



# **IDEX Corporation**

Fourth Quarter 2009  
Earnings Release

**February 4, 2010**

# Agenda

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- Q4 and FY 2009 Summary
- Q4 2009 Segment Performance
  - Fluid & Metering
  - Health & Science
  - Dispensing Equipment
  - Fire & Safety
- 2010 Guidance Update
- Q&A

## *Replay Information*

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- Conference ID: #7923468
- 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.*

## Q4 and FY 2009 Financial Performance

	Q4 '09	Q4 '08	Var		2009	2008	Var
<b>Orders</b> - Organic	\$348	\$336	4%		\$1,342	\$1,493	(10)% (13)%
<b>Sales</b> - Organic	\$343	\$355	(3)% (7)%		\$1,330	\$1,489	(11)% (14)%
<b>Adj. Op Margin*</b>	16.4%	14.2%	220bp		15.0%	17.1%	(210)bp
<b>Adj. EBITDA*</b>	\$71	\$65	9%		\$258	\$308	(16)%
<b>Adj. EPS*</b>	\$.43	\$.38	13%		\$1.53	\$1.92	(20)%
<b>FCF</b>	\$49	\$45	9%		\$190	\$197	(4)%

\*Q4 '09 adjusted for \$3.8M of restructuring expense (\$12.7M in Q4 '08); FY2009 adjusted for \$12.1M of restructuring expense and \$3.1M fair value inventory charge (FY2008 adjusted for \$18.0M of restructuring expense and \$30.1M goodwill impairment charge).

**Solid Operating Margins and Strong Free Cash Flow**

# Fluid & Metering

	Q4 '09	Q4 '08	Change
<b>Orders</b>	<b>\$172.0</b>	<b>\$168.0</b>	<b>2%</b>
<b>Sales</b>	<b>\$170.2</b>	<b>\$179.2</b>	<b>(5)%</b>
-Organic			<b>(9)%</b>
-Acquisition			<b>1%</b>
-Currency			<b>3%</b>
<b>Operating Margin*</b>	<b>17.9%</b>	<b>16.3%</b>	<b>160bp</b>
Op Margin excl acq*	18.1%	16.3%	180bp

\*Op Margin excludes restructuring expense in both Q4'09 and Q4'08

## 2010 Outlook

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



**Strong global energy and water markets, slower recovery in other markets**

# Health & Science

	Q4 '09	Q4 '08	Change
<b>Orders</b>	<b>\$84.1</b>	<b>\$76.8</b>	<b>10%</b>
<b>Sales</b>	<b>\$80.2</b>	<b>\$77.8</b>	<b>3%</b>
-Organic			1%
-Acquisition			2%
<b>Operating Margin*</b>	<b>22.2%</b>	<b>18.0%</b>	<b>420bp</b>
Op Margin excl acq*	21.9%	18.0%	390bp

\*Op Margin excludes restructuring expense in both Q4'09 and Q4'08

## 2010 Outlook

- Core analytical instrumentation markets are improving
- Non-core supported by broader economic stabilization

**Core markets improving, return to growth in segment**



# Dispensing Equipment

	Q4 '09	Q4 '08	Change
<b>Orders</b>	<b>\$23.3</b>	<b>\$23.7</b>	<b>(2)%</b>
<b>Sales</b>	<b>\$23.2</b>	<b>\$25.7</b>	<b>(10)%</b>
-Organic			(17)%
-Currency			7%
<b>Operating Margin*</b>	<b>12.3%</b>	<b>(5.9)%</b>	<b>n/m</b>

\*Op Margin excludes restructuring expense in both Q4'09 and Q4'08

## 2010 Outlook

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



**Continued market softness in North America and Europe**



# Fire & Safety / Diversified Products

	Q4 '09	Q4 '08	Change
Orders	\$69.9	\$69.6	1%
Sales	\$70.2	\$73.4	(4)%
-Organic			(8)%
-Currency			4%
Operating Margin*	25.5%	24.5%	100bp



\*Op Margin excludes restructuring expense in both Q4'09 and Q4'08

## 2010 Outlook

- Strong global activity in rescue tools
- N.A. fire suppression down significantly due to decline in OEM backlogs
- Band clamping markets stable and improving

**North American fire suppression order rates down; continued global growth in rescue tools; band clamping end markets improving**

# 2010 Guidance Summary

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## Q1 2010

- **EPS estimate range: \$0.40 - \$0.42**
  - Organic growth up 2-3%
  - Positive Fx impact of ~3% to sales (at current rates)

## FY 2010

- **EPS estimate range: \$1.63 - \$1.73**
  - Organic growth up 2 - 4%
  - Operating margins of 15.7% - 16.2%
  - Positive Fx impact of ~1% to sales (at current rates)
  - Tax rate = 33%
- **Other modeling items**
  - Cap Ex \$27-30M
  - Free Cash Flow exceeds net income
  - EPS estimate excludes potential restructuring charges of 3-4 cents

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# Q&A