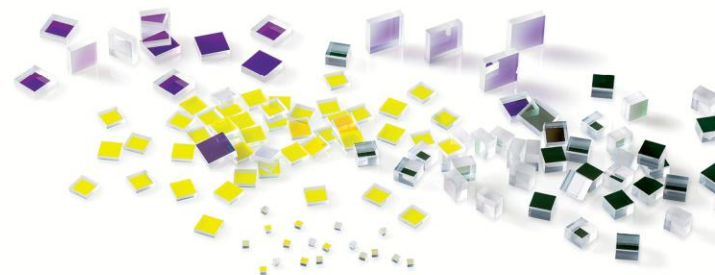
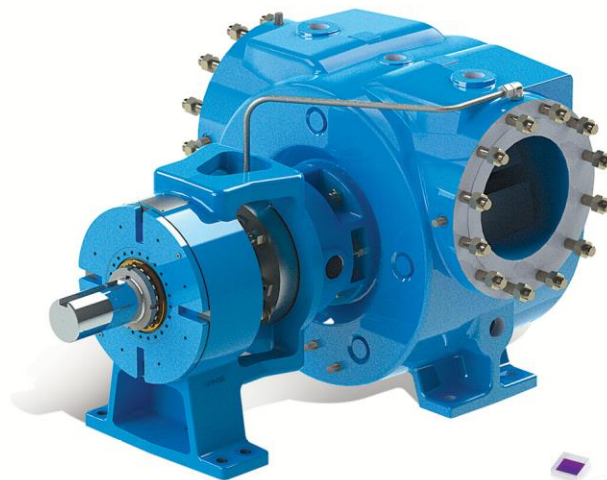


# Third Quarter Earnings

OCTOBER 21, 2014



## AGENDA

- IDEX's Outlook
- Q3 2014 Financial Performance
- Q3 2014 Segment Performance
  - Fluid & Metering
  - Health & Science
  - Fire & Safety / Diversified
- Guidance Update
- Q&A

## REPLAY INFORMATION

- Dial toll-free: 877.660.6853
- International: 201.612.7415
- Conference ID: #13589617
- Log on to: [www.idexcorp.com](http://www.idexcorp.com)

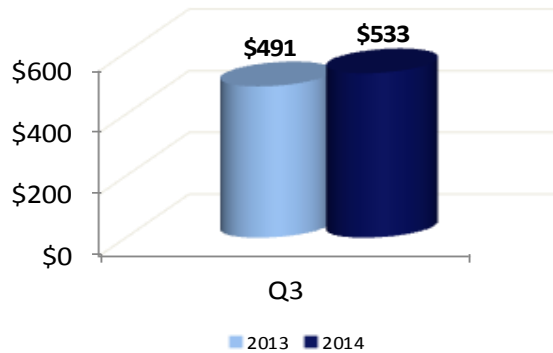
## Cautionary Statement Under the Private Securities Litigation Reform Act

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.

