



SPX

2012 Annual
Investor Presentation

- Certain statements contained in this presentation that are not historical facts, including any statements as to future market conditions, results of operations, financial projections and acquisitions, are forward-looking statements and are thus prospective. These forward-looking statements are subject to risks, uncertainties and other factors which could cause actual results to differ materially from future results expressed or implied by such forward-looking statements.
- 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 current complement of businesses, which is subject to change.
- Particular risks facing SPX include economic, business and other risks stemming from changes in the economy, our international operations, legal and regulatory risks, cost of raw materials, pricing pressures, pension funding requirements, and integration of acquisitions. More information regarding such risks can be found in SPX's SEC filings.
- Statements in this presentation are only as of the time made, and SPX does not intend to update any statements made in this presentation except as required by regulatory authorities.
- Except as specifically noted otherwise, the 2011 financial data are estimates presented by SPX on November 2, 2011 and are presented here only for comparison purposes. SPX's inclusion of these estimates in the presentation is not an update, confirmation, affirmation, or disavowal of the estimates. These estimates do not reflect any subsequent developments. SPX plans to disclose full actual fiscal year 2011 and fourth quarter numbers in its fourth quarter earnings release, expected to be issued on February 16, 2012. In cases where reconciliation is not practicable, we have so noted in the appendix.
- This presentation includes non-GAAP financial measures. A copy of this presentation, including a reconciliation of the non-GAAP financial measures with the most comparable measures calculated and presented in accordance with GAAP, is available on our website at www.spx.com.
- Unless otherwise indicated, amounts in this presentation relate to continuing operations.

1.

SPX Strategic Review

- Chris Kearney

2.

2012 Guidance

- Patrick O'Leary

3.

Free Cash Flow & Capital Allocation

- Jeremy Smeltser

4.

Segment Analysis

- Jeremy Smeltser & Patrick O'Leary

5.

Executive Summary

- Chris Kearney

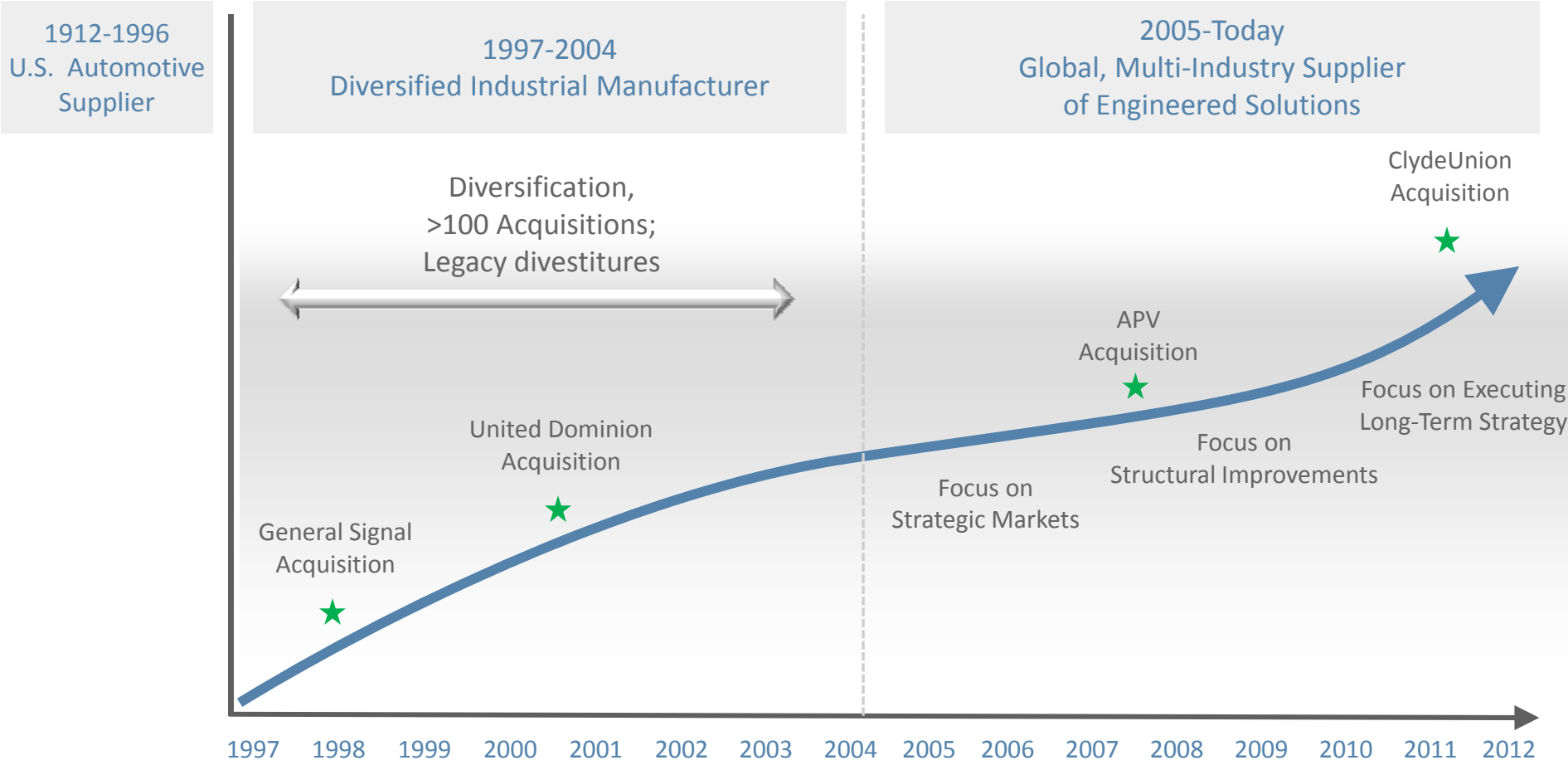
Q&A to Follow Prepared Remarks

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SPX Strategic Review

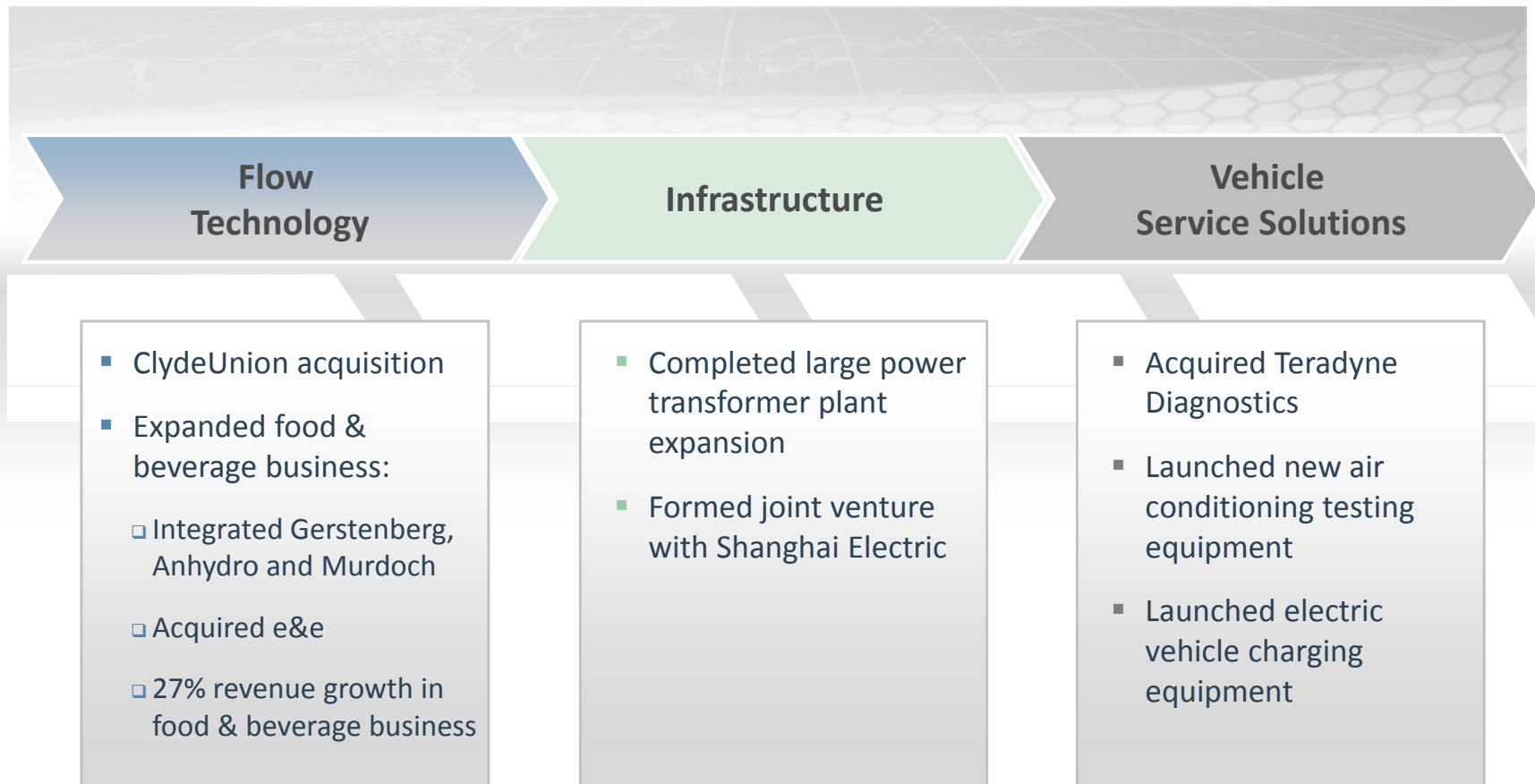
FLOW TECHNOLOGY X INFRASTRUCTURE X VEHICLE SERVICE SOLUTIONS

SPX Transformation



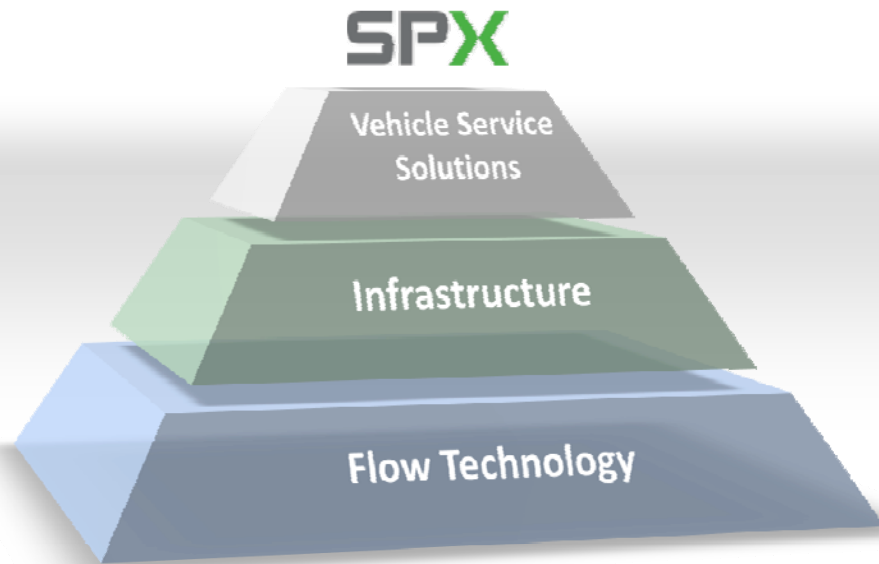
Note: Arrow is for illustration purposes only

SPX Has Undergone a Significant Transformation and Continues to Focus on Executing its Long-Term Strategy



Significant Strategic Progress Made in 2011

2011E Pro Forma Revenue: ~\$6b



15%

Vehicle Service Solutions: Diagnostic systems, repair tools and equipment, and service solutions supporting OEMs, dealers and aftermarket repair garages

37%

Infrastructure: Engineered solutions including cooling systems, power transformers, large scale heat exchangers and other equipment supporting power, HVAC and other infrastructure markets

42%

Flow Technology: Process solutions including engineered pumps, valves, mixers, heat exchangers and filtration equipment serving food & beverage, power & energy and industrial process markets

% = % of 2011E Pro Forma Revenue

Note: 2011E as of 11/2/2011; pro forma for ClydeUnion acquisition

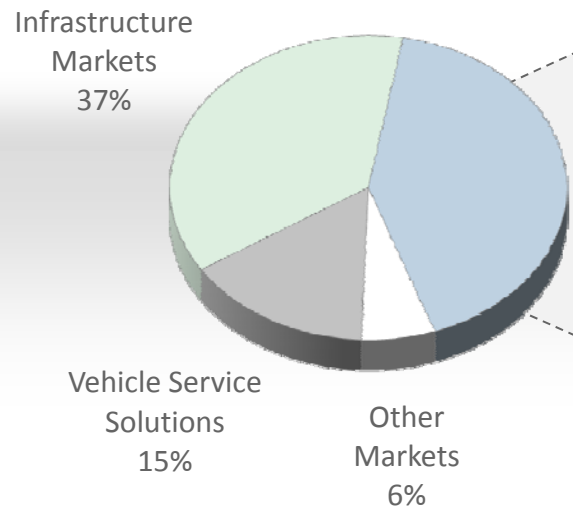
SPX Is a Leading Global Provider of Flow Technology, Power Infrastructure and Vehicle Service Solutions

SPX Revenue Breakdown



(\$ millions)

2011E Pro Forma Revenue Breakdown



Food & Beverage:
~\$940



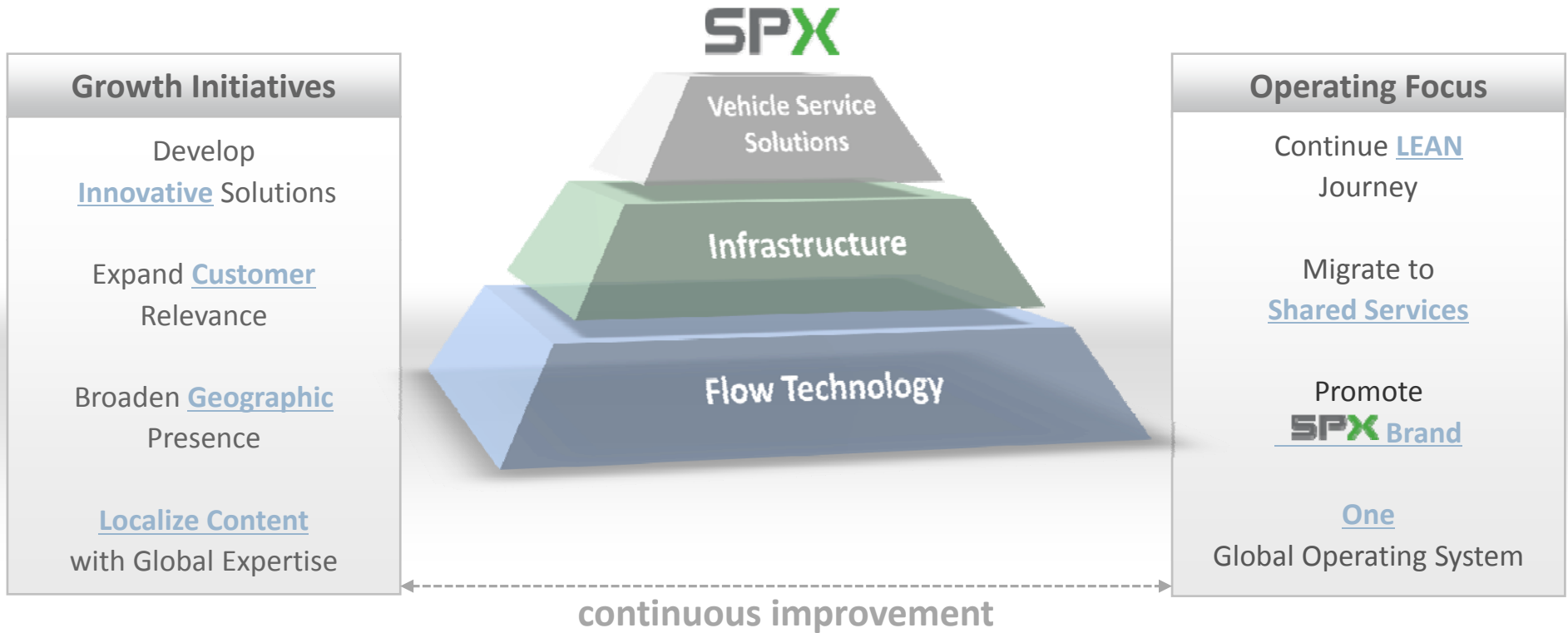
Power & Energy:
~\$805



Industrial Processes:
~\$740

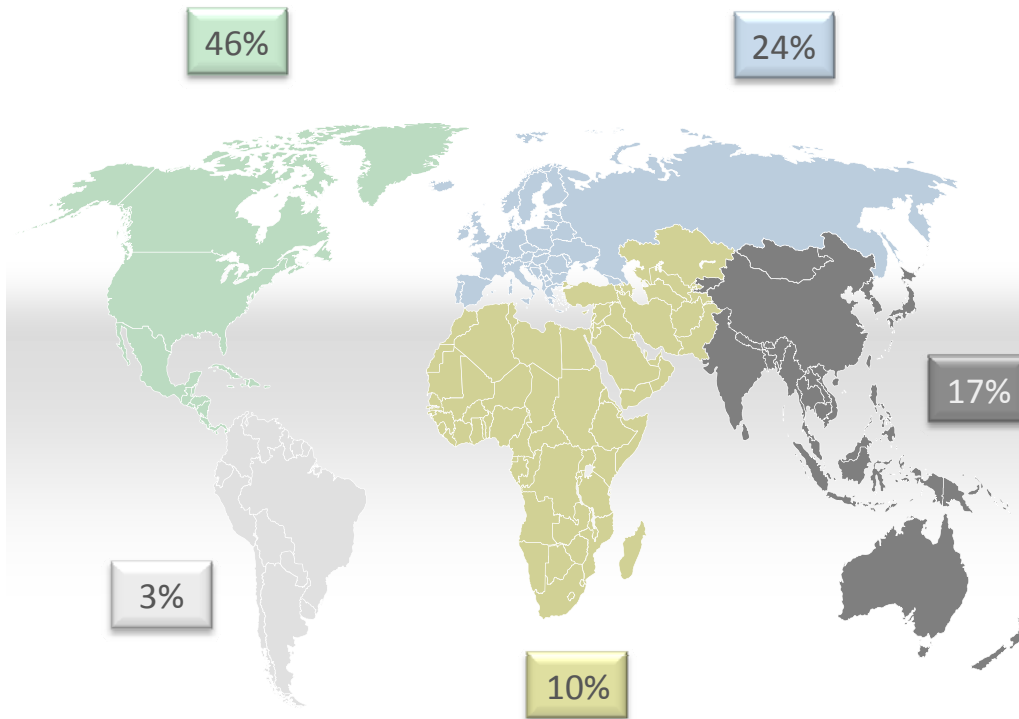
Note: 2011E % estimates as of 1/18/2012; 2011E dollar estimates as of 11/2/2011; pro forma for ClydeUnion acquisition

