

# 2009 Electrical Products Group



where a sound approach meets new challenges

GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

# Forward-Looking Statements



- Certain statements contained in this presentation that are not historical facts, including any statements as to future market conditions, results of operations and financial projections, are forward-looking statements 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.
- Particular risks facing SPX include economic, business and other risks stemming from changes in the
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  pension funding requirements, and integration of acquisitions. More information regarding such risks can be
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- The estimates of future performance and guidance are as presented on April 29, 2009. SPX's inclusion of estimates and guidance numbers in this presentation is not an update, confirmation, affirmation or disavowal of the estimates and guidance given on April 29, 2009.
- Although SPX believes that the expectations reflected in its forward-looking statements are reasonable, it can
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- This presentation includes non-GAAP financial measures. A copy of this presentation, including a
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  presented in accordance with GAAP, is available on our website at <a href="https://www.spx.com">www.spx.com</a>.

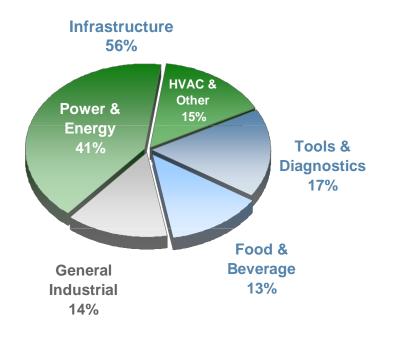
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# **End Market Analysis**



#### 2008 Revenue by End Market

# Organic Revenue 2009E Targets



<b>Power</b>	&	<b>Energy</b>	(59	<b>%</b>	) to	flat
				, • ,	,	

Other Infrastructure (10%) to (5%)

Tools & Diagnostics (25%) to (20%)

Food & Beverage (10%) to (5%)

General Industrial (10%) to (5%)

Total (12%) to (8%)

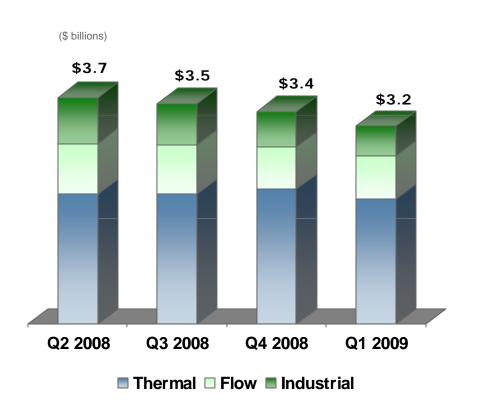
Note: Data from continuing operations; 2009E as of April 29, 2009

#### **Economic Downturn is Impacting 2009 Expectations**

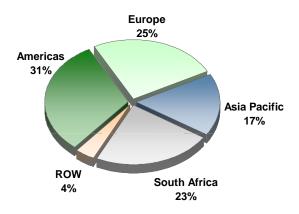
# Backlog



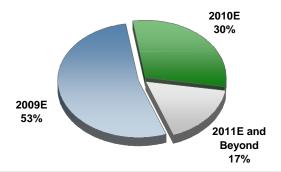
#### **Quarterly Backlog**



# 3/28/2009 Backlog by Geography



#### **Backlog Aging**



Note: Data from continuing operations; Test and Measurement's backlog is immaterial and not reported publicly

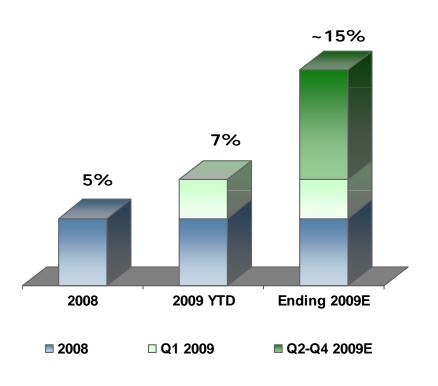
~\$1b of Backlog Expected to be Converted to Revenue in 2010

## Restructuring



(\$ millions)

#### 2008 and 2009\_ Cumulative Reduction in Force



- Restructuring designed to reduce cost structure and increase operating flexibility
- APV integration
- Supporting shared service initiatives
- Pay-as-you-go philosophy:
  - Average payback period of 12 to 18 months

