# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### FORM 8-K

# CURRENT REPORT Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 7, 2016

### SPX CORPORATION

(Exact name of registrant as specified in its charter)

**Delaware** (State or other jurisdiction of incorporation)

**1-6948** (Commission File Number)

38-1016240 (IRS Employer Identification No.)

### 13320-A Ballantyne Corporate Place Charlotte, North Carolina 28277

(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (980) 474-3700

### NOT APPLICABLE

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the obligation of the registrant under any of the following provisions:

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### Item 7.01. Regulation FD Disclosure.

SPX Corporation (the "Company") will meet with various investors beginning September 7, 2016 using the presentation materials furnished as Exhibit 99.1 hereto and which are incorporated herein by reference.

The information contained in this report and in Exhibit 99.1 shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.		
Exhibit Number	Description	
99.1	Presentation dated September 2016	

### **SIGNATURES**

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Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

### SPX CORPORATION

Date: September 7, 2016

By: /s/ John W. Nurkin
John W. Nurkin
Vice President, Secretary and General Counsel

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### EXHIBIT INDEX

Exhibit Number	Description	
99.1	Presentation dated September 2016	
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- Certain statements contained in this presentation that are not historical facts, including any statements as to future market conditions, results of operations and financial projections, are forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and are subject to safe harbor created thereby. These forward-looking statements are subject to risks, uncertainties and other factors which could cause actual results to differ materially from future express or implied results.
- Although SPX believes that the expectations reflected in its forward-looking statements are reasonable, it can give no assurance that such expectations will prove to be correct. In addition, estimates of future operating results are based on the company's existing operations and complement of businesses, which are subject to change.
- Particular risks facing SPX include risks relating to economic, business and other risks stemming from changes in the economy, legal and regulatory risks, cost of raw materials, pricing pressures, our international operations, our recent spin-off transaction, the effectiveness, success and timing of restructuring and divestiture plans related to our power generation businesses, our ability to manage changes and measure and estimate the expected revenue and cost associated with our power projects in South Africa, pension funding requirements, and integration of acquisitions. More information regarding such risks can be found in SPX's Annual Report on Form 10-K and other SEC filings.
- Statements in this presentation are only as of the time made, and SPX disclaims any responsibility to update or revise such statements except as required by regulatory authorities.
- This presentation includes non-GAAP financial measures. We believe that these non-GAAP measures are useful to investors in evaluating our operating performance and our management of business from period to period.
- "Core" and "Base Power" results in this presentation are non-GAAP financial measures that exclude the results of the South African projects.



### **Company Overview**



### The "New" SPX Corporation

- Headquartered in Charlotte, NC
- A leading supplier of:
  - HVAC products,
  - Detection & Measurement technologies, and
  - Power equipment
- ~\$1.7b of revenue in 2015
- ~6,000 employees
- NYSE Ticker: SPXC



SPX Corporation is a Leading Supplier of HVAC, Detection & Measurement and Power Equipment; More than 2/3 of Revenue is Generated by Sales Into North America

September 2016







- ✓ Package cooling units
- √ Fluid coolers
- ✓ Residential and non-residential boilers
- ✓ Electrical heating products

### 2015:

- \$529m revenue
- Segment Income margin: 15%



- √ Locators
- ✓ Fare collection systems
- ✓ Communication technologies
- ✓ Obstruction lighting

### 2015:

- \$232m revenue
- Segment Income margin: 20%



- ✓ Power transformers
- ✓ Cooling towers
- √ Heat exchangers
- ✓ Pollution filters

### 2015 base power business(1):

- \$931m revenue
- Segment Income margin: 1%

Segment Income is Predominantly Generated by the HVAC and Detection & Measurement Segments

### **Value Creation in Core Businesses**



# HVAC

### Grow HVAC platform:

- New product development
- Channel development
- Geographic expansion
- Leverage synergies

### Improve efficiency of power transformer business:

- □ Increase sales of new, value-engineered power transformer design
- Productivity initiatives

# Continue to upgrade installed base

- New product launches in 2016
- Expand vertically and geographically

Grow Detection & Measurement platform:

Extend product offering into adjacent markets

Detection & Measurement

### Reduce complexity, risk and cost in power generation business:

- Reposition business
- Project execution and selectivity
- Focus on working capital