Flow Technology Is our Largest Segment and Has a Concentration in 3 Key End Markets

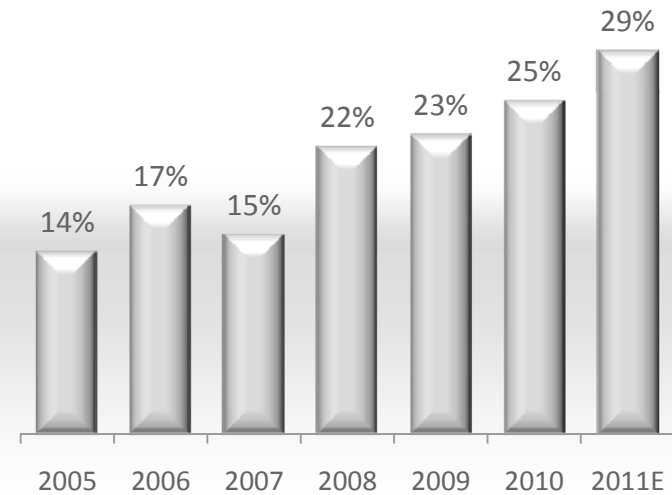


**Focused on Growth and Continuous Improvement Initiatives;
Flow Technology Is the Foundation of Long-Term Growth Strategy**

**2011E Pro Forma
Revenue % by Geography**



**Emerging Market Revenue %
of Total Reported Revenue**



Note: 2011E as of 1/18/2012 and pro forma for ClydeUnion acquisition

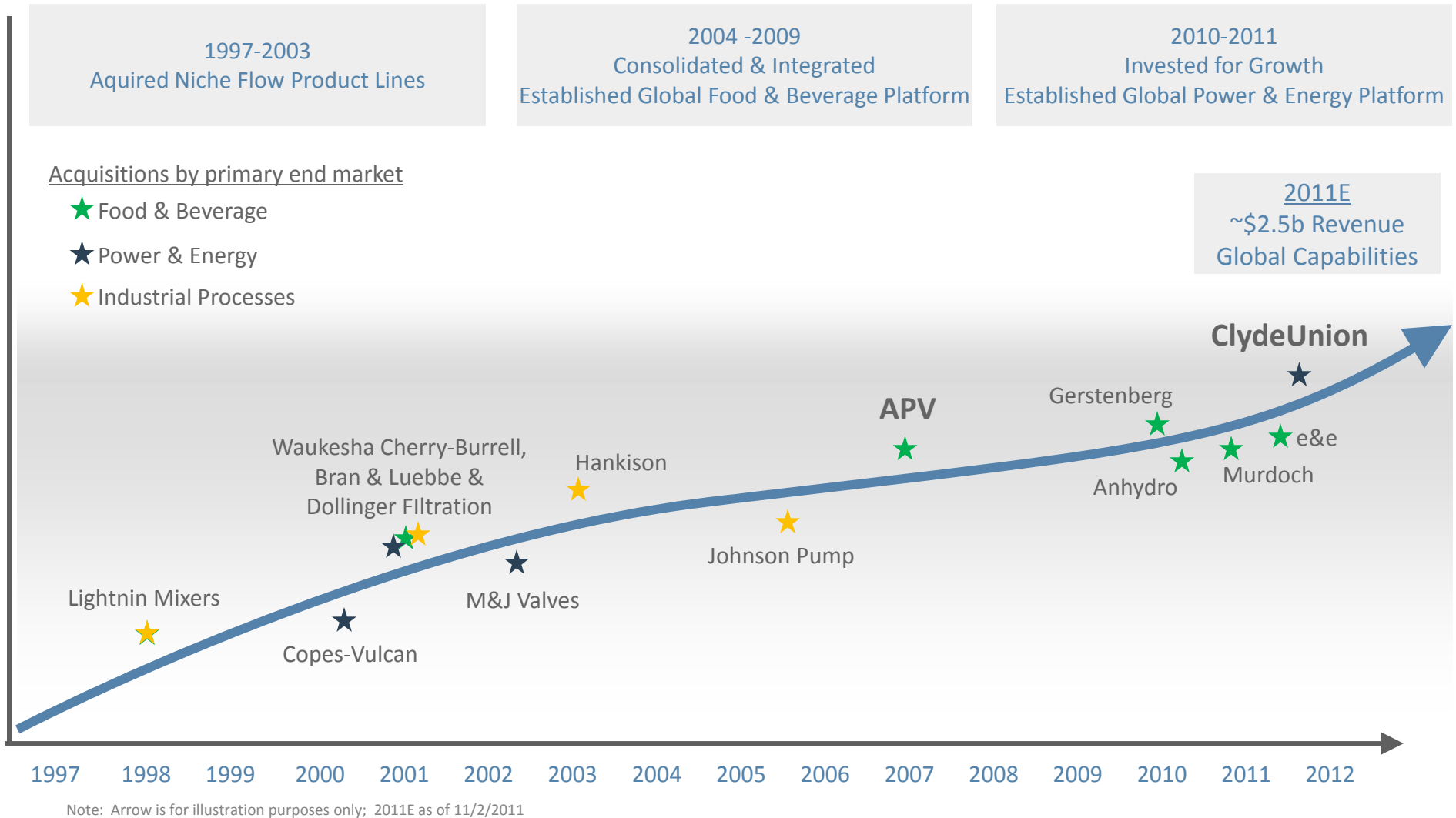
**Globalization Has Improved Growth Prospects;
Emerging Markets Have Provided Growth Opportunities**

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Key Business Developments

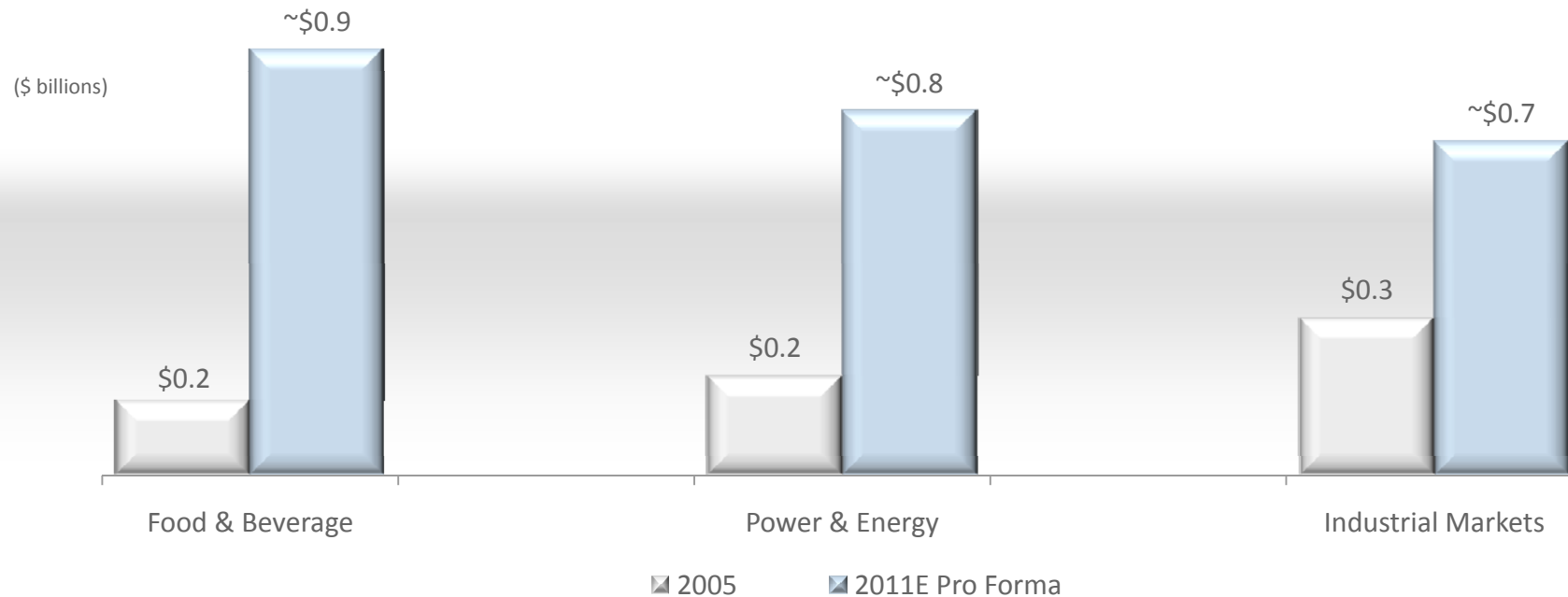
FLOW TECHNOLOGY X INFRASTRUCTURE X VEHICLE SERVICE SOLUTIONS

Flow Technology Development



Since 2005, ~85% of SPX Acquisition Capital Has Been Focused on Strategically Expanding Flow Technology Segment

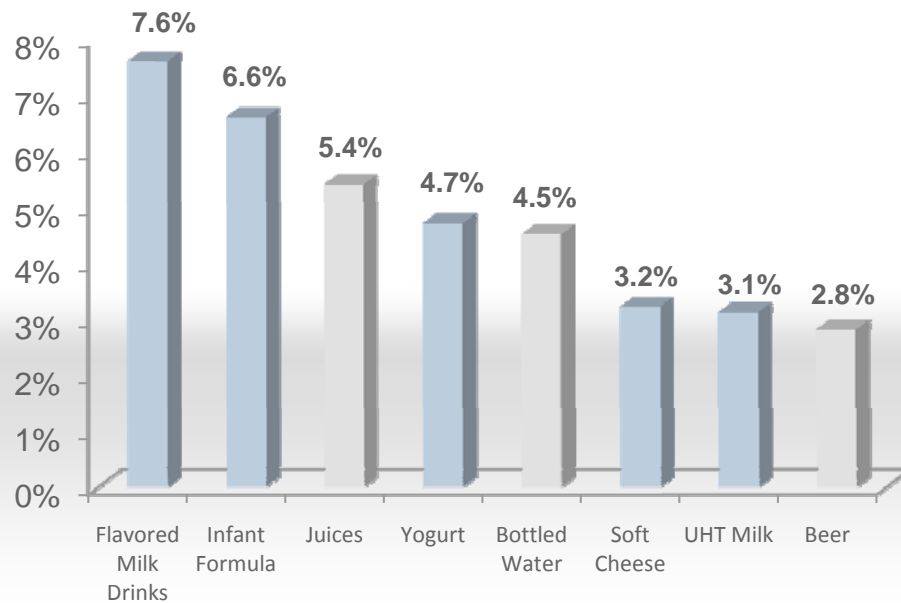
Flow Technology End Market Development



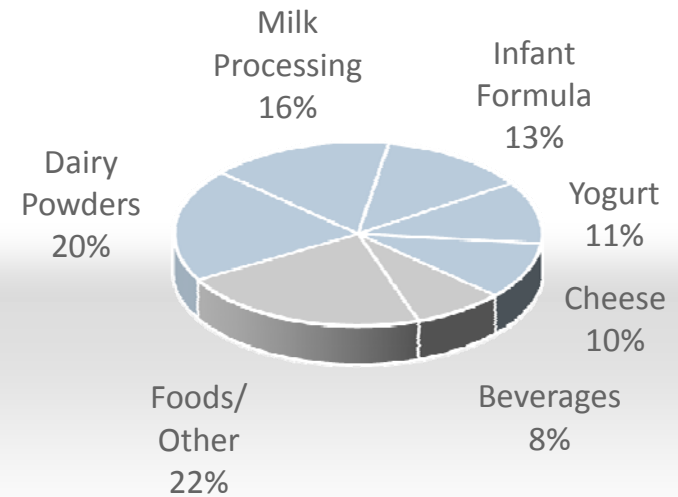
Note: 2011E % estimates as of 1/18/2012; 2011E dollar estimates as of 11/2/2011; pro forma for ClydeUnion acquisition

**Significantly Expanded Flow Technology Over the Past 6 Years;
 Today, SPX Flow Technology Is a \$2.5 Billion Global Business Concentrated in 3 Key End Markets**

**Expected CAGR by Product
Between 2011 and 2014**



**2011 New Capacity
Market Breakdown**



Source: MC Datum, DIN Consultancy

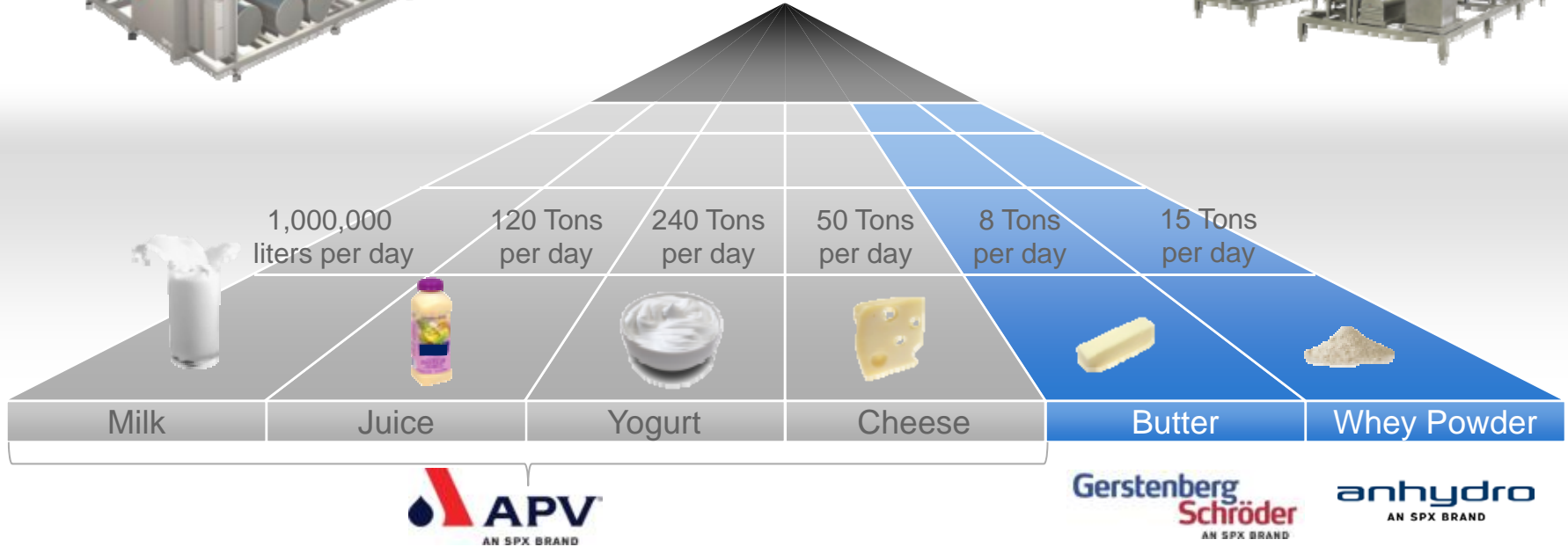
**Increased Consumer Demand for Dairy Related Products
Is a Key Driver of Capital Investment in Emerging Markets**

Dairy Products Factory Example



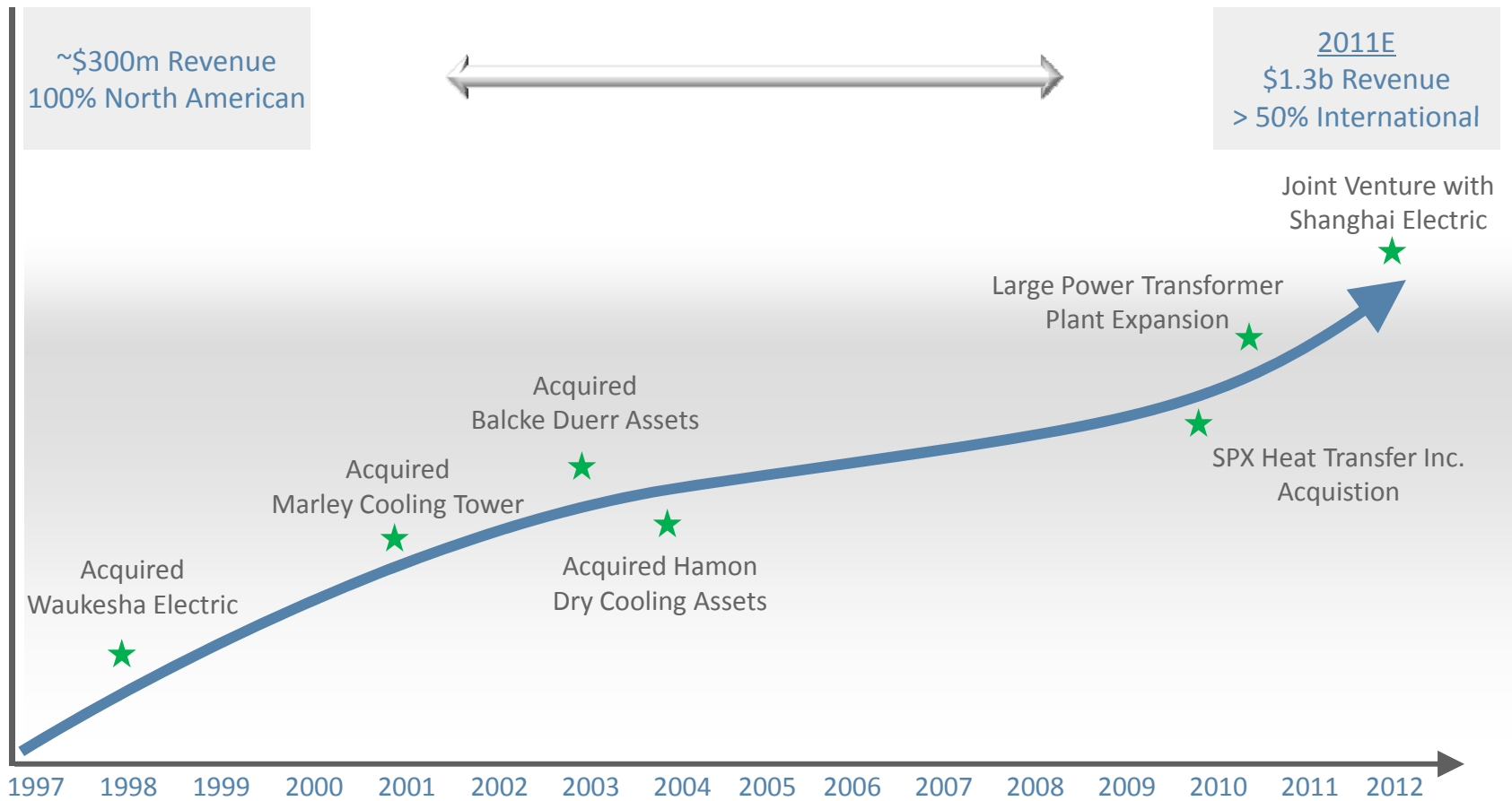
SPX FOOD+BEVERAGE

Dairy Products Factory



Acquisitions Have Expanded SPX's Capabilities as a Full Line Supplier of Dairy, Food & Beverage Process Solutions