Note: % reduction in force based on ending 2007 headcount of 17,800; 2009E as of April 29, 2009

# Strategic Focus











global infrastructure power & energy



process equipment food & beverage



diagnostic tools vehicle service





# New Product Development





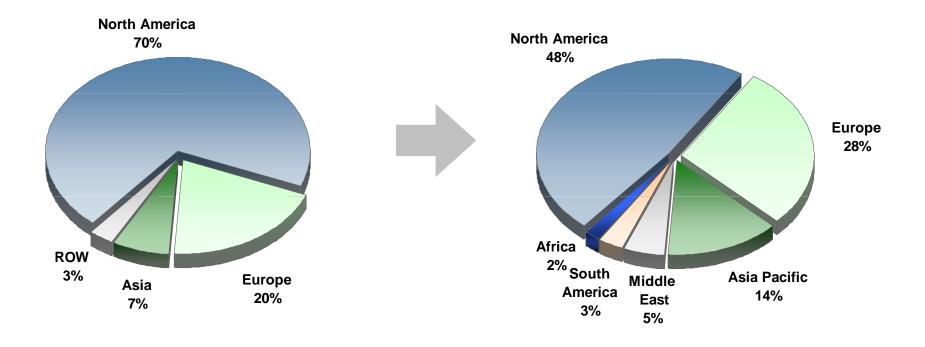
- Increase customer efficiency
- Environmental considerations
- Meet governmental standards
- Expand technologies into adjacent end markets

Note: Data from continuing operations



# 2004 SPX Revenue by Geography

## 2008 SPX Revenue by Geography



Note: Data from continuing operations

Increased Global Revenue Base;
Greater Than 50% of Sales Outside North America

# Operating Initiatives and Financial Results

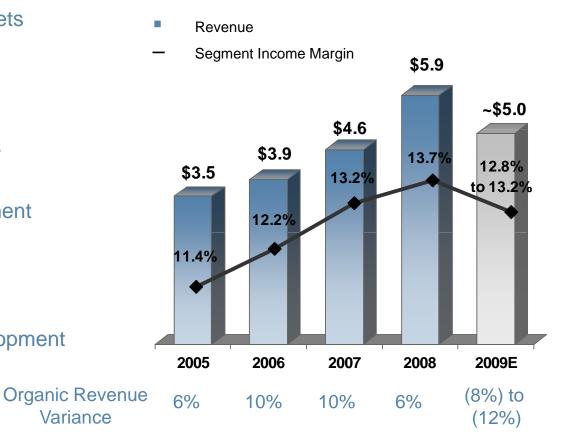


#### **Operating Initiatives:**

- ✓ Emerging and developing markets
- ✓ New product development
- ✓ Continuous Lean improvements
- ✓ Efficient supply-chain management
- ✓ IT infrastructure improvement
- ✓ Organizational and talent development

#### **Revenue & Segment Income Margins**

(\$ billions)



Note: Data from continuing operations; 2009E as of April 29, 2009

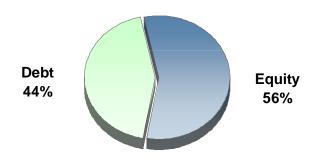
**Strategic Transformation and Operating Initiatives Have Contributed to Revenue Growth and Margin Improvement** 

Variance

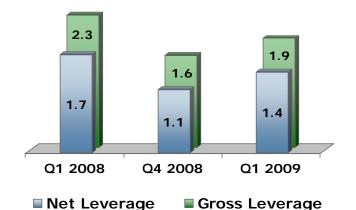
# Capital Structure



#### Q1 2009 Debt to Capital



#### **Debt to EBITDA** (1)



- Recapitalized in 2005
- Refinanced \$2b global credit facility in 2007:
  - 2012 maturity
- Issued \$500m senior notes in 2007:
  - 2014 maturity
- Minimal debt payments required until 2012

(1) Consolidated leverage ratios; Net and Gross Debt to EBITDA as defined in the credit facility

