# SPX Corporation Investor Presentation





- Certain statements contained in this presentation that are not historical facts, including any statements as to future market conditions, results of operations, products introductions, and financial projections, are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and 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, forward-looking statements 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, including changes resulting from the impact of the COVID-19 pandemic; market specific cycles and weather related fluctuations; legal and regulatory risks; cost of raw materials; pricing pressures; our reliance on U.S. revenues and international operations; our ability to successfully resolve various claims and disputes associated with our large power projects in South Africa; legacy liability (including asbestos, environmental and pension); liabilities retained in connection with dispositions; integration of acquisitions and achievement of anticipated synergies; our 2015 spin-off transaction; the effectiveness, success, and timing of restructuring plans; and other risks and uncertainties arising from impact of the COVID-19 pandemic or related government responses on SPX's businesses and the businesses of its customers and vendors, including whether SPX's businesses and those of its customers and vendors will continue to be treated as "essential" operations under government orders restricting business activities or, even if so treated, whether health and safety concerns might otherwise require certain operations to be halted for some period of time. More information regarding such risks can be found in SPX's most recent Annual Report on Form 10-K, most recent quarterly report on Form 10-Q 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. Reconciliations of the non-GAAP financial measures with the most comparable measures calculated and presented in accordance with GAAP are available in the appendix to this presentation. 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.

#### **Executive Management**









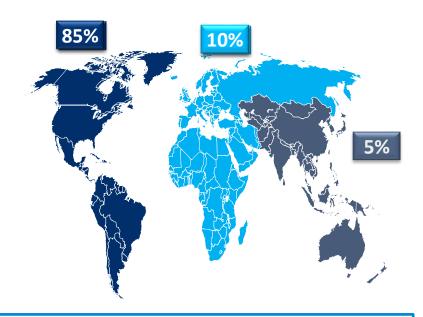
## **SPX Corporation Overview**

#### **Company Overview**



#### 2020 Adjusted Revenue\* by Region

- ☐ Headquartered in Charlotte, NC
- ☐ Focused, market-leading platforms:
  - ✓ HVAC
  - ✓ Detection & Measurement
- □ ~\$1.1b Adjusted Revenue\* in 2020
- □ ~4,000 employees
- NYSE Ticker: SPXC



SPX is a Leading Supplier of HVAC and Detection & Measurement Products and Technologies;

The Majority of Revenue is Generated by North American Sales

<sup>\*</sup>Non-GAAP financial measure. Reconciliations from US GAAP financial measures are available in the Appendix of the presentation.

#### **Attractiveness of SPX for Long-Term Holders**



**Attractive Core** 

Well positioned key platforms in growth markets

Growth

Favorable long-term secular trends and business mix; growth initiatives in early innings

**Cash Flow** 

~100% conversion of adjusted net income\*

**Business System** 

Consistent repeatable process to drive improvement

**Capital Deployment** 

Substantial available capital and liquidity

Well Positioned to Continue Growth Journey

<sup>\*</sup>Non-GAAP financial measure. Based on historical conversion rates.

#### **Strong Product Offerings and Attractive Market Dynamics**



#### **HVAC**

- ✓ Cooling towers
- ✓ Refrigeration
- ✓ Process Cooling
- ✓ Boilers
- ✓ Electrical heating

#### DETECTION & 798

- ✓ Location & inspection
- ✓ Fare collection.
- ✓ Communication technologies

2020 **ADJUSTED** REVENUE **EBITDA MARGIN\*** \$741m mid-teens

\$387m low-20s

#### 2020 REVENUE FROM REPLACEMENT SALES†



#### 2020 REVENUE FROM #1 OR #2 MARKET POSITION†

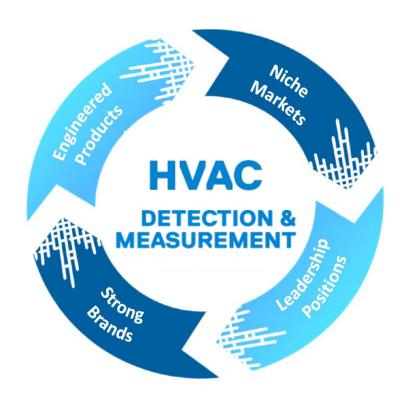


<sup>\*</sup>Non-GAAP financial measure. Reconciliations from US GAAP financial measures are available in the appendix of this presentation. †Based on management estimates.

Note: Weil-McLain is a division of The Marley-Wylain Company, LLC

#### **Value Creation Framework**





#### **Organic Growth**

- New products
- Channel expansion
- Adjacent markets

#### **Inorganic Growth**

- Focus in HVAC and D&M
- Significant capital to deploy
- Large target pipeline

#### **SPX Business System**

- Policy deployment
- Operational excellence
- Due diligence/integration

#### **Culture & Values**

- Integrity
- Results/accountability
- Diversity & Inclusion
- Employee development



#### Revenue & Margin Enhancement - Tools & Drivers











#### **Building the Products & People that Build the World**



#### ...In What We Make...

Our products enable



Lower Emissions



Safety



Clean Water



Connectivity



Clean Energy

#### ...And How We Make It...



Core Values



Diversity & Inclusion



Engagement



Continuous Improvement



Minimize Waste

## Ε

- Drive energy efficient HVAC solutions
  - Keep water and gas lines safe and clean
  - Recycle heat exchange media
  - Issue annual sustainability report (GRI aligned)

