



*Trusted Solutions,  
Improving Lives™*



# Baird 2018 Global Industrial Conference

# Our Strategic Framework

## IDEX Style of Competition



### Product Characteristics

- Configurable components
- Mission-critical applications
- Highly engineered
- Differentiated (GM >40%)



### Business Model

- Market leadership (#1, #2)
- Asset light manufacturing
- Defensible technology (small r, Big D)
- EBITDA >20% potential



### Market Characteristics

- Niches application size
- No mega-caps as leading competitors

*“Niche leadership in critical products”*

## Unique Operating Approach



### Philosophy

- Decentralized management
- Empowered teams
- Accountability close to the customer



### Differentiated Core Capabilities

- Building teams
- 8020
- Customer Obsession
- Enabled through Goal Deployment & Daily Management



### Common Tools to Support BU's

- Best practices including Goal Deployment, Innovation, Lean, Strategic Pricing & Solution

*“Right team focused on what drives results”*

# The IDEX Difference



# The IDEX Difference



## Great Teams

- Values driven culture
- Develop great leaders
- Build high performing teams



## Embrace 80/20

- Simplify to eliminate non-value-added
- Segment to focus on differentiated positions and attractive profit pools
- Allocate resources to accelerate growth



## Customer Obsession

- Customer first
- Entrepreneurial
- Highly innovative