# Capital Allocation Discipline



#### **Gross Debt to EBITDA**

#### **Excess Capital Usage**

> 2.0x

Debt reduction

< 2.0x

- Strategic acquisitions
- Share repurchases

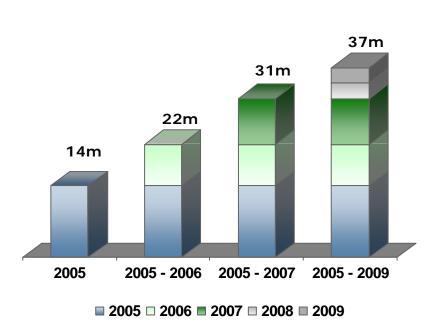
**Target Gross Debt to EBITDA of 1.5x to 2.0x** 

# Share Repurchases

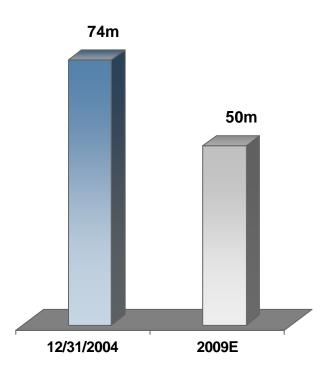


# Cumulative Share Repurchases

Total cumulative cost: ~\$2b



# Dilutive Common Shares Outstanding



Note: 2009E as of April 29, 2009

Repurchased ~37m Shares or 50% of the Ending 2004 Share Count

# Acquisitions



# ~Annual Revenue\*

- Acquisition criteria:
  - Strategic to three core end markets
  - ✓ Accretive to earnings within the first 12 months
  - ✓ Generate returns above SPX's cost of capital within a short time frame

Process Equipment



\$800m



\$100m

\$80m

Tools & Diagnostics



**Johnson Controls** 

**European Diagnostics** 

\$50m



\$25m



\$10m

\*At the time of acquisition



# Power & Energy Market

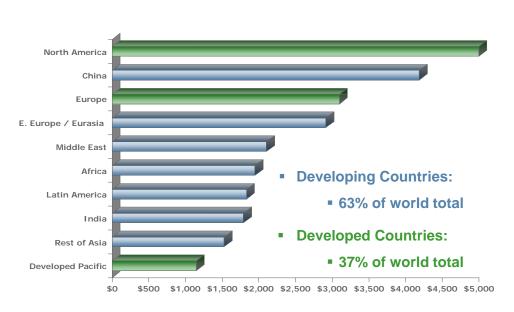
global infrastructure  $\boldsymbol{x}$  process equipment  $\boldsymbol{x}$  diagnostic tools

# Global Energy Infrastructure Investment



# Cumulative Energy-Supply Infrastructure Investment by Region, 2007 - 2030





#### **Key Market Drivers**

- Advancement of developing economies in Asia and South Africa
- Aging US and Western European infrastructure
- Demand for higher efficiency products
- Stricter regulatory environment
- Increasing project size

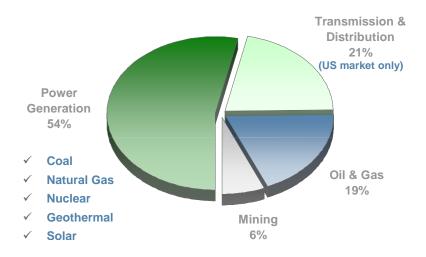
Source: WEO 2008 Copyright OECD/IEA, 2008; Table 2.4, page 88, as modified by SPX Corporation

\$26 Trillion Estimated to be Spent on Energy Infrastructure From 2007 Through 2030

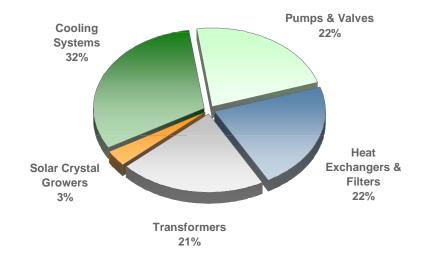
# SPX Power & Energy Technology Examples