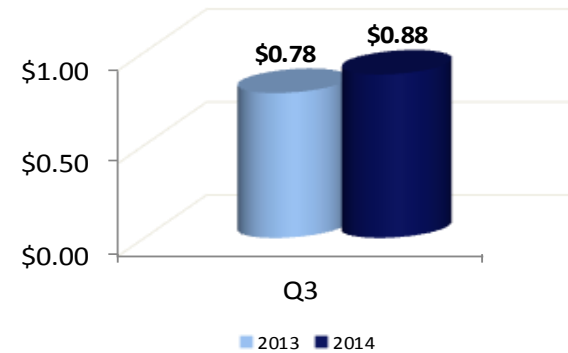
## Revenue

Organic: 7% increase



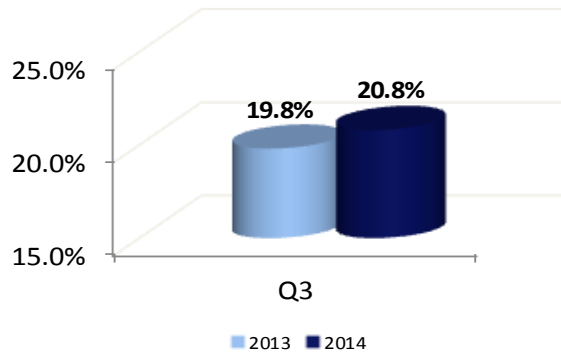
## EPS

13% increase



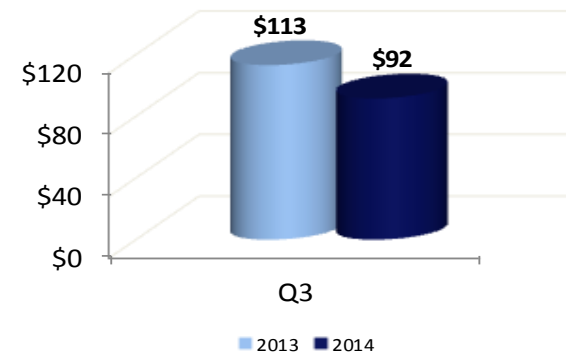
## Operating Margin

100 bps expansion



## Free Cash Flow

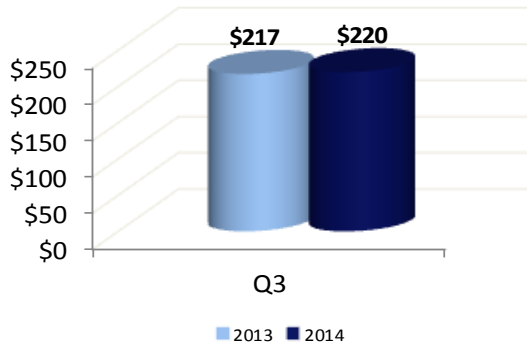
19% decrease



*Organic sales growth and margin expansion delivers 13 percent EPS growth*

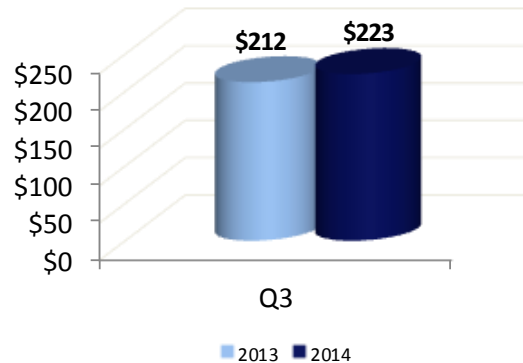
## Orders

Organic: 1% decrease



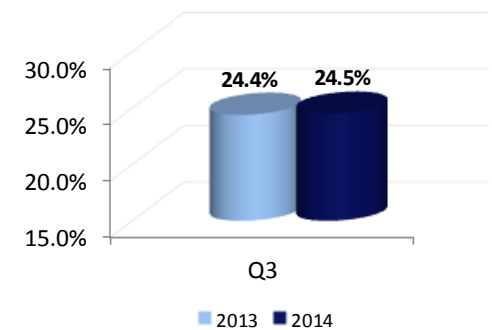
## Revenue

Organic: 4% increase



## Operating Margin

10 bps expansion



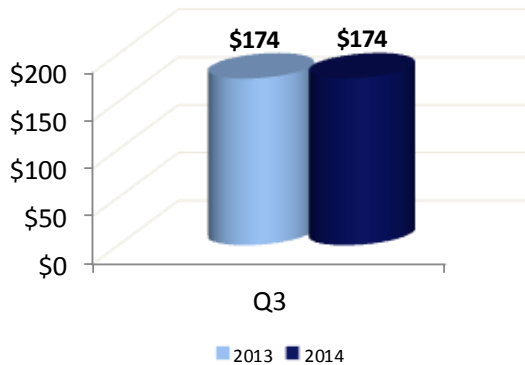
Q3 Revenue Mix:		
Organic		4%
Acquisition		1%
Fx		<u>0%</u>
Total		5%

### Q3 Summary:

- ❑ Solid sales growth provides confidence that our core end-markets are stable, and that we are well positioned going forward
- ❑ Water Services sales growth driven by share gain from the successful introduction of new products
- ❑ Agriculture market remains soft, but we are positioned to take advantage of aftermarket agriculture opportunities and growth in industrial markets
- ❑ Energy and Chemical in the European and Middle East markets remains volatile, offset by strength in North America