S

- Enable mobility in underserved communities
- Protect lives in construction & aviation
- Engage & develop employees
- Support & engage our communities

G

- Independent & diverse Board (~44% female)
- Alignment with stakeholder interests
- Culture of integrity and compliance
- Responsible & ethical supply base

#### **Well-Positioned for Infrastructure Spending**



- ✓ Water & Wastewater
- General Construction (heavy civil, housing)
- Renewables (wind)
- **☑** Telecom (5G), Airports, Ports
- ✓ Institutional (K-12, gov't, healthcare)
- ☑ Infrastructure-centric R&D











**GENFARE** 





FLASH 77







TCI"













## **SPX 2025**

#### Sale of Transformer Solutions - Transaction Overview



#### **CONSIDERATION**

- Stock sale of Transformer Solutions to Prolec GE for
- Adjusted EBITDA Multiple of ~10.5x (LTM 3/31/2021E)
- Estimated net after tax cash proceeds ~\$540M

## TIMING AND CLOSING CONDITIONS

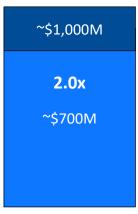
 Expected to close in 2H 2021, subject to customary closing conditions and regulatory approvals

## USE OF PROCEEDS

- Strategic growth organic / inorganic
- Short-term debt repayment
- If appropriate, standing share buyback authorization in place

## Pro Forma Available Capital (Year-End 2021)\*

3.0x

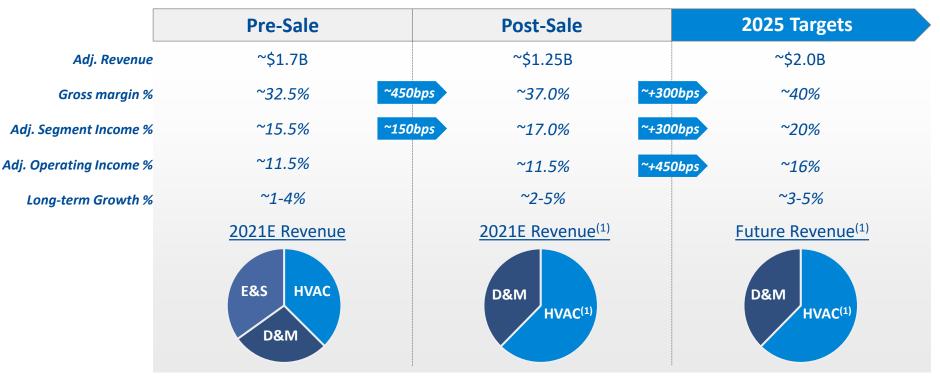


\*Estimated cash plus borrowing capacity based on bank net leverage ratio

#### Significant Investment Capacity

#### **SPX Strategic Portfolio Transformation Continues**





<sup>1)</sup> Current 2021 estimates. Process Cooling included in HVAC Segment Revenue Post-sale. Note: Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African operations categorized as "Other" in the company's reporting structure. Reconciliations of guidance measures to US GAAP financial measures are not predictable and accordingly are not included in the Appendix of the presentation.

Focused Platforms with Higher Margin and Growth Opportunities

#### **Focused, Market-Leading Growth Platforms**



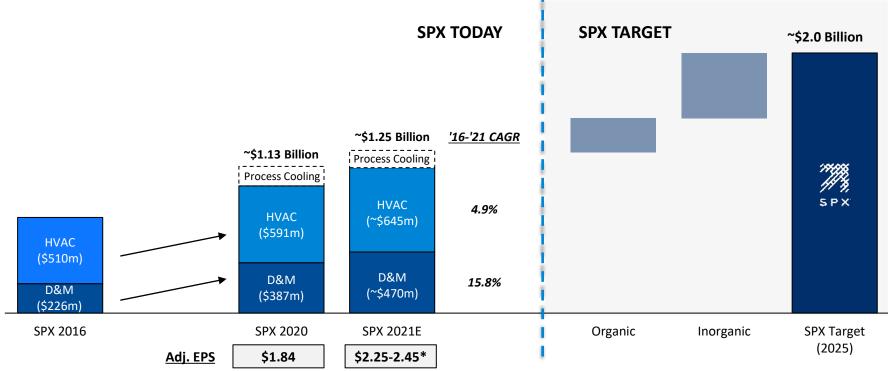


1) Current 2021 estimates

Simplified, Higher-Return Portfolio

#### **SPX Long-Term Targets – Revenue**





<sup>\*</sup>Current Guide

Note: Process Cooling to HVAC Segment post-sale; not included in '16-'21 HVAC CAGR calculation

Focused, Strategic Path to Long-term Targets

#### **Realizing SPX 2025 Vision**





<sup>\*</sup>Fiscal year impact of acquisitions, normalized corporate expense, and potential interest reduction for pay-down of various debt facilities with Transformers sales proceeds.



