# Q2 2019 Earnings Presentation





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This presentation includes non-GAAP financial measures. Reconciliation of the non-GAAP financial measures with the most comparable measures calculated and presented in accordance with GAAP is 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.

□ We have not reconciled non-GAAP financial measures guidance to their nearest GAAP equivalents because we do not provide guidance for items that we do not consider indicative of our on-going performance and that are out of our control and/or cannot be reasonably predicted. Accordingly, a

reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP financial measures is not practicable.



# Introductory Comments Gene Lowe

## **Performance Highlights**



- Q2 2019 results reflect strong execution and favorable project activity
  - Significant growth in revenue and operating profit
  - ~170 bps of adjusted operating margin expansion
- □ Strong first half driven by Detection & Measurement and Engineered Solutions
- Progress on dispute resolution process for South African projects
- Substantial capital available for strategic growth initiatives

### Increasing 2019 Guidance Range to Adjusted EPS of \$2.60-\$2.72

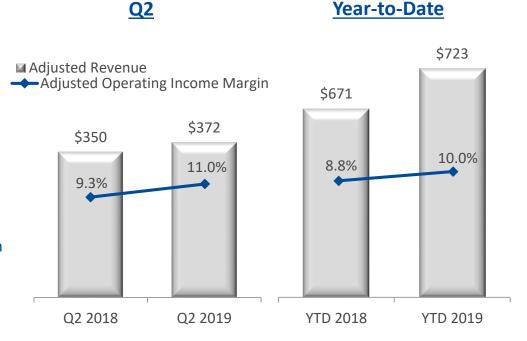
Note: Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African and Heat Transfer operations categorized as "All Other" in the company's reporting structure. Reconciliations from US GAAP financial measures are available in the Appendix of the presentation. We have not reconciled non-GAAP financial measures guidance to their nearest GAAP equivalents because we do not provide guidance for items that we do not consider indicative of our on-going performance and that are out of our control and/or cannot be reasonably predicted. Accordingly, a reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP financial measures is not practicable.

# Adjusted Q2 2019 Year-Over-Year Summary



Detection & Measurement and Engineered Solutions were primary drivers of increases in revenue and adjusted operating income

- ✓ 6.3% adjusted revenue growth
- ✓ 25.2% adjusted operating income growth

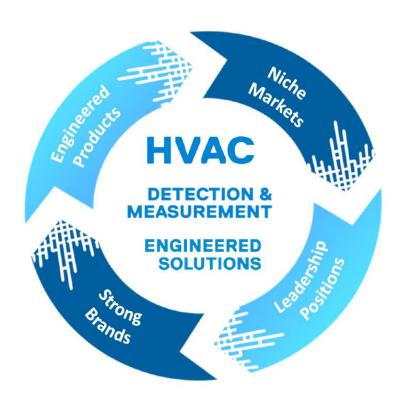


# Q2 Adjusted EPS of \$0.67

Note: Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African and Heat Transfer operations categorized as "All Other" in the company's reporting structure. Reconciliations from US GAAP financial measures are available in the Appendix of the presentation.

#### 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**

- Leadership development
- Results/accountability
- Integrity

# **SGS Refrigeration Overview**

# SPX®

#### **Company Profile**

Headquarters: Dixon, Illinois

2018 Sales: ~\$12M (net of intercompany sales)

**Description:** Manufacturer and distributor of industrial and commercial refrigeration equipment and products

Purchase multiple\*: <7x post-synergies</pre>

#### **Acquisition Rationale:**

- □ Strengthens industrial refrigeration solutions
- Expands sales and distribution channels
- Attractive end market growth profile



**DT/DTX Series Unit Cooler** 



# **Evaporative Condensers DTC Condenser**



<sup>\*</sup>Purchase price, net cash acquired, divided by 2018 EBITDA plus expected synergies over a 3-year period.



# Q2 Financial Review Scott Sproule

# **Adjusted Earnings Per Share**



	Q2 2019	Q2 2018
<b>GAAP EPS from continuing operations</b>	\$0.43	\$0.44
South Africa and Heat Transfer*	\$0.19	\$0.01
Acquisition-related	\$0.02	\$0.06
Non-service pension & other**	(\$0.01)	\$0.01
Amortization	\$0.04	\$0.01
Adjusted EPS from continuing operations	\$0.67	\$0.53

## Adjusted EPS Growth of 26%

Note: Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African and Heat Transfer operations categorized as "All Other" in the company's reporting structure. Reconciliations from US GAAP financial measures are available in the Appendix of the presentation.