#### 2008 Power & Energy **Revenue by Market**



#### 2008 Power & Energy **Revenue by Product**



Moisture Separator Reheater



**Heat Exchangers** 



Cooling Systems



Pumps and Valves



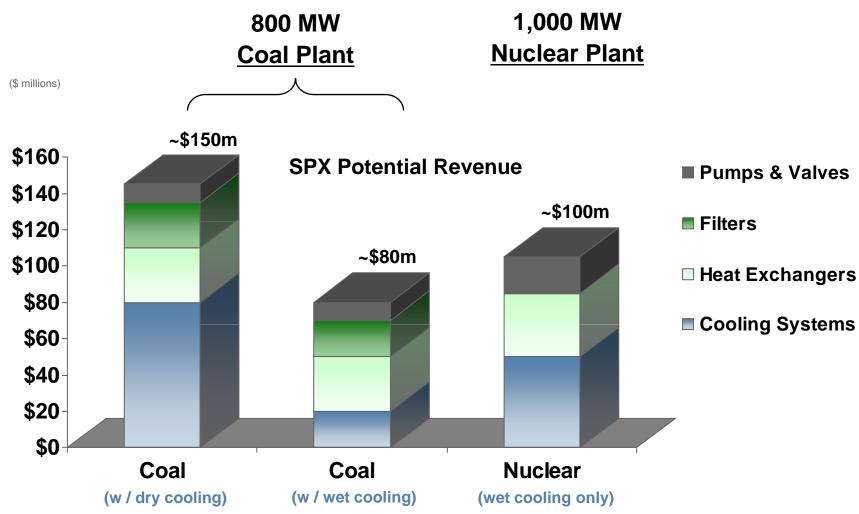


Note: Data from continuing operations

**Diverse Technology Offerings Provide Efficient Solutions for Customers** and Responds to Many Environmental Challenges

# **New Power Plant Opportunities**





Source: SPX management estimates. Actual results may vary based on project specifications, raw material prices and competitive dynamics

**Attractive Revenue Opportunities for New Power Plant Projects** 

# Coal Projects in China





- SPX began selling dry cooling systems in China in 2002
- 2 dry cooling manufacturing plants:
  - Zhangjiakou
  - Tianjin
- Awarded 8 contracts in 2008
- Awarded 3 contracts YTD 2009
- In total, awarded 48 total projects from 2002 to today:
  - 32 completed
  - 7 under construction
  - 9 in engineering/design

Steady Orders for Dry Cooling Systems in Competitive Chinese Market; Average Dry Cooling Contract Size is \$15m to \$25m

# Coal Projects in South Africa





- Jet fabric filters
- Air preheaters
- Feedwater heaters
- Air cooled condenser (dry cooling)\*
- Feedwater heaters

#### **Current Projects**

- SPX awarded contracts to supply critical components on two 4.8GW coal-fired mega-projects:
  - Medupi
  - Kusile
- Multi-year construction projects
- Total value of contracts in SPX's March backlog: ~\$700m
- Collected cash deposits between 5% and 15% on each contract
- 2009E revenue: \$50m to \$60m

\*Kusile contract only

# Nuclear Projects in the United States and China **5P**







- SPX awarded ~\$100m in contracts to supply nuclear squib valves to up to 12 nuclear power plants to be built in the United States and China
- Designed specifically for Westinghouse's AP1000 nuclear power plant

