



25 YEARS OF INNOVATION, DIVERSITY & EXCELLENCE

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First Quarter 2013 Earnings Release  
April 23, 2013

# Agenda

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- IDEX Outlook
- Q1 Financial Performance
- Q1 Segment Performance
  - Fluid & Metering
  - Health & Science
  - Fire & Safety / Diversified
- Guidance Update
- Q&A



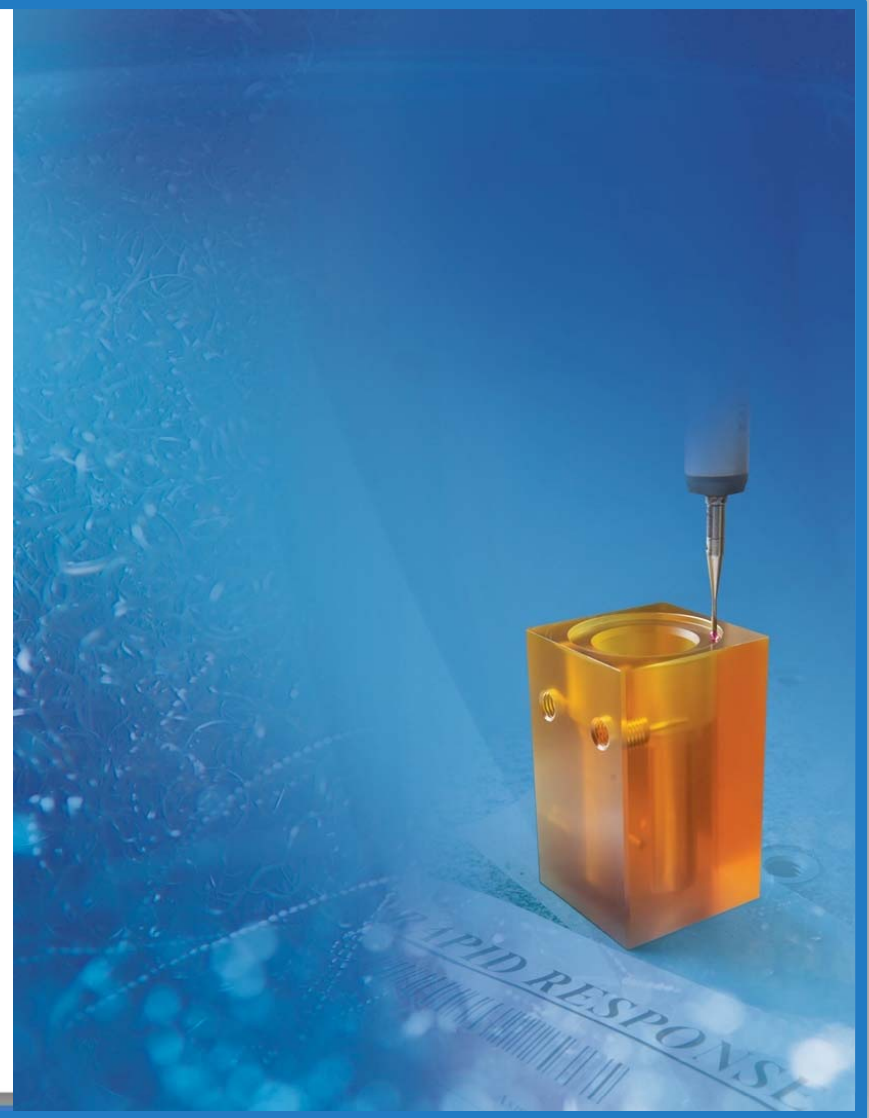
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# Replay Information

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- Dial toll-free: 855.859.2056
- International: 404.537.3406
- Conference ID: #26072848
- Log on to: [www.idexcorp.com](http://www.idexcorp.com)



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## Cautionary Statement Under the Private Securities Litigation Reform Act

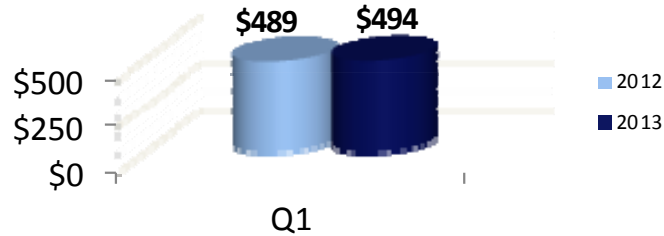
This presentation and discussion will include forward-looking statements.