<sup>\*</sup>Includes a \$0.13 per share charge related to the South African projects in Q2'19.

\*\* "other" includes change in fair value of equity security and favorable discrete tax items in Q2'19.

# Adjusted Q2 2019 Year-Over-Year Results



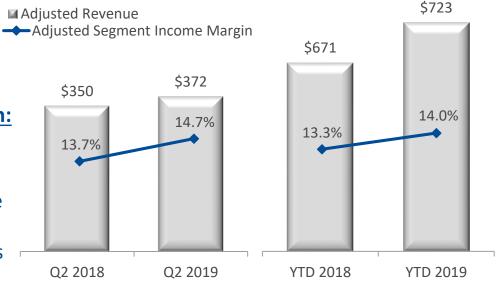
#### **Q2 Adjusted Revenue:**

- 6.3% year-over-year increase:
  - √ 7.0% acquisition impact
  - √ (0.3%) organic decrease\*
  - √ (0.4%) unfavorable currency impact

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

□ \$6.9m increase in adjusted segment income driven by acquisitions in Detection & Measurement and leverage on higher volumes in both Detection & Measurement and Engineered Solutions





## Strong Revenue and Segment Margin Growth

Note: Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African and Heat Transfer operations categorized as "All Other" in the company's reporting structure. Reconciliations from US GAAP financial measures are available in the Appendix of the presentation.

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

#### **HVAC Q2 2019 Year-Over-Year Results**



**Year-to-Date** 

#### **Q2** Revenue:

- □ (6.3%) year-over-year decrease:
  - √ (5.7%) organic decrease\* driven by timing of cooling shipments
  - √ (0.6%) unfavorable currency impact

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

- □ \$1.8m decrease in segment income
- □ 50 basis points of margin decline due to lower volumes and higher operating costs



YTD 2018

12.8%

022019

### Solid Performance vs. Strong Prior Year Results

Q2 2018

13.3%

Q2

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

YTD 2019

### Detection & Measurement Q2 2019 Year-Over-Year Results



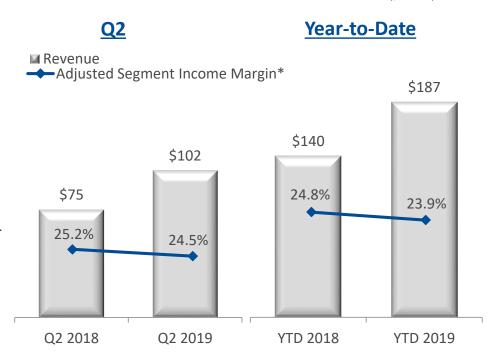
(\$ millions)

#### **Q2** Revenue:

- □ 36.3% year-over-year increase:
  - √ 33.8% increase from acquisitions
  - 3.2% organic increase\* primarily due to strong project activity in Communications Technologies
  - √ (0.7%) unfavorable currency impact

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

- □ \$6.1m increase in adjusted segment income\*
- 70 basis points of margin decline primarily due to sales mix



## 32% Increase in Adjusted Segment Income

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

## **Engineered Solutions Q2 2019 Year-Over-Year Results**

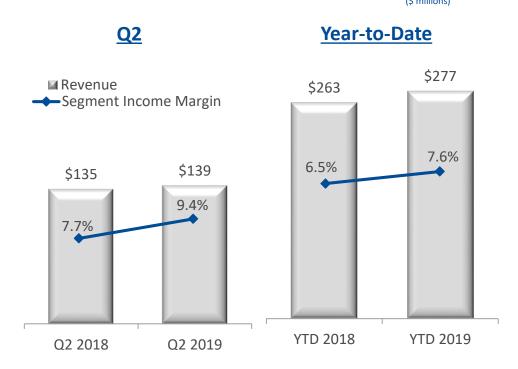


#### **Q2** Revenue:

- □ 2.7% year-over-year increase:
  - ✓ Improved volumes in Transformers

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

- \$2.6m increase in segment income
- □ ~170 basis points of margin expansion
  - Solid operational performance in Transformers



Solid Operational Execution and Margin Improvement



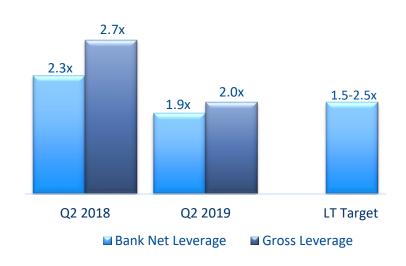
# Financial Position and Liquidity Review Scott Sproule