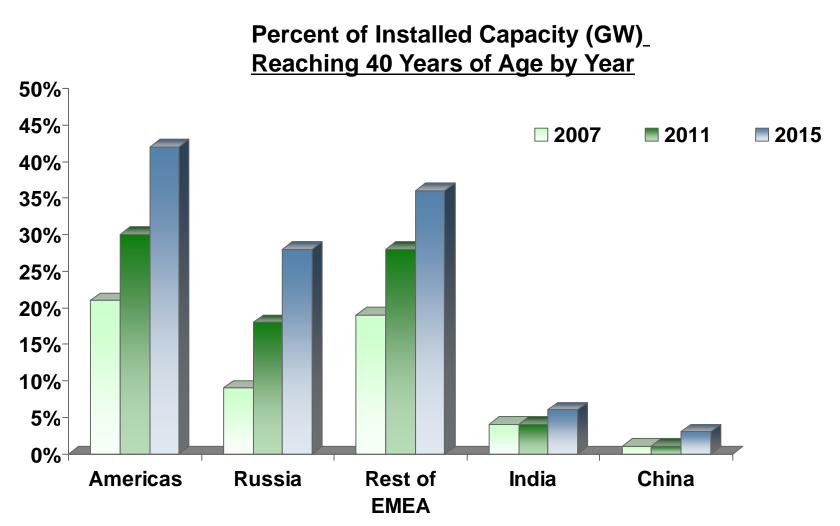
#### **SPX Squib Valve**



**SPX Engineering Supports Alternative Energy Investment** 

# Aging of Power Fleet



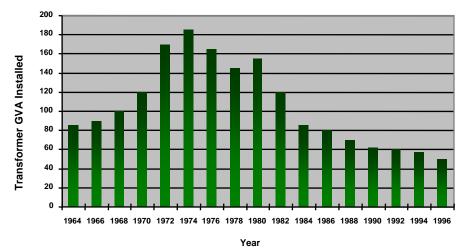


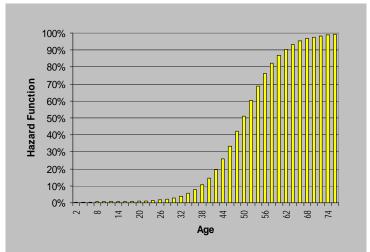
Source: Platts Global Power Database January 2008; Limited to SPX addressable markets

The Aging of Existing Infrastructure Provides an Attractive Opportunity for Retrofit and Rebuild

# Aging US Transformers







Source: Hartford Steam Boiler

(1) WEO 2008 Copyright OECD/IEA, 2008; Table 6.1, page 88, as modified by SPX Corporation

#### **Demand Drivers**

- Increased Electricity Demand (1):
  - Demand for electricity expected to increase on average 1% per year from 2006 through 2030
- Heightened Regulatory Standards:
  - Energy Policy Act of 2005
  - Electric Reliability Organization
- Aging Infrastructure:
  - Average transformer age is 30 years or greater

Fundamental Long-Term Demand Drivers Have Not Changed; Need for Infrastructure Replacement is Still Significant

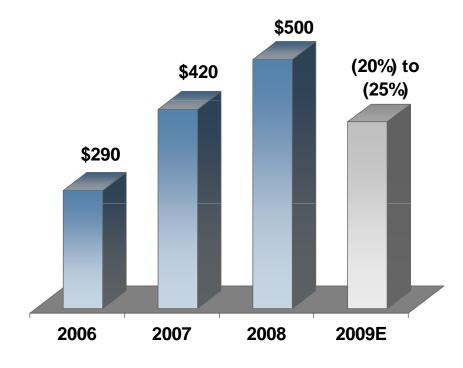
### Power Transformers: US Market





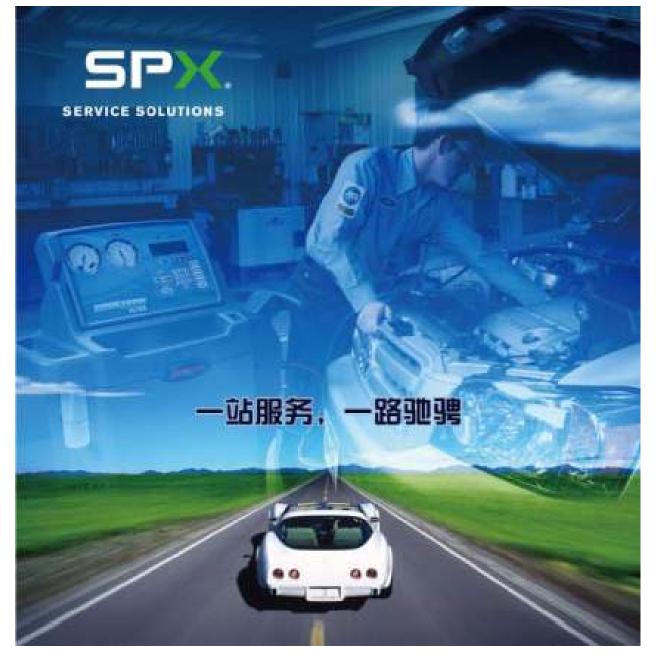
#### **Power Transformer Revenue**

(\$ millions)