POWER Generation

Expanding in Attractive Markets While Reducing Exposure to Lower Return Markets

Substantial Growth in Earnings and

Cash Flow

### **Progress On Value Creation Strategies**





- Launch of new evaporative condenser product (industrial refrigeration)
- Launch of new high-efficiency boiler (residential heating)
- Launch of Everest (large cooling tower) for commercial and industrial markets

# DETECTION & \*\*\*\*\* MEASUREMENT \*\*\*\*

- ✓ New Genfare Link fare collection system live in key reference market
- ✓ Launch of RD8100 GPS-enabled cable and pipe locator
- Launch of Model 709 Compact Spectrum Monitoring System (CSMS)

# **POWER**

- Transformer business tracking ahead of schedule to achieve long-term margin target of 10%
- Engaged BNP Paribas to pursue sale of European-based portion of our power generation business
- ✓ Completed sale of Global Dry Cooling business in Q1 2016
- ✓ South African Projects: GE agreement amendment completed in Q4 2015

Eliminating the Losses from the Underperforming Portions of Power Generation Adds More than \$0.30 to Our 2016 Guidance Model Adjusted EPS of \$0.95-\$1.25

September 2016

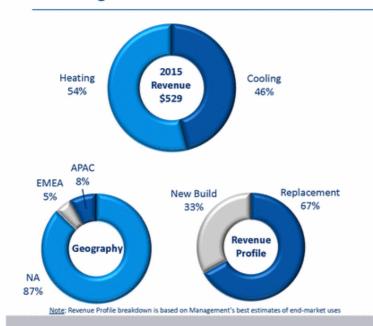
# **Segment Overview**



September 2016

# **HVAC Segment Overview**





(\$ millions)	2014	2015	3-Yr Target
Revenue	\$536	\$529	2-4% CAGR
Segment Income %	13.0%	15.2%	15-16%

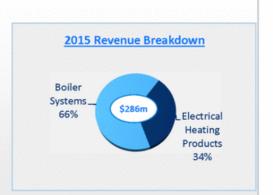
### 2016 Outlook Considerations

- EMEA and APAC market environments
- Timing of start of Q4'15 winter heating season
- Growth from 2015/2016 new product launches
- Commercial construction sensitivity
- Favorable mix effect on 2015 margins
- High degree of replacement sales and North American-focused footprint

# **Heating Products Overview**



- North American businesses with strong brands
- Products used in residential and non-residential markets and sold primarily through distributors
- End customers concentrated in the Northeast and Midwest
- Demand for boiler systems is seasonal:
  - Concentrated in the second half
  - Sensitive to heating season degree days
- Key organic growth opportunities:
  - Product portfolio expansion
  - Sales channel management



Strong Product Brands and Leading Market Positions in North America





### **Residential Boilers**

- ✓ Standard cast iron
- √ High efficiency
- ✓ Natural gas and oil

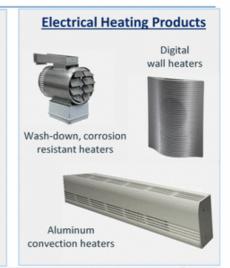




### **Commercial Boilers**

- √ Standard cast iron
- √ High efficiency
- √ Natural gas and oil

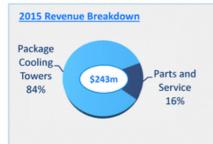




**Broad Product Offering of Heating Solutions for Residential and Light Commercial Applications** 

### **Cooling Products Overview**







- Cooling products used in non-residential, commercial construction, process cooling and refrigeration applications
- Well-recognized product brands: Marley and Recold
- Well-established sales channel including reps and distributors
- Demand generally follows construction trends (e.g., Dodge Index)
- Key growth opportunities:
  - Expand in adjacent markets
  - New product development
  - Channel expansion
  - Geographic expansion

Strong Product Brands and Leading Market Positions
Across Cooling Product Portfolio

September 2016

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# **Cooling Product Examples**







Over 90 Years of Experience Engineering and Manufacturing Cooling Towers; Marley Sets a High Standard for Efficiency and Quality

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### **Detection & Measurement Segment Overview**





