

## **IDEX Corporation**

Third Quarter 2007 Earnings Release

October 18, 2007



# Agenda

- IDEX Portfolio Summary
- Segments Updates:
  - Fluid & Metering
  - Health & Science
  - Dispensing Equipment
  - Fire & Safety
- Q3 2007 Financial Performance
- Q4 2007 Outlook
- Wrap-up
- Q&A



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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.



## Q3 2007 Financial Performance

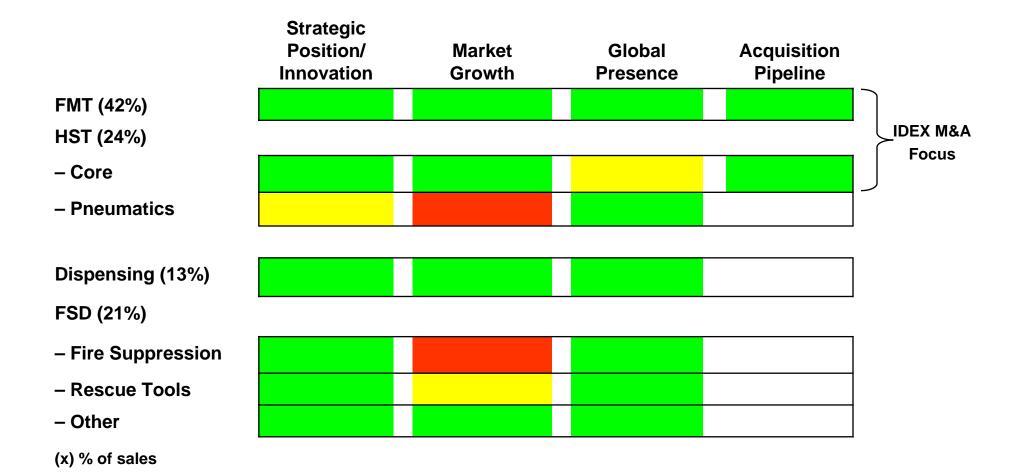
(Continuing Operations)

	Q3 2007	Q3 2006	V%
Orders	\$328	\$286	15%
Sales	\$335	\$290	16%
Operating Income	\$63	\$54	16%
<b>Operating Margin</b>	18.9%	18.8%	10bp
EPS	\$.47	\$.41	15%

**Strong Performance** 



## **Portfolio Summary**



### Strong Platform for Growth



# Fluid & Metering

### **Business Profile:**

- Large available market
- Engineered pumps, meters, controls and systems for severe-duty applications

### **Targeting:**

- Refined fuels & gas applications
- Chemical processing
- Water and wastewater processing
- > Other specific attractive end segment applications (examples: Pharma and Food)

### Update:

- Continued strong process controls and infrastructure end-market performance
- International expansion
- New acquisitions

### **Performance Highlights:**

- Q3 '07 sales growth of 35% (9% organic)
- Operating margin expansion of 30 basis points
- Excellent acquisition execution and opportunities

Infrastructure Market Focus - Well Positioned to Grow



## Health & Science

### **Business Profile:**

- Attractive available market
- Small-scale, highly accurate pumps, valves, fittings & medical devices

### **Targeting:**

- New markets driven by health and science emerging applications
- Critical fluid path components and systems for liquid and gas handling

### Update:

- Double digit growth in businesses serving core analytical instrumentation, IVD and biotechnology markets
- Continued adverse impact from completion of large OEM contracts
- Slow growth in pneumatic application end markets

## **Performance Highlights:**

- Q3 '07 revenue growth of 3%
- Operating margin expansion of 230 basis points

Good Progress with our Core Focus on High Value Health & Science Markets

# **Dispensing Equipment**



### **Business Profile:**

- Attractive niche market
- Point-of-sale high precision dispensing equipment

### **Targeting:**

- Highly accurate and repeatable automated dispensing applications
- Retail, wholesale and manufacturing process

#### Update:

- North American growth impacted by timing of large retailer programs and demand softness in small retail channel
- Modest growth in Europe

### **Performance Highlights:**

- Q3 '07 sales flat to Q3 '06 (down 5% organic)
- Operating margin decline of 750 basis points
  - Third quarter operating margin unfavorably impacted by volume decline, reduced sales linearity and field service-driven productivity, product mix and severance expenses