Note: 2009E as of April 29, 2009

Q1 Order Run-Rate Suggests Annualized Revenue of \$320 to \$350



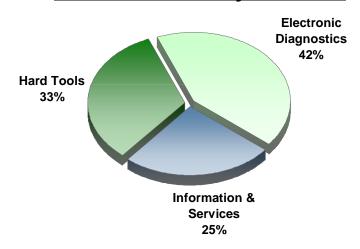
Tools & Diagnostics

GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

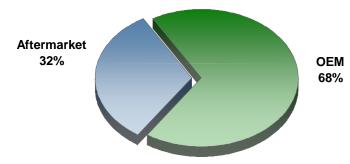
# **Tools & Diagnostics Market Drivers**



#### 2008 Revenue by Product



#### 2008 Revenue by Market



Note: Data from Service Solutions business unit

#### **Key Market Drivers:**

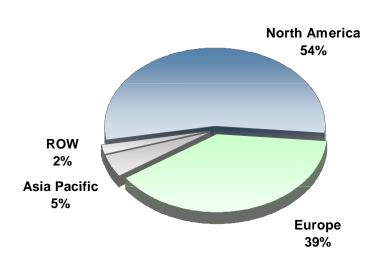
- New model introductions
- Increasing electronic complexity of vehicles
- Environmental regulations
- OEM outsourcing initiatives

**New Model Introductions and Increased Vehicle Complexity Drive Growth Opportunities for Diagnostic Platforms and Service Offerings** 

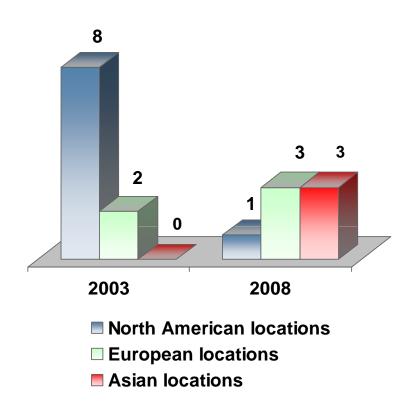
# **Strategic Transformation**



#### 2008 Revenue by Geography



#### **Manufacturing Locations**



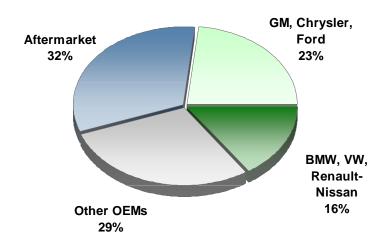
Note: Data for Service Solutions business unit

Strategically Increased Presence in Europe and Asia; And Reduced U.S. Footprint

#### Global OEM Customers



#### **2008 Revenue by Customer**





















Note: Customer data for Service Solutions business unit

Detroit 3 Expected to be Only 15% of 2009E Test & Measurement Revenue; Increasing Presence with Leading European and Asian OEM's

# Next Generation Global Diagnostic Tool





- Wireless vehicle connection
- Speed scroll control
- Audio & video
- Information at the fender
- 1980 to 2008 vehicle coverage
- Internet connectivity
- Touch screen selection
- High speed scope

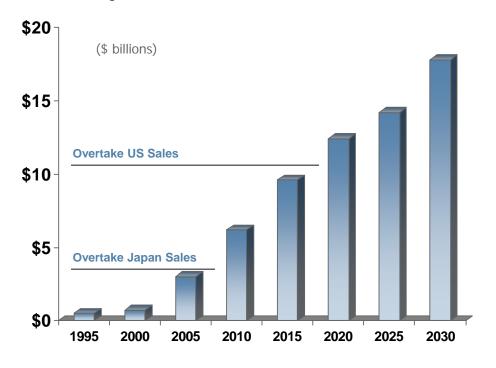
**New Product Development Focused on Global Customer Base** 

# **Asian Expansion**





#### **Projected New Car Sales in China**



- Investing in R&D:
  - -~85 engineers
- Expanding OEM customer base:
  - -30 global OEM customers
  - -29 independent Chinese OEMs
- Acquired Autoboss in 2008
- Honda order:
  - Selected to design and deliver Honda's 3<sup>rd</sup> generation diagnostics system

Source: WEO 2007 Copyright OECD/IEA, 2007; Figure 9.6, page 300, as modified by SPX Corporation