### **Segment Overview**

- □ HVAC
- □ Detection & Measurement



## **HVAC**

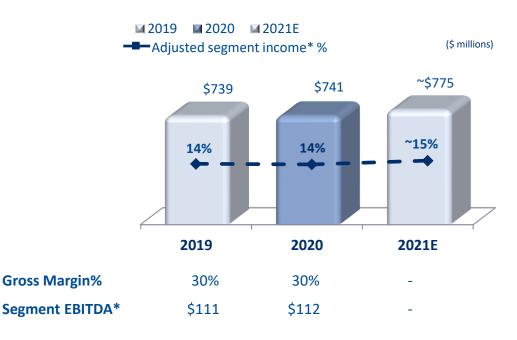
#### **HVAC Segment Overview**





#### 2020 Revenue by Geography





<sup>\*</sup>Non-GAAP financial measure. Reconciliations from US GAAP historical financial measures are available in the Appendix of the presentation.

Strong Product Brands and Leading Market Positions Across HVAC Heating and Cooling Product Portfolio

#### **HVAC Cooling Overview**



#### **2020 Revenue by Product**



#### 2020 Revenue by Geography



- □ 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)
- ☐ Approximately 50% replacement sales
- ☐ Growing component and aftermarket opportunities

Strong Product Brands and Leading Market Positions Across Cooling Product Portfolio

#### **Cooling Product Examples**



#### **Marley NC Cooling Tower**

- High efficiency
- Low drift rates
- Quiet by design
- Long-life construction



#### **Marley MH Element Fluid Cooler**

- ✓ Industrial and process cooling
- High performance copper coils
- Most efficient system in its class



#### **Marley MD Everest Tower**

- ✓ Suitable for larger applications
- √ 85% more cooling capacity than any other pre-assembled tower
- ✓ Installed 80% faster than field erected



#### **High-Value Components**

- ✓ Gearboxes, motors, drives
- ✓ Fans and cylinders
- ✓ Heat Transfer Media





Strong Product Portfolio and Brands with Opportunities for Expansion

#### **HVAC Heating Overview**



#### **2020 Revenue by Product**



#### 2020 Revenue by Geography



- North American businesses with strong brands
- □ Large installed base / established spec position
- Products used in residential and non-residential markets and sold primarily through distributors
- Demand for boiler systems is seasonal:
  - ✓ Concentrated in the fourth quarter
- ☐ High level of replacement revenues

Strong Product Brands and Leading Market Positions in North America; Financial Performance Seasonally Strong in Second Half

#### **Heating Product Examples**



#### **Residential Boilers**

- ✓ High efficiency natural gas
- ✓ Standard cast iron
- ✓ Unique hybrid design
- ✓ Gas combi boilers





#### **Commercial Boilers**

- √ High efficiency natural gas
- ✓ Standard cast iron







#### **Electrical Heating Products**



Wash-down, corrosion resistant heaters





Broad Product Offering of Heating Solutions for Residential and Commercial Applications



### **Detection & Measurement**

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







#### 2020 Revenue by Geography



-	■ 2019 ■ 2020 ■ Adjusted segmen	(\$ millions)	
	\$385 <b>24%</b>	\$387	~\$470 <b>~20</b> %
	2019	2020	<b>2021</b> E
<b>Gross Margin%</b>	47%	44%	-
Segment EBITDA*	\$96	\$87	-

<sup>\*</sup>Non-GAAP financial measure. Reconciliations from US GAAP historical financial measures are available in the Appendix of the presentation.

Attractive Platform for Growth Investments; Long-Term Targets Include 2% to 6% Annual Organic Revenue Growth

#### **Location & Inspection Overview**







#### 2020 Revenue by Geography



- □ A leading global supplier of location & inspection equipment for underground infrastructure
- ☐ Global distribution / established channels
- ☐ Integrated hardware and software solutions
- Leading technology competencies (data analytics, robotics, AI)
- Key demand drivers:
  - ✓ Global infrastructure growth
  - Construction growth
  - ✓ Health & safety legislation

Leading Global Supplier of Equipment to Locate and Inspect Buried Utility Cables & Pipes

#### **Location & Inspection – Key Products**



#### **Location Equipment**



#### **Inspection Equipment**



Full Lifecycle Infrastructure Solutions Provider for Location & Inspection Markets

#### AtoN, CommTech, and Transportation







#### 2020 Revenue by Geography



- □ **CommTech**: A leading global supplier of spectrum monitoring, communication intelligence and geolocation technologies
- ☐ Aids to Navigation: Global Leader in terrestrial obstruction lighting, marine aids-to-navigation, and airfield ground lighting solutions
- ☐ **Transportation:** North American farebox leader with growing software solution
- Key demand drivers:
  - ✓ Global growth of wireless usage
  - Increased spectrum provisioning and monitoring
  - ✓ Anti-terrorism and drug interdiction effort
  - Compliance with government & industry regulations
  - ✓ Infrastructure funding
  - ✓ Urbanization

AtoN, CommTech, and Transportation Platforms are Leaders in Niche End Markets

Spectrum Monitoring Solutions and Communications Intelligence products

#### **Aids to Navigation – Key End Markets**



Terrestrial Obstruction Lighting



Marine Obstruction Lighting



Airfield Ground Lighting



Global Leader with Full Product Range

#### **CommTech – Key Capabilities & Solutions**



Spectrum Monitoring (SMS)



**Communications Intelligence** 



Spectrum monitoring leader with expanding COMINT presence

#### **Transportation – Next Generation Fare Collection**





Fare Collection Suite of Products Integrated with Back-End Support; We Believe This is the New Industry Standard



