Acquisition	+1%
	Fx	<u>-2%</u>
	Total	+13%

Progress in the Quarter:

- (+) Water - New products and regional expansion
- (-) Water – US Muni spend continues to be soft
- (+) Energy – Asia, Middle East and Latin America projects
- (+) Chem/Industrial – Int'l markets strong, MRO continues in US
- (+) Agriculture – Farm recovery driving equipment purchases
- (+) Acquisitions – OBL and Periflo; Water product expansion

IDEX Proprietary & Confidential

Continued broad based growth



(M)	<u>3Q '10</u>	<u>3Q '09</u>	<u>V '09</u>
Orders	\$102.3	\$75.5	36%
Sales	\$104.3	\$76.1	37%
Segment Operating Profit*	\$24.0	\$15.3	57%
Segment Operating Margin*	23.0%	20.1%	290 bp

*Op Profit excludes restructuring expense

Sales Mix:	Organic	+24%
	Acquisition	+14%
	Fx	<u>-1%</u>
	Total	+37%

Progress in the Quarter:

- (+) Continued success with UHPLC (next gen) platforms
- (+) Gaining content on OEM platforms
- (+) New product launch into dental market well received
- (+) Seals acquisition performing well
- (+) Successfully completed large facility consolidation

IDEX Proprietary & Confidential

Firing on all cylinders



Dispensing

(M)	<u>3Q '10</u>	<u>3Q '09</u>	<u>V '09</u>
Orders	\$23.7	\$29.2	(19%)
Sales	\$26.5	\$25.6	4%
Segment Operating Profit*	\$2.7	\$0.3	n/m
Segment Operating Margin*	10.2%	1.2%	900 bp

*Op Profit excludes restructuring expense

Sales Mix:	Organic	+9%
	Acquisition	-
	Fx	<u>-5%</u>
	Total	+4%

Progress in the Quarter:

- (-) US and Western Europe markets continue to be soft
- (+) Asia and parts of Eastern Europe activity accelerating
- (+) Business remains profitable at depressed volume levels

IDEX Proprietary & Confidential

Cost actions and productivity delivering results



Fire & Safety

(M)	<u>3Q '10</u>	<u>3Q '09</u>	<u>V '09</u>
Orders	\$70.0	\$64.3	9%
Sales	\$67.0	\$65.5	2%
Segment Operating Profit*	\$17.0	\$16.0	7%
Segment Operating Margin*	25.4%	24.4%	100 bp

*Op Profit excludes restructuring expense

Sales Mix:	Organic	+6%
	Acquisition	-
	Fx	<u>-4%</u>
	Total	+2%

Progress in the Quarter:

- (+) eDraulic (next gen) rescue gaining significant traction
- (+) International market growth
- (+) New applications expanding BAND IT globally
- (-) Fire truck builds in North America continue at historic lows
- (+) Fire business winning with OEM's in other parts of the world

IDEX Proprietary & Confidential

International gains offset domestic market softness



Outlook: 2010 Guidance Summary

11

Q4 2010

- **EPS estimate range: \$0.49 - \$0.51**
 - Organic revenue growth approaching 10%
 - Negative Fx impact of ~3% to sales (at Sep 30 rates)
 - Positive impact of ~4% from acquisitions

FY 2010

- **EPS estimate range: \$1.95 - \$1.97**
 - Organic revenue growth of ~10%
 - Operating margins of 17%+
 - Negative Fx impact of ~1% to sales (at Sep 30 rates)
 - Positive impact of ~2% from acquisitions
 - Tax rate = 33%

- **Other modeling items**
 - Cap Ex \$34-36M
 - Free Cash Flow significantly exceeds net income
 - EPS estimate excludes potential restructuring and acquisition charges

Q&A