Refurbishment opportunity with large retailers in North America



# Fire & Safety / Diversified Products

#### **Business Profile:**

- \$2B available market
- Engineered fire suppression equipment including: pumps, valves, control devices and modules

#### Targeting:

- Severe-duty fire and rescue applications
- Severe-duty industrial tool and clamping systems

#### Update:

- Lower OEM demand for fire suppression products (organic orders down 11% year over year)
- Continued opportunity in international markets for rescue tool products, offset by slower growth in U.S. markets
- Continued innovation driving higher than market growth in engineered band clamping products

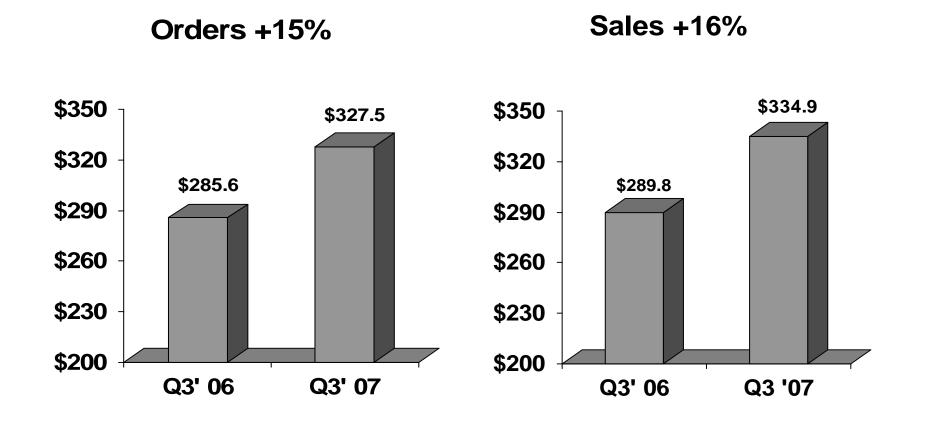
#### **Performance Highlights:**

- Q3 '07 revenue growth of 8% (5% organic)
- Operating margin decline of 90 basis points

Strength in engineered band clamping business offset by fire suppression



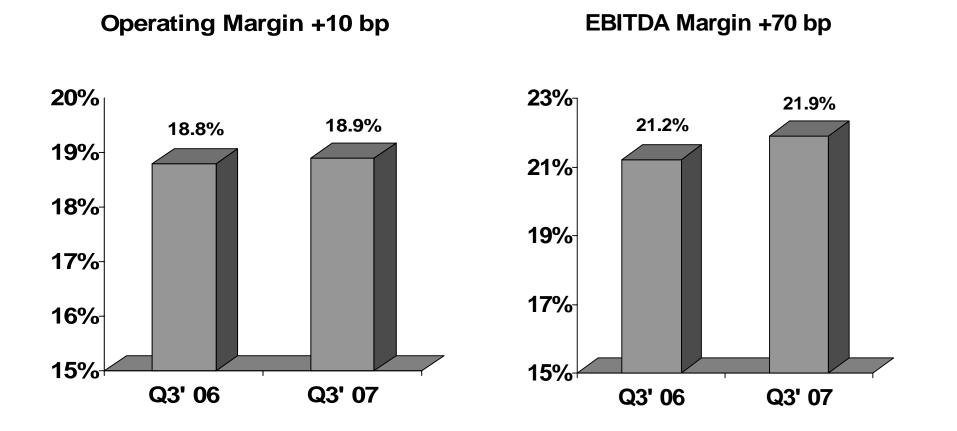
### (Continuing Operations)