## Financial Performance & Capital Allocation

#### **Capital Allocation Discipline**



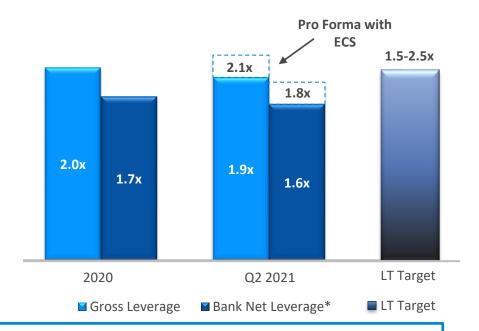
Methodology	Expected Outcome	
Utilize strategic planning process to evaluate future revenue and earnings growth	<ul> <li>Quantify projected future cash flows and estimate total company valuation</li> </ul>	
2) Maintain target capital structure	<ul> <li>Net Debt to EBITDA<sup>(1)</sup> target range: 1.5x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

<sup>(1)</sup> Net Debt and EBITDA as defined in SPX Corporation's credit agreement

#### **Financial Position - Capital Structure & Liquidity Update**



(\$millions)	Q4 2020	Q2 2021
Short-term debt	\$101	\$168
Current maturities of long-term debt	7	10
Long-term debt	304	238
Total Debt	\$412	\$417
Less: Cash on hand	(68)	(69)
Net Debt	\$344	\$348



Balance Sheet Remains Solid; Well-Positioned for Growth Initiatives

<sup>\*</sup> Calculated as defined by SPX's credit facility agreement.

#### **SPX Acquisition Approach**



Qualitative	Quantitative	
<ul> <li>□ Focused on building existing platforms</li> <li>✓ Existing markets or close adjacencies</li> </ul>	□ Revenue transaction size \$20-\$200 million (primary focus); opportunistically consider larger targets	
Engineered products		
Attractive growth opportunities	Cash ROIC ≥ double digits 3-5 yrs	
✓ Secular growth drivers	□ Accretive to adjusted EPS in year 1, GAAP	
<ul> <li>Fragmented market with consolidation opportunities</li> </ul>	EPS in year 2	
<ul> <li>Differentiated offering through technology, brand or channel</li> </ul>		



# **Building Strategic Platforms**

### **SPX Business Value Model**



### **Disciplined Business System**

### Strategic Organic Sales Growth

(Innovation, Product Mgmt.)

### **Continuous Improvement**

(Lean, 80/20)

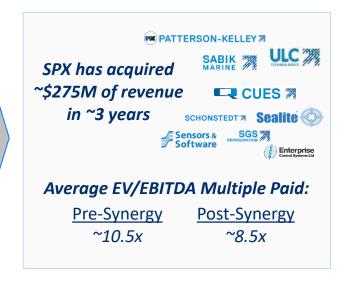
#### **Talent Development**

(360 Leadership)

#### **Digital**

(Software, Productivity)

### Strategic Acquisition Approach



### Superior Performance

Organic / Inorganic
Revenue Growth

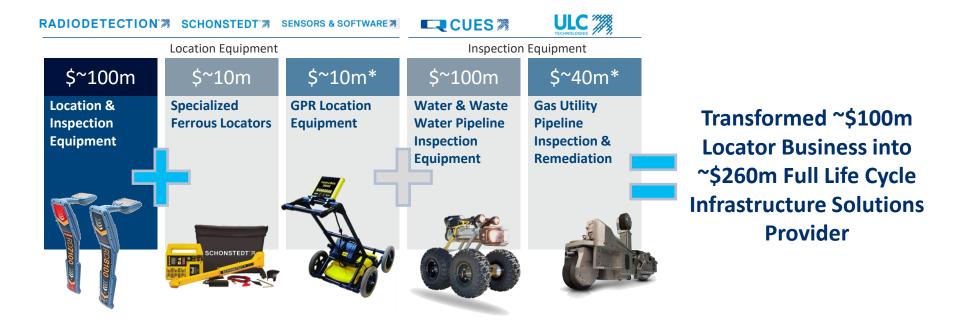
**Margin Expansion** 

**Cash Flow Generation** 

**Established Model for Sustainable Growth** 

### **Building Strategic Platforms – Location & Inspection**





Accelerating Momentum with Broad Range of Opportunities

<sup>\*</sup>Approximate annualized run-rate revenue at time of acquisition for Sensors & Software and ULC. Historical run-rate revenue for others.

### **Building Strategic Platforms – Aids to Navigation**





### Global Leader with Full Product Range

<sup>\*</sup>Approximate annualized run-rate revenue at time of acquisition for Sabik and Sealite. Historical run-rate revenue for Flash.

### **Building Strategic Platforms – CommTech**





Significant Runway to Grow Presence in COMINT

<sup>\*</sup> Approximate annualized run-rate revenue at time of acquisition for ECS.

### **Building Strategic Platforms – HVAC Cooling**





Opportunity for Expansion into Adjacent Cooling Markets

<sup>\*</sup> Approximate annualized run-rate revenue at time of acquisition for SGS.

### **Building Strategic Platforms – HVAC Heating**





Opportunity for Core Consolidation / Product Add-Ons

<sup>\*</sup> Approximate annualized run-rate revenue at time of acquisition for Patterson-Kelley.