# Financial Position - Capital Structure & Liquidity Update



Leverage	Ratios*
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(\$millions)	Q2 2018	Q2 2019
Short-term debt	\$124.1	\$59.5
Current maturities of long-term debt	9.2	14.1
Long-term debt	340.6	328.0
Total Debt	\$473.9	\$401.6
Less: Cash on hand	(66.7)	(34.6)
Net Debt	\$407.2	\$367.0



Anticipating Year-End Net Leverage at Lower End of Target Range of 1.5-2.5x

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

# 2019 Adjusted Guidance (Changes in Bold)



	Revenue	Segment Income Margin
HVAC	<ul> <li>In a range of \$576-586 million (previously \$570-580 million)</li> </ul>	■ In a range of 15.5-16%
Detection & Measurement	<ul><li>In a range of a \$390-400 million (previously \$385-395 million)</li></ul>	<ul> <li>In a range of 23-24% (ex amortization)</li> </ul>
Engineered Solutions	■ In a range of \$530-540 million	■ ~8%, or +150 bps vs 2018
Total SPX Adjusted	■ ~\$1.50 billion	■ ~15% (ex amortization)

Adjusted Operating Income in a Range of \$164-172 Million (~11% margin); Adjusted EPS in a Range of \$2.60-2.72 (vs \$2.50-2.65 prior)

Note: Adjusted results are non-GAAP financial measures and excludes, among other items, results of the Heat Transfer and South African operations categorized as "All Other" in the company's reporting structure. We have not reconciled non-GAAP financial measures guidance to their nearest GAAP equivalents because we do not provide guidance for items that we do not consider indicative of our on-going performance and that are out of our control and/or cannot be reasonably predicted. Accordingly, a reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP financial measures is not practicable.



# End Market Overview and Closing Remarks Gene Lowe

# **Market Commentary**



Market	Comments
HVAC	☐ Cooling: Steady near-term demand; solid backlog☐ Heating: Seasonal demand remains key driver; commercial markets steady
Detection & Measurement	□ Favorable run-rate markets □ Frontlog activity remains strong for project markets
Transformers	<ul><li>Key customer activity and bookings remain solid</li><li>Competitive market pricing</li></ul>
Process Cooling	<ul> <li>Demand for components remains favorable</li> <li>Timing on some services related projects pushed into 2020</li> </ul>

Favorable End Market Backdrop

# **Executive Summary**



- ☐ On track for 15-20% Adjusted EPS\* growth
- Revenue growth and margin expansion continued during Q2
- Strong balance sheet and liquidity profile
- Opportunities in our M&A pipeline remain significant
- Making progress on wind-down of exposure to South African projects

Successful Execution Continues to Drive Shareholder Value Creation and Sustainable Double-Digit Earnings Growth

Note: Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African and Heat Transfer operations categorized as "All Other" in the company's reporting structure. Reconciliations from US GAAP financial measures are available in the Appendix of the presentation.



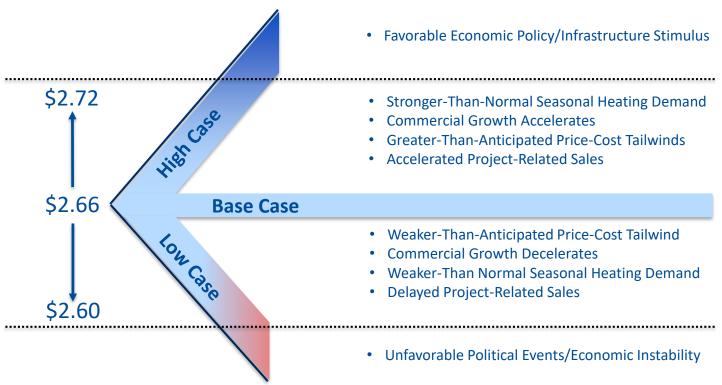
# Questions



# **Appendix**

# 2019 Adjusted EPS Guidance - Key Drivers





Note: We have not reconciled non-GAAP financial measures guidance to their nearest GAAP equivalents because we do not provide guidance for items that we do not consider indicative of our on-going performance and that are out of our control and/or cannot be reasonably predicted. Accordingly, a reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP financial measures is not practicable.