Power Infrastructure Development

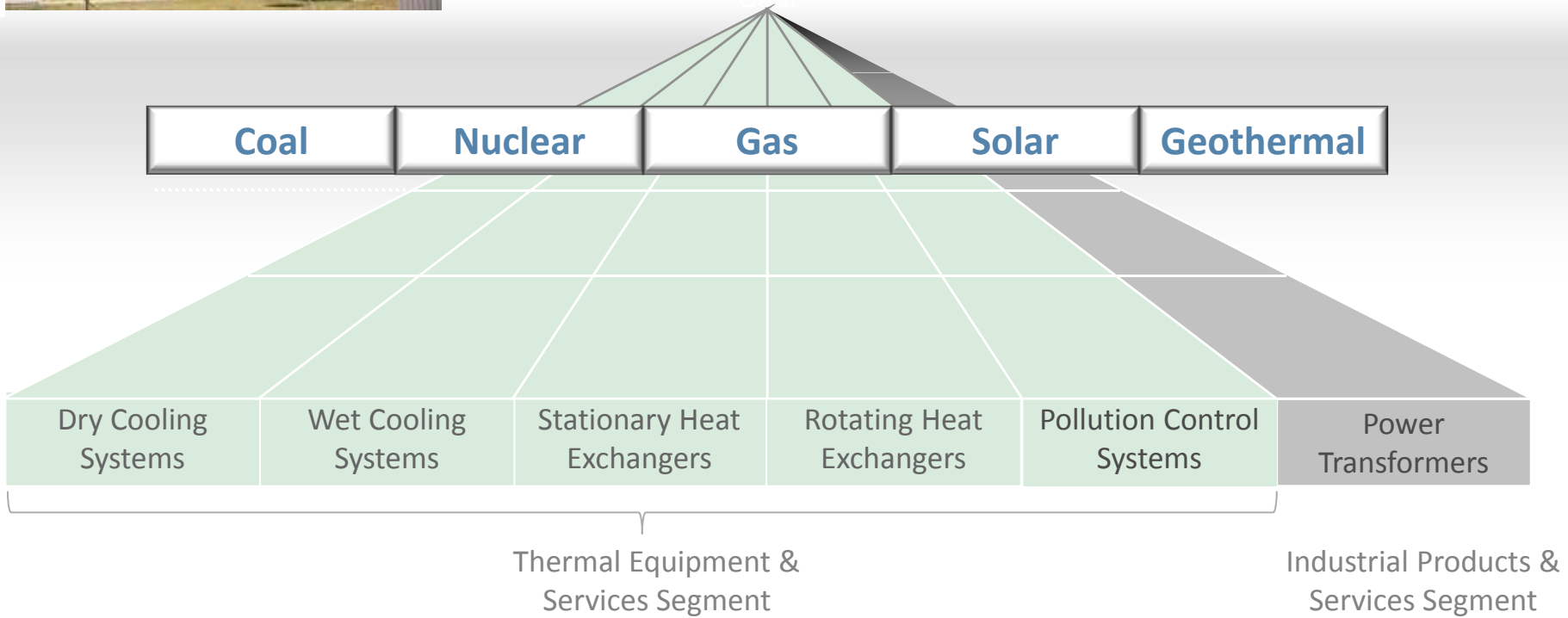


Note: Arrow is for illustration purposes only; 2011E as of 11/2/2011

**SPX Is a Leading Global Supplier of Thermal Heat Exchange Technologies
And a Leading Domestic Supplier of Power Transformers**

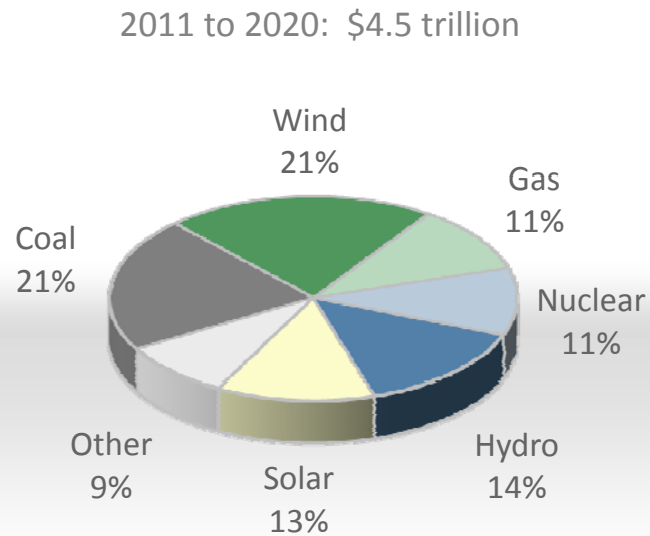


Power Generation Plant



Technology Solutions That Apply to Many Types of Power Generation

Estimated Global Investment in Power Plants



Key Investment Drivers:

- Electricity demand in emerging markets
- Retirement and refurbishment of coal plants in the U.S. in response to new EPA rules
- Investment in renewable power sources
- Review of nuclear policies

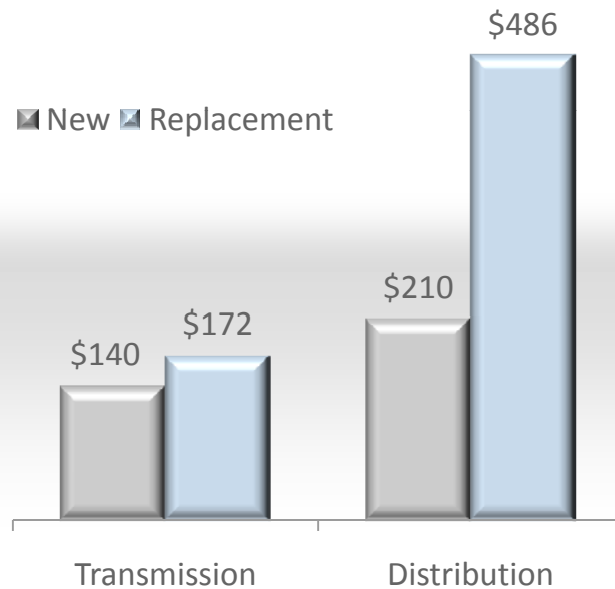
Source: WEO 2011 Copyright OECD/IEA, 2011; Figure 5.13, page 193, as modified by SPX Corporation

Estimated \$4.5 Trillion Investment in Power Generation Infrastructure During This Decade

(\$ billions)

Estimated U.S. Investment in T&D Infrastructure

2011 to 2035: \$1 trillion



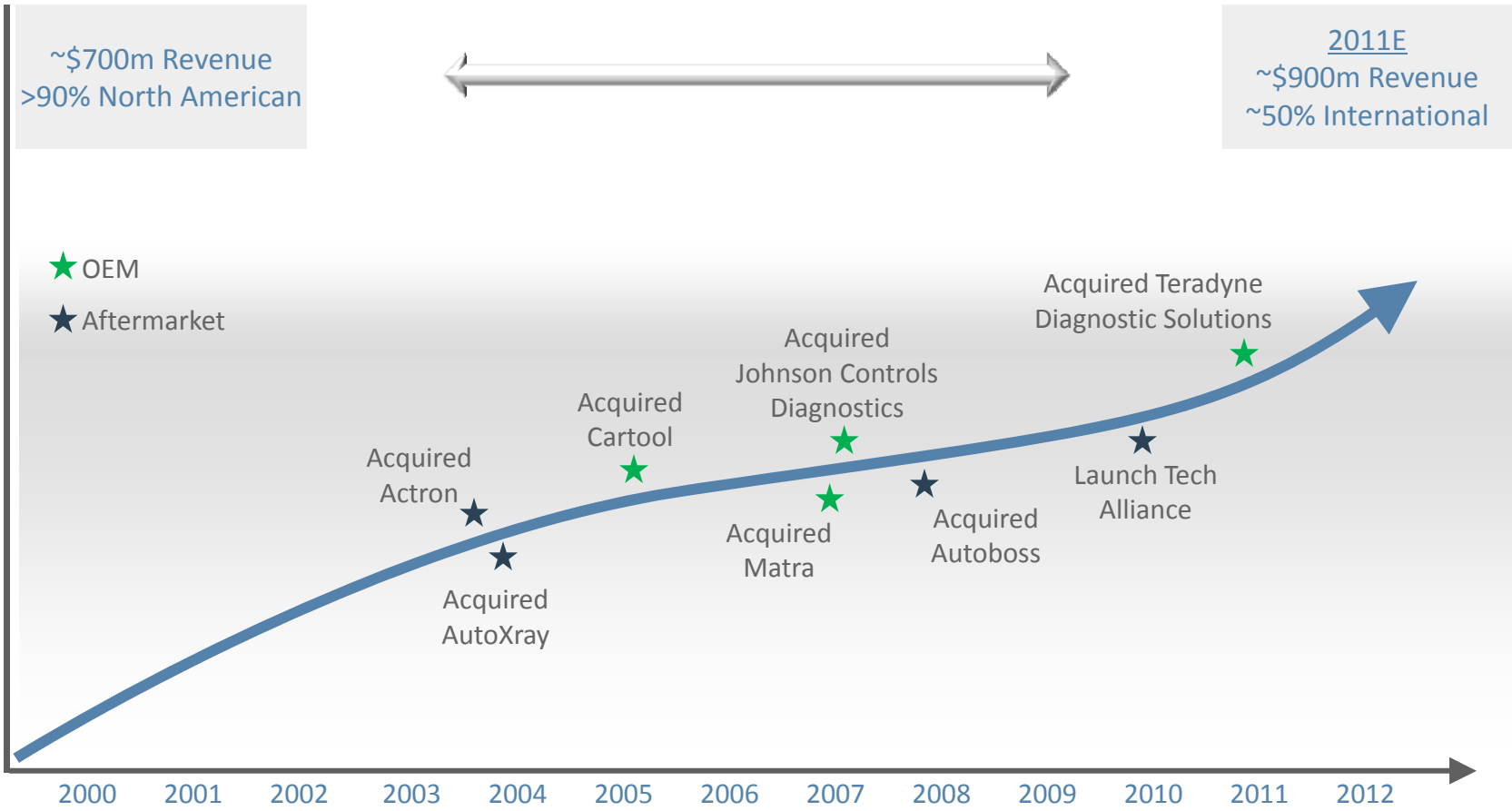
Key Investment Drivers:

- Aging transmission and distribution grid
- Need to connect new wind and solar power generation to existing grid
- Need to connect new baseload investment in natural gas and nuclear

Source: WEO 2011 Copyright OECD/IEA, 2011; Table 5.6, page 199, as modified by SPX Corporation

**~\$1 Trillion of Total Estimated Investment in U.S. T&D Infrastructure;
~65% of Investment Expected Is Related to Replacement of Aged Infrastructure**

Vehicle Service Solutions Development



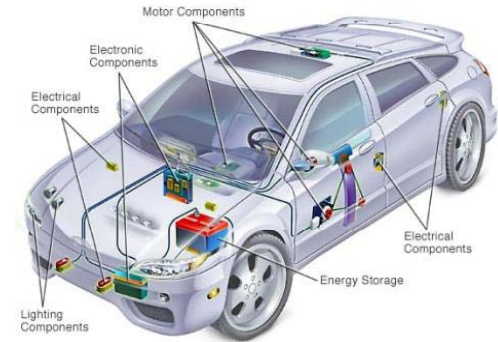
Note: Arrow is for illustration purposes only; 2011E as of 11/2/2011

**Investments Have Increased Global Capabilities,
Customer Base and Breadth of Technology**

Vehicle Service Solutions



Vehicle Service Solutions



OEM Dealerships

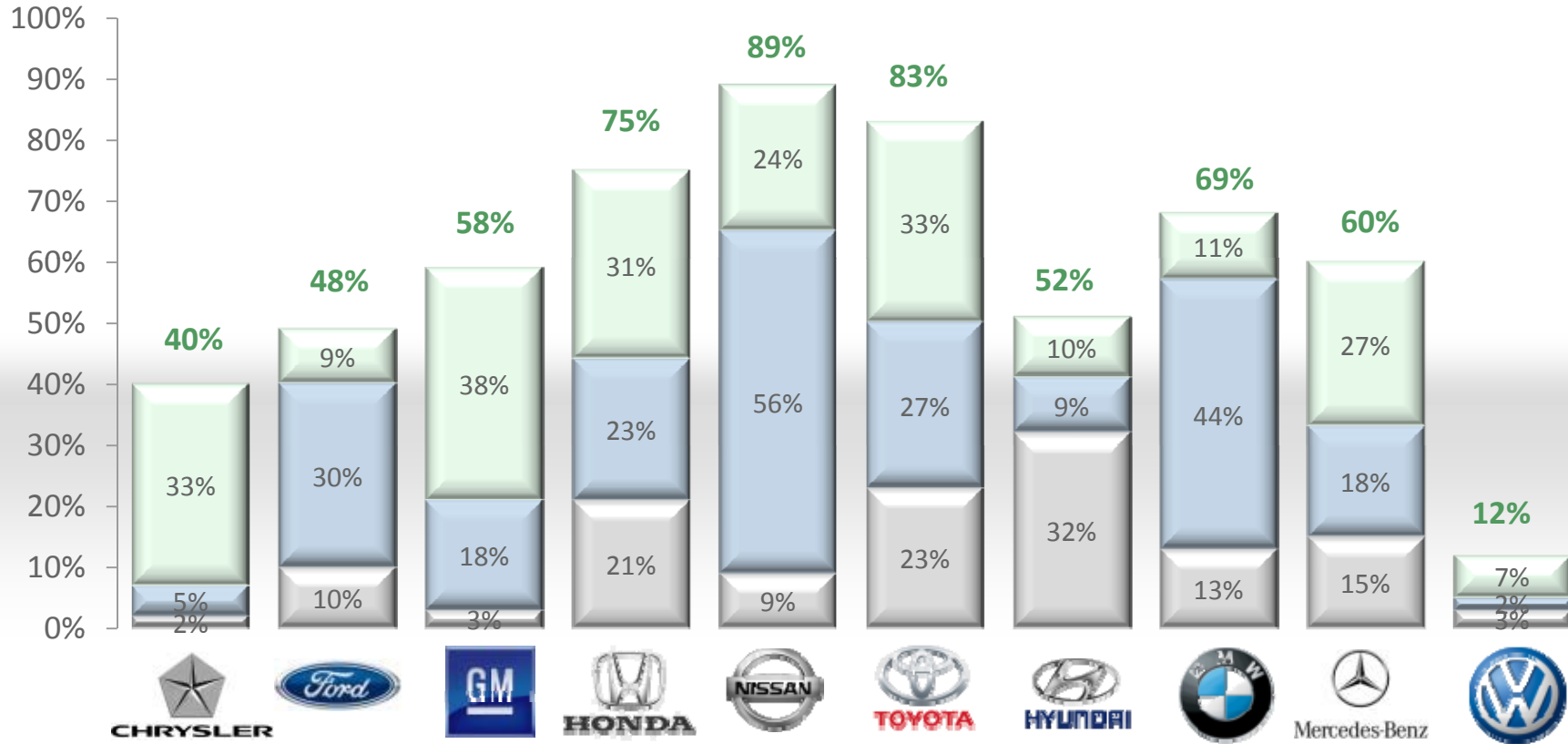
SPX Is a Leading Global Supplier of Specialized Service Solutions for Vehicle Maintenance

Replacement Rate of New Vehicles



**% Volume Replaced by
New Models 2011 - 2013**

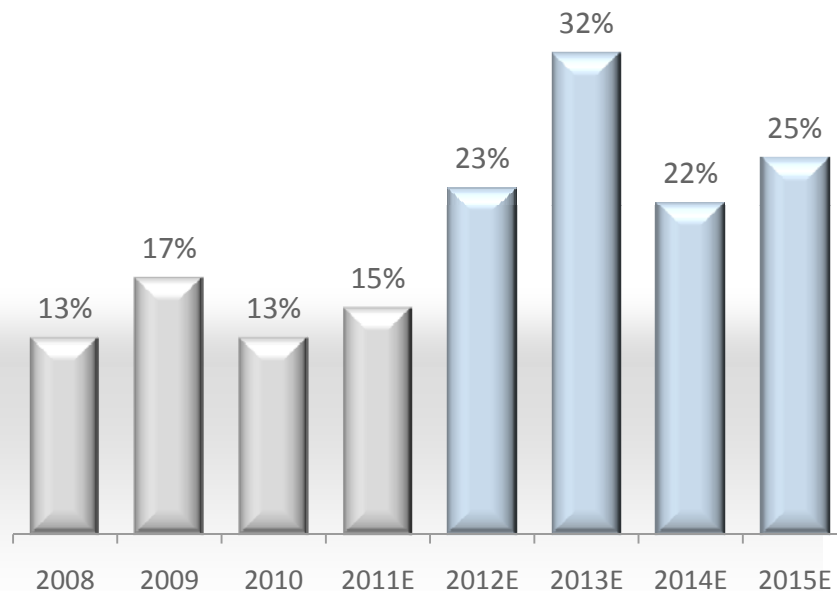
■ 2011 ■ 2012 ■ 2013



Source: Morgan Stanley Research; Ryosuke Hoshino's "Autos" published December 2011; Exhibit 46, page 31 as modified by SPX

**Pace of New Model Introductions Expected to Accelerate in 2012-2013;
New Model Introductions Are a Key Driver of Demand for Our Vehicle Service Offerings**

Annual Replacement Rate



- On average, the industry replaced ~16% of its volume each year with new models between 1991-2011
- The annual replacement rate is expected to increase to ~26% on average over the next 4 years

Source: Bank of America Merrill Lynch Global Research; John Murphy's "Car Wars" published May 2011; Chart 5, page 12 as modified by SPX

**Industry Replacement Rate Expected to Ramp Up in 2012 to 2015 Period;
An Annual Average of 46 New Model Launches Are Expected Between 2012 to 2015**