# **Executive Summary**

### **Executive Summary**



- Balanced business portfolio with attractive and diverse end market drivers
- □ Strong balance sheet, significant capital availability, and cash generation
- Effective business system and continued focus on growth accelerators, including inorganic opportunities

Significant Value Creation Opportunity



# **Appendix**

### 2021 Guidance



	Revenue	Segment Income Margin
HVAC	<ul> <li>~\$770-780 million (including Process Cooling)</li> </ul>	<b>-</b> ~14.5%
Detection & Measurement	• ~\$465-475 million	- ~20.5%
Total SPX Adjusted	■ ~\$1.25 billion	■ ~17.0%

# Adjusted Operating Income Margin of ~11-12%; Adjusted EPS in a Range of \$2.25-2.45

Note: Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African operations categorized as "Other" in the company's reporting structure. Reconciliations of guidance measures to US GAAP financial measures are not predictable and accordingly are not included in the Appendix of the presentation.

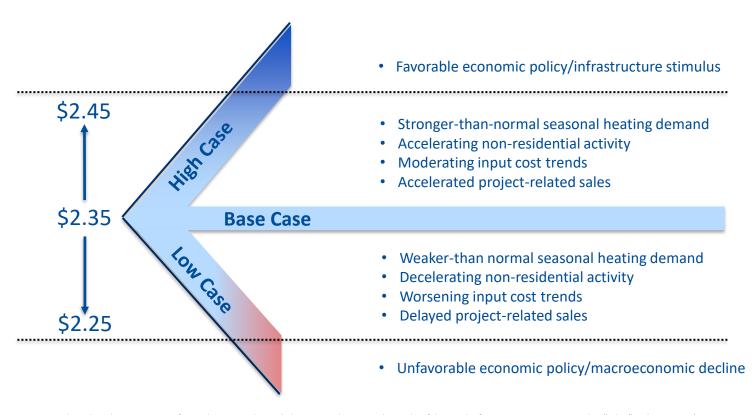
# **Modeling Considerations – Full Year 2021**



Metric	Considerations
Corporate expense	~\$50m, including TSA income
Long-term incentive comp	~\$13m
Restructuring costs	~\$1m
Interest cost	~\$13m
Other income/(expense), and Non-service pension benefit/(expense)	\$6-8m
Tax rate	~19-21%
Capex	~\$15m
Cash cost of pension + OPEB	\$13-14m
D&A	~\$40-42m
Share count	~46.4-46.7
Currency effect	Topline sensitivity to USD-GBP rate

### **2021 Adjusted EPS Guidance - Key Drivers**

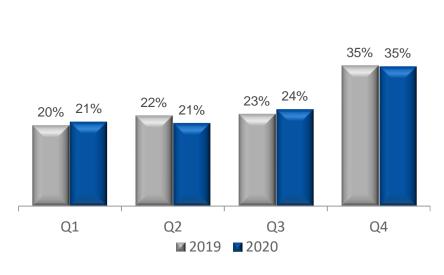




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# **Adjusted Segment Income Phasing and Reconciliations**





and the second s			-		
	Q1	Q2	Q3	Q4	2020
Segment Income	31.4	31.4	35.7	51.7	150.2
Exclude "Other"	(4.5)	(4.2)	(5.3)	(5.3)	(19.3)
Exclude: One time acquisition					
related costs	(0.1)			(1.2)	(1.3)
Exclude: Intangible amortization _	(2.6)	(2.4)	(3.3)	(5.7)	(14.0)
Adjusted	38.6	38.0	44.3	63.9	184.8
% of full-year	21%	21%	24%	35%	100%
	Q1	Q2	Q3	Q4	2019
Segment Income	Q1 14.9	Q2 30.8	Q3 37.3	Q4 57.8	2019
Segment Income Exclude "Other"	Υ-	_	_	`	
C	14.9	30.8	37.3	57.8	140.8
Exclude "Other"	14.9	30.8	37.3	57.8	140.8
Exclude "Other" Exclude: One time acquisition	14.9 (21.3)	30.8 (9.7)	37.3	57.8 (7.2)	140.8 (43.6)
Exclude "Other" Exclude: One time acquisition related costs	14.9 (21.3) (1.3)	30.8 (9.7) (0.9)	37.3 (5.4)	57.8 (7.2)	140.8 (43.6) (2.0)

# **HVAC Segment Results – 2019, 2020, and YTD by Quarter**



Revenue
GAAP Segment Income
Exclude: One time acquisition related costs
Exclude: Intangible amortization
Adjusted Segment Income
Exclude: Depreciation
Segment EBITDA

Q1	Q2	Q3	Q4	2019
\$167.6	\$165.3	\$167.8	\$238.0	\$738.7
19.2	18.8	22.2	42.9	103.1
-	-	-	-	-
0.1	0.1	0.1	1.1	1.4
19.3	18.9	22.3	44.0	104.5
1.5	1.6	1.5	2.0	6.6
\$20.8	\$20.5	\$23.8	\$46.0	\$111.1
12%	12%	14%	19%	15%

Revenue
GAAP Segment Income
Exclude: One time acquisition related costs
Exclude: Intangible amortization
Adjusted Segment Income
Exclude: Depreciation
Segment EBITDA