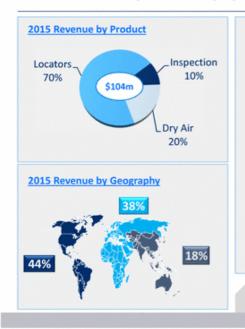
(S millions)	2014	2015	3-Yr Target
Revenue	\$244	\$232	2-6% CAGR
Segment Income %	22.6%	19.8%	22-24%

### 2016 Outlook Considerations

- U.S. federal transportation funding
- Industrial and commercial construction
- Global government spending
- Growth from 2015/2016 new product launches
- Currency fluctuation
- High degree of replacement sales; strong operating leverage and growth in infrastructure-based project businesses

### **Locators & Inspection Equipment**





- Based in the U.K., a leading global supplier of underground pipe and conduit locators and inspection equipment
- · Continuous new product enhancements and loyal customer base
- ~6% revenue CAGR from 2010-2015
- Key demand drivers:
  - Global infrastructure growth
  - Construction growth
  - Telecommunications growth



Leading Global Supplier of Underground Pipe and Conduit Detection Equipment

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### **Communication Technologies**





- A leading global supplier of spectrum monitoring (SMS) and communications intelligence (COMINT) systems
- A leading North American supplier of obstruction lighting products
- Key demand drivers:
  - □ Global growth of wireless usage
  - □ Increased spectrum provisioning and monitoring
  - □ Anti-terrorism and drug interdiction efforts
  - Maintenance and replacement of installed base

**Leading Brands and Technologies** 

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# **Communication Technologies**







From Borders to Battlefields and From Urban Landscapes to Wide Open Spaces, Our Products Empower Customers to Monitor, Analyze and Manage the RF Spectrum

# **Communication Technologies**





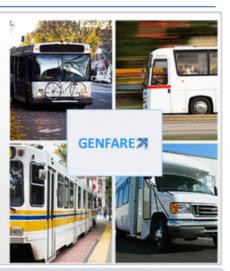


We Provide High-Quality LED and Xenon Lighting Systems for a Variety of Tower Applications





- A leading North American supplier in fare collection:
  - Historical market position concentrated on fare box installations
- · Rapidly evolving technology in the market has driven a transformation in our business:
  - □ Evolved from "fare box supplier" to "fare collection system provider"
  - Invested in software, product development, program management and marketing
  - Strategic relationships with larger public infrastructure system integrators
- New product introductions have expanded product offering to include:
  - ✓ Mobile ticketing
  - ✓ Cloud-based data hosting
  - ✓ Remote ticket validator
  - ✓ Point-of-sale delivery systems



A Leading North American Supplier of Fare Collection Technologies



# **Next Generation Fare Collection System**













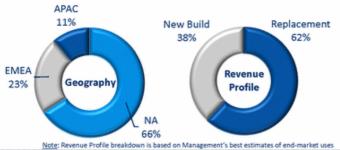


Fast Fare Suite of Products Integrated With Back-End Support; We Believe This is The New Industry Standard

### **Base Power Overview**







(\$ millions)	2014	2015	3-Yr Target
Revenue	\$1,097	\$931	(3%)-0% CAGR
Segment Income %	3.5%	1.1%	4-5%

### 2016 Outlook Considerations

- Transformer pricing and lead times
- Impact of transformers' operational initiatives
- Restructuring savings in power generation
- Additional cost reduction opportunities
- Global power demand
- Margin growth in Transformers business; portfolio re-shaping and cost reduction initiatives in power generation

Note: Base Power results are non-GAAP financial measures that exclude the results of the South African projects.

### **Power Transformers**



- SPX is a leading supplier of power transformers into North America with strong brand equity
  - Locations: Waukesha, WI and Goldsboro, NC
- Demand largely driven by replacement of aging installed base:
  - □ Average age of installed base is ~40 years
- · Recent end market trends:
  - □ Replacement demand has been strong
  - Market pricing remains competitive with stable lead times
- · Commercial initiatives:
  - □ Marketing new, value engineered transformer design
  - □ Focusing on the market segments that best leverage our manufacturing and engineering value



Our Focus is on Creating Higher Margins through Operational Efficiencies and Commercial Initiatives

### **Power Generation Equipment**

- Leading supplier of cooling systems, large scale heat exchangers and pollution control systems
- Highly engineered products
- Equipment and technological solutions for several types of power generation plants
- Large installed base with recurring service opportunities
- Focused on specific strategic actions to significantly reduce our cost base and improve operational efficiency