# **Adjusted Segment Income Phasing**



O2 2019





Q1 2018	Q2 2018	Q3 2018	Q4 2018
37.0	41.0	29.6	70.9
(4.1)	(4.4)	(8.0)	(2.4)
(0.3)	(1.6)	(2.9)	(0.9)
(0.1)	(0.8)	(1.3)	(1.3)
\$41.5	\$47.8	\$41.7	\$75.5
20%	23%	20%	37%
Q1 2017	Q2 2017	Q3 2017	Q4 2017
34.3	20.7	45.4	24.5
(5.2)	(24.6)	5.7	(32.6)

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-	-	-	-
(0.1)	(0.1)	(0.2)	(0.1)
\$39.6	\$45.4	\$39.9	\$57.2
22%	25%	22%	31%

<sup>\*</sup>Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African and Heat Transfer operations categorized as "All Other" in the company's reporting structure. Reconciliations from US GAAP financial measures for 2018 and for 2017, are available in the Appendix of the presentation.

# **2019 Modeling Considerations**



Metric	Commentary/Assumptions
Corporate costs	Mid \$40Ms
Long-term incentive comp	\$14-15M
Restructuring costs	\$1M
Interest cost	\$19-20M
Equity earnings, other	\$4-5M
Tax rate	Approximately 21%
Capex	\$15-17M
Cash cost of pension + OPEB	Approximately \$16M
D&A	Approximately \$32M, mostly in COGS, including approximately \$8M of amortization
Share count	45.0-45.5M
FCF Conversion	Targeting 110% of Adjusted Net Income
Currency effect	Topline sensitivity to USD-GBP rate

# Q2 2019 U.S. GAAP to Adjusted Earnings Per Share Reconciliation



	GAAP		Adjustments		Adjusted	
Segment income (1)	\$	41.4	\$	13.3	\$	54.7
Corporate expense (2)		(10.5)		0.2		(10.3)
Long-term incentive compensation expense		(3.3)		_		(3.3)
Special charges, net (3)		(1.3)		0.9		(0.4)
Operating income		26.3		14.4		40.7
Other income, net (4)		1.9		(0.4)		1.5
Interest expense, net		(4.7)				(4.7)
Income from continuing operations before income taxes		23.5		14.0		37.5
Income tax provision (5)		(4.1)		(3.1)		(7.2)
Income from continuing operations		19.4		10.9		30.3
Dilutive shares outstanding		44.892				44.892
Earnings per share from continuing operations	\$	0.43			\$	0.67

<sup>(1)</sup> Adjustment represents the removal of (i) operating losses associated with the South Africa and Heat Transfer businesses (\$10.0), (ii) inventory step-up charges related to the Cues and Sabik acquisitions (\$0.9), and (iii) 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 restructuring charges associated with the South Africa and Heat Transfer businesses.

<sup>(4)</sup> Adjustment represents the removal of (i) a gain on an equity security associated with a fair value adjustment (\$1.6), (ii) non-service pension and postretirement charges (\$1.0) and (iii) removal of foreign currency losses associated with the South African projects (\$0.2).

<sup>(5)</sup> Adjustment represents the tax impact of items (1) through (4) above.





	GAAP		Adjustments		Adjusted	
Segment income (1)	\$	41.0	\$	6.8	\$	47.8
Corporate expense (2)		(12.5)		1.4		(11.1)
Long-term incentive compensation expense		(4.2)		_		(4.2)
Special charges, net (3)		(1.6)		1.6		
Operating income		22.7		9.8		32.5
Other income, net (4)		2.2		0.5		2.7
Interest expense, net		(4.8)				(4.8)
Income from continuing operations before income taxes		20.1		10.3		30.4
Income tax provision (5)		(0.4)		(6.1)		(6.5)
Income from continuing operations		19.7		4.2		23.9
Dilutive shares outstanding		44.723				44.723
Earnings per share from continuing operations	\$	0.44			\$	0.53

<sup>(1)</sup> Adjustment represents the removal of (i) operating losses associated with the South Africa and Heat Transfer businesses (\$4.4), (ii) inventory step-up charges related to the Cues acquisition (\$1.6), and (iii) amortization expense associated with acquired intangible assets (\$0.8).

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

<sup>(3)</sup> Adjustment represents removal of restructuring charges associated with the South Africa and Heat Transfer businesses.

<sup>(4)</sup> Adjustment represents removal of non-service pension and postretirement items and removal of foreign currency losses associated with the South African projects.