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2012 Guidance

FLOW TECHNOLOGY X INFRASTRUCTURE X VEHICLE SERVICE SOLUTIONS

Segment Structure

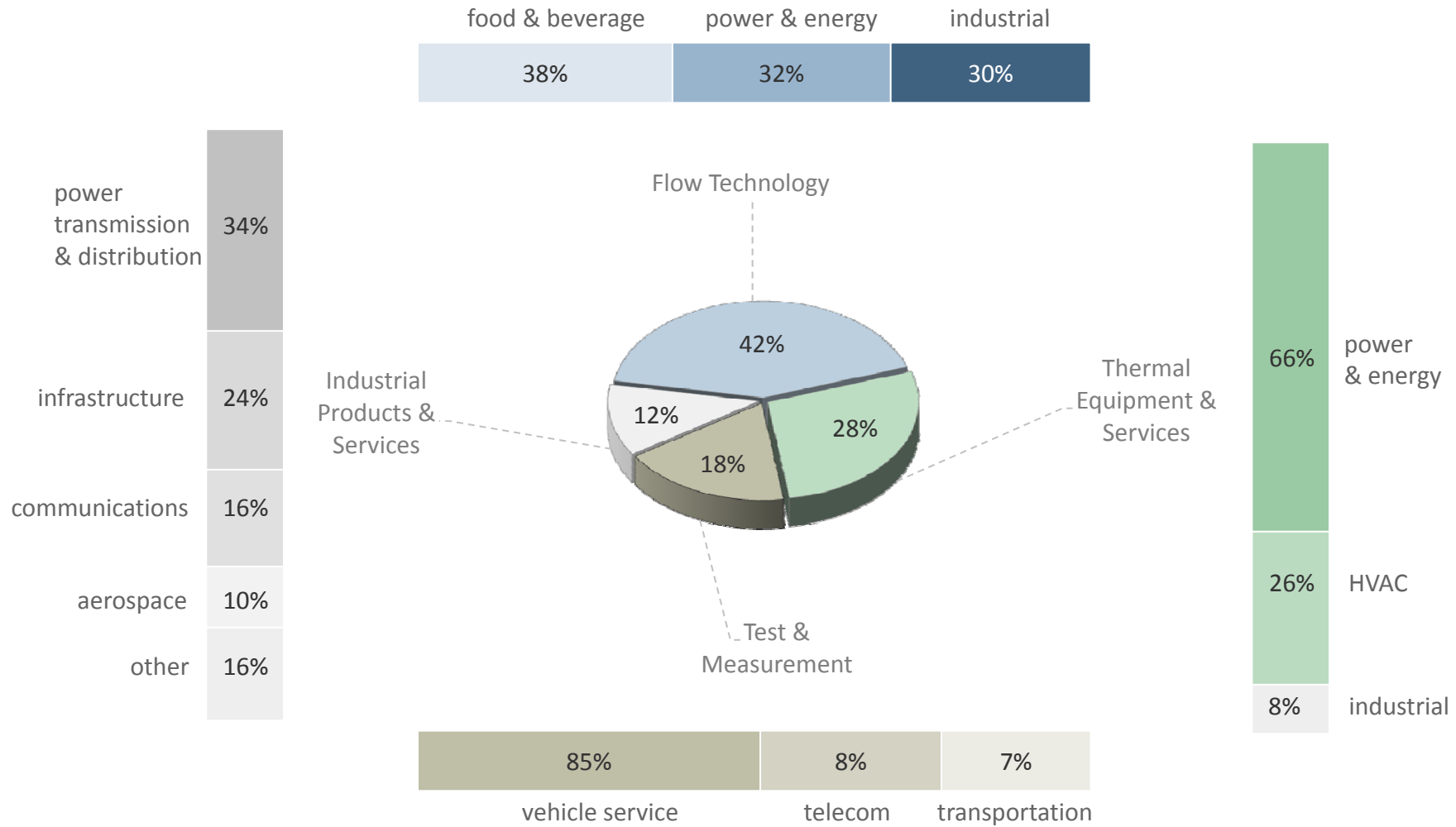


Flow Technology	Thermal Equipment & Services	Test & Measurement	Industrial Products & Services
			
<ul style="list-style-type: none"> ▪ 2011E Revenue: ~\$2.5b ▪ Key markets: <ul style="list-style-type: none"> □ Food & Beverage □ Power & Energy □ Industrial Processes ▪ Primary products: <ul style="list-style-type: none"> □ Pumps □ Valves □ Heat Exchangers □ Homogenizers □ Mixers 	<ul style="list-style-type: none"> ▪ 2011E Revenue: ~\$1.6b ▪ Key markets: <ul style="list-style-type: none"> □ Power Generation □ HVAC ▪ Primary products: <ul style="list-style-type: none"> □ Cooling Systems □ Heat Exchangers □ Pollution Control Systems □ Heating Products 	<ul style="list-style-type: none"> ▪ 2011E Revenue: ~\$1.1b ▪ Key markets: <ul style="list-style-type: none"> □ Vehicle Service □ Transportation □ Telecommunications ▪ Primary products: <ul style="list-style-type: none"> □ Diagnostic Systems □ Repair Tools & Equipment □ Fare Box Collection Systems □ Underground Cable & Pipe Locators 	<ul style="list-style-type: none"> ▪ 2011E Revenue: ~\$0.7b ▪ Key markets: <ul style="list-style-type: none"> □ Power T&D □ Infrastructure □ Communications ▪ Primary products: <ul style="list-style-type: none"> □ Power Transformers □ Hydraulic Technologies □ Communication Technologies □ Aerospace Components

Note: 2011E as of 11/2/2011 and pro forma for ClydeUnion acquisition

Financial Results Reported in 4 Segments

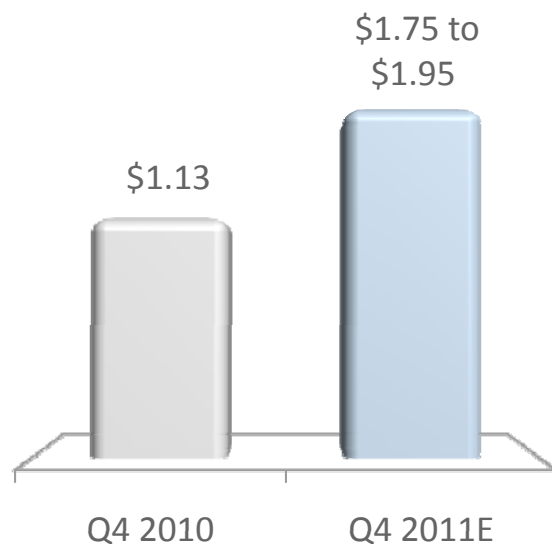
2011E Pro Forma Revenue Breakdown



Note: 2011E as of 1/18/2012; pro forma for ClydeUnion acquisition

**Flow Technology Is Largest Segment at 42% of Total Sales;
Power & Energy Is Largest End Market at 38% of Total Sales**

Q4 Adjusted Earnings Per Share



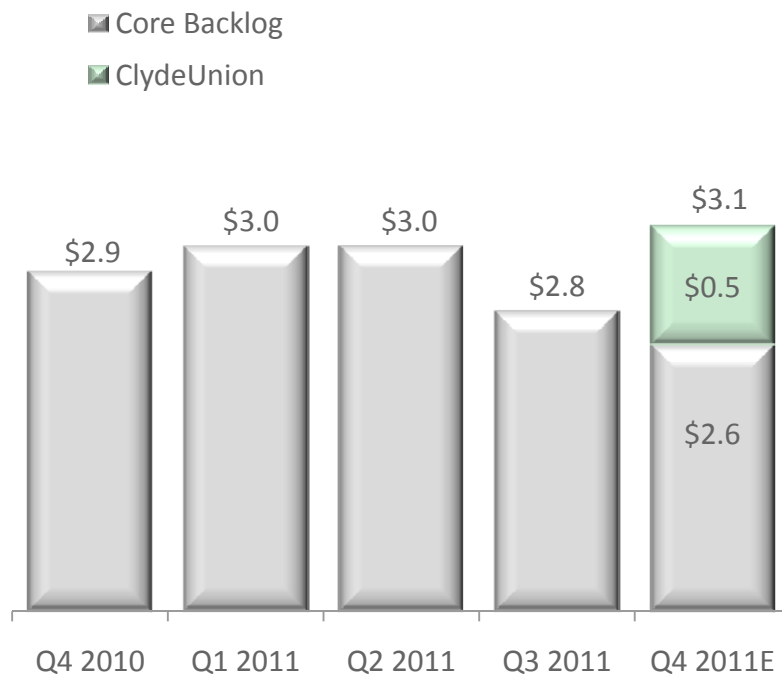
- Existing Q4 2011 EPS guidance: \$1.75 to \$1.95
- Expect to report Q4 EPS towards the bottom of guidance range and on an adjusted basis excluding certain expected non-recurring items
- Notable changes to segment income expectations:
 - Thermal project charge: ~(\$0.20)
 - Currency: ~(\$0.06)
- Expect to report actual Q4 and full year results on February 16th

Note: 2011E as of 11/2/2011; See appendix for non-GAAP reconciliation

**Expect Q4 2011 EPS to Be Near the Bottom of Guidance Range
On an Adjusted Basis Excluding Certain Expected Items**

(\$ billions)

Quarter End Backlog



- Q4 2011E ending backlog reflects:
 - Double digit Q4 revenue growth
 - ClydeUnion acquisition

- 14% increase sequentially:
 - 19% acquisition growth
 - (3%) organic decline
 - (2%) currency impact





- ~75% of Q4 backlog expected to be converted to revenue in 2012

Note: 2011E as of 1/18/2012

**~39% of 2012E Revenue Is in the Ending Q4 2011 Backlog;
2/3 of Revenue Is Short-Cycle and 12 Month Visibility Is Limited**

2012 Segment Targets



Flow Technology	Thermal Equipment & Services	Test & Measurement	Industrial Products & Services
			
<p><u>Revenue</u></p> <p>+33% to +38%</p> <p><u>Segment Income Margin</u></p> <p>11.5% to 12.0%</p> <p>Note: ~100 points of margin dilution from ClydeUnion acquisition</p>	<p><u>Revenue</u></p> <p>(9%) to (14%)</p> <p><u>Segment Income Margin</u></p> <p>8.2% to 8.7%</p>	<p><u>Revenue</u></p> <p>0% to +5%</p> <p><u>Segment Income Margin</u></p> <p>10.8% to 11.3%</p>	<p><u>Revenue</u></p> <p>+10% to +15%</p> <p><u>Segment Income Margin</u></p> <p>9.7% to 10.2%</p>

**Targeting Total Consolidated Revenue Growth Between 9% and 14% in 2012;
Expect Revenue Growth in 3 of 4 Segments**

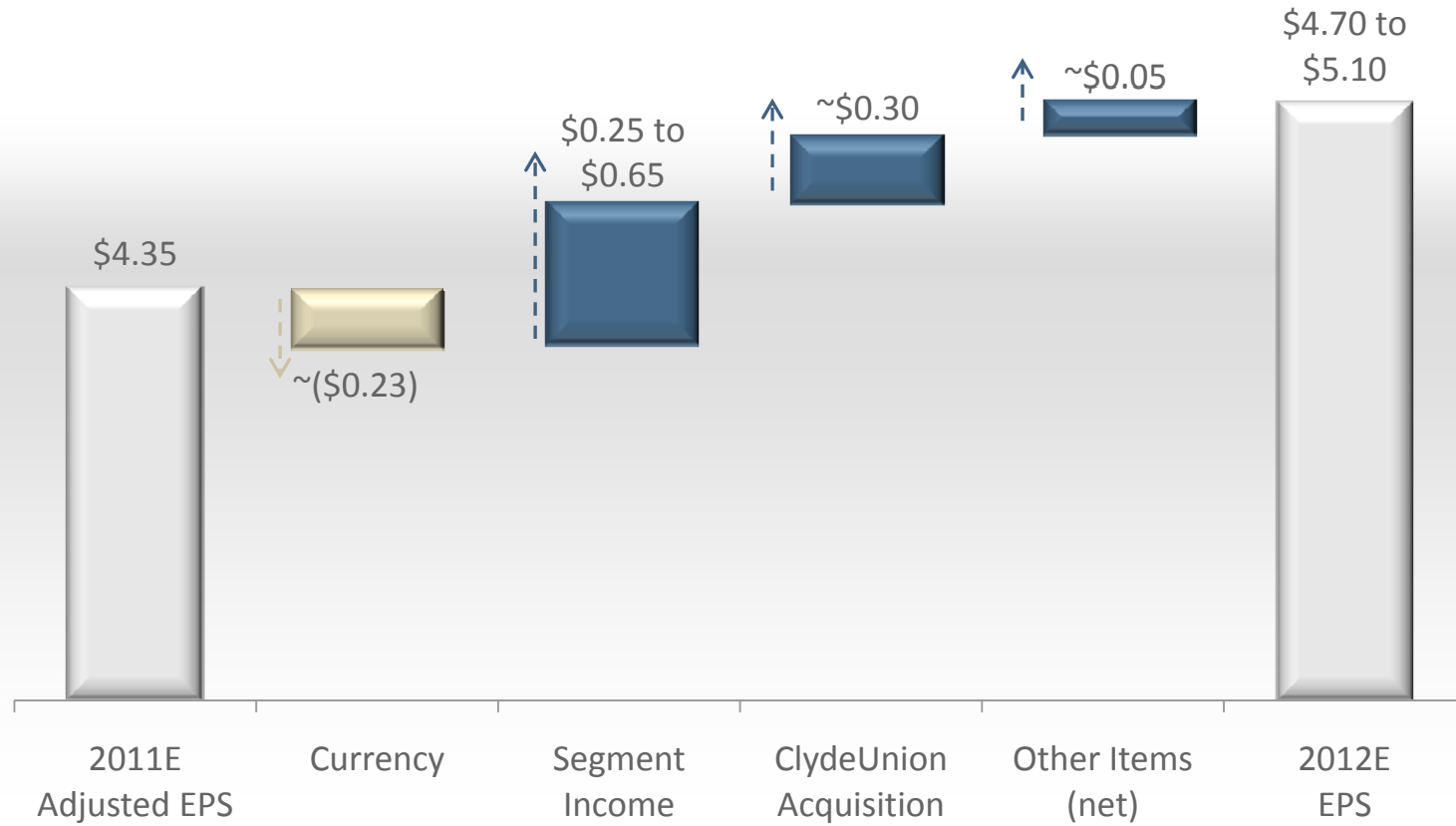
2012 Full Year Consolidated Financial Targets



Revenue	\$6.00b to \$6.25b	acquisition growth: 11% to 12% organic growth: 1% to 5% currency: ~(3%)
Segment Income Margin <i>Excluding ClydeUnion</i>	10.4% to 10.9% <i>10.8% to 11.3%</i>	40 points of acquisition dilution
Earnings Per Share	\$4.70 to \$5.10	EPS mid-point: \$4.90
Free Cash Flow	\$240m to \$280m	~100% of net income

Note: Revenue comparisons based on 2011E mid-point estimates as of 11/2/2011; see appendix for non-GAAP reconciliations

**Targeting Total Revenue Growth Between 9% and 14%
and Double Digit Earnings Growth in 2012**



Note: 2011E adjusted EPS as of 11/2/2011; see appendix for non-GAAP reconciliations

Expect Organic Growth and ClydeUnion Acquisition to be the Primary Drivers of Earnings Growth

EPS Mid-Point Model



(\$ millions, except per share data)

	<u>2012E</u>
Revenue	\$6,125
Segment income margin	10.6%
Corporate expense	(100)
Pension / PRHC	(39)
Stock-based compensation	(43)
Special charges	(25)
Operating Income	\$443
<i>% of revenues</i>	7.2%
Equity earnings in J/V	39
Other expense	(0)
Interest expense, net	(119)
Pre-Tax Income from Continuing Operations	\$364
Income tax provision	(102)
Income from Continuing Operations	\$261
Less income attributable to noncontrolling interests, net of tax	(6)
Net Income from continuing operations attributable to SPX	\$255
Tax rate	28%
Weighted average dilutive shares outstanding	52m
EPS Mid-Point from continuing operations	\$4.90

2012 EPS Guidance Mid-Point of \$4.90

Q1 2012E Consolidated Financial Analysis



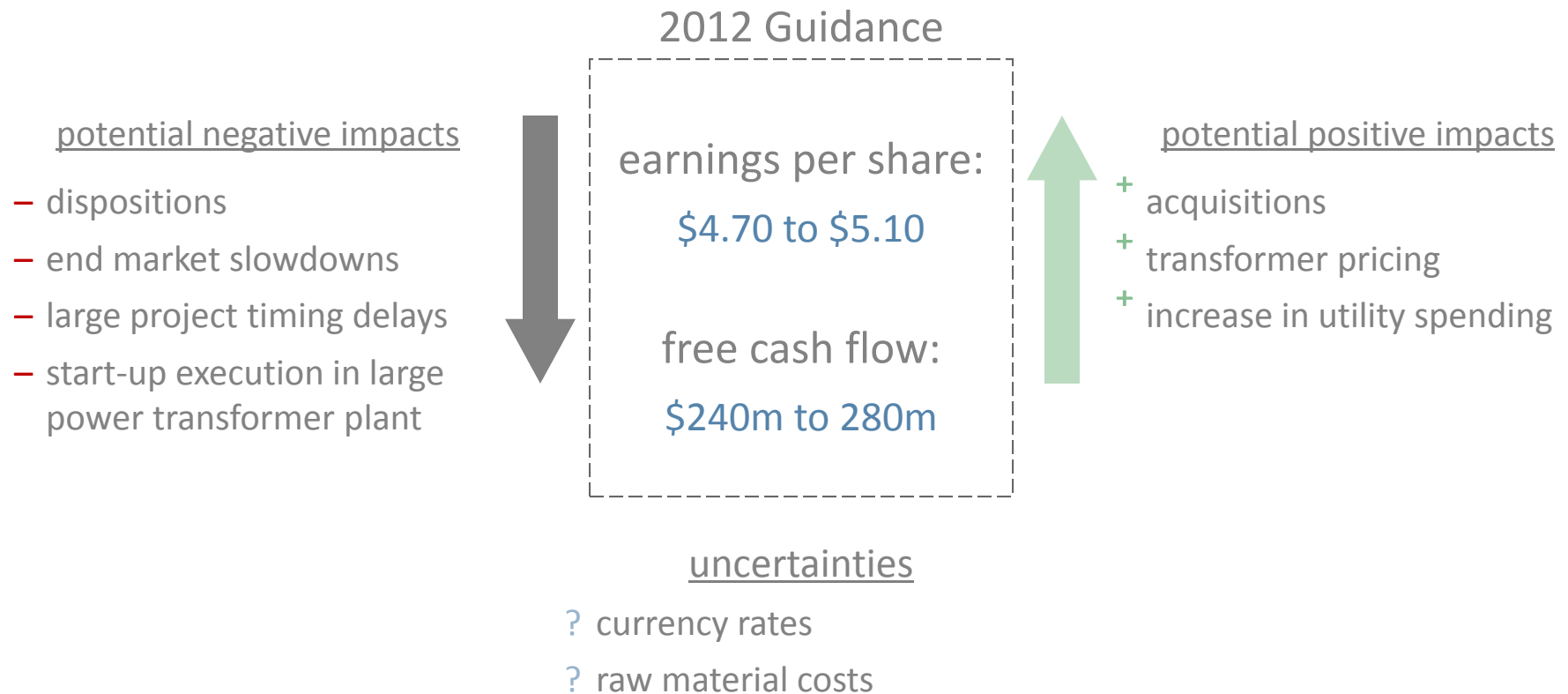
(\$ millions, except per share data)