We Provide Highly Engineered Products that Serve Several Types of Power Generation Plants

# **South Africa**

SPX

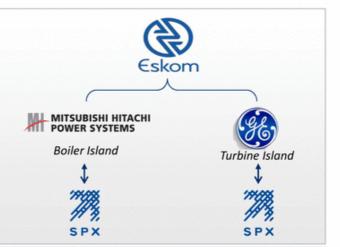
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### Medupi & Kusile Power Stations

- Medupi and Kusile are the two mega-projects:
  - □ Twelve 800 mega-watt coal-fired plants (six at each project site)
- Eskom is a state-owned South African utility
- Alstom and Mitsubishi Hitachi are the primary contractors
- . The final unit is expected to be commercially operational around 2021
- · Four primary phases: manufacturing, construction, commissioning and warranty



These Two Power Stations Expected to Add ~10 GW of Power Capacity When Completed

# Q2 Results & 2016 Guidance

### Core Q2 2016 Results



### Year-over-Year Analysis

- ~2/3<sup>rds</sup> of revenue decline driven by the Dry Cooling business (sold in Q1 2016)
- Organic revenue\* decline primarily driven by recent completion of a large, unique power project that contributed to Q2'15
- Power generation declines offsetting expansion in strategic platforms
- Modestly lower restructuring and corporate related costs



Q2 Adjusted EPS\* of \$0.26





### Year-over-Year Analysis

### Q2 Revenue:

- +3.0% year-over-year improvement:
  - u +4.5% organic growth\* due to the strength of cooling products sales in commercial markets
  - a (1.5%) currency impact

### **Q2 Segment Income and Margin:**

- \$4.1m increase in Segment Income
- 300 basis points of margin improvement due to higher sales and continued benefits from operational initiatives

\*Non-GAAP measure.

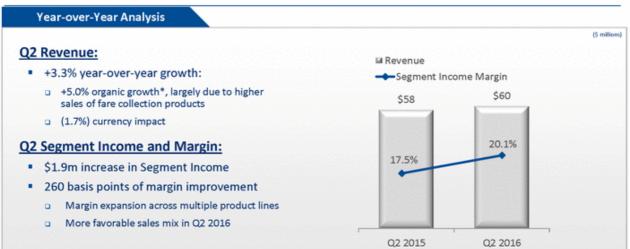


4.5% Organic Revenue Growth\* and 300 Basis Points of Margin Expansion

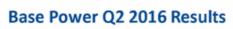


\*Non-GAAP measure.





5% Organic Revenue Growth\* and 260 Points of Margin Improvement





### Year-over-Year Analysis

### Q2 Revenue:

- (17.6%) year-over-year decline:
  - a (10.2%) decline from sale of Dry Cooling business
  - a (6.5%) organic decline\* primarily driven primarily by the completion of a large, unique power project that contributed favorably to the prior year period
  - a (0.9%) currency impact

### **Q2 Segment Income and Margin:**

- \$8.8m decrease in Segment Income
- 340 basis points of margin decline
  - Transformer margin up year-over-year and on-track to exceed full-year 2016 margin target



Strong Margin Performance in Our Transformer Business, More than Offset by Further Challenges in Power Generation Market





Segment/Business	Commentary
HVAC Segment	<ul> <li>Cooling: Continued strength from commercial markets</li> <li>Heating: Slow 1H 2016 due to the mild 2015/2016 winter</li> </ul>
Detection & Measurement Segment	<ul> <li>Demand for run-rate products remains steady; healthy frontlog activity</li> <li>Elongated sales cycle for some project-related products (within expectations)</li> </ul>
Transformer Business	<ul> <li>Steady lead times and pricing</li> <li>Taking orders into 2017</li> </ul>
Power Generation Business	<ul> <li>Challenged markets, particularly in Europe and for heat exchange products</li> <li>Focused on repositioning the business</li> </ul>

Markets for Strategic Platforms Remain Stable; Repositioning Business **Away from Challenged Power Generation Markets** 