<sup>(5)</sup> Adjustment represents the tax impact of items (1) through (4) above and the removal of tax charges associated with the impact of U.S. tax reform.



# Q2 and YTD 2019 and 2018 U.S. GAAP to Adjusted Operating Income Reconciliation

		Three mon	ths ended			Six mont	ths ended	
	June 29, 2019		June 30, 2018		June 29, 2019		June 30, 2018	
Operating income	\$	26.3	\$	22.7	\$	29.3	\$	42.0
Exclude:								
Aggregate operating losses of the South Africa and								
Heat Transfer businesses (1)		(10.9)		(6.0)		(33.5)		(11.5)
One-time acquisition related costs (2)		(1.1)		(3.0)		(4.0)		(4.3)
Other operating expenses (3)		_		_		(1.8)		_
Amortization expense (4)		(2.4)	-	(0.8)		(4.0)		(0.9)
Adjusted operating income	\$	40.7	\$	32.5	\$	72.6	\$	58.7
as a percent of adjusted revenues (5)		11.0 %		9.3 %		10.0 %		8.8 %

<sup>(1)</sup> Primarily represents the removal of the financial results of these businesses, inclusive of "special charges" of \$0.9 and \$1.6 during the three months ended June 29, 2019 and June 30, 2018, respectively, and \$0.9 and \$3.2 during the six months ended June 29, 2019 and June 30, 2018, respectively.

<sup>(2)</sup> Represents one-time acquisition related costs during the three months ended June 29, 2019 and June 30, 2018 associated with (i) inventory step-up of \$0.9 and \$1.6, respectively, and (ii) integration and transaction costs of \$0.2 and \$1.4, respectively, and one-time acquisition related costs during the six months ended June 29, 2019 and June 30, 2018 associated with (i) inventory step-up of \$2.2 and \$1.9, respectively, and (ii) integration and transaction costs of \$1.8 and \$2.4, respectively.

<sup>(3)</sup> Represents charges associated with revisions to estimates of certain liabilities retained in connection with the 2016 sale of the dry cooling business, with such revision resulting from settlement activity during the first quarter of 2019.

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

<sup>(5)</sup> See "Results of Reportable and Other Operating Segments" for applicable percentages based on GAAP results.



# Q2 2019 U.S. GAAP Revenue to Organic Revenue Reconciliation

SPX®

_	Three months ended June 29, 2019						
-	HVAC	Detection & Measurement	Engineered Solutions		Adjusted SPX		
Net Revenue Growth (Decline)	(6.3) %	36.3 %	2.7	%	6.3 %		
Exclude: Foreign Currency	(0.6) %	(0.7) %	0.1	%	(0.4) %		
Exclude: Acquisitions	— %	33.8 %	_	%	7.1 %		
Organic Revenue Growth (Decline)	(5.7) %	3.2 %	2.6	%	(0.4) %		





(\$ millions)

#### CONSOLIDATED SPX:

Consolidated revenue
Exclude: "All Other" operating segments (1)
Adjusted consolidated revenue
Total segment income
Exclude: "All Other" operating segments (1)
Exclude: One time acquisition related costs (2)
Exclude: Amortization expense (3)
Adjusted segment income
as a percent of adjusted revenues (4)

Three months ended			Six months ended				
June	e 29, 2019	June	e 30, 2018		June 29, 2019		June 30, 2018
\$	372.4	\$	379.2	\$	716.0	\$	731.1
	0.8		29.5		(7.1)		60.3
\$	371.6	\$	349.7	\$	723.1	\$	670.8
\$	41.4	\$	41.0	\$	62.2	\$	78.0
	(10.0)		(4.4)		(32.6)		(8.5)
	(0.9)		(1.6)		(2.2)		(1.9)
	(2.4)		(0.8)		(4.0)		(0.9)
\$	54.7	\$	47.8	\$	101.0	\$	89.3
	14 7 %		13.7 %		14 0 %		13 3 %

<sup>(1)</sup> Represents the removal of the financial results of our South Africa and Heat Transfer businesses. Note: These businesses are now being reported as an "All Other" group of operating segments for U.S. GAAP purposes due to certain wind-down activities that are occurring within these businesses.

<sup>(2)</sup> Represents additional "Cost of products sold" recorded during the three and six months ended June 29, 2019 related to the step-up of inventory (to fair value) acquired in connection with the Sabik and Cues acquisitions and recorded during the three and six months ended June 30, 2018 related to the Schonstedt and Cues acquisitions.