	<u>Q1 2012E</u>	<u>Year-Over-Year EPS Bridge</u>	
Revenue	\$1,370 to \$1,410	Q1 2011 EPS	\$0.49
Segment Income	\$100 to \$107	<ul style="list-style-type: none"> ▪ Thermal Segment Income (\$0.15) ▪ Q1 2011 insurance recovery ⁽¹⁾ (\$0.08) ▪ Large Power start-up costs (\$0.05) ▪ Net other items \$0.06 	
Segment Income Margin	7.2% to 7.7%		
Earnings Per Share	\$0.20 to \$0.35	Q1 2012E EPS Mid-Point	\$0.27

⁽¹⁾ A one-time insurance recovery of \$6.3m was recorded in the Industrial Products and Services segment income in Q1 2011

Expect Q1 EPS to be Down Year-Over-Year

2012 Guidance Upsides & Downsides



**Certain Events Could Influence Earnings Per Share;
\$1m of Net Income Equals ~\$0.02 of Earnings Per Share**

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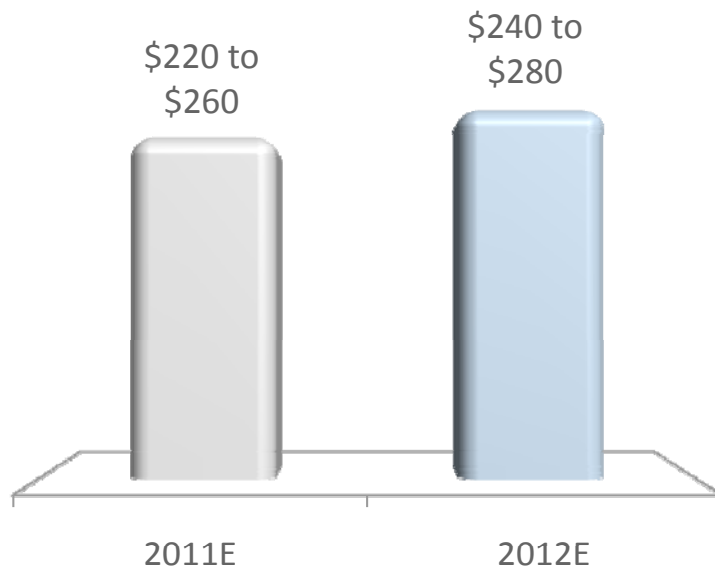
Capital Structure

FLOW TECHNOLOGY X INFRASTRUCTURE X VEHICLE SERVICE SOLUTIONS

Free Cash Flow



(\$ millions)



- 2012E Free Cash Flow includes:
 - Capital spending at \$130m
 - ~\$55m of pension funding
 - ~\$25m of restructuring
- Expect quarterly trend to follow historical seasonal pattern:
 - Net cash investment in Q1
 - Strong second half performance

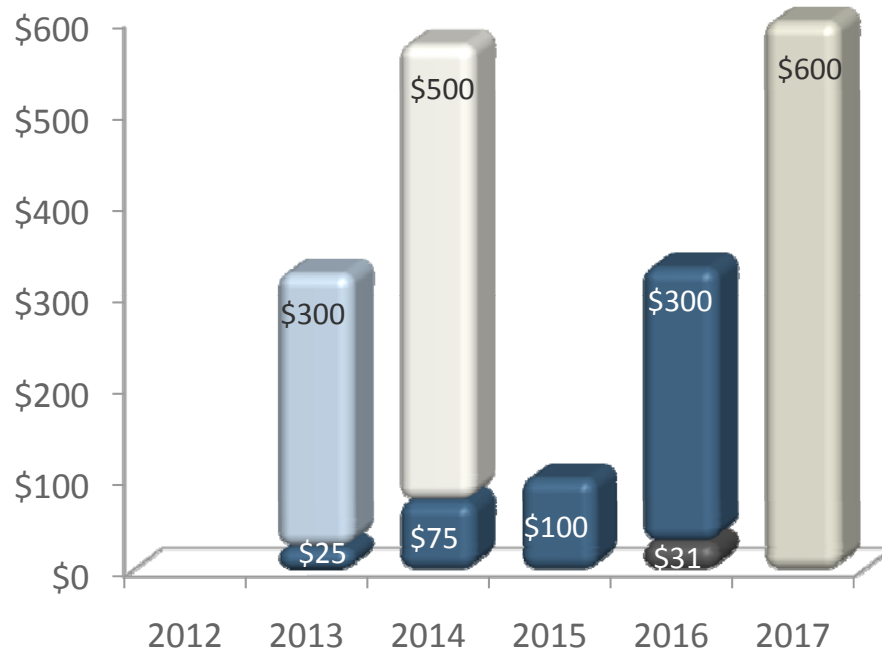
⁽¹⁾ 2011E as of 11/2/2011 and excludes free cash flow items related to the ClydeUnion acquisition including a \$40m purchase of ClydeUnion's facility in Glasgow
Note: See appendix for non-GAAP reconciliation

Targeting ~100% Conversion of Net Income in 2012E

Debt Repayment Schedule



(\$ millions)



- Entered into a new 5-year \$2,600 syndicated credit facility in 2011:
 - \$600 Domestic and global revolver
 - \$1,200 Credit instrument facility
 - \$500 Term loan A – ClydeUnion
 - \$300 Term loan X – ClydeUnion

- Balanced debt maturities through 2017

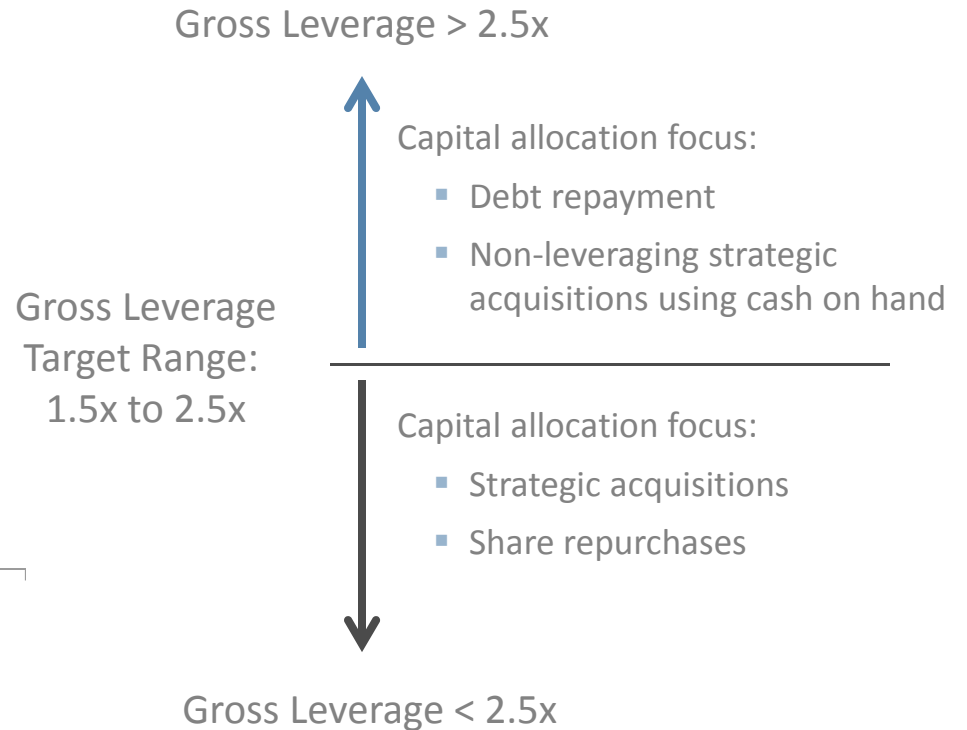
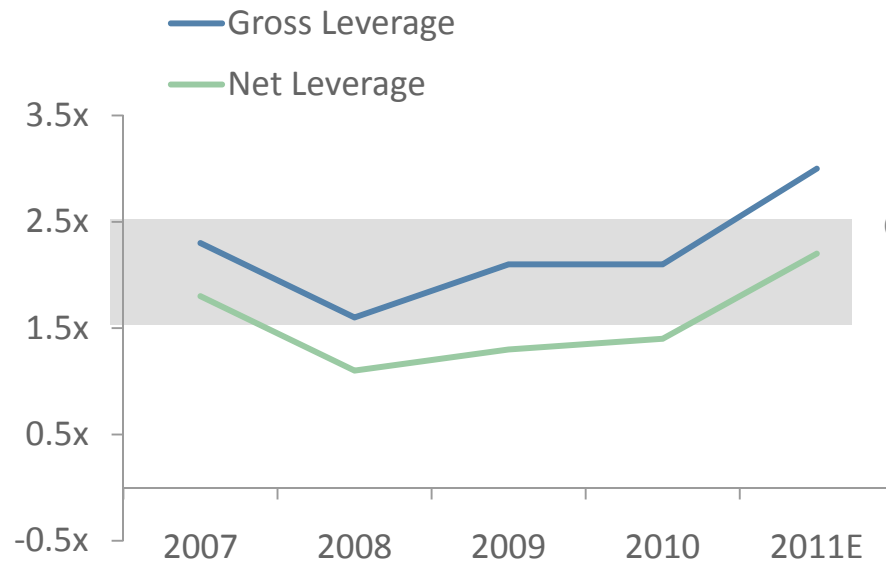
- \$300m Term Loan X
- \$500m Term Loan A
- 7.625% Senior Notes
- 6.875% Senior Notes
- Revolver

**57% of Debt Is Fixed Rate;
No Significant Debt Payments Required in 2012**

Leverage Ratios



Debt to EBITDA*



*EBITDA is as defined in SPX's credit facility; see appendix for non-GAAP reconciliation
 Note: 2011E as of 1/18/2012

Disciplined Approach to Capital Allocation

Projected Liquidity



(\$ millions)

Estimated cash on hand at 12/31/2011	\$537
Available credit lines	\$485
	<hr/>
Estimated liquidity at 12/31/2011	\$1,022
2012E free cash flow	\$260
Minimum debt repayments	(\$31)
Expected dividend payments	(\$52)
	<hr/>
Projected liquidity at 12/31/2012	\$1,199

Note: Our ability to access these sources under our various facilities may be limited by the terms of our credit facility and by tax regulations that pertain to cash in overseas locations

Note: 2011E as of 11/2/2011; See appendix for non-GAAP reconciliations

>\$1 Billion of Projected Liquidity in 2012



FOOD & BEVERAGE



POWER & ENERGY



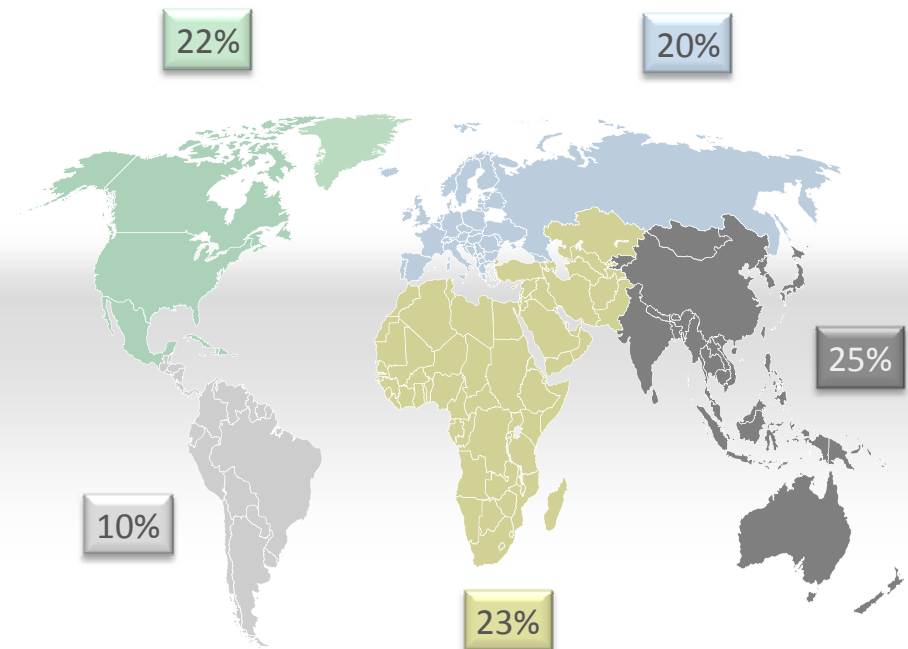
INDUSTRIAL PROCESSES



Flow Technology

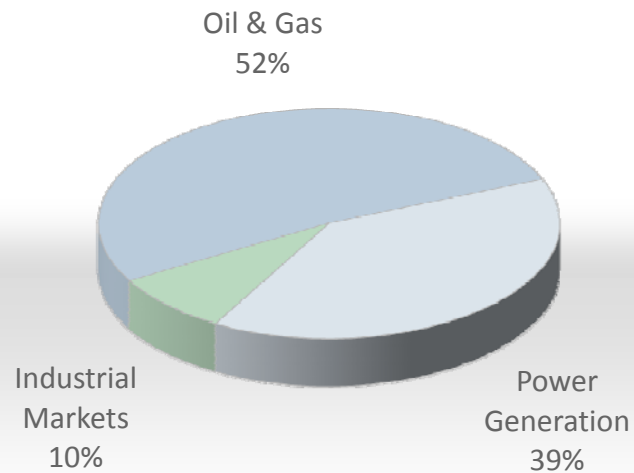
- ClydeUnion Pumps is a leading global supplier of Pump Technologies into oil & gas, power generation and industrial markets
- Based in the U.K.
- Global capabilities with ~2,000 employees:
 - 8 manufacturing plants
 - 25 service centers
- Revenue breakdown:
 - ~60% original equipment
 - ~40% aftermarket or service

Revenue % by Geography



**ClydeUnion Designs, Manufactures and Services
Centrifugal Pumps, Reciprocating Pumps and Other Pumping Solutions**

Revenue by End Market



Applications

- Upstream oil & gas
- Downstream oil & gas
- Nuclear power generation
- Conventional power generation
- Water desalination
- Mining & minerals
- Offshore and marine

**ClydeUnion Designs, Manufactures and Services
Centrifugal Pumps, Reciprocating Pumps and Other Pumping Solutions**

ClydeUnion Acquisition Terms

Final Transaction Terms

- Purchase Price:
 - £500m (~\$800m)
 - Potential earnout up to £250m (~\$390m) based on 2012 EBITDA performance

Financing Structure

- \$300m, 18-month term loan
- \$500m, 5-year term loan
- Average interest rate <3%

2012 Accretion Analysis

- Net operating profit: \$45m to \$50m
- Interest expense & debt service fees: (\$25m)
- Pre-tax earnings ~\$22m
 - Tax rate: 28%
 - Share count: 52m

EPS accretion: ~\$0.30

Cash/share accretion: ~\$0.60

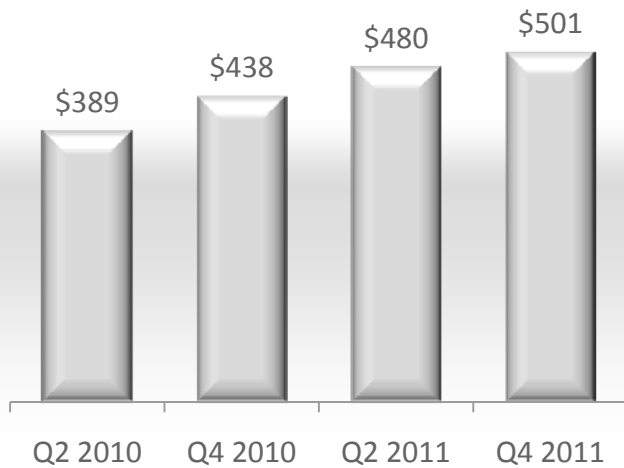
**Acquisition Completed on December 22, 2011;
Expect ~\$0.30 of EPS Accretion in 2012**

ClydeUnion Backlog and Revenue

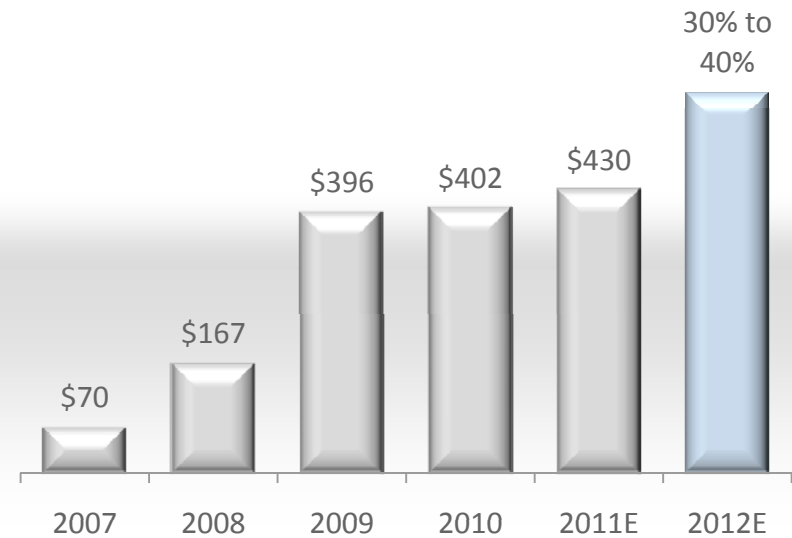


(\$ millions)

Quarterly Backlog*



Annual Revenue*



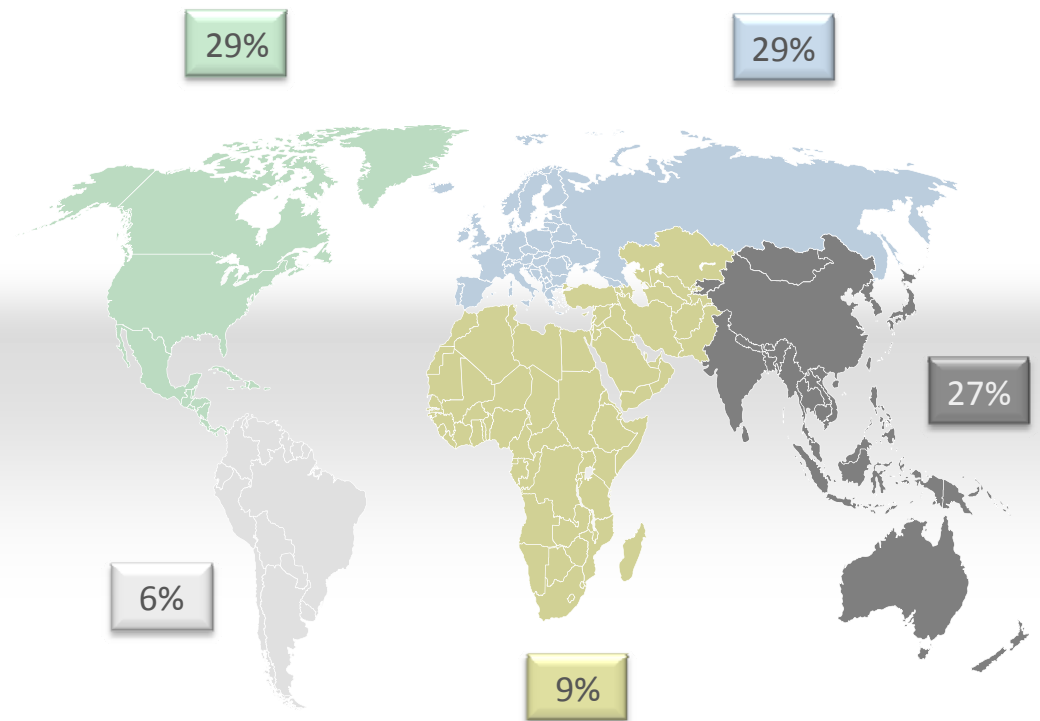
* Data for all periods presented is converted using a 1.55 British Pound to U.S. Dollar exchange rate