# 2016 Core Guidance Update (Changes in Bold)

Revenue		Segment Income Margin
HVAC	<ul> <li>Towards the lower-end of LT annual growth targets of 2-4%</li> </ul>	<ul> <li>Approaching 16%</li> </ul>
Detection & Measurement	<ul> <li>In-line with LT annual growth targets of 2-6%</li> </ul>	<ul> <li>At least 100 bps increase driven by commercial efforts in fare collection systems</li> </ul>
Base Power	<ul> <li>Transformer revenues up modestly</li> <li>Decline in power generation revenues</li> <li>Sale of Dry Cooling (completed in Q1)</li> </ul>	<ul> <li>At least 150 bps improvement in Transformer business</li> <li>Further challenges in power generation operating environment</li> </ul>
Total SPX Core	<ul> <li>\$1.5-1.7 billion (lower revenues in power generation, the sale of Dry Cooling and FX headwinds)</li> </ul>	<ul> <li>9-10% with improvements in our strategic platforms</li> </ul>

Note: Core results are non-GAAP financial measures that exclude the results of the South African projects. Non-service pension items, the gain on the sale of Dry Cooling, a non-cash impairment of intangible assets and an adjustment related to the value of the minority interest stake in our South African subsidiary have also been excluded from 1H16 results.

Adjusted Operating Income Range of \$80 million to \$100 million; Adjusted EPS Range of \$0.95-1.25



# **2016 Modeling Considerations**

Metric	Commentary/Assumptions
Corporate costs	~\$40M
Long-term incentive comp	\$13-15M
Restructuring costs	~\$6M
Interest cost	\$13-14M
Tax rate	35-40%, jurisdictionally sensitive
Capex	\$18-20M
Cash cost of pension + OPEB	~\$16M ongoing cash cost
D&A	~\$30M, mostly in COGS
Share count	42-43M
FCF Conversion	~100% of Core Net Income (i.e., ex South African projects)





### Capital Structure Update Leverage Ratios Q2 2016 (\$ millions) 2.8x Short-term debt \$22 2.7x 2.5x 1.5-2.5x 2.3x Current maturities of long-term debt 18 Long-term debt 334 **Gross Debt** \$374 Less: Cash on hand (\$102) Q1'16 Q2'16 LT Target **Net Debt** \$272 ■ Bank Net Leverage† ■ Gross Leverage\*\* 1Calculated as defined by SPX's credit facility agreement. Net debt subtracts cash in excess of \$50 millio \*\* Uses gross debt and LTM EBITDA as defined by SPX's credit facility agreement.

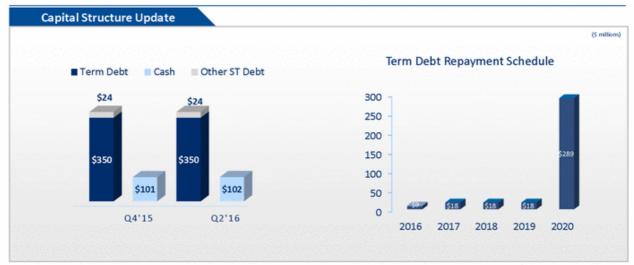
**Financial Position** 

\*Non-GAAP measure.

Strong Free Cash Flow\* and Debt Reduced by \$16m in Q2; Net Leverage of 2.3x Within Target Range







No Significant Debt Repayment Requirement Until 2020



# **Capital Allocation Discipline**

Methodology	Expected Outcome
Utilize strategic planning process to evaluate future revenue and earnings growth	<ul> <li>Quantify projected future cash flows and estimate total company valuation</li> </ul>
Maintain target capital structure	Net Debt to EBITDA <sup>(1)</sup> target range: 1.5x to 2.5x
3) Invest available capital in highest, risk- adjusted, return opportunities:  ROIC & EVA models continue to drive allocation decision-making	<ul> <li>Cost reduction initiatives</li> <li>Organic business development</li> <li>Bolt-on acquisitions (HVAC and Detection &amp; Measurement)</li> <li>Return of capital to shareholders</li> </ul>

<sup>(</sup>ii) Net Debt and EBITDA as defined in SPX Corporation's credit facility

**Evaluating Highest, Risk-Adjusted Return Opportunities** 

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# **Capital Allocation**



### Capital Allocation Strategy

# Incremental Liquidity of \$200m by YE 2018

- Growth Investments in Core Businesses
- Return of Capital to Shareholders
- Reduction in Debt and Equivalents

Expect At Least \$200m of Cumulative Incremental Liquidity by Year-End 2018