5% Organic Sales Growth



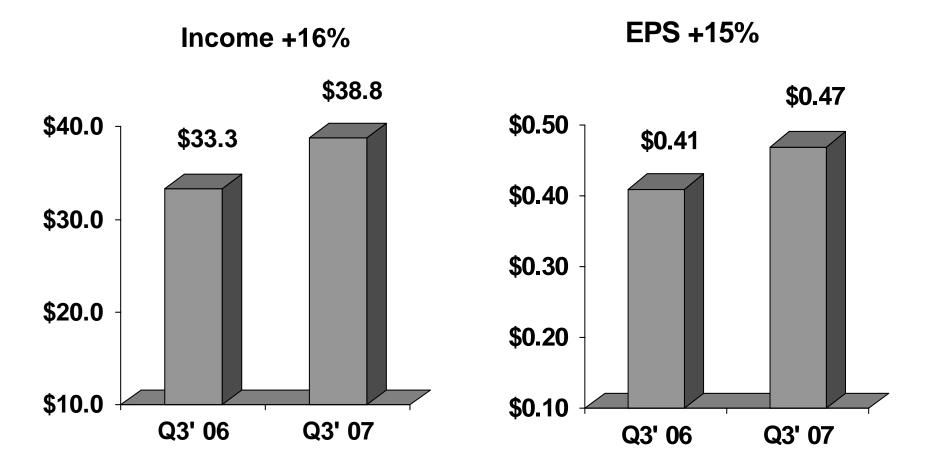
### (Continuing Operations)



Operating Margin +10 bp EBITDA Margin +70 bp



### (Continuing Operations)



Continued Earnings Growth



### **Balance Sheet Highlights**

	Q3 '07	Q2 '07
Total Assets	\$1,777.3	\$1,749.1
Inventory	\$178.6	\$174.1
Receivables	\$193.5	\$199.3
Capital Expenditures	\$7.8	\$7.3
Debt-to-Total Capitalization	21%	24%
Free Cash Flow (quarter)	\$52.2	\$34.8 (Q3 '06)

Strong Balance Sheet



# Q3 2007 Segment Performance

### Fluid & Metering Technologies

(Continuing Operations)	Q3 '07	Q3 '06	Change
Orders	\$142.1	\$110.2	29%
Sales	\$143.8	\$106.3	35%
Organic			9%
Acquisitions			25%
Currency			1%
Operating Income	\$31.6	\$23.0	37%
Operating Margin	21.9%	21.6%	30bp

Solid Growth and Continued Momentum



# Q3 2007 Segment Performance

### **Health & Science Technologies**

	Q3 '07	Q3 '06	Change
Orders	\$78.1	\$78.5	(1)%
Sales	\$83.3	\$81.3	3%
Operating Income	\$16.7	\$14.5	15%
Operating Margin	20.1%	17.8%	230bp

Operating leverage and mix contributed to operating margin growth + 230 bp



# Q3 2007 Segment Performance / Operating Income Bridge

### **Dispensing Equipment**

(Continuing Operations)	Q3 '07	Q3 '06	Change		Sales	Op Income
				Q3 2006	\$38.0	\$8.4
Orders	\$40.6	\$32.9	23%	Fx	1.8	-
Sales Organic Currency	\$38.1	\$38.0	- (5)% 5%	Volume Cost Impacts: - Operational issues	(1.7)	(1.2) (1.6)
Operating Income	\$5.6	\$8.4	(33)%	<ul> <li>Prod quality-driven field service costs</li> <li>Severance</li> </ul>		
Operating Margin	14.7%	22.2%	(750)bp	- Product Mix Q3 2007	\$38.1	\$5.6

Volume and cost impacts driving margin decline



# Q3 2007 Segment Performance

### **Fire & Safety/Diversified Products**

	Q3 '07	Q3 '06	Change
Orders	\$68.4	\$64.8	5%
Sales Organic Currency	\$70.6	\$65.2	8% 5% 3%
Operating Income	\$16.5	\$15.8	4%
Operating Margin	23.4%	24.3%	(90)bp

Continued Progress on Innovation Growth Offset by Fire Suppression



## Q4 2007 Outlook

- Sales estimate range: \$338 \$346 million (up 12-15%)
  - 5-6% Organic Growth
    - FMT 6-8%
    - HST 3-5%
    - Dispensing 4-6%
    - Fire & Safety/Diversified 4-5%
  - 2-3% Foreign Currency Translation
  - 5-6% Acquisition Impact
- EPS estimate range: 46 49 cents
  - Severance / Cost impacts 1 2 cents EPS
  - Effective Tax Rate 35%



- Summary
- Q & A