Note: ClydeUnion's historical financial data is based on IFRS standards

**~85% of Backlog Expected to Be Converted to Revenue in 2012;
Targeting 30% to 40% Revenue Growth in 2012**

2011E Pro Forma Revenue % by Geography

- 2011E pro forma revenue: ~\$2.5b
- SPX Flow Technology is a leading global supplier of custom engineered process solutions
- Key markets served:
 - food & beverage
 - power & energy
 - industrial processes
- Global capabilities with ~8,000 employees worldwide



Note: 2011E as of 11/2/2011; revenue split as of 1/18/2012; pro forma for ClydeUnion

SPX Flow Technology Is a Leading Global Supplier of Custom Engineered Process Solutions

Food & Beverage



- Design, manufacture and service highly engineered food processing components, modular systems and full-line food processing plants
- Primary products:
 - ▣ Pumps
 - ▣ Valves
 - ▣ Heat exchangers
 - ▣ Homogenizers
 - ▣ Mixers

Power & Energy



- Design and manufacture highly engineered components and modular systems used in the processing and transportation of oil & gas and power generation
- Primary products:
 - ▣ Pumps
 - ▣ Valves
 - ▣ Filters
 - ▣ Dryers

Industrial Processes



- Supply highly engineered components into various industrial processes including:
 - ▣ Mining & minerals
 - ▣ Chemical
 - ▣ Marine
 - ▣ Water
- Primary products:
 - ▣ Heat exchangers
 - ▣ Mixers
 - ▣ Pumps
 - ▣ Air treatment

Strategically Positioned as a Leading Global Supplier of Engineered Components and Process Solutions into Global, Growth Oriented End Markets

Flow Technology Customer Examples



Food & Beverage



Power & Energy

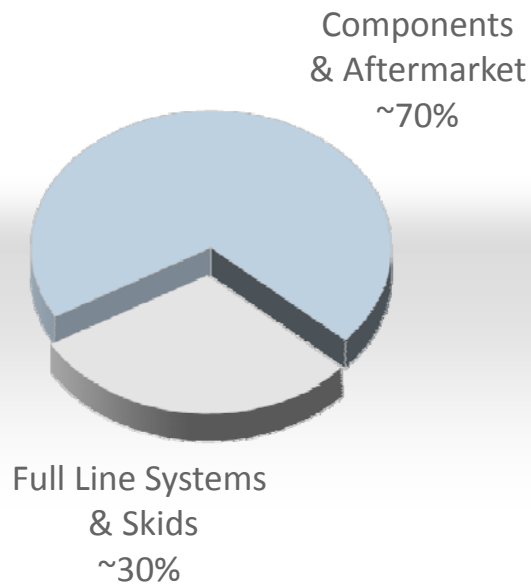


Industrial Processes



Well Recognized, Diverse, and Global Customer Base;
Continue to Focus on Expanding Customer Relevance

Revenue By Product Type ⁽¹⁾



Components/Aftermarket

~60% original equipment
~40% aftermarket & services

lead times: < 3 months

sales channels: direct, reps,
distributors, OEMs

Full Line Systems & Skids

~60% fully integrated
~40% modular skids

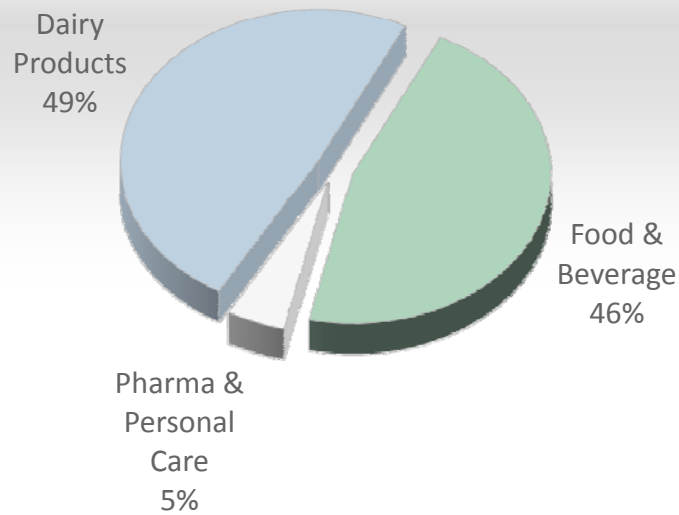
lead times: 6 to 24 months

sales channel: primarily direct

⁽¹⁾ Including ClydeUnion acquisition

**Expanding Installed Base of Original Equipment Drives
Steady, Attractive Replacement and Service Opportunities**

**2011E Revenue
by End Market**



Primary Applications

liquid dairy products

powder dairy products

beverages

coffee

processed foods

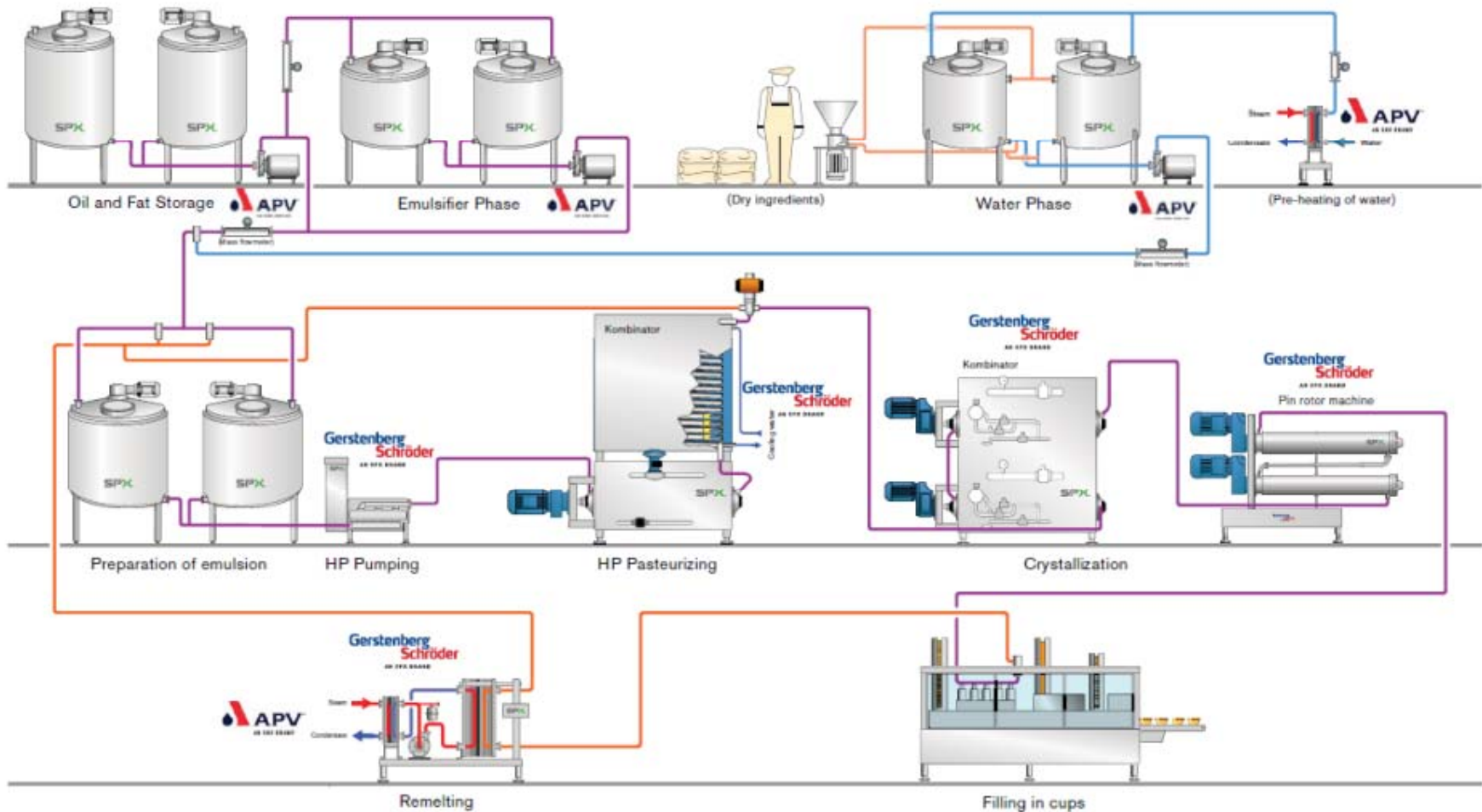
pharmaceuticals



Note: 2011E as of 1/18/2012

**A Global Market Leader in Dairy Processing Equipment;
Opportunities to Expand Current Presence in Adjacent Markets**

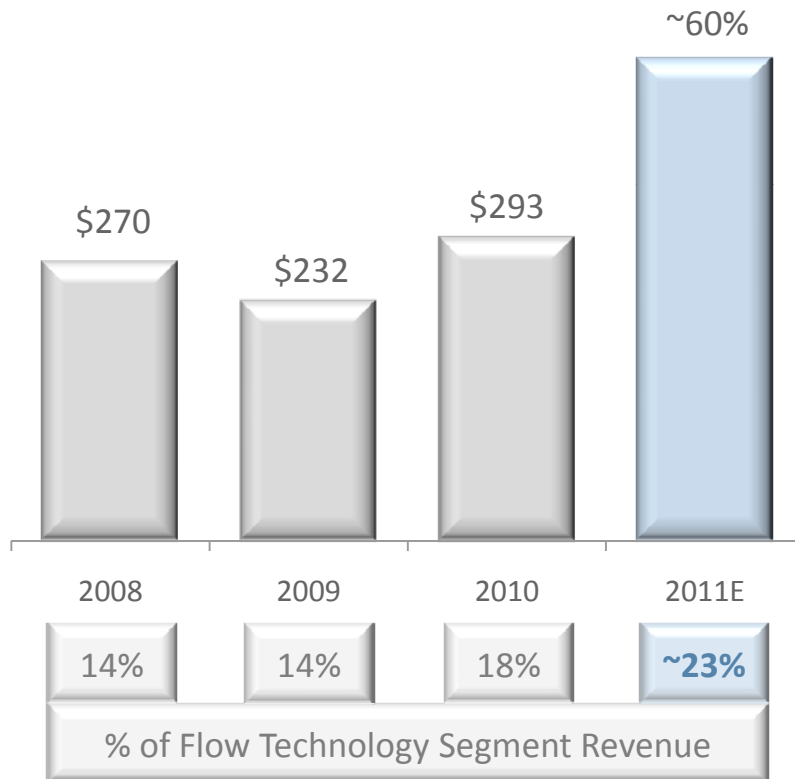
Low Fat Margarine Process



SPX Technologies Work Together to Create Full Line System Solutions

(\$ millions)

Annual Systems Revenue



Note: 2011E as of 1/18/2012

- Integrated technologies have increased our relevance to our customers
- A record order quarter in Q4 2011 that included 4 large contracts that in aggregate totaled over \$130m
- Food & beverage system backlog increased 37 percent year-over year

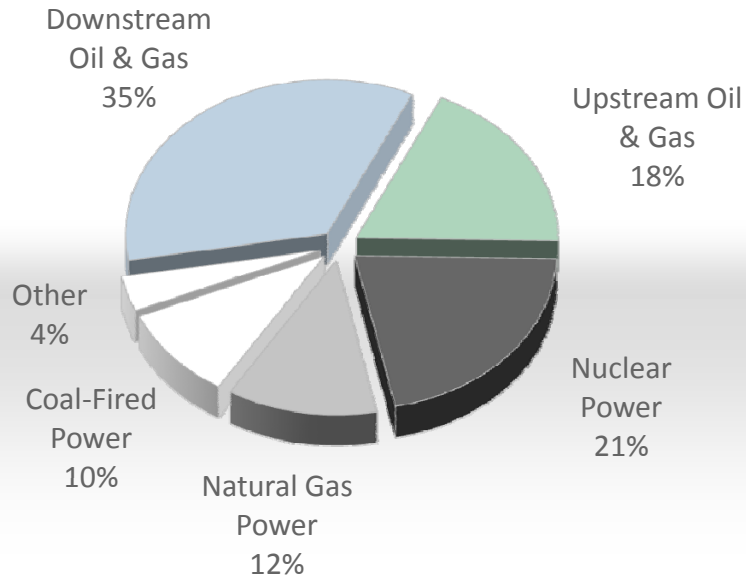
Integrated Technologies Have Increased Our Customer Relevance

2011 Large Food & Beverage System Awards



Large Orders Have Been Concentrated in Emerging Markets and Europe

2011E Pro Forma Revenue by End Market



Primary Applications

Oil & Gas transportation & distribution

Chemical injection for petroleum processing

Nuclear and conventional power generation



Note: 2011E as of 1/18/2012; pro forma for ClydeUnion

Diversified Power & Energy Platform Focused on Oil & Gas and Power Generation Markets

Upstream Oil

- ClydeUnion provides a comprehensive range of highly engineered centrifugal and reciprocating pumps that are critical to oil extraction from increasingly marginal or difficult fields

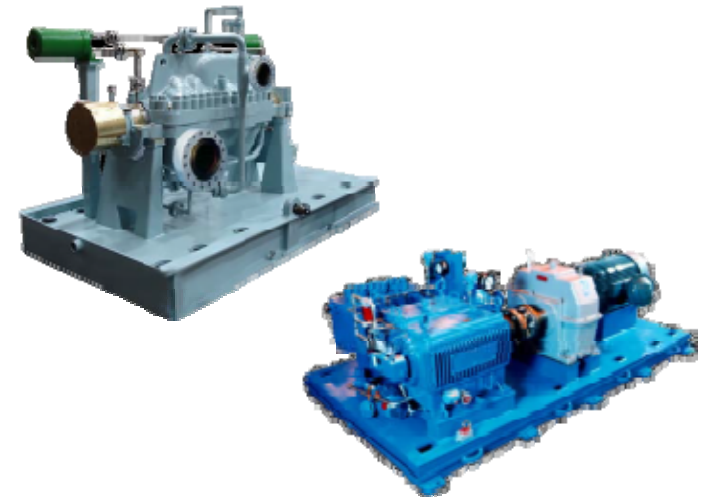
- Exploration & production
- Transportation & storage
- Downhole & subsea



Downstream Oil

- ClydeUnion is a leading provider of centrifugal and reciprocating pumps for both onshore and offshore oil & gas processing
- Pumps used in refineries, gas plants, offshore oil platforms and pipelines

- Refinery processes
- Petrochemical applications
- Storage & distribution
- Gas processing & treatment



**ClydeUnion Offers Diverse Pump Technologies
Critical to Oil & Gas Exploration, Processing and Distribution**

Nuclear Power

- ClydeUnion is a leading global supplier of diverse pump technologies used in the nuclear power generation process



feed water pump



residual heat recovery pump



safety injection/
containment pump

Conventional Power

- ClydeUnion is a leading provider of pumps used at several key points in various forms of conventional power generation
- Pumps used in thermal, combined cycle, geothermal and solar power generation



feed water pump



cooling water pump



auxiliary pump

**ClydeUnion Offers Diverse Pump Technologies
Critical to Power Generation Processes**

Legacy Power & Energy Component Examples



valves



filtration & strainers



dryers

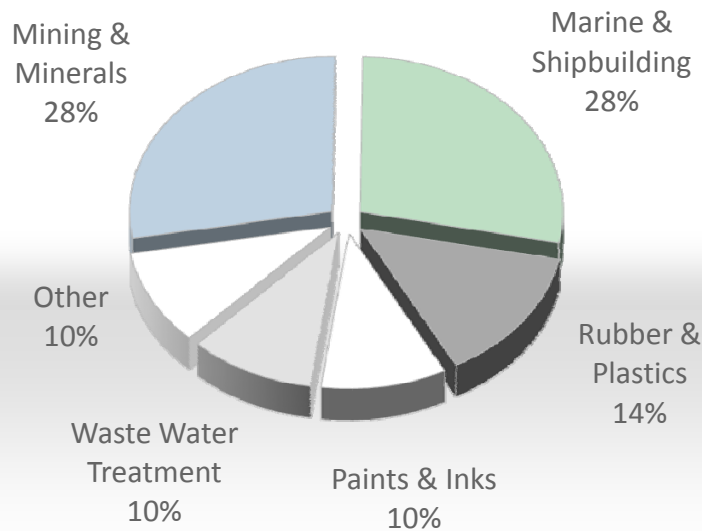


chemical injection



Niche Supplier of Highly Engineered Technologies into
Oil & Gas and Power Generation Processes

2011E Pro Forma Revenue by End Market



Primary Applications

mining of minerals

marine & shipbuilding

chemical processing

waste water treatment

pulp & paper



Note: 2011E as of 1/18/2012; pro forma for ClydeUnion

Focused on Providing Highly Engineered Solutions into Attractive Industrial Markets

Industrial Component Examples



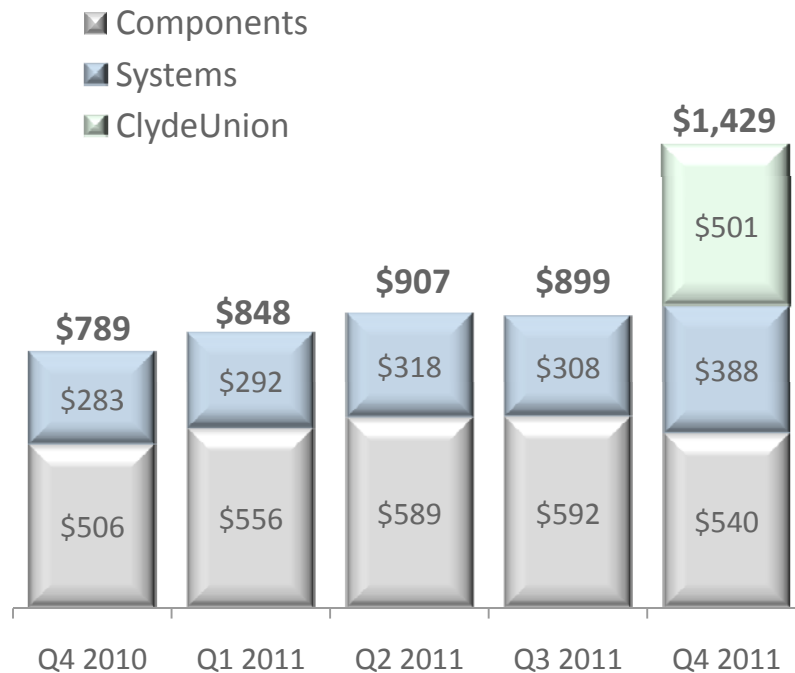
Supply Industrial Heat Exchangers, Mixers, Pumps and Air Dehydration Technologies into Mining, Marine, Chemical Processing and Other Industrial Markets