#### **Technology and Expertise Driving Asia-Pacific Expansion**

## China OEM Example: Chery











#### **Supporting Chery's A3 model:**

- Optimizing workshop manual, diagnostic procedure development, labor time study, EPC and Owner's guide for A3
- Assess, design, develop and manufacture special tools program to support A3 launching
- Developing instructor-led technical training and computer-based self learning
- Establishing systematic training programs
- Training management system
- PC-based diagnostic system for long term improvement of service satisfactions









# Global Food & Beverage Market

# Typical Food & Beverage Customers



















- Production of value added or higher quality products
- Enhanced hygienic standards and regulatory controls
- Energy efficiency and waste reduction
- Economic expansion in developing regions
- New plant production

Global Customer Base Including Many Leading Food and Beverage Manufacturers;
Regulated Market that is Generally Stable and Less Cyclical

#### **Product Overview**



#### 2008 Revenue by Type

# Engineered Components 70% Skidded and

Full-Line Systems 30%

**Pumps** 



**Valves** 



**Process** 



Homogenizers



**Heat Exchangers** 



Note: Data from continuing operations

**SPX Offers Customers Engineered Components, Skidded Sub-Systems and Full-Line Systems** 

## Ultrafiltration





**APV's Ultrafiltration System Used for the Treatment of Raw Milk At Arla Foods Cheese Production Facility in Sweden** 

# LeanCreme<sup>TM</sup>











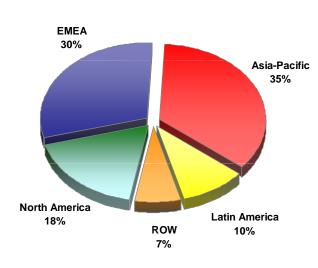
- Fresh cheeses
- Fermented milk products
- Protein enriched milk drinks and yoghurt
- Dressings, sauces and mayonnaise
- Ice cream and chocolate
- Bakery products

**APV's LeanCreme™ Process Improves the Taste and Texture of Low Fat Dairy Products** 

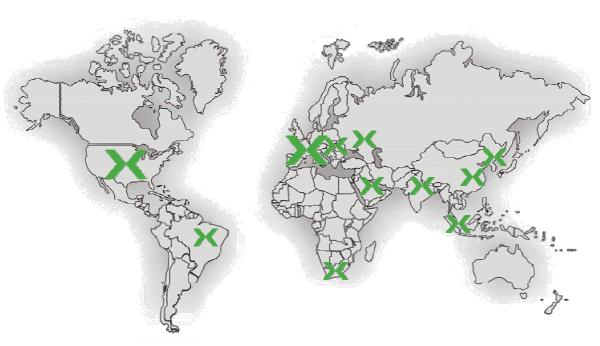
# **Developing Market Opportunity**



2007 Food Processing Machinery & Equipment Spend by Region



#### **SPX Geographical Presence**



Developing Markets Expected to Grow at ~2x More Than Developed Economies Over The Next Several Years



**Executive Summary** 

#### **Current SPX Situation**



Managing prudently in challenging global economic environment

Maintaining liquidity and discipline on capital allocation decisions

Maintaining focus on executing long-term strategy

Expect Global Macro Economic Environment to Remain Challenging Through 2009; Continue to Focus on Executing Long-Term Strategy



# Questions



**Appendix** 

## 2009 Financial Targets



	2009	
(\$ millions, except per share data)	Target Range	<b>Comments</b>
Revenue	(12%) to (16%)	Organic: (8%) to (12%) FX: ~(5%)
Segment Income Margin	12.2% to 13.2%	
Special Charges	~\$75	
Earnings Per Share	\$4.40 to \$4.80	(27%) to (33%) <sup>(1)</sup>
Free Cash Flow	\$230 to \$270	100% to 120% of NI
Capital Spending	\$90 to \$100	

<sup>(1)</sup> As compared to 2008 adjusted EPS

Note: Data from continuing operations; 2009E as of April 29, 2009; see appendix for non-GAAP reconciliations