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.

# IDEX Q1 Financial Performance

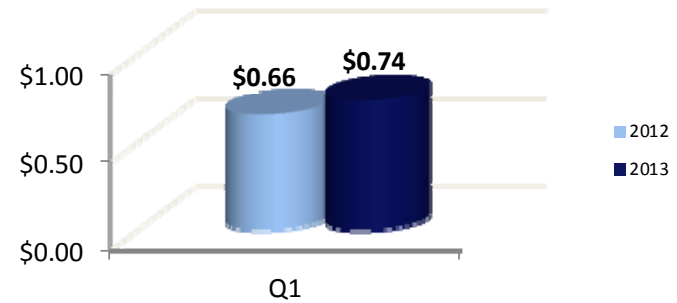
## Revenue

Organic: 1% decline



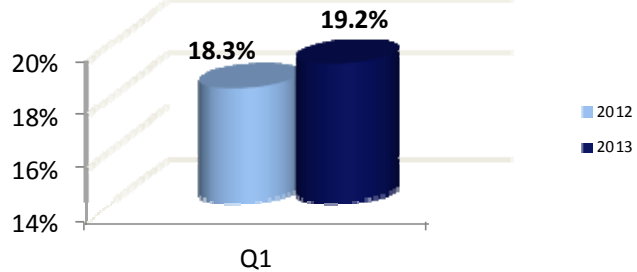
## EPS\*

12% growth



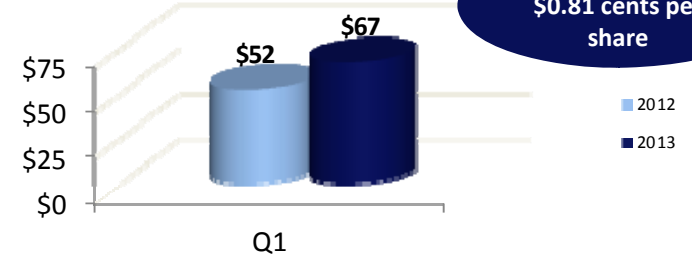
## Operating Margin\*

90 bps expansion



## Free Cash Flow\*

28% growth



Q1 2013 FCF of \$0.81 cents per share

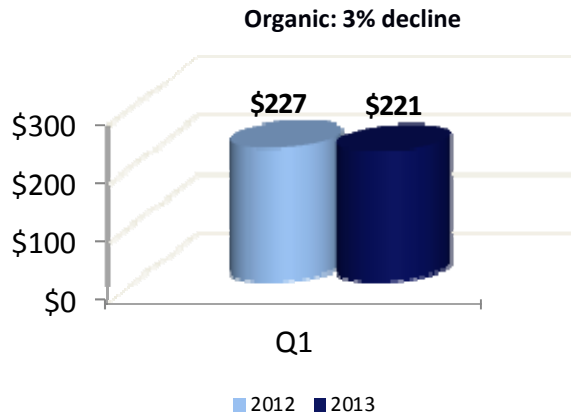
\* Q1 2012 EPS / Operating Margin data adjusted for restructuring expenses (\$4.9M)