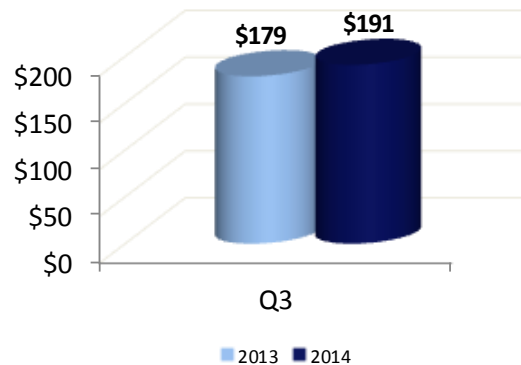
## Orders

Organic: 2% decrease



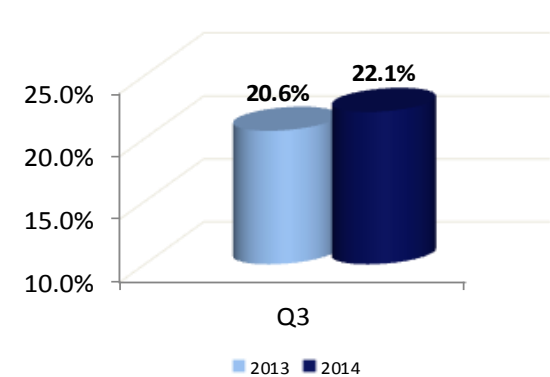
## Revenue

Organic: 5% increase



## Operating Margin

150 bps expansion



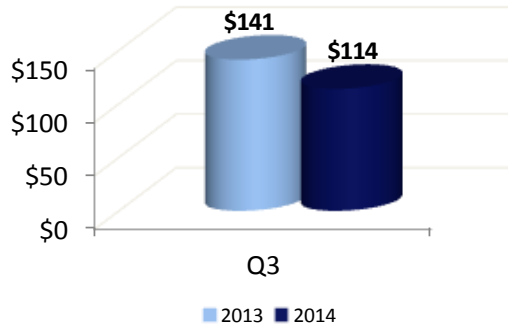
Q3 Revenue Mix:	
Organic	5%
Acquisition	0%
Fx	<u>2%</u>
Total	7%

### Q3 Summary:

- ❑ MPT sales and profit grew significantly in Q3
- ❑ MPT orders declined in Q3 due to difficult prior-year comparison and project-based business
- ❑ Industrial business order and sales growth driven by strength in core North American distribution markets and new market opportunities
- ❑ Scientific Fluidics saw market conditions similar to Q2, but early Q4 orders are trending positive

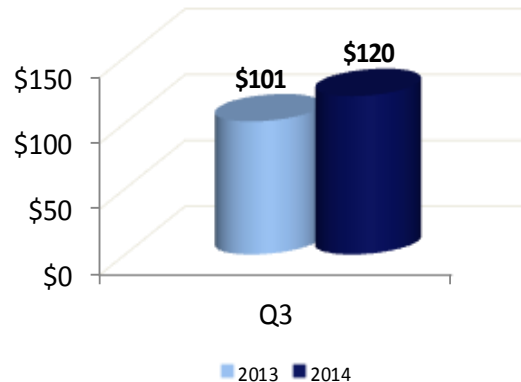
## Orders

Organic: 20% decrease



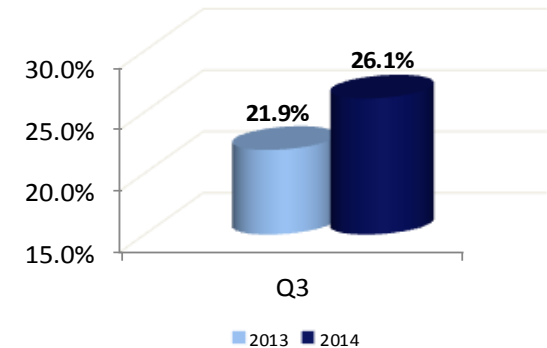
## Revenue

Organic: 18% increase



## Operating Margin

420 bps expansion



Q3 Revenue Mix:	
Organic	18%
Acquisition	0%
Fx	<u>1%</u>
Total	19%

### Q3 Summary:

- ❑ Orders decreased primarily due to large Dispensing order in prior year
- ❑ Band-It continues to grow orders and sales in nearly all end-markets, with a continued positive outlook for the remainder of 2014
- ❑ Dispensing sales growth realized from core North American and Western European markets, with excellent profitability improvements
- ❑ Rescue had solid profitability, but orders were soft from delayed municipal spending in Europe and Asia



## Q4 2014

- EPS estimate range: \$0.85 – \$0.88
- Operating margin: ~ 20%
- Tax rate: ~ 28.5% (assumes passage of US R&D tax credit)
- Fx impact: ~2% headwind

## FY 2014

- EPS estimate range: \$3.52 – \$3.55
- Organic revenue growth: ~ 5% – 6%
- Operating margin: > 20%
- Fx impact is immaterial
- Other modeling items
  - Tax rate: ~ 29.0%
  - Cap Ex: ~ \$48M – \$52M
  - Free Cash Flow will be ~120% of net income
  - Continued share repurchases: ~ net 2% reduction
  - EPS estimate excludes future acquisitions and associated costs and charges, and fourth quarter cost actions

# Q&A