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

<sup>(4)</sup> See "Results of Reportable and Other Operating Segments" in Q2 2019 press release for applicable percentages based on GAAP results.





June 30, 2018

Six months ended

June 29, 2019

(\$ millions)

HVAC segment income	\$	16.7	\$	18.5	\$	35.1	\$	37.1
Exclude: Amortization expense (1)		(0.1)		(0.1)		(0.2)		(0.2)
HVAC adjusted segment income	\$	16.8	\$	18.6	\$	35.3	\$	37.3
as a percent of HVAC segment revenues (2)		12.8%		13.3%	-	13.6%		13.9%
DETECTION & MEASUREMENT REPORTABLE SEGMENT:	Three months ended			Six months ended			d	
	-		-	20 2010	-	20 2010		20 2010
	June	29, 2019	June	30, 2018	June	29, 2019	J	une 30, 2018
Detection & Measurement segment income	\$	21.7	\$	16.5	\$	38.7	\$	32.2
Detection & Measurement segment income  Exclude: One time acquisition related costs (3)	\$		Φ.		<b>c</b>		Φ.	
e	\$	21.7	Φ.	16.5	<b>c</b>	38.7	Φ.	32.2
Exclude: One time acquisition related costs (3)	\$	21.7 (0.9)	Φ.	16.5 (1.6)	<b>c</b>	38.7 (2.2)	Φ.	32.2 (1.9)

June 29, 2019

Three months ended

June 30, 2018

HVAC REPORTABLE SEGMENT:

<sup>(1)</sup> Represents amortization expense associated with acquired intangible assets.

<sup>(2)</sup> See "Results of Reportable and Other Operating Segments" in Q2 2019 press release for applicable percentages based on GAAP results.

<sup>(3)</sup> Represents additional "Cost of products sold" recorded during the three and six months ended June 29, 2019 related to the step-up of inventory (to fair value) acquired in connection with the Sabik and Cues acquisitions and recorded during the three and six months ended June 30, 2018 related to the Schonstedt and Cues acquisitions.

## Q2 2019 Debt Reconciliation



	Q2 2019		
Short-term debt* Current maturities of long-term debt	\$	69.5 14.1	
Long-term debt <sup>(1)</sup>		329.6	
Gross debt		413.2	
Less: Purchase card program and extended payables		(2.6)	
Adjusted gross debt		410.6	
Less: Cash and equivalents		(34.6)	
Adjusted net debt	\$	376.0	

<sup>\*</sup> Short-term debt Includes pro-forma impact related to SGS acquisition

<sup>1)</sup> Excludes unamortized debt issuance costs associated with term loan of \$1.6m. Note: Adjusted net debt as defined by SPX's current credit facility agreement.

## Q2 2019 Consolidated Adjusted EBITDA\* Reconciliation



(\$ millions)

Last 12 Months Net income attributable to SPX Corporation common shareholders \$ 64.2 Income tax provision (benefit) 5.6 Interest expense 22.7 92.5 Income before interest and taxes Depreciation and amortization 32.4 **EBITDA** 124.9 Adjustments: Non-cash compensation 20.3 Pension adjustments 9.5 Extraordinary non-cash charges, (gains), net 10.0 Extraordinary non-recurring cash charges, net 23.0

Note: Consolidated EBITDA as defined by SPX's current credit facility agreement

3.2

11.4

\$ 202.4

Material acquisition/disposition related fees, costs, or expenses,net

Pro forma effect of acquisitions and divestitures, and other

Adjusted EBITDA

<sup>\*</sup> EBITDA includes pro-forma impact related to SGS acquisition Note: Consolidated EBITDA as defined by SPX's current credit facility agreement.

# Q2 2019 Adjusted Free Cash Flow from Continuing Operations to U.S. GAAP Reconciliation



(\$ millions)

	Q2 2019		
Net operating cash flow from continuing operations	\$	16.5	
Capital expenditures - continuing operations		(2.5)	
Free cash flow used in continuing operations		14.0	
Adjustment for "All other"		1.1	
Adjusted free cash flow from continuing operations	\$	15.1	

Note: Adjusted results are non-GAAP financial measures that exclude, among other items, the results of the South African and Heat Transfer operations categorized as "All Other" in the company's reporting structure. Reconciliations from US GAAP financial measures are available in the Appendix of the presentation.