Outstanding EPS, Operating Margins & FCF performance

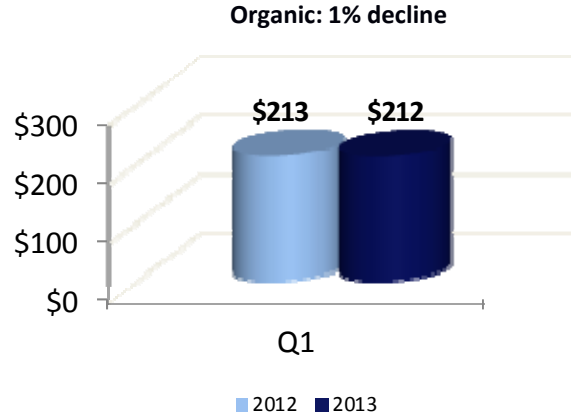


# Fluid & Metering

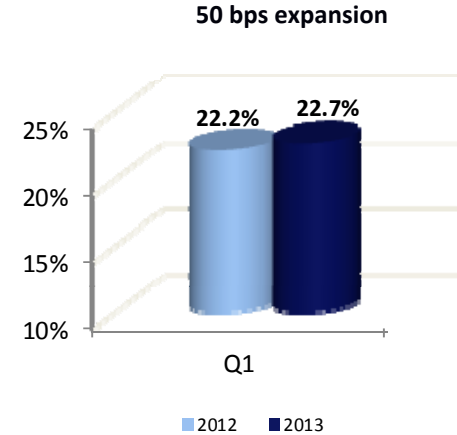
## Orders



## Revenue



## Operating Margin\*



Q1 Sales Mix: Organic	-1%
Acquisition	0%
Fx	0%
Total	-1%

- Q1 Summary:**
- ❑ Excellent improvement in operating margins driven by productivity initiatives
  - ❑ Backlog grew by \$9 million in the quarter
  - ❑ Orders were impacted in Q1 by the sustained cold weather across North America
  - ❑ North American and Indian Energy markets remain robust
  - ❑ Municipal water services showing signs of stabilization

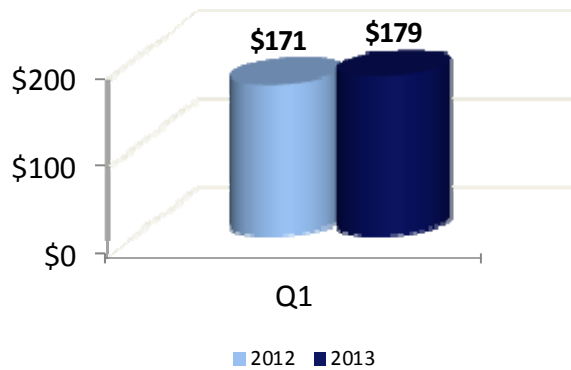
\* Q1 2012 Operating Margin data adjusted for restructuring expense

Q1 Operating margins of 22.7% up 50 bps



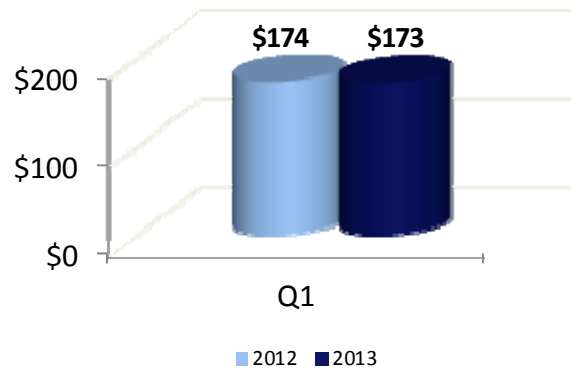
## Orders

Organic: 2% decline



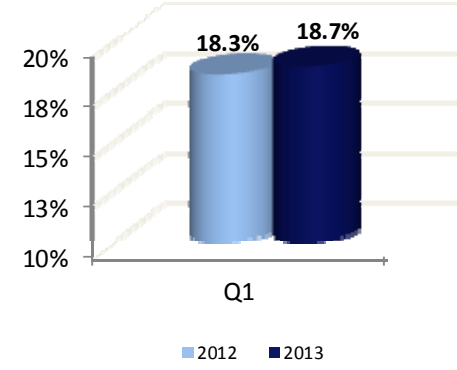
## Revenue

Organic: 7% decline



## Operating Margin\*

40 bps expansion



Q1 Sales Mix:	Organic	-7%
	Acquisition	7%
	Fx	<u>-1%</u>
	Total	-1%

### Q1 Summary:

- ❑ Sequential orders showed broad-based growth
- ❑ Backlog grew by \$6 million in the quarter
- ❑ Operating margins expanded 40 basis points on the strength of focused cost-out initiatives
- ❑ Scientific Fluidics demonstrated strong growth in Asia
- ❑ Stabilized cost structure improves Optics & Photonics long-term prospects