Flow Technology Backlog Analysis



(\$ millions)

Quarter End Backlog



2011 Backlog Commentary

- 81% year-over-year growth:
 - 67% acquisition
 - 16% organic growth
 - (2%) currency impact

- 85% of the backlog expected to be converted to revenue in 2012

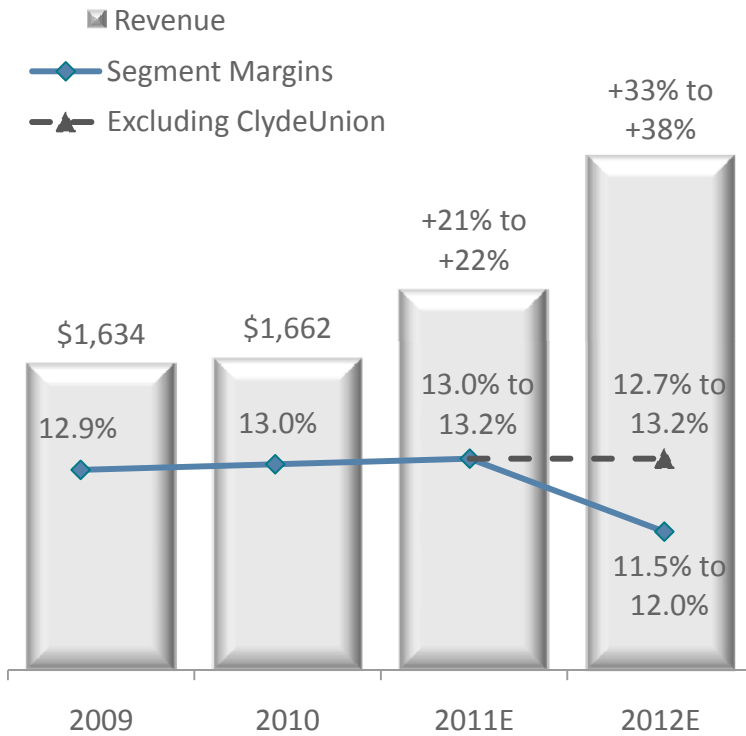
Note: 2011E as of 1/18/2012

**Continued to See Positive Backlog Development in 2011
Even With Strong Revenue Execution**

Flow Technology Financial Information



(\$ millions)



- Target revenue growth: 33% to 38%
 - Acquisition: 30% to 32%
 - Organic: mid-to-high single digits
 - Currency: ~(4%)

- Key 2012 Drivers:
 - Emerging market expansion
 - ClydeUnion acquisition

Long-term targets:

- Average annual revenue growth: 4% to 6%
- Segment income margins: 13% to 15%

Note: 2011E as of 11/2/2011; 2012E does not include anticipated purchase accounting charges for ClydeUnion

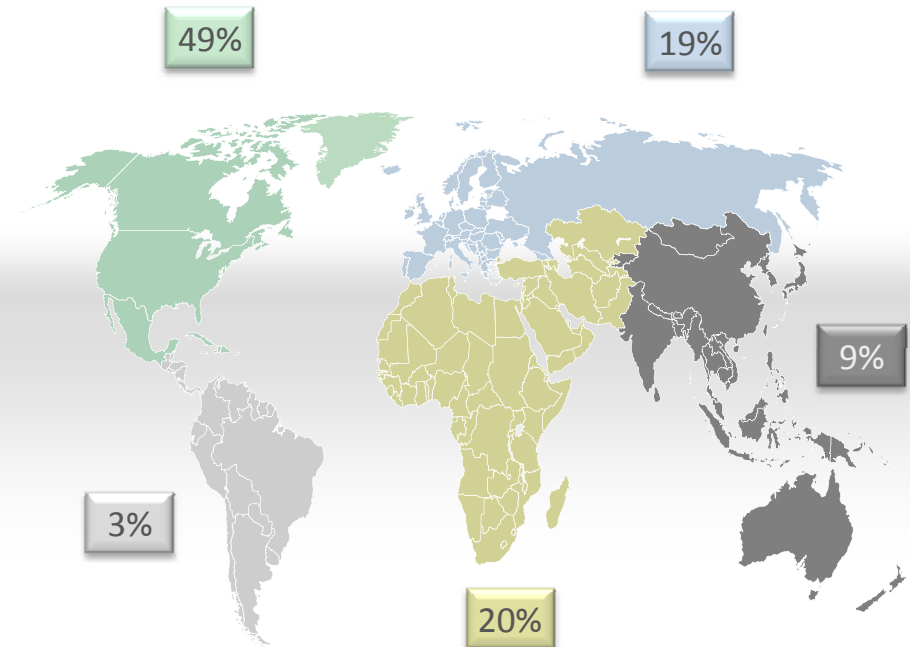
**Expect Mid-to-High Single Digit Organic Growth in Core Business;
Targeting >30% Acquisition Growth with ~100 Points of Margin Dilution**



Thermal Equipment & Services

2011E Revenue % by Geography

- 2011E revenue: ~\$1.6b
- A leading global provider of cooling systems and heat exchangers for power generation facilities
- Markets served:
 - ▣ Power generation
 - ▣ HVAC
 - ▣ Industrial



Note: 2011E as of 11/2/2011; Geographic revenue breakdown as of 1/18/2012

A Leading Global Supplier of Cooling Systems and Heat Exchangers

Thermal Equipment & Services Key Products



Power Generation Products (66% of 2011E Segment Revenue)

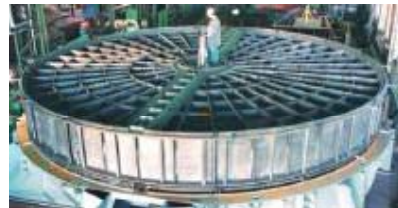
Dry Cooling



Evaporative Cooling



Heat Exchangers



Pollution Control



HVAC & Industrial Products (34% of 2011E Segment Revenue)

Evaporative (Package) Cooling



Boilers



Residential Heating Products



Note: 2011E as of 1/18/2012

**About 2/3 of Annual Revenue Relates to Long Cycle Power Generation Markets;
About 1/3 of Revenue Relates to Short Cycle HVAC and Industrial Markets**

Strategic Rationale for SPX

- Enhance competitive position of Dry Cooling product line in China
- Expand SPX's key nuclear heat exchanger product line (Moisture Separator Reheater) into China
- Increase emerging market opportunities through Shanghai Electric's growing international business
- Improve operational efficiencies

Key Joint Venture Terms

Ownership

Shanghai Electric: 55%
SPX: 45%

Term

20 Years

Products

Dry Cooling Systems &
Moisture Separator Reheaters

Business Scope

Commercial and Engineering

China Power Market

SEC-SPX joint venture has
exclusivity on sales of product
lines in China

**Joint Venture with Shanghai Electric Group Improves
SPX's Position in China's Power Market and Other Emerging Power Markets**

Dry Cooling Systems



Air Cooled Condenser on a Coal-Fired Power Plant in China



Indirect Dry Cooling Tower on Coal-Fired Power Plants in China

Moisture Separator Reheater



Moisture Separator Reheater for Nuclear Power Plants

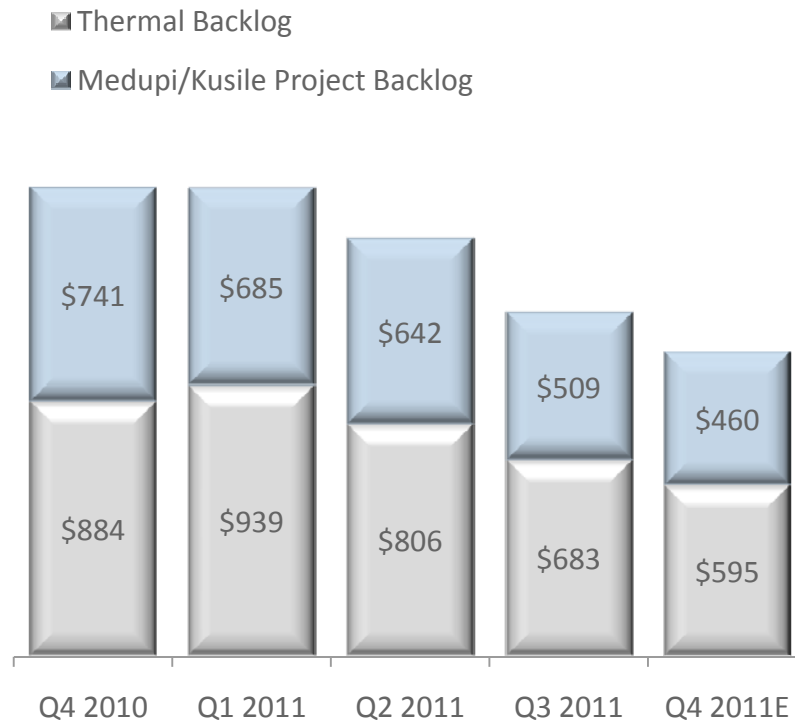
Joint Venture Will Market SPX's Highly Efficient Power Plant Components Including Dry Cooling Systems and Moisture Separator Reheaters

Thermal Equipment & Services Backlog Analysis



(\$ millions)

Quarter End Backlog

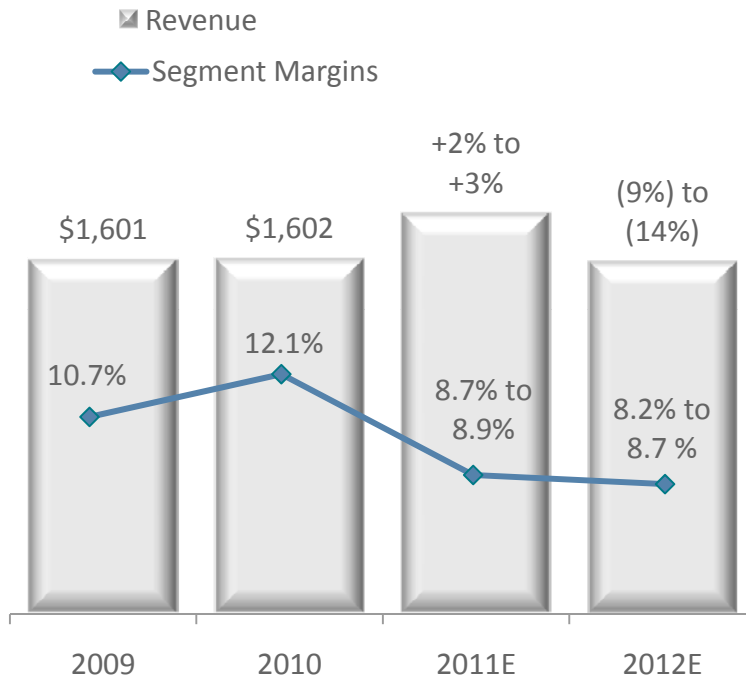


- Backlog declined 35% year-over-year
- 2011 Book-to-Bill of 0.7x
- ~60% of ending Q4 2011 backlog expected to be converted to revenue in 2012

Note: 2011E as of 1/18/2012

**2011 Backlog Decline Reflects Trends in Global Power Market
And Execution of South Africa Projects**

(\$ millions)



Long-term targets:

- Average annual revenue growth: 3% to 5%
- Segment income margins: 8% to 10%

2012E Comments

- Expect (9%) to (14%) total revenue decline:
 - organic: (5%) to (10%)
 - currency: ~(4%)
- Key 2012 Drivers:
 - Expect slow growth HVAC revenue
 - Expect power project revenue to decline:
 - Competitive dynamics in emerging regions
 - Continued weakness in U.S. and Europe

Note: 2011E as of 11/2/2011 and reflects \$0.20 Q4 2011 Thermal project charge, see slide 27

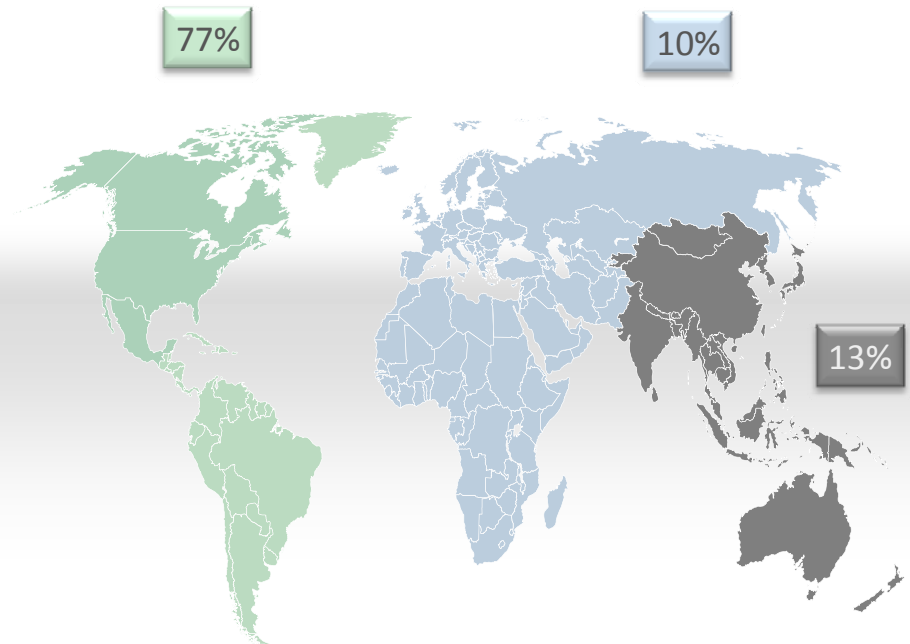
Power Generation Market Expected to Remain Challenging in 2012



Industrial Products & Services

2011E Revenue % by Geography

- 2011E revenue: ~\$0.7b
- Niche businesses concentrated in the United States with attractive profitability and cash flow characteristics
- A leading North American provider of power transformers



Note: 2011E as of 11/2/2011; Geographic revenue breakdown as of 1/18/2012

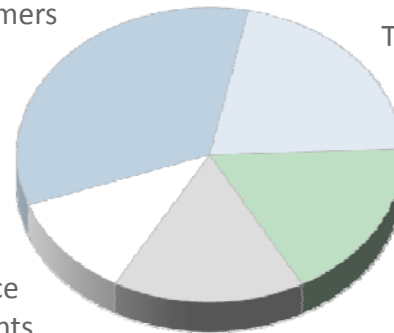
U.S. Power Transmission & Distribution Market Is Primary End Market

2011E Revenue by Product



Power Transformers

Power Transformers
34%



Hydraulic Technologies
21%



Hydraulic Technologies

Communications Technologies
18%

Aerospace Components
11%

Crystal Growers/
Industrial Ovens
16%



Aerospace Components



Communications Technologies

Note: 2011E as of 1/18/2012

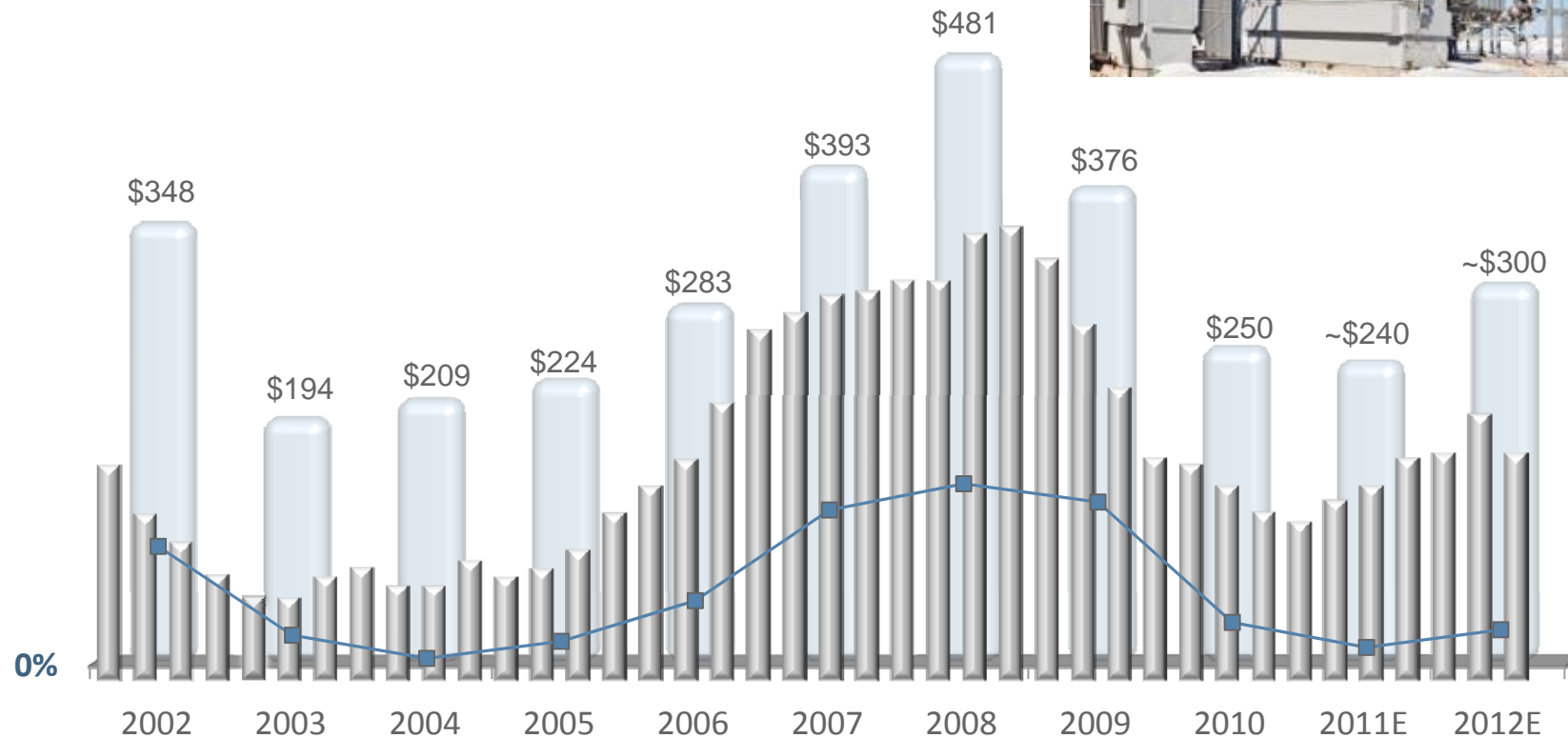
Power Transformer Business Represented 34% of Revenue in 2011E