Expecting ~10% Organic Revenue Decline and ~30% EPS Decline in 2009

# 2009 Q2 Targets



(\$ millions, except per share data)	<b>Q2 2008</b>	<b>Q2 2009E</b>	
Revenue	\$1,512	(16%) to (20%)	FX ~(8%)
Segment Income \$	\$207	\$135 to \$145	
Segment Income %	13.7%	11.0% to 11.5%	
Special Charges	<b>\$4</b>	~\$30	
EPS	\$1.67	\$0.65 - \$0.80	

Note: Data from continuing operations; 2009E as of April 29, 2009

# Full Year Mid-Point Target Financial Model



lions, except per share data)	2008 Adjusted <u>Earnings</u>	2009E Guidance <u>Mid-Point</u>
Revenue	\$5,856	\$5,010
Segment Income Margin	13.7%	12.7%
Corporate overhead	(108)	(90)
Pension / PRHC	(39)	(35)
Stock-based compensation	(42)	(29)
Special charges	(17)	(75)
Operating Income	<del></del>	\$407
% of revenues	10.2%	8.1%
Equity Earnings in J/V	46	31
Other Income/(Expense)	2	(17)
Interest Expense	(105)	(89)
Pre-Tax Income from Continuing Operations	\$539	\$332
Tax Provision	(186)	(105)
Income from Continuing Operations	\$353	\$227
Tax Rate	34%	32%
Weighted Average Dilutive Shares Outstanding	54	50
EPS Mid-Point from continuing operations	\$ 6.53 <sup>(1)</sup>	\$ 4.60
EPS Guidance Range		\$4.40 to \$4.80
EBITDA	\$ 803	\$ 640

Note: Data from continuing operations; 2009E as of April 29, 2009

#### Mid-Point EPS Guidance at \$4.60

<sup>(1)</sup> Adjusted EPS, see appendix for reconciliation

## **EBITDA Reconciliations**



(\$ millions)	<u>2008</u>	2009E
Revenues	\$5,856	\$5,010
Net Income	\$248	\$228
Income tax provision (benefit)	153	105
Interest expense	116	95
Income before interest and taxes	\$517	\$427
Depreciation and intangible amortization expense	105	105
EBITDA from continuing operations	<del>\$621</del>	\$532
Adjustments:		
Amortization or write-off of intangibles and organizational costs	127	0
Non-cash compensation expense	42	29
Extraordinary non-cash charges	(22)	0
Extraordinary non-recurring cash charges	13	75
Excess of JV distributions over JV income	11	0
Loss (Gain) on disposition of assets	12	5
Pro Forma effect of acquisitions and divestitures	(1)	0
Other	0	(1)
Adjusted LTM EBITDA from continuing operations	\$803	\$640

Note: EBITDA as defined in the credit facility; 2009E as of April 29, 2009

### 2009E Free Cash Flow Reconciliation



#### SPX Corporation and Subsidiaries Free Cash Flow Reconciliation (unaudited)

(\$ millions)

#### 2009E Guidance Range

Net cash from continuing operations Capital expenditures	<b>\$ 330</b> \$ (100)	<b>\$ 360</b> \$ (90)
Free cash flow from continuing operations	\$ 230	\$ 270

Note: Data from continuing operations; 2009E as of April 29, 2009

45

## **Debt Reconciliations**



(\$ millions)	<u>12/31/2008</u>		3/28/2009	
Short-term debt Current maturities of long-term debt Long-term debt	\$	113 76 1,155	\$	135 76 1,271
Gross Debt	\$	1,345	\$	1,482
Less: Puchase card program and extended A/P programs	\$	(48)	\$	(37)
Adjusted Gross Debt	\$	1,297	\$	1,446
Less: Cash in excess of \$50m	\$	(426)	\$	(381)
Adjusted Net Debt	\$	871	\$	1,065

Note: Debt as defined in the credit facility

# Organic Revenue Growth Reconciliation



	Net Revenue Growth/(Decline)	Acquisitions and Other	Foreign Currency	Organic Growth/(Decline)
2005	6.2%	0.5%	0.0%	5.7%
2006	11.8%	1.4%	0.7%	9.7%
2007	15.7%	3.2%	2.7%	9.8%
2008	28.0%	20.3%	1.5%	6.2%

Note: Data from continuing operations

#