Q1	Q2	Q3	Q4	2020
\$162.8	\$165.2	\$182.6	\$230.2	\$740.8
17.7	19.6	26.8	36.4	100.5
0.1	-	-	0.5	0.6
 0.8	0.7	0.7	0.7	2.9
18.6	20.3	27.5	37.6	104.0
1.9	2.2	2.1	1.9	8.1
\$20.5	\$22.5	\$29.6	\$39.5	\$112.1
13%	14%	16%	17%	15%

Revenue
GAAP Segment Income
Exclude: One time acquisition related costs
Exclude: Intangible amortization
Adjusted Segment Income
Exclude: Depreciation
Segment EBITDA

Q1	Q2	1H 2021
\$175.6	\$185.4	\$361.0
22.3	25.4	47.7
-	-	-
0.7	0.7	1.4
23.0	26.1	49.1
2.1	2.0	4.1
\$25.1	\$28.1	\$53.2
14%	15%	15%

# **D&M Segment Results – 2019, 2020, and YTD by Quarter**



Q1	Q2	Q3	Q4	2019
\$85.1	\$101.7	\$97.6	\$100.5	\$384.9
17.0	21.7	20.5	22.5	81.7
1.3	0.9	-	(0.2)	2.0
1.5	2.3	1.9	1.8	7.5
19.8	24.9	22.4	24.1	91.2
0.7	0.7	0.7	0.8	2.9
0.6	0.6	0.6	0.6	2.4
\$21.1	\$26.2	\$23.7	\$25.5	\$96.5
25%	26%	24%	25%	25%

Revenue
GAAP Segment Income
Exclude: One time acquisition related costs
Exclude: Intangible amortization
Adjusted Segment Income
Exclude: Depreciation
Exclude: Capitalization of Software
Segment EBITDA

Q1	Q2	Q3	Q4	2020
\$92.0	\$92.1	\$85.2	\$118.1	\$387.4
18.2	16.0	14.2	20.7	69.1
-	-	-	0.7	0.7
1.8	1.7	2.6	5.0	11.1
20.0	17.7	16.8	26.4	80.9
0.8	0.8	0.9	1.4	3.9
0.6	0.6	0.6	0.6	2.4
\$21.4	\$19.1	\$18.3	\$28.4	\$87.2
23%	21%	21%	24%	23%

Revenue	
GAAP Segment Income	
Exclude: One time acquisition related costs	
Exclude: Intangible amortization	
Adjusted Segment Income	
Exclude: Depreciation	
Exclude: Capitalization of Software	
Segment EBITDA	

Q1	Q2	1H 2021
\$111.6	\$111.2	\$222.8
20.0	11.4	31.4
0.7	0.9	1.6
3.3	5.8	9.1
24.0	18.1	42.1
1.2	1.3	2.5
0.6	0.6	1.2
\$25.8	\$20.0	\$45.8
23%	18%	21%

# Adjusted SPX Results – 2019, 2020, and YTD by Quarter



	Q1	Q2	Q3	Q4	2019
Revenue	\$242.7	\$267.2	\$270.9	\$336.8	\$1,117.6
Adjusted Revenue (exclude "Other")	252.7	267.0	265.5	338.5	1,123.7
Segment Income	14.9	30.8	37.3	58.2	141.2
Exclude: "Other" segment income	21.3	9.7	5.4	7.2	43.6
Exclude: One time acquisition related costs	1.3	0.9	-	(0.2)	2.0
Exclude: Intangible amortization	1.6	2.4	2.0	2.9	8.9
Adjusted Segment Income	\$39.1	\$43.8	\$44.7	\$68.1	\$195.7
	15%	16%	17%	20%	17%

Revenue
Adjusted Revenue (exclude "Other")
Segment Income
Exclude: "Other" segment income
Exclude: One time acquisition related costs
Exclude: Intangible amortization
Adjusted Segment Income

Revenue
Adjusted Revenue (exclude "Other")
Segment Income
Exclude: "Other" segment income
Exclude: One time acquisition related costs
Exclude: Intangible amortization
Adjusted Segment Income

ı					
	Q1	Q2	Q3	Q4	2020
	\$256.8	\$258.0	\$268.3	\$349.0	\$1,132.1
	254.7	257.3	267.8	348.3	1,128.1
	31.6	31.3	35.6	51.8	150.3
	4.3	4.3	5.4	5.3	19.3
	0.1	-	-	1.2	1.3
	2.6	2.4	3.3	5.7	14.0
	\$38.6	\$38.0	\$44.3	\$64.0	\$184.9
	15%	15%	17%	18%	16%

Q1	Q2	1H 2021
\$287.9	\$296.7	\$584.6
287.2	296.6	583.8
37.7	32.9	70.6
4.6	3.9	8.5
0.7	0.9	1.6
4.0	6.5	10.5
\$47.0	\$44.2	\$91.2
16%	15%	16%

### Q2 2021 U.S. GAAP to Adjusted EPS Reconciliation



	GAAP		Adjustments		Adjusted	
Segment income (1)	\$	32.9	\$	11.3	\$	44.2
Corporate expense (2)		(13.3)		1.2		(12.1)
Long-term incentive compensation expense		(3.3)		-		(3.3)
Special charges, net (3)		(0.7)		0.1		(0.6)
Other operating expense		(2.7)				(2.7)
Operating income		12.9		12.6		25.5
Other income, net <sup>(4)</sup>		7.1		(3.2)		3.9
Interest expense, net (5)		(3.3)		0.2		(3.1)
Income from continuing operations before income taxes		16.7		9.6		26.3
Income tax provision (6)		(2.0)		(1.5)		(3.5)
Income from continuing operations		14.7		8.1		22.8
Diluted shares outstanding		46.545				46.545
Earnings per share from continuing operations	\$	0.32			\$	0.49

<sup>(1)</sup> Adjustment represents the removal of (i) operating losses associated with the South Africa business (\$3.9), (ii) amortization expense associated with acquired intangible assets (\$6.5) and (iii) inventory step-up charges related to the Sealite acquisition of (\$0.9).

<sup>(2)</sup> Adjustment represents the removal of acquisition related expenses incurred during the period.

<sup>(3)</sup> Adjustment represents removal of restructuring charges associated with the South Africa business.

<sup>(4)</sup> Adjustment represents the removal of (i) a gain on an equity security associated with a fair value adjustment (\$2.2), (ii) non-service pension and postretirement income (\$0.4), and (iii) foreign currency gains associated with the South African business (\$0.6).

<sup>(5)</sup> Adjustment represents the write-off of deferred finance costs in connection with a reduction of our credit facilities primarily used to support our South Africa business.

 $<sup>^{(6)}\!\</sup>mbox{Adjustment}$  primarily represents the tax impact of items (1) through (5) above.

### Q2 2020 U.S. GAAP to Adjusted EPS Reconciliation



	GAAP		Adjustments		Adjusted	
Segment income (1)	\$	31.3	\$	6.7	\$	38.0
Corporate expense (2)		(9.7)		0.1		(9.6)
Long-term incentive compensation expense		(3.1)		-		(3.1)
Special charges, net		(1.0)				(1.0)
Operating income		17.5		6.8		24.3
Other income, net (3)		5.4		(5.1)		0.3
Interest expense, net		(4.7)				(4.7)
Income from continuing operations before income taxes		18.2		1.7		19.9
Income tax provision (4)		(3.0)		(1.3)		(4.3)
Income from continuing operations		15.2		0.4		15.6
Diluted shares outstanding		45.648				45.648
Earnings per share from continuing operations	\$	0.33			\$	0.34

<sup>(1)</sup> Adjustment represents the removal of (i) operating losses associated with the South Africa business (\$4.3) and (ii) amortization expense associated with acquired intangible assets (\$2.4).

<sup>(2)</sup> Adjustment represents the removal of acquisition related expenses incurred during the period.

<sup>(3)</sup> Adjustment represents the removal of (i) a gain on an equity security associated with a fair value adjustment (\$5.3) and (ii) non-service pension and postretirement charges (\$0.2).

<sup>(4)</sup> Adjustment primarily represents the tax impact of items (1) through (3) above and the removal of certain discrete income tax benefits.

# **Q2 2021 U.S. GAAP to Adjusted Operating Income Reconciliation**



	Three months ended		Six months ended			ıded	
	-	July 3, 2021	June 27, 2020		July 3, 2021		June 27, 2020
Operating income	\$	12.9	\$ 17.5	\$	32.9	\$	33.6
Exclude:							
Aggregate operating losses of the South Africa business (1)		(4.0)	(4.3)		(9.1)		(8.8)
Acquisition related costs (2)		(2.1)	(0.1)		(3.5)		(0.3)
Other operating income (3)		-	-		-		0.4
Amortization expense (4)		(6.5)	(2.4)		(10.5)		(5.0)
Adjusted operating income	\$	25.5	\$ 24.3	\$	56.0	\$	47.3
as a percent of adjusted revenues		8.6 %	9.4 %		9.6 %		9.2 %

<sup>(1)</sup> Represents the removal of the financial results of our South Africa business, inclusive of "special charges" of \$0.1 and \$0.0 during the three months ended July 3, 2021 and June 27, 2020, respectively, and \$0.6 and \$0.2 during the six months ended July 3, 2021 and June 27, 2020, respectively.

<sup>(2)</sup> Represents acquisition related costs during the three months ended July 3, 2021 and June 27, 2020 associated with (i) inventory step-up of \$0.9 and \$0.0, respectively and (ii) integration and transaction costs of \$1.2 and \$0.1, respectively, and acquisition related costs during the six months ended July 3, 2021 and June 27, 2020 associated with (i) inventory step-up of \$1.6 and \$0.0 and (ii) integration and transaction costs of \$1.9 and \$0.3, respectively.

<sup>(3)</sup> For the six months ended June 27, 2020, includes a gain of \$0.4 related to revisions to estimates of certain liabilities retained in connection with the 2016 sale of the dry cooling business.

<sup>(4)</sup> Represents amortization expense associated with acquired intangible assets.

