

# IDEX Corporation Second Quarter 2010 Earnings Release

July 20, 2010

# Agenda

- IDEX Innovation
- Q2 2010 Summary
- Q2 2010 Segment Performance
  - > Fluid & Metering
  - > Health & Science
  - Dispensing Equipment
  - > Fire & Safety
- 2010 Guidance Update
- Q&A



# **Replay Information**

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• Conference ID: #81612030

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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.



# Fluid & Metering Technology

• PulsaPro 900



- Engineered for chemical and oil & gas applications
  - Designed for higher pressure and higher flow, with smaller footprint
  - Teflon lined for better chemical resistance
  - Reduced cost allows for greater market penetration
    - Superior quality to competition at lower total cost of ownership



# Fluid & Metering Technology

- IDEX Water
  - Winning multi-year waste water and potable water product sales and service agreements
    - UK national water infrastructure underway
    - Global opportunity set
    - Utilizing new Flow Hawk monitors; advanced telemetry data collection and analysis system
    - Continuing to capitalize on breakthrough technology and expanding business model (service capability)



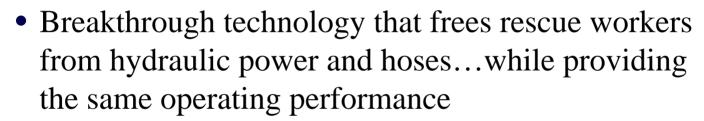
### Fluid & Metering Technology

- Energy Group THG600 series compressor
  - Applications in natural gas, ethylene, propylene,
     and other industrial gases
  - New product family design prevents lubricating oil from contaminating compressed gas
  - Allows for control of 100% of dangerous emissions that could be leaked into atmosphere
    - Customers gain "green" advantage and avoid EPA fines



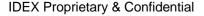
# Fire and Safety

- IDEX Rescue
  - eDraulic Rescue Tools



- Utilizes half the space and is half the weight of previous models
- Lithium-ion battery technology coupled with proprietary electromechanical design to achieve the "dream" rescue tool





# Fire and Safety

- BAND IT Intelligent Clamping System (iCS) and Dual-Lokt<sup>TM</sup> clamp
  - Application used on high volume applications
    - Previously not served markets
  - Clamp conforms to irregular sections and wide ranging diameters
  - Lower total installed cost...lower profile...longer useful life, 20 yrs





### Health and Science Technology

- Ultra High Pressure Liquid Chromatography
   (UPLC) 25K psi
  - Demand for chemical analysis, drug discovery, etc.
     requires faster throughput (higher pressure)
  - 25K psi market leader in throughput, takes analysis time down dramatically
  - Material science and mechanical capability developed by IDEX enabling next generation instrumentation



### Health and Science Technology

- Integrated Fluidics (key sub-systems)
  - Used in next generation DNA sequencing
    - Prior generation equipment capable of sequencing fragments of DNA, can now gain pertinent information from the entire genome
    - Will enable medical professionals to analyze the entire genome and detect all disease related variables





# **Q2 2010 Financial Performance**

	Q2 '10	Q2 '09	Var
Orders	\$377	\$319	18%
Sales	\$379	\$336	13%
Adj. Op Margin*	16.9%	14.9%	200 bp
Adj. EBITDA*	\$79	\$64	25%
Adj. EPS*	\$.50	\$.37	35%
FCF	\$60	\$50	21%

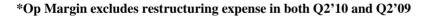
<sup>\*</sup>Q2 '10 adjusted for \$1.0M of restructuring expense (\$3.3M in Q2 '09)



# Fluid & Metering

	Q2 '10	Q2 '09	Change
Orders	\$179.6	\$152.0	18%
Sales -Organic -Currency	\$174.5	\$157.0	11% 12% (1)%
Operating Margin*	17.6%	15.4%	220bp



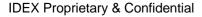


#### Q2 2010 Highlights

- 19% organic orders growth, 12% organic sales growth, 17.6% operating margins
- Strong demand for water/wastewater services and project spend

- Energy & Water will continue to benefit from strong global markets
- Recovery improving in Chemical and general industrial markets





### Health & Science

	Q2 '10	Q2 '09	Change
Orders	\$98.5	\$70.3	40%
Sales -Organic - Acquisition -Currency	\$100.5	\$73.8	36% 26% 11% (1)%
Operating Margin*	20.7%	15.7%	500bp



#### Q2 2010 Highlights

- 29% organic orders growth, 26% organic sales growth, 20.7% operating margins
- Continued strong growth across all HST products

- Core analytical instrumentation markets continue to grow
- Industrial markets supported by broader economic stabilization





<sup>\*</sup>Op Margin excludes restructuring expense in both Q2'10 and Q2'09

# **Dispensing Equipment**

	Q2 '10	Q2 '09	Change
Orders	\$37.0	\$33.3	11%
Sales -Organic -Currency	\$41.1	\$45.7	(10)% (8)% (2)%
Operating Margin*	23.6%	21.9%	170bp





#### Q2 2010 Highlights

23.6% operating margins, strong cash flow

- Overall order activity in North American retail channel and European markets remain slow
- Cost reductions will result in reasonable profitability and strong cash flow





<sup>\*</sup>Op Margin excludes restructuring expense in both Q2'10 and Q2'09

# Fire & Safety

	Q2 '10	Q2 '09	Change
Orders	\$63.1	\$64.2	(2)%
Sales -Organic -Currency	\$64.0	\$62.1	3% 5% (2)%
Operating Margin*	21.9%	22.1%	(20)bp





#### Q2 2010 Highlights

• 5% organic sales growth, 21.9% operating margins

- Strong global activity in rescue tools
- Band clamping markets improving
- N.A. fire suppression down due to decline in municipal spend





<sup>\*</sup>Op Margin excludes restructuring expense in both Q2'10 and Q2'09

# Outlook: 1st Half to 2nd Half Bridge

	Revenue	Adjusted EPS
1H 2010 Actual	\$734	\$0.96
Dispensing	(\$26)	(\$0.11)
Organic Volume	\$14 - \$27	\$0.06 - \$0.11
Seals Acquisition	\$10	\$0.02
Fx (at June 30 rates)	(\$18)	(\$0.03)
2H 2010 Forecast	\$714 - \$727	\$0.90 - \$0.95
FY Forecast	\$1,448 - \$1,461	\$1.85 - \$1.90



### **Outlook: 2010 Guidance Summary**

#### Q3 2010

- **EPS** estimate range: \$0.46 \$0.48
  - Organic revenue growth of approximately 10%
  - ➤ Negative Fx impact of ~4% to sales (at June 30 rates)
  - ➤ Positive impact of ~2% from acquisitions

#### FY 2010

- **EPS** estimate range: \$1.85 \$1.90
  - Organic revenue growth in the high single-digit range
  - Operating margins of approximately 17%
  - ➤ Negative Fx impact of ~2% to sales (at June 30 rates)
  - ➤ Positive impact of ~1% from acquisitions
  - $\triangleright$  Tax rate = 33%
- Other modeling items
  - > Cap Ex \$33-35M
  - Free Cash Flow exceeds net income
  - **EPS** estimate excludes potential restructuring and acquisition charges



# Q&A