\* Q1 2012 Operating Margin data adjusted for restructuring expense

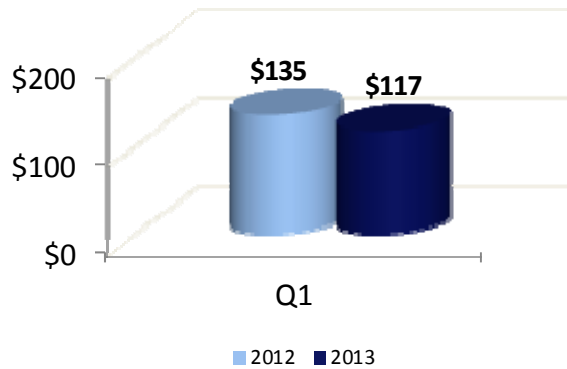
*Successfully managed costs to deliver margin expansion*



# Fire & Safety/Diversified

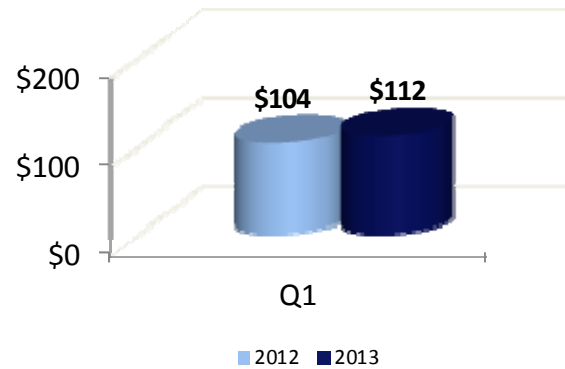
## Orders

Organic: 13% decline



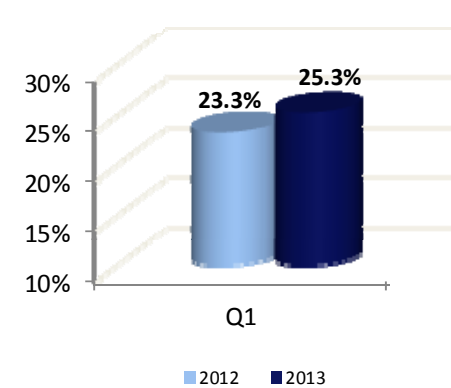
## Revenue

Organic: 7% growth



## Operating Margin\*

200 bps expansion



Q1 Sales Mix: Organic

7% Q1 Summary:

Acquisition

0%

Fx

0%

Total

7%

- Op margins up 200 bps YOY and 110 sequentially
- Backlog grew by \$5 million in the quarter
- Large dispensing replenishment order in Q1 2012 creates difficult comparison
- Dispensing has had excellent traction with new X-Smart product
- Rescue seeing strength in emerging markets, but Europe remains weak
- Fire seeing benefits of facility consolidation, while US market remains strong

\* Q1 2012 Operating Margin data adjusted for restructuring expense

Q1 Operating Margin of 25.3% up 200 bps





# Outlook: 2013 Guidance Summary

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## Q2 2013

- EPS estimate range: \$0.73 – \$0.75
- Organic revenue growth ~ 2 – 3%
- Positive revenue impact from acquisition of ~ 3%
- Operating margin ~ 19%

## FY 2013

- EPS estimate range: \$2.85 – \$2.95
  - Low-to-mid single digit organic revenue growth
  - Positive revenue impact from acquisition of ~ 1%
  - Operating margin ~ 19%
  - Negative Fx impact ~ 1% to sales
- Other modeling items
  - Tax rate ~ 29 – 29.5%
  - Cap Ex ~ \$40M
  - Free Cash Flow will significantly exceed net income
  - Continued share repurchases
  - EPS estimate excludes future acquisitions and associated costs and charges

# Q&A