Medium Power Transformer Business



(\$ millions)

- Quarterly Backlog Value*
- Full Year Revenue
- Full Year Operating Margin %



*2011 backlog figures do not include large power transformer orders to be produced in the expanded facility
 Note: 2011E as of 11/2/2011

**Positive Market Trends Continued in Q4 2011;
 Cyclical Recovery Underway; Good Visibility to 1H 2012 Revenue**

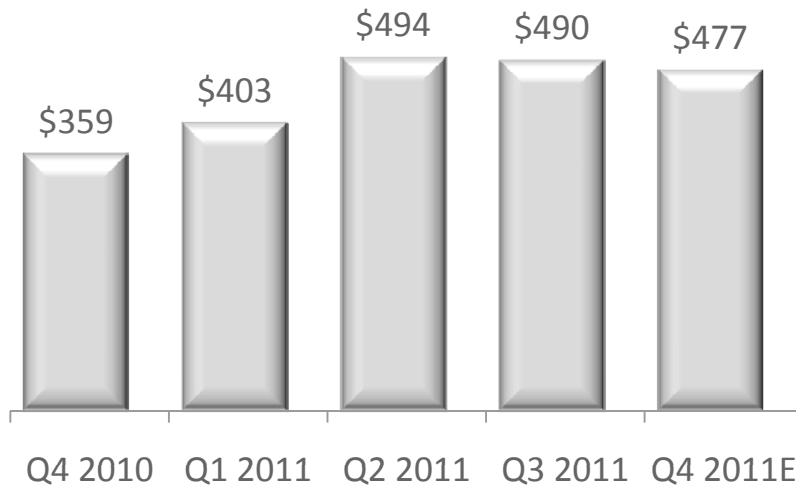
Large Power Transformer Expansion



**Large Power Transformer Facility Expansion Complete and Manufacturing Underway;
Received Orders for 19 Large Power Units to be Manufactured in New Facility**

(\$ millions)

Quarter End Backlog



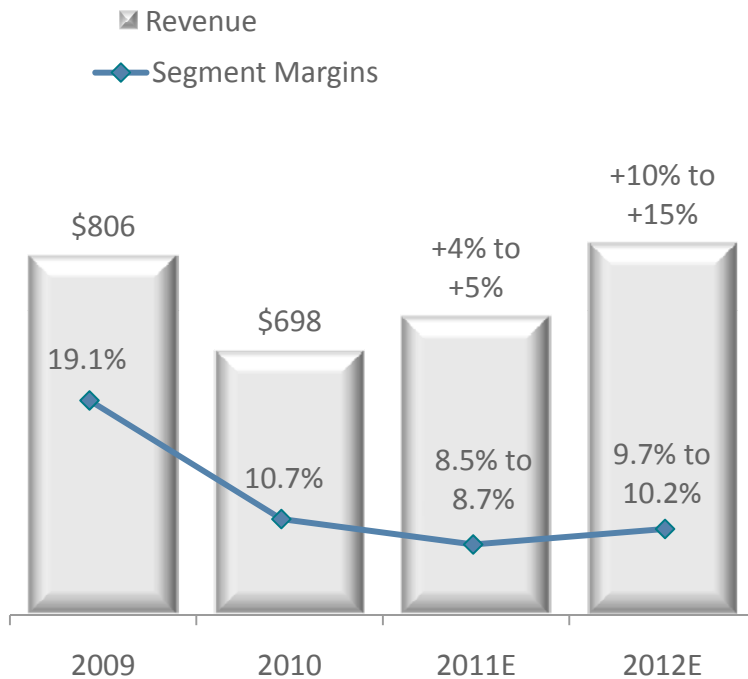
2011 Backlog Commentary

- 33% year-over-year increase
- Power transformer trends:
 - Backlog increased 42% in 2011
 - Replacement demand for power transformers remains robust
 - Modest increase in average price of 2011 orders

Note: 2011E as of 1/18/2012

Q4 2011 Industrial Segment Backlog Up 33% Year-Over-Year

(\$ millions)



Long-term targets:

- Average annual revenue growth: 4% to 6%
- Segment income margins: 15% to 20%

2012E Comments

- Targeting 10% to 15% revenue growth
- Key 2012 Drivers:
 - Year-over-year revenue growth in medium power transformer business:
 - Expect volume to be up sharply with a modestly higher price on shipments
 - Large power transformer expansion

Note: 2011E as of 11/2/2011

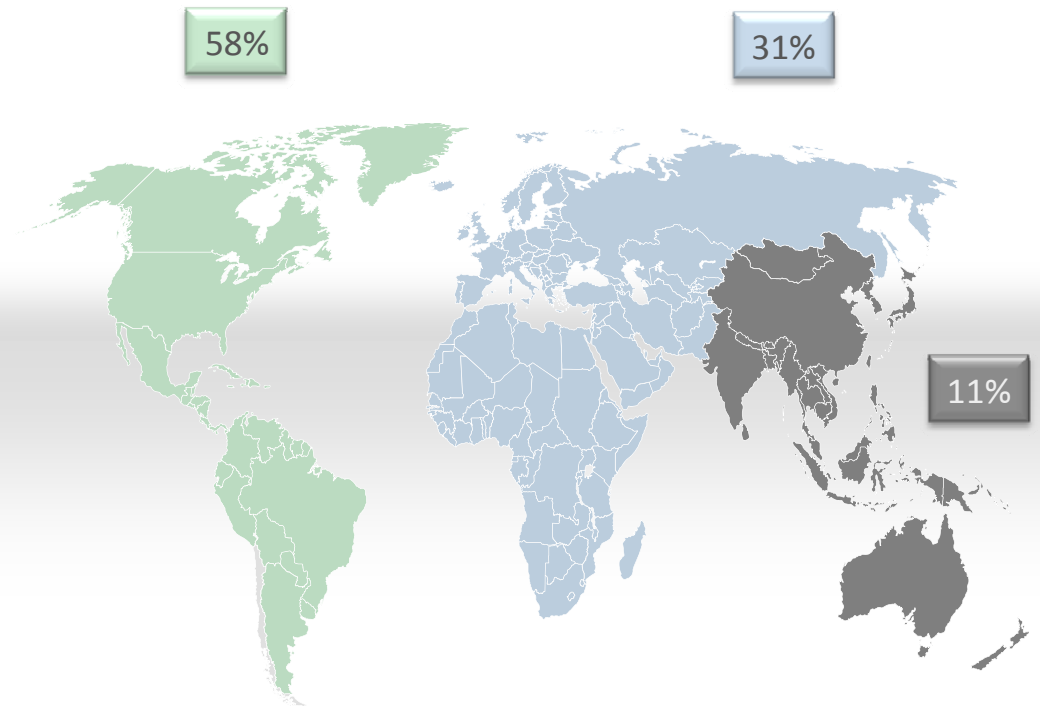
**Targeting Double-Digit Organic Revenue Growth
And >100 Points of Margin Improvement**



Test & Measurement

2011E Revenue % by Geography

- 2011E revenue: ~\$1.1b
- A leading global provider of vehicle diagnostic systems, repair tools and service solutions
- Markets served:
 - Vehicle Service
 - Telecommunications
 - Transportation
- ~2,700 employees worldwide



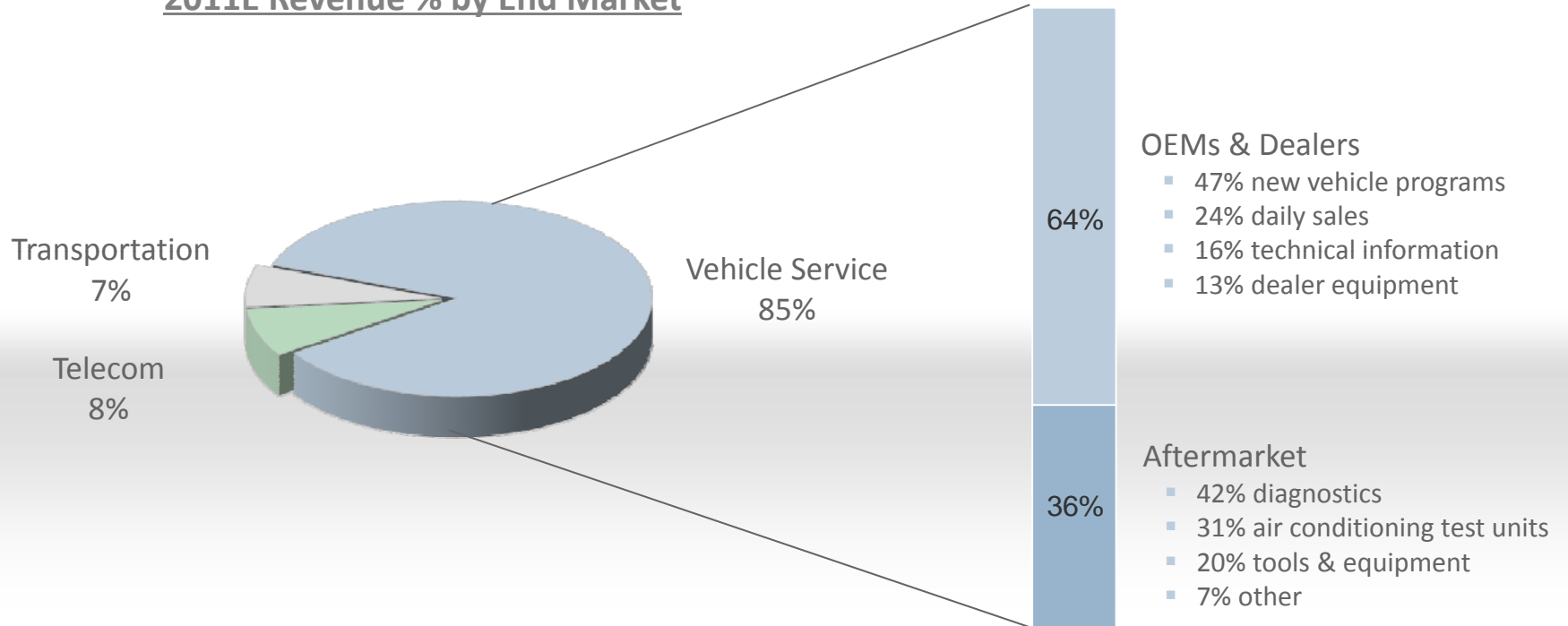
Note: 2011E as of 11/2/2011; Geographic revenue breakdown as of 1/18/2012

A Leading Global Supplier of Vehicle Diagnostic Systems and Service Solutions

Test & Measurement End Market Breakdown



2011E Revenue % by End Market






Note: Data from continuing operations; 2011E as of 1/18/2012

SPX Service Solutions Business Represents 85% of 2011E Test & Measurement Revenue





Select OEM Customers

American








European








Asia Pacific



HONDA


TOYOTA



NISSAN


SUZUKI


HYUNDAI




CHERY




GEELY


TATA



Select Aftermarket Customers



Retailers and “Buy to Use” End Users








National Accounts

Mobile Distributors

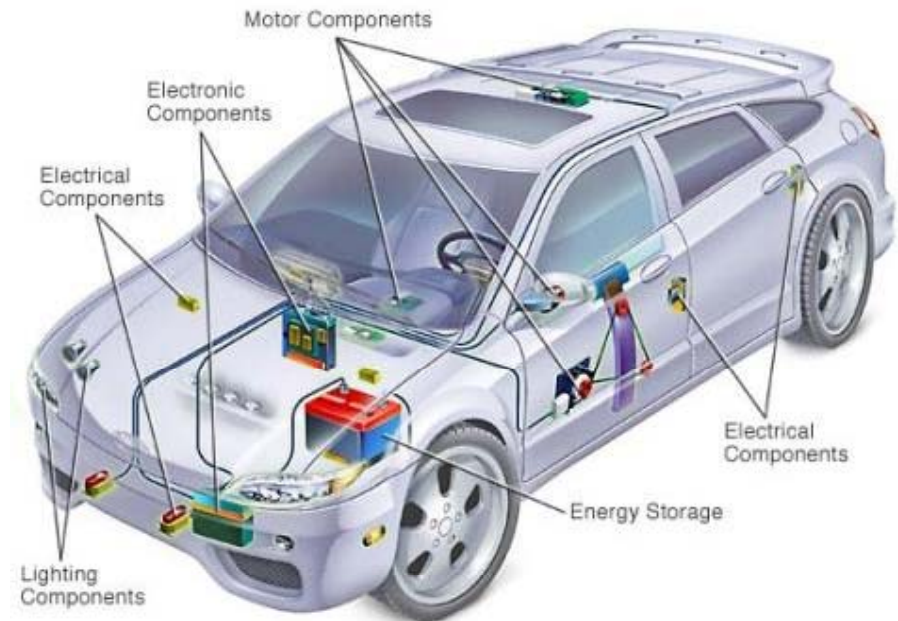
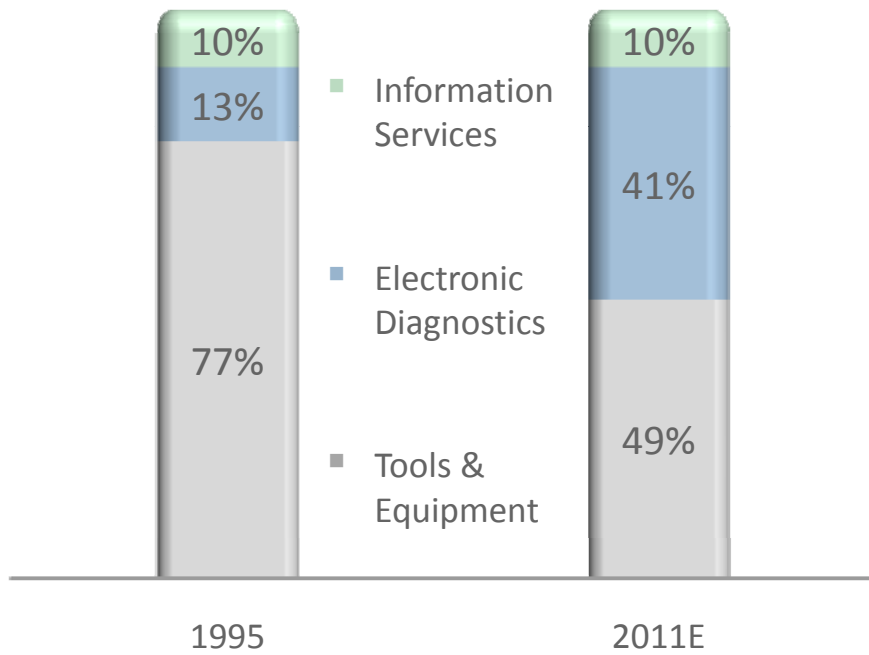



Well Diversified, Global Customer Base from Automotive,
Heavy-Duty and Recreational Industries

Increasing Complexity of Vehicles

Business model has evolved into electronic diagnostics

Revenue by Product



Note: 2011E as of 1/18/2012

**Vehicles Have Become Increasingly Complex
Driving Demand for Electronic Diagnostic Tools**

New Product: Air Conditioning (AC) Testing Unit



- New AC unit is an essential tool for OEMs to test vehicles that use R1234yf refrigerant
- Beginning January 1, 2012, all new vehicles manufactured in Europe must use new refrigerant
- Americas expected to make the transition later in 2012
- Ultimately, we expect products like this to be needed globally by all OEM and aftermarket repair technicians



Launched next generation, globally certified AC testing unit in 2011

Sales of Next Generation AC Testing Unit Expected to Drive >\$200m of Revenue for SPX Service Solutions Between 2012 and 2014

Test & Measurement Financial Information



(\$ millions)



Long-term targets:

- Average annual revenue growth: 3% to 5%
- Segment income margins: 11% to 13%

2012E Comments

- Targeting 0% to 5% total revenue growth:
 - low to mid single digit organic growth
 - acquisition: ~1%
 - currency: ~(3%)

- Key 2012 Drivers:
 - New OEM vehicle launches
 - AC testing unit sales
 - Aftermarket growth driven by new product introductions

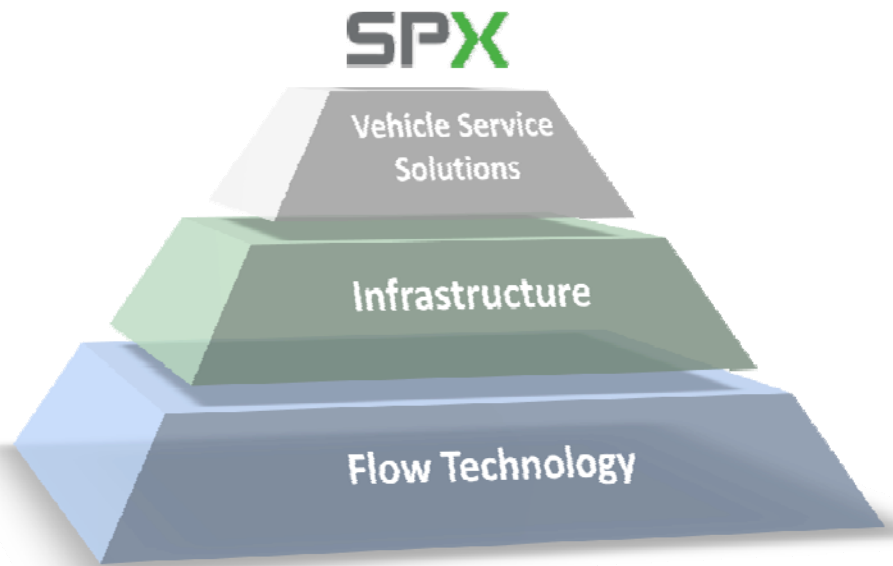
Note: 2011E as of 11/2/2011

**End Market Trends Remain Positive;
Expect Organic Revenue Growth and Margin Expansion to Continue in 2012**

A large, stylized grey arrow graphic is positioned on the left side of the page, pointing towards the right. It is composed of several overlapping, semi-transparent layers of a grey color, creating a sense of depth and movement.

Executive Summary

FLOW TECHNOLOGY X INFRASTRUCTURE X VEHICLE SERVICE SOLUTIONS



- Targeting double-digit growth in 2012:
 - 9% to 14% revenue growth
 - ~13% EPS growth
- Operational focus on continuous improvement and successfully executing:
 - ClydeUnion integration
 - Start-up of Large Power Transformer plant
- Strategic focus on continuing to execute long-term plan with [Flow Technology](#) as the foundation

**Targeting Double-Digit Revenue and Earnings Growth in 2012;
Continue to Focus on Executing Long-Term Strategy**



questions?