## **Q2 2021 Non-GAAP Reconciliation - Organic Revenue**



	Three months ended July 3, 2021				
	HVAC	Detection & Measurement			
Net Revenue Growth	12.2 %	20.7 %			
Exclude: Foreign Currency	0.8 %	1.9 %			
Exclude: Acquisitions	- %	17.2 %			
Exclude: Settlement of legacy dry cooling contract	(2.7) %	- %			
Organic Revenue Growth	14.1 %	1.6 %			

# Q2 2021 and 2020 U.S. GAAP to Adjusted Revenue and Adjusted Segment Income Reconciliation



CONSOLIDATED SPX:	Three months ended				Six months ended			
	July 3, 2021		June 27, 2020		July 3, 2021		June 27, 2020	
Consolidated revenue	\$	296.7	\$	258.0	\$	584.6	\$	514.8
Exclude: "Other" operating segment (1)		0.1		0.7		0.8		2.8
Adjusted consolidated revenue	\$	296.6	\$	257.3	\$	583.8	\$	512.0
Total segment income	\$	32.9	\$	31.3	\$	70.6	\$	62.9
Exclude: "Other" operating segment (1)		(3.9)		(4.3)		(8.5)		(8.6)
Exclude: Acquisition related costs (2)		(0.9)		-		(1.6)		(0.1)
Exclude: Amortization expense (3)		(6.5)		(2.4)		(10.5)		(5.0)
Adjusted segment income	\$	44.2	\$	38.0	\$	91.2	\$	76.6
as a percent of adjusted revenues		14.9 %		14.8 %		15.6 %		15.0 %

<sup>(1)</sup> Represents the removal of the financial results of our South Africa business. Note: This business is being reported as an "Other" operating segment for U.S. GAAP purposes due to wind-down activities that are occurring within this business.

<sup>(2)</sup> Represents additional "Cost of products sold" recorded during the three months ended July 3, 2021 related to the step-up of inventory (to fair value) acquired in connection with the Sealite acquisition and the Sealite and Sensors & Software acquisitions during the six months ended July 3, 2021 and acquisition related costs for the HVAC reportable segment during the six months ended June 27, 2020.

<sup>(3)</sup> Represents amortization expense associated with acquired intangible assets.

# Q2 2021 and 2020 U.S. GAAP to Adjusted Segment Income Reconciliations



(\$ millions)

#### HVAC REPORTABLE SEGMENT:

	Three months ended				Six months ended			
	Jul	y 3, 2021	J	June 27, 2020	Jı	ıly 3, 2021	Ju	ne 27, 2020
HVAC segment income	\$	25.4	\$	19.6	\$	47.7	\$	37.3
Exclude: Acquisition related costs (2)		-		-		-		(0.1)
Exclude: Amortization expense (3)		(0.7)		(0.7)		(1.4)		(1.5)
HVAC adjusted segment income as a percent of HVAC segment revenues	\$	26.1	\$	20.3	\$	49.1	\$	38.9
		14.1 %		12.3 %		13.6 %		11.9 %

#### DETECTION & MEASUREMENT REPORTABLE SEGMENT:

	Three months ended			Six months ended				
	Jul	y 3, 2021		June 27, 2020		July 3, 2021		June 27, 2020
Detection & Measurement segment income	\$	11.4	\$	16.0	\$	31.4	\$	34.2
Exclude: Acquisition related costs (2)		(0.9)		-		(1.6)		 
Exclude: Amortization expense (3)		(5.8)		(1.7)		(9.1)		(3.5)
Detection & Measurement adjusted segment income	\$	18.1	\$	17.7	\$	42.1	\$	37.7
as a percent of Detection & Measurement segment revenues	-	16.3 %		19.2 %		18.9 %		20.5 %

<sup>(1)</sup> Represents the removal of the financial results of our South Africa business. Note: This business is being reported as an "Other" operating segment for U.S. GAAP purposes due to wind-down activities that are occurring within this business.

<sup>(2)</sup> Represents additional "Cost of products sold" recorded during the three months ended July 3, 2021 related to the step-up of inventory (to fair value) acquired in connection with the Sealite acquisition and the Sealite and Sensors & Software acquisitions during the six months ended July 3, 2021 and acquisition related costs for the HVAC reportable segment during the six months ended June 27, 2020.

<sup>(3)</sup> Represents amortization expense associated with acquired intangible assets.

### **Q2 2021 Debt Reconciliation**



(\$ millions)

	Q2 2021		
Short-term debt	\$	168.3	
Current maturities of long-term debt		10.4	
Long-term debt		238.0	
Gross debt		416.7	
plus: adjustment associated with acquisitions (1)		79.0	
Adjusted gross debt		495.7	
less: cash and equivalents (2)		(68.6)	
Adjusted net debt	\$	427.1	

<sup>&</sup>lt;sup>1)</sup> Excludes unamortized debt issuance costs associated with term loan of (\$1.2) and purchase card debt of \$2.3.

Note: Adjusted net debt as defined by SPX's current credit facility agreement.

<sup>2)</sup> Excludes restricted cash of \$0.5.

### YTD 2021 Adjusted Free Cash Flow Reconciliation



	Six months ended						
	July	3, 2021	June 27, 2020				
Operating cash flow from continuing operations	\$	38.9	\$	(9.9)			
Capital expenditures		(4.2)		(8.3)			
Free cash flow from continuing operations		34.7		(18.2)			
Adjustments*		(3.4)		3.2			
Adjusted free cash flow from continuing operations	\$	31.3	\$	(15.0)			

<sup>\*</sup> Adjustments align with our reconciliation of GAAP to Adjusted EPS