

GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

**2011** Annual Investor Meeting



- 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
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- 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.
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- 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 <a href="https://www.spx.com">www.spx.com</a>.

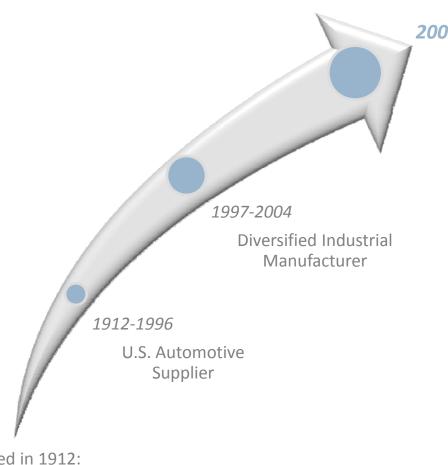
## Agenda



- SPX Overview
- 2011 Guidance
- Segment Analysis
- Free Cash Flow & Capital Structure
- Closing Remarks







2004 to today

Global, Multi-Industry Supplier of Engineered Solutions

~\$5b of annual revenue

Founded in 1912: "The Piston Ring Company"

Transformed SPX into a Global,
Multi-Industry Supplier of Engineered Solutions

## **Primary Technology Offerings**



Infrastructure
Power & Energy







**Cooling Systems** 

**Heat Exchangers** 

**Power Transformers** 

Process Equipment Food & Beverage



Engineered Components Skidded Systems



**Full-Line Systems** 

Diagnostic Tools

Vehicle Service



**OEM Professional** 



**Aftermarket Professional** 



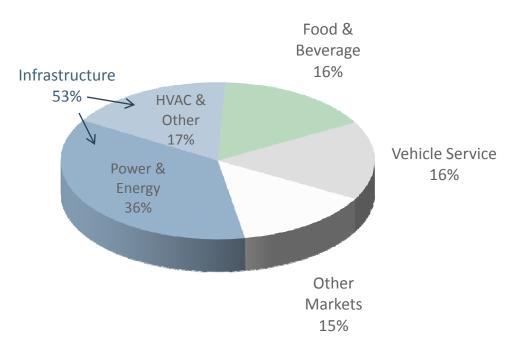
**Aftermarket Do-it-Yourself** 

SPX is a Leading Global Provider of Power & Energy Infrastructure,
Processed Food & Beverage Equipment and Diagnostic Tools For Vehicle Service

## **Key End Markets**







#### **Macro-Economic Drivers**

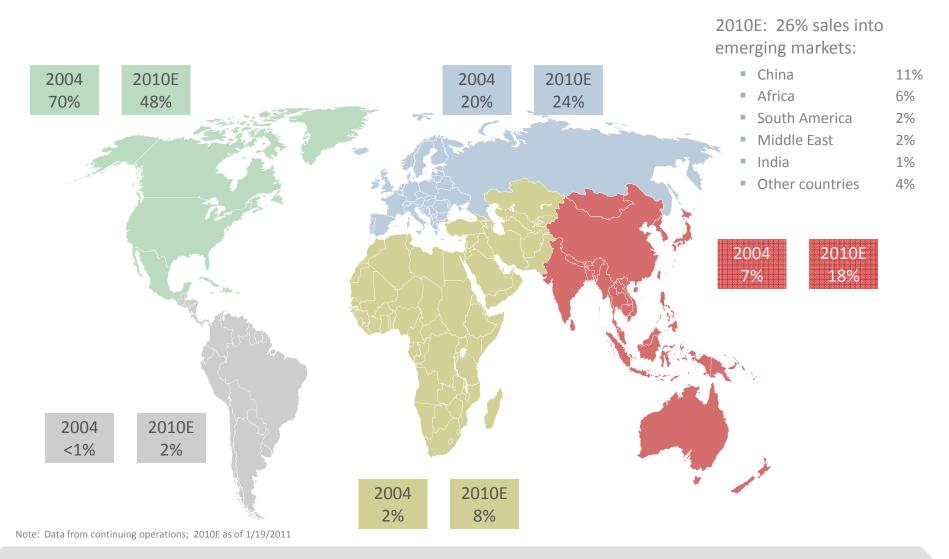
- Growing world population with emerging middle class
- Advancement of emerging countries
- Replacement of aged infrastructure
- Government regulations
- Environmental considerations

Note: Data from continuing operations; 2010E as of 1/19/2011

85% of Revenue from Sales to Key End Markets; Positive, Long-Term Fundamental Demand Drivers

## Revenue by Region

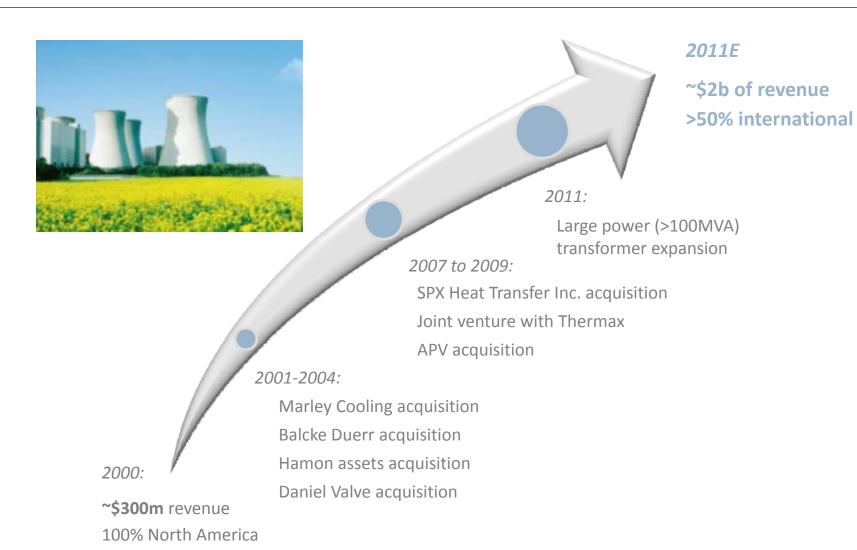




Globalization Has Improved Growth Prospects; 26% of Sales Into Emerging Markets

## **Key Power & Energy Investments**





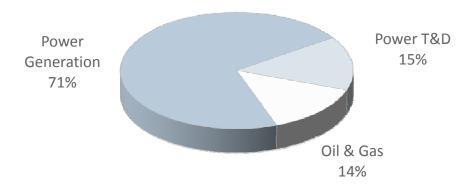
A Leading Global Supplier of Thermal Heat Exchange Technologies;
A Leading U.S. Supplier of Power Transformers

## Infrastructure: Power & Energy

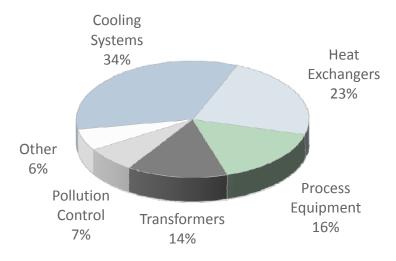


### 2010E Revenue by End Market





### 2010E Revenue by Product



### Key revenue drivers:

- Electricity demand
- New power generation in emerging markets
- Replacement of aged infrastructure in the U.S. and Western Europe
- Investment in alternative energy
- Environmental regulations

Note: Data from continuing operations; 2010E as of 1/19/2011

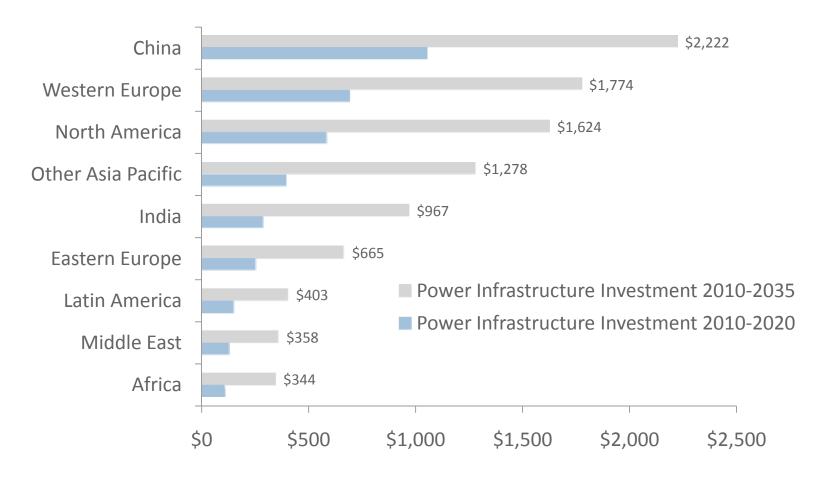
Targeting ~\$2b of Revenue in 2011;

**Emerging Regions Investing in New Infrastructure; Replacement Opportunity in Developed Regions** 

### Power Generation Infrastructure Investment Needs



(\$ billions)

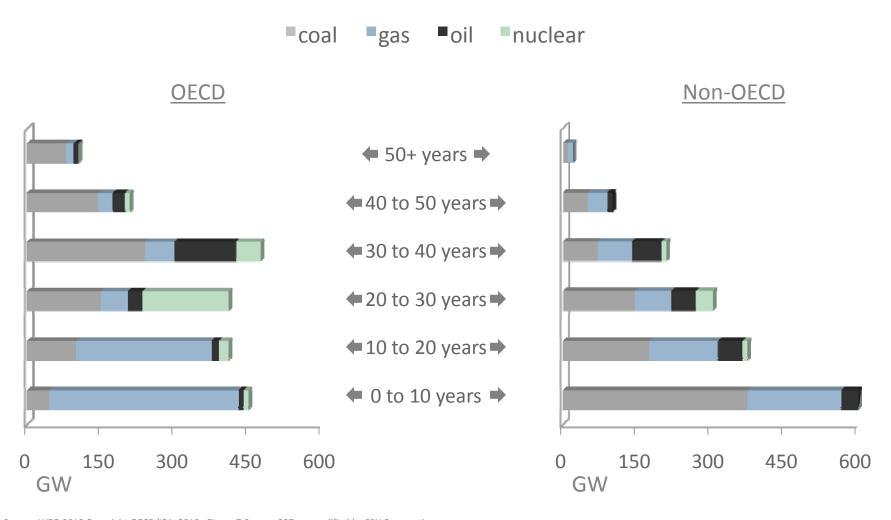


Source: WEO 2010 Copyright OECD/IEA, 2010; Table 7.2, page 228, as modified by SPX Corporation

Total Investment Expected is ~\$10 Trillion; ~68% of Investment is Expected in China, Europe, North America and India

### Age of Installed Thermal & Nuclear Capacity by Region, 2008





Source: WEO 2010 Copyright OECD/IEA, 2010; Figure 7.9, page 227, as modified by SPX Corporation

Worldwide, Over 985 GW of Operational Coal, Gas and Oil-Fired Power Capacity is More Than 30 Years Old

## Key Food & Beverage Acquisitions





2011E

~\$800m of revenue >50% international

2010 expanded systems capabilities:

Gerstenberg Schroeder acquisition
Anhydro acquisition

2005 to 2007 systems & globalization:

APV acquisition

Johnson pump acquisition

2001 process components:

Waukesha Cherry-Burrell & Bran & Luebbe acquisitions

<\$50m revenue

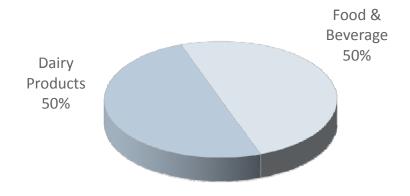
2000:

Significantly Expanded Food & Beverage Processing Capabilities and Global Presence

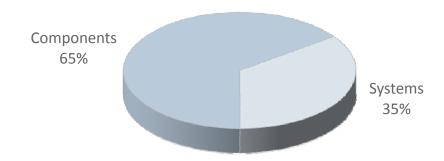
## Process Equipment: Food & Beverage



### 2010E Revenue by Market



### 2010E Revenue by Product



2011E revenue: ~\$0.8b

### Key revenue drivers:

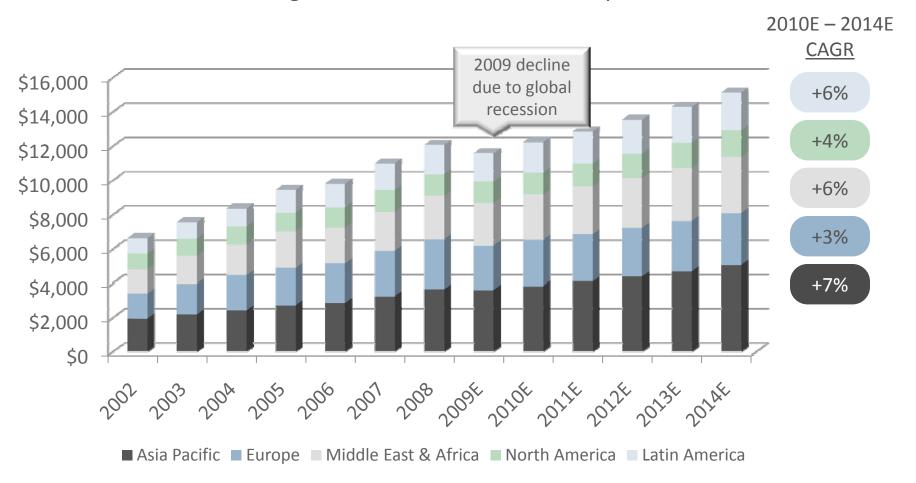
- Globalization, emerging markets
- Sustainability, environmental considerations
- Product safety
- Product innovation: taste & nutrition

Note: Data from continuing operations; 2010E as of 1/19/2011

## Global Food & Beverage Market



#### Food & Beverage Market: Global Retail Industry Revenues



Source: Frost & Sullivan 2009 Food & Beverage Industry Report

The Global Food & Beverage Market Has Grown Steadily Over Time; Emerging Markets are Expected to Grow at 6% to 7% Annually

## Key Diagnostic Tools & Equipment Investments





2011E

~\$800m of revenue >40% international

2008-2010 Asia -Pacific:

Launch Tech alliance Autoboss acquisition

2007 Europe :

Johnson Controls Diagnostics acquisition

Matra acquisition

2004-2005 Europe and U.S. Aftermarket:

Cartool acquisition

Actron acquisition

AutoXray acquisition

2000:

~\$700m revenue

>90% North America

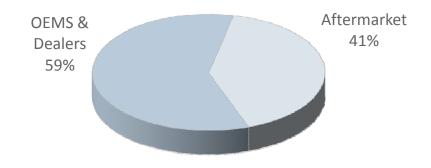
**Acquisitions and Strategic Alliances Have Expanded Global Presence and Customer Base** 

## Diagnostic Tools: Vehicle Service

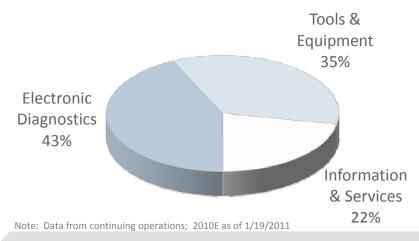


### 2010E Revenue by End Market

2011E revenue: ~\$0.8b



### 2010E Revenue by Product



### Key revenue drivers:

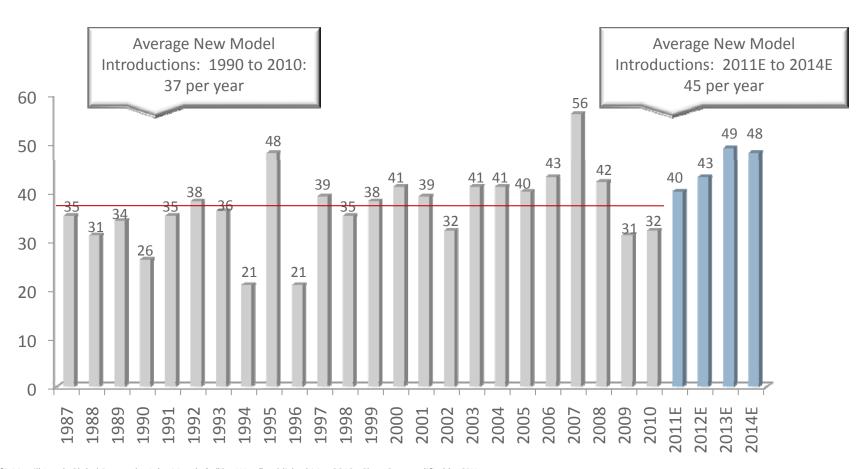
- New vehicle platforms
- □ Increasing electronic complexity of vehicles
- Environmental considerations
- Evolving global marketplace
- OEM outsourcing initiatives

New Model Introductions, Increased Vehicle Complexity and Environmental Considerations

Drive Growth Opportunities for Diagnostic Platforms and Service Offerings



### New Model Launches



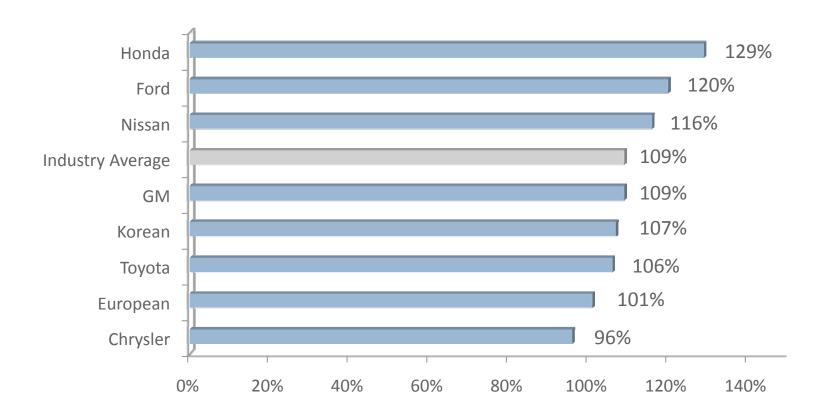
Source: BofA Merrill Lynch Global Research; John Murphy's "Car Wars" published May 2010; Chart 3 as modified by SPX

New Vehicle Platforms Drive Need for New Tools, Diagnostic Software, Technician Procedures and Training

## **Expected Replacement Rates for Select OEMs**



# Cumulative Replacement Rates % of 2009 CY Volume Replaced in Model Year 2011E – 2014E



Source: BofA Merrill Lynch Global Research; John Murphy's "Car Wars" published May 2010; Chart 9 as modified by SPX

By 2014, Most Global OEMs are Expected to Replace Their 2009 Volume With New Model Launches

# **Initiatives**

GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

## Global Business Systems and Services



- Migrating to regional shared service centers:
  - North America: Charlotte, NC
  - □ EMEA: Manchester, UK
  - Asia Pacific: Shanghai

- Consolidating Chinese manufacturing into a shared campus:
  - Shanghai

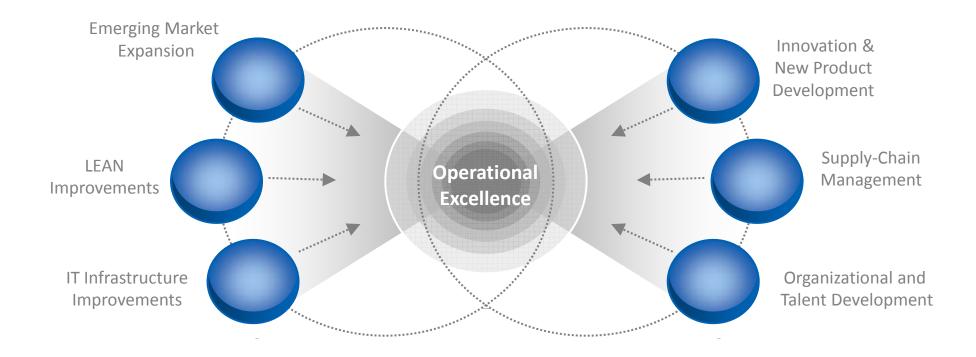


Rendering of SPX Chinese Manufacturing Campus

**Expect to Increase Efficiency and Reduce Costs Over Time Through Consolidating Manufacturing and Business Services** 

## Global Business Systems and Services

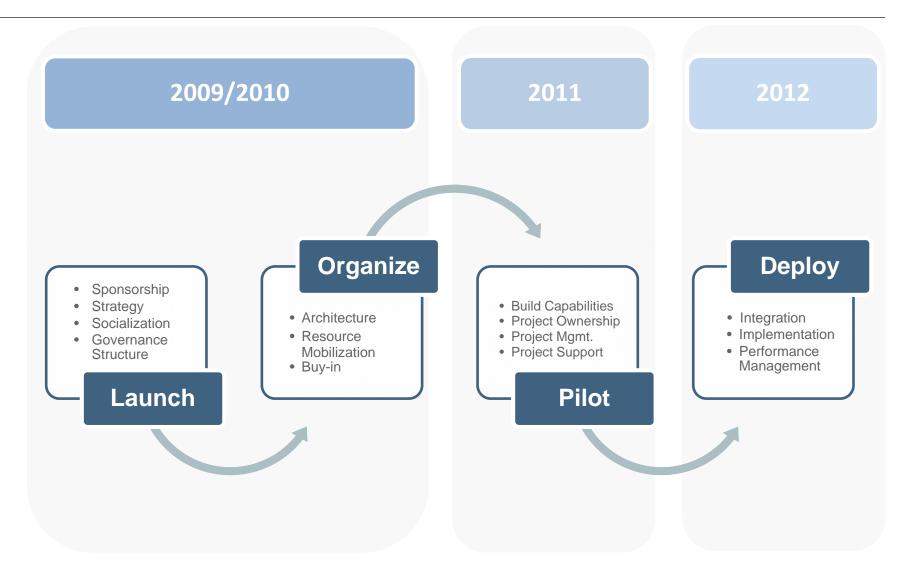




**Six Operating Initiatives Focused on Growth and Continuous Improvement** 

### **Innovation**



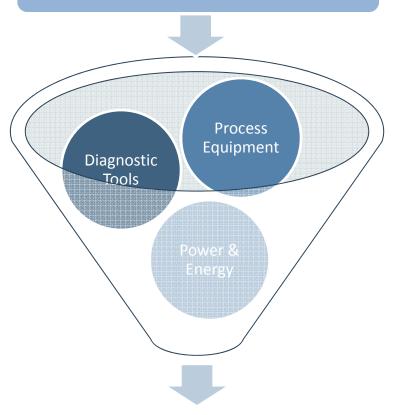


**Innovation Initiative Driving Cultural Shift to Focus on Game Changing Technology Breakthroughs in Key Markets** 

### **Innovation**



### > 160 ideas generated



10 projects selected for investment in 2011

### Detailed business planning:

- ✓ Market assessment
- ✓ Competitive analysis
- √ Technology and IP review
- ✓ Financial analysis
- ✓ Implementation planning
- ✓ Budgeting & approval

Over 160 New Ideas Generated, 10 Selected for Investment; Targeting \$10m to \$15m of Investment in 2011

## SPX Electric Vehicle Charging Installation Program



- Selected by GM and Daimler as the home charging installation partner for Chevrolet Volts and Smart cars
- Over 350 installations completed to date
- SPX Installer Network includes over 350 independent electrical companies and over 2,000 technicians

www.homecharging.spx.com
1-877-805-EVSE



Role on Electric Vehicle Launch and New Product Introduction Underscores SPX's Focus on Innovation and Environmental Sustainability

## SPX Wireless Antenna System





- SPX's vasTerra<sup>TM</sup> wireless antenna system:
  - □ 10 times the coverage area
  - □ 25% lower operating costs
- Attractive technology for wireless operators to deploy in rural regions
- Installed trial site in India during Q4 2010 that is currently being used in a live network
- Targeting commercialization in 2011

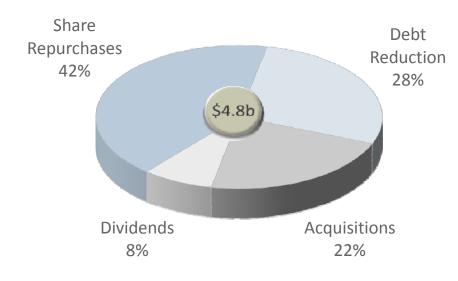
www.spxcomtech.com

Development of Wireless Antenna System Exemplifies SPX's Focus on Innovation and Expansion into Emerging Markets

## **Capital Allocation**



2005 to 2010E Capital Allocation



### Acquisition criteria:

- ✓ Strategic to three core end markets:
  - Globalization
  - Expand customer base
  - Expand into adjacent markets
  - Increase technology offerings
- ✓ EPS accretion
- ✓ Generates returns above SPX's cost of capital within a reasonable time frame

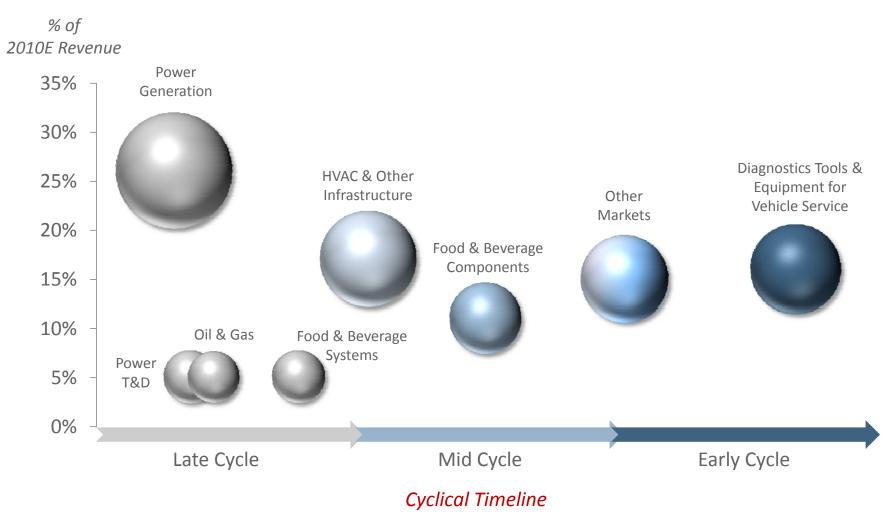
Note: Data from continuing operations; 2010E as of 11/3/2010

## 2011 Guidance

GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

## Cyclical Analysis by End Market



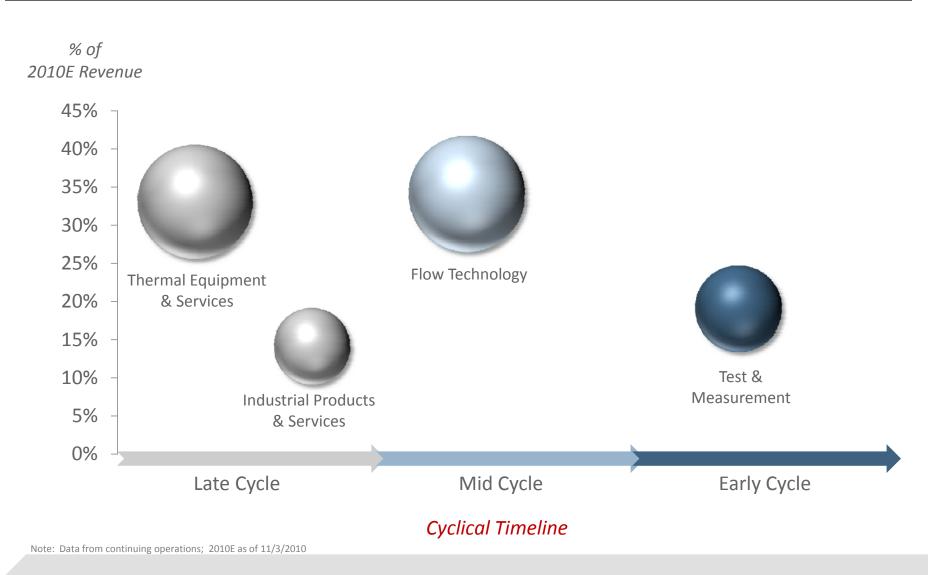


Note: Data from continuing operations; 2010E as of 11/3/2010

~2/3rds of SPX Business is Mid-to-Late Cycle

## Cyclical Analysis by Segment

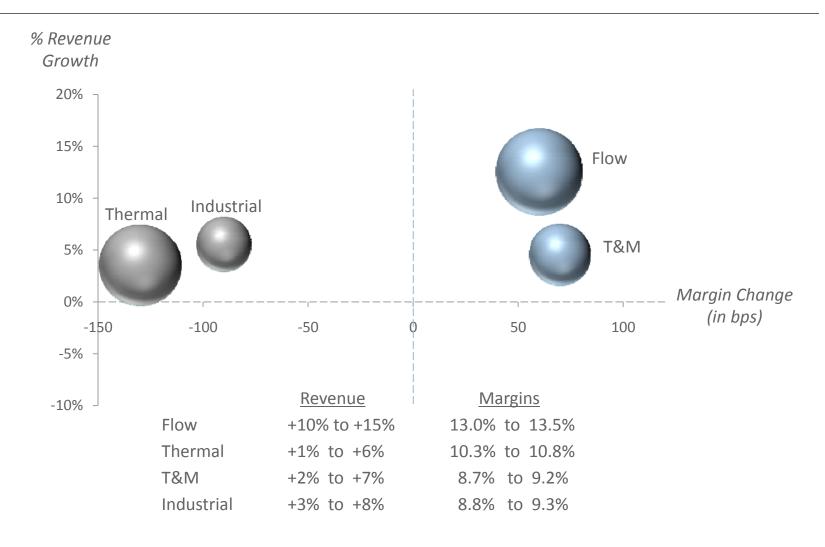




~2/3rds of SPX Business is Mid-to-Late Cycle

## 2011E Segment Revenue and Margin Targets





Note: Data from continuing operations; 2010E as of 11/3/2010

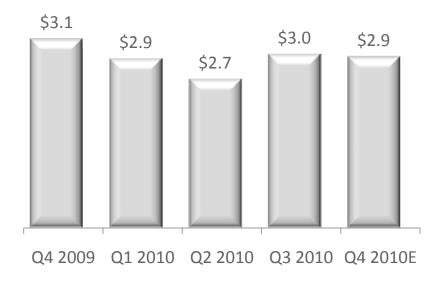
Consolidated Revenue Growth Target: +5% to +10% Over 2010E; Segment Income Margin Target: 10.8% to 11.3%

## Backlog

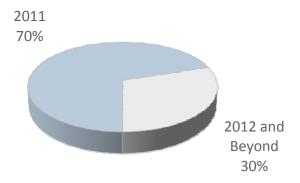


### **Quarter End Backlog**

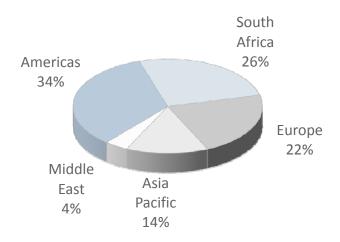
(\$ billions)



### Aging of Q4 2010 Ending Backlog



# Q4 2010E Ending Backlog by Geography



Note: Data from continuing operations; Q4 2010E as of 1/19/2011

\$2b of the Ending 2010E Backlog is Expected to be Converted to Revenue in 2011; 2/3rds of Revenue is Short-Cycle and 12 Month Visibility is Limited

## **2011 Consolidated Financial Targets**



Revenue	\$5.2b to \$5.4b	total growth: +5% to 10%* organic growth: +2% to 7% *	
Segment Income Margin	10.8% to 11.3%	stable*	
Earnings Per Share	\$4.20 to \$4.50 EPS mid-point: \$4.35	+20% to +30%*	
Free Cash Flow	\$220m to \$260m	100% to 120% of net income	
Capital Spending	~\$150m	transformer plant expansion & China manufacturing campus	

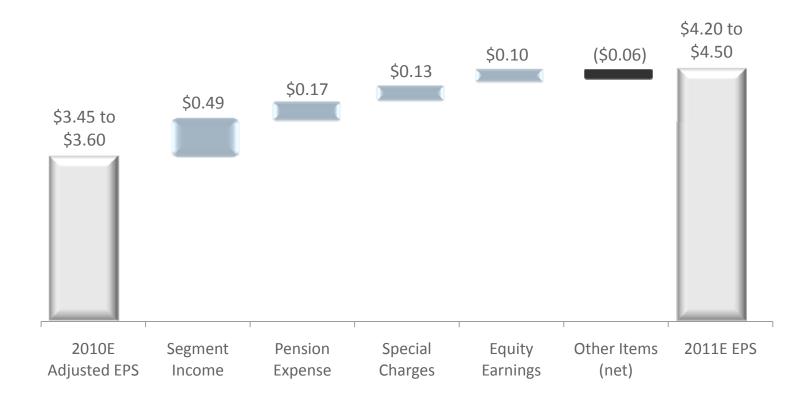
<sup>\*</sup>As compared to 2010E mid-point adjusted estimates as of 11/3/2010 Note: Data from continuing operations; see appendix for reconciliations

Targeting Single Digit Organic Revenue Growth,
~24% EPS Growth and ~110% Conversion of Free Cash Flow



2011 Analysis





Note: Data from continuing operations; 2010E adjusted EPS as of 11/3/2010, see appendix for non-GAAP reconciliations

Expect Increased Operating Income to be the Primary Driver of Earnings Growth;

Targeting ~24% Earnings Per Share Growth

### **EPS Mid-Point Model**



EPS Mid-Point from continuing operations	\$3.52 <sup>*</sup>	\$4.35
Weighted average dilutive shares outstanding	50	51
Tax rate	34%	32%
Net Income from continuing operations attributable to SPX	<u>\$177</u>	\$223
Less income attributable to noncontrolling interests, net of tax	(\$1)	(\$6)
Income from Continuing Operations	<b>\$178</b>	\$229
Income tax provision	(90)	(105)
Pre-Tax Income from Continuing Operations	<b>\$267</b>	\$334
Interest expense, net	(82)	(89)
Other expense	(23)	(3)
Equity earnings in J/V	30	38
% of revenues	7.0%	7.4%
Operating Income	\$342	\$389
Special charges	(35)	(25)
Stock-based compensation	(31)	(35)
Pension / PRHC	(53)	(40)
Corporate expense	(90)	(100)
Segment income margin	11.2%	11.1%
Revenue	\$4,913	\$5,280
	<u>2010E</u>	<u>2011E</u>

<sup>\*</sup>Adjusted EPS, see appendix for non-GAAP reconciliations Note: Data from continuing operations; 2010E as of 11/3/2010

**2011 Adjusted EPS Guidance Mid-Point of \$4.35** 

### Business Matrix: % of 2010E revenue



		Reporting Segment				
[	End Market	Flow Technology 34%	Thermal Equipment & Services 33%	Test & Measurement 19%	Industrial Products & Services 14%	
	Power & Energy 36% <u>Infrastructure</u>	6%	23%		7%	
	HVAC & Other 17%	4%	8%	3%	2%	
	Food & Beverage Process Equipment 16%	16%				
	Vehicle Service Diagnostics & Tools 16%			16%	       	
	Other Markets 15%	8%	2%		5%	

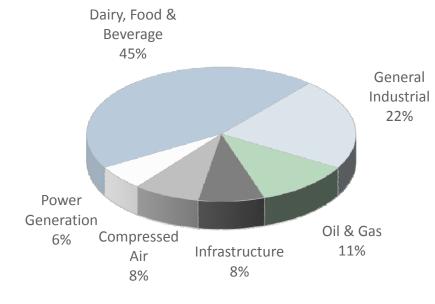
Note: Data from continuing operations; 2010E as of 1/19/2011

**Four Financial Reporting Segments Focused on Core End Markets** 

## Flow Technology Overview



#### **2010E Revenue by End Market**





pumps





homogenizers





heat exchangers





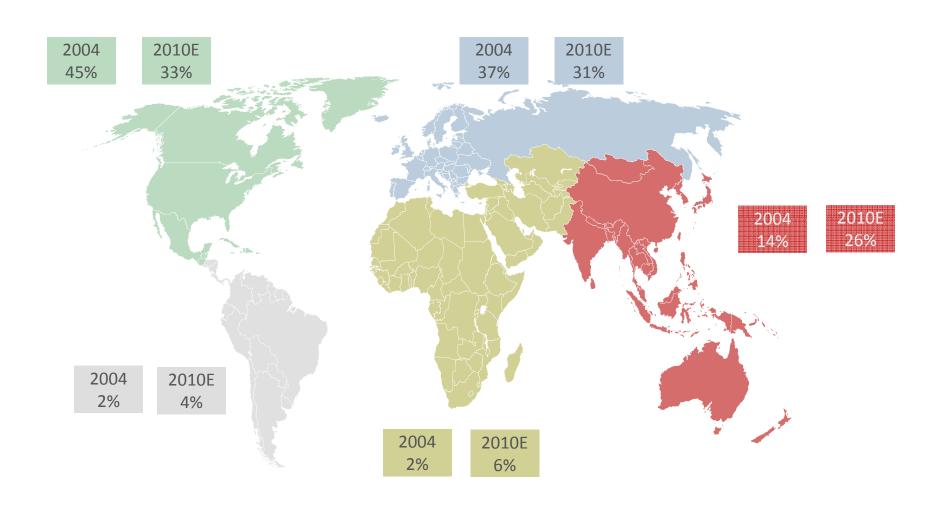


Note: Data from continuing operations; 2010E as of 1/19/2011

Dairy, Food & Beverage is Largest End Market; Diverse Offering of Branded, Highly Engineered Components

# Flow Technology Revenue by Region





Note: Data from continuing operations; 2010E as of 1/19/2011

**Balanced Global Presence; 31% of Sales Into Emerging Markets** 

## Flow Technology End Market Expectations



## Food & Beverage

- Emerging markets expansion
- Customer focus on sustainability and productivity
- Acquisition synergies and new product development

# Power & Energy power generation / oil & gas

- Execution of nuclear squib valve contract
- Emerging markets focus on new capacity
- Retrofit of equipment at aged power plants
- Increased customer capital spending

# General Industrial mining, chemical, other

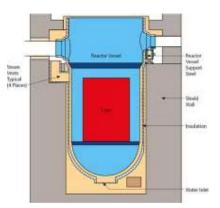
- Emerging markets GDP growth
- Increased capacity utilization

**Expecting Increased Demand Across Most Key End Markets** 

## Flow Technology Nuclear Squib Valve



SPX's Squib Valve is a key part of the **automatic depressurization system** in Westinghouse's nuclear AP1000 design. The Squib Valve is designed to open by the actuation of an explosive charge and allows low pressure safety injection water to enter the reactor and the core.



Passive Containment Cooling Tank



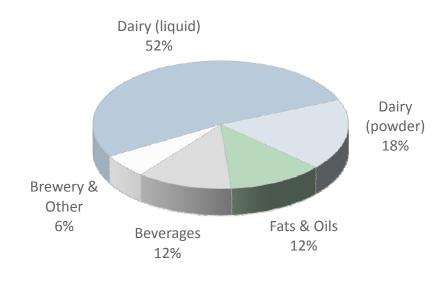


SPX Designed and is Manufacturing Nuclear Squib Valves for Westinghouse's AP1000 Nuclear Plants Being Built in China and the United States

## Flow Technology Food & Beverage Systems



#### **2011E Systems Revenue**





Milk Reception Line



**Butter Blend System** 

Note: Data from continuing operations

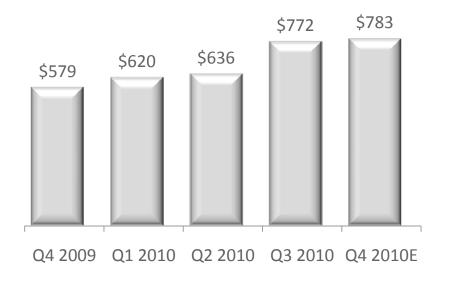
The Acquisitions of Gerstenberg Schroeder and Anhydro have Significantly Expanded SPX's Process Technology Expertise

## Flow Technology Backlog

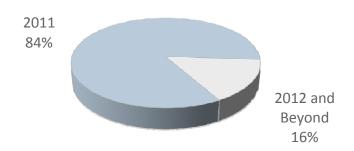


## **Quarterly Backlog**

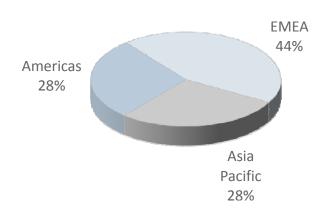
(\$ millions)



#### Aging of Q4 2010 Ending Backlog



Q4 2010E Ending
Backlog by Geography



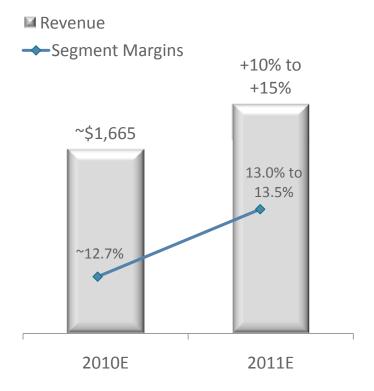
Note: Data from continuing operations; Q4 2010E as of 1/19/2011

~\$650 of 2010E Ending Backlog Is Expected to be Converted to Revenue in 2011; ~80% of Revenue is Short-Cycle and 12 Month Visibility is Limited

## Flow Technology Financial Analysis



(\$ millions)



- Expect high-single digit organic growth:
  - Emerging markets
  - □ Food & beverage
- Targeting ~50 points of margin expansion:
  - □ Leverage from organic revenue
  - Restructuring benefits
- 2010 acquisitions:
  - □ ~3% revenue growth
  - □ 40 points of margin dilution

Note: Data from continuing operations; 2010E as of 11/3/2010

## Flow Technology Historical Financial Results

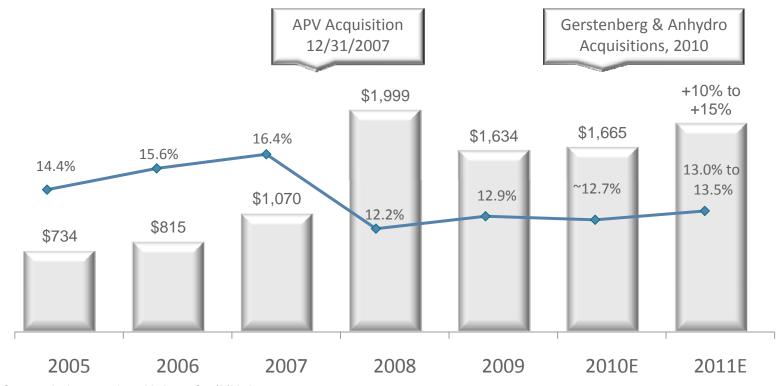


(\$ millions)

- ☑ Revenue
- → Segment Margins

#### Long-term targets:

- Average annual revenue growth: 4% to 6%
- Segment income margins: 14% to 16%



Note: Data from continuing operations; 2010E as of 11/3/2010

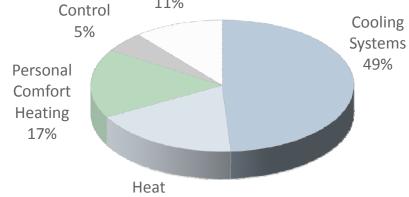
Revenue has More Than Doubled Since 2005; Margins are Approaching the Long Term Target Range

## Thermal Equipment & Services Overview

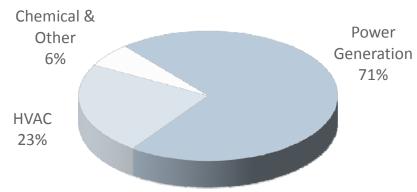


### **2010E Revenue by Product**

# Pollution Services Control 11% Chemica Cooling Other



### **2010E Revenue by End Market**



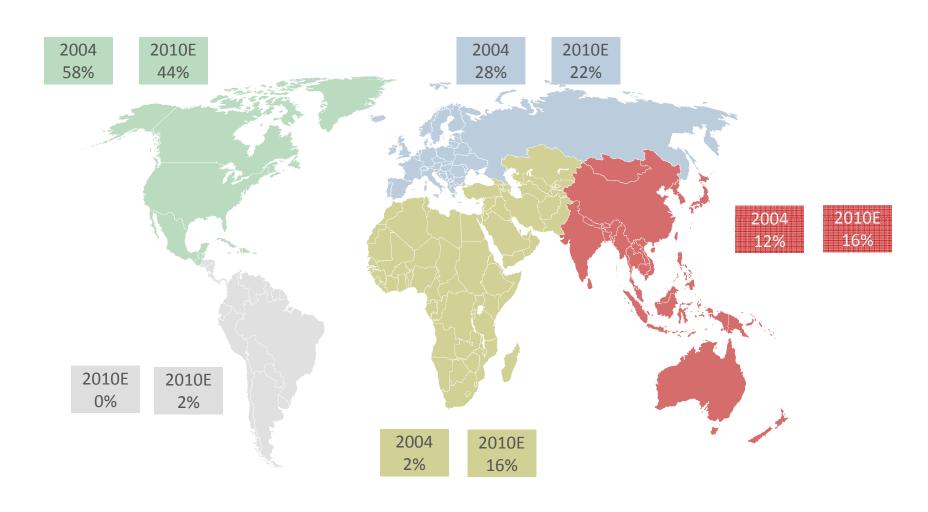
Note: Data from continuing operations; 2010E as of 1/19/2011

Exchangers 18%

About Half of Annual Revenue is From Sales of Cooling Systems; Power Generation is Primary End Market

## Thermal Equipment & Services Revenue by Region





Note: Data from continuing operations; 2010E as of 1/19/2011

**Balanced Global Presence; 33% of Sales Into Emerging Markets** 

# Thermal Equipment & Services Technology Offerings



#### **Technology**

**Dry Cooling** 





#### **Power Applications**

Coal Natural Gas Oil Biomass Solar Petrochemical

Evaporative Cooling





**SPX Offers a Full Line of Cooling Solutions; Diverse Technology Can Be Applied to Most Types of Power Generation** 

# Thermal Equipment & Services Technology Offerings



#### **Technology**

Stationary Heat Exchangers





#### **Power Applications**

Coal, Nuclear Solar, Geothermal





Coal Oil

**Pollution Control** Systems





Coal **Biomass** 

A Leading Supplier of Thermal Heat Transfer and Pollution Control Systems; **Diverse Technologies Can Be Applied to Many Types of Power Generation** 

## Thermal Equipment & Services Backlog

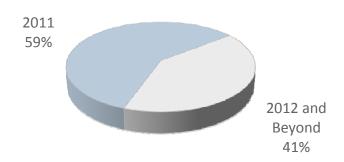


### **Quarterly Backlog**

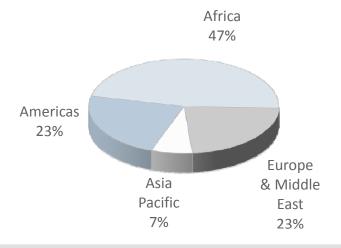
(\$ millions)



### Aging of Q4 2010 Ending Backlog



# Q4 2010E Ending Backlog by Geography



Note: Data from continuing operations; Q4 2010E as of 1/19/2011

~\$950m of the 2010E Ending Backlog is Expected to be Converted to Revenue in 2011; ~1/3<sup>rd</sup> of Annual Revenue Comes from Short Cycle Orders

## South Africa, Medupi and Kusile Projects





#### Medupi:

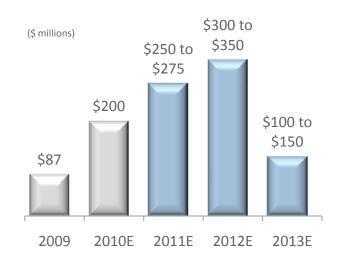
- air preheaters
- feedwater heaters
- pollution control systems



#### Kusile:

- dry cooling systems
- air preheaters
- feedwater heaters
- pollution control systems

# Estimated Revenue Recognition

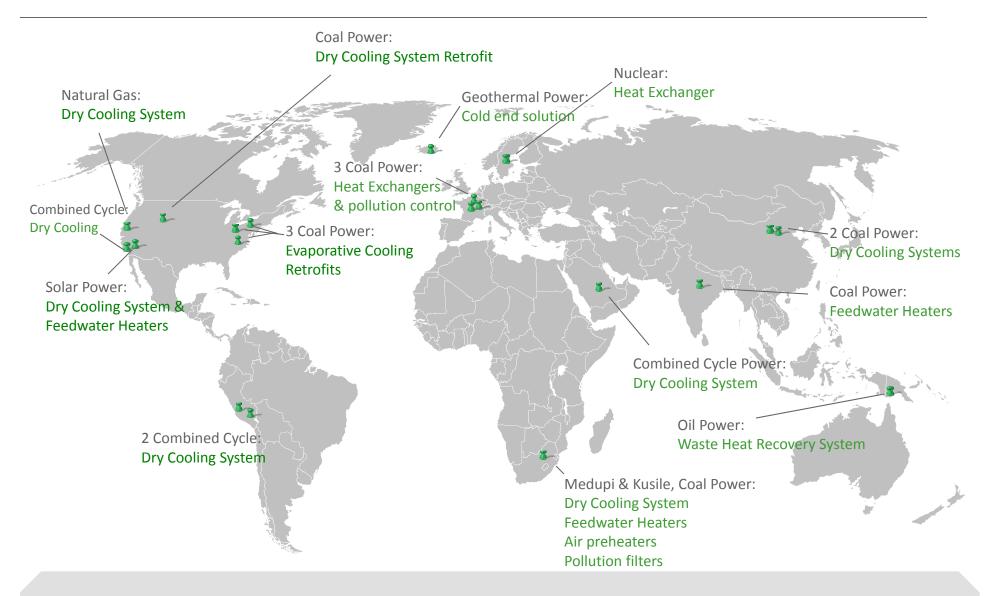


Note: 2010E as of 11/03/2010; 2011E-2013E based on contractual production schedules

Expecting ~30% Revenue Growth in South Africa in 2011E;
Kusile Site Delays Have Impacted Expected Timing of Revenue Recognition

# Thermal Equipment & Services Projects >\$15m in Backlog





**Current Order Backlog Consists of Projects in Many Parts of the World** 

## Thermal Equipment & Services Regional Commentary



# North America & Europe

- Expect revenue growth due to increase in orders during 2H 2010
- New orders expected to be focused on retrofit opportunities
- Lack of policy direction continues to drive uncertainty

## South Africa

- Execution of Medupi & Kusile power projects
- Eskom considering additional power projects

## **Emerging markets**

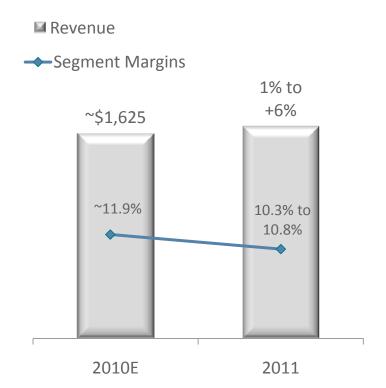
- China: strong dry cooling performance in 2010 not expected to repeat, Chinese government increasing focus on nuclear and renewables
- India: developing customer relationships
- Strengthening relationships with Asian EPCs to assist them as they globalize

**Investment Trends Vary Greatly by Region;** We Continue to Focus on Strengthening Relationships to Support Future Development

## Thermal Equipment & Services Financial Analysis



(\$ millions)



- Expect modest organic growth
- Expect margins to decline:
  - Concentration of higher margin projects in 2010 (dry cooling & retrofit)

Note: Data from continuing operations; 2010E as of 11/3/2010

## Thermal Equipment & Services Historical Financial Results 5

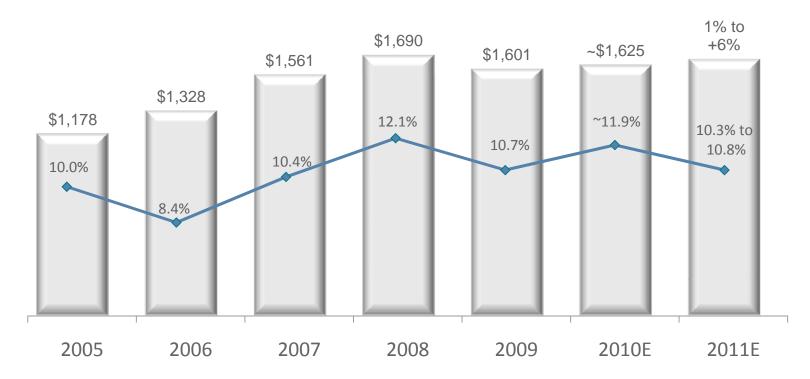


(\$ millions)

- ☑ Revenue
- → Segment Margins

#### Long-term targets:

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



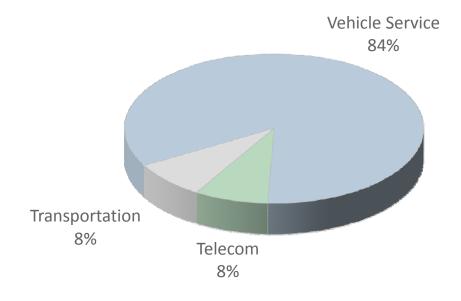
Note: Data from continuing operations; 2010E as of 11/3/2010

Revenue Has Increased by ~38% Since 2005; **Annual Margin Performance Driven by Project Execution and Mix** 

## Test & Measurement Overview



#### **2010E Revenue by End Market**



SP X

Diagnostic Tools, Service Information, Service Tools, Shop Equipment



Cable and
Pipe Locators



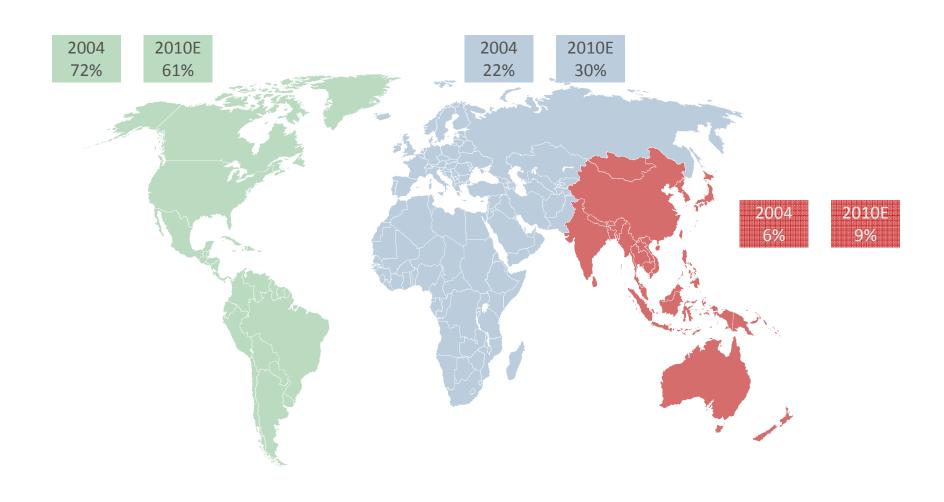
Fare Box Systems

Note: Data from continuing operations; 2010E as of 1/19/2011

84% of 2010E Revenue from Sales into the Vehicle Service Industry

# Test & Measurement Revenue by Region





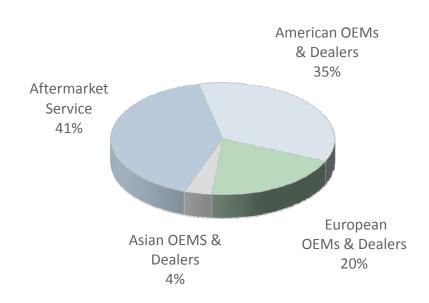
Note: Data from continuing operations; 2010E as of 1/19/2011

**Globalization Has Been a Key Strategic Focus** 

### Service Solutions Overview



#### 2010E Revenue by Customer



- Electric Vehicle Solutions
- Diagnostic Products & System Solutions
- Technical Information Services
- Special Service Tools
- Professional Shop Tools & Equipment
- Dealer Equipment & Services

Note: 2010E as of 11/3/2010

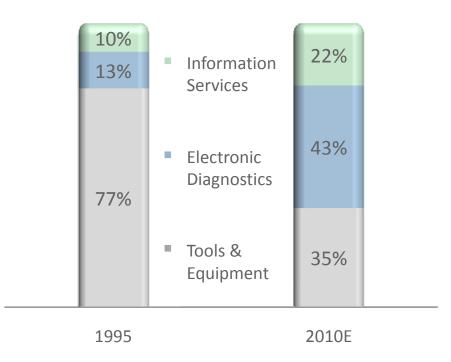
A Leading Global Supplier of Service Readiness to Vehicle OEMs, Their Dealer Networks and Aftermarket Service Centers

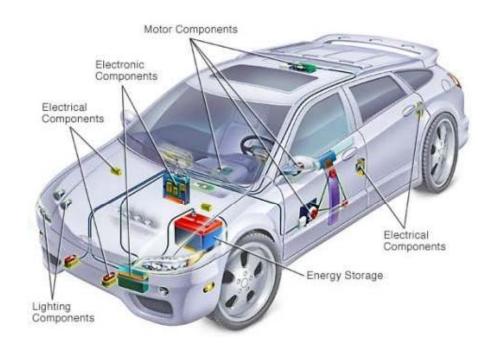
## **Increasing Complexity of Vehicles**



Business model has evolved into electronic diagnostics & information services

#### Revenue by Product



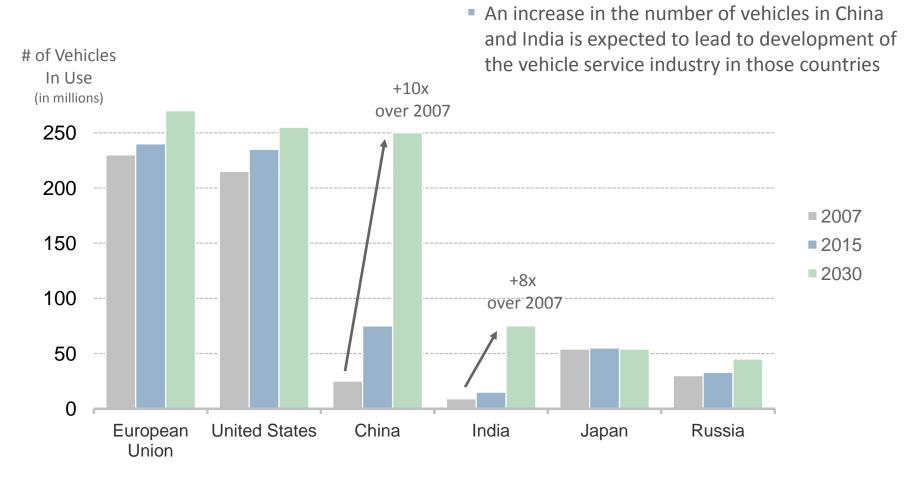


Note: 2010E as of 11/3/2010

Vehicles Have Become Increasingly Complex
Driving Demand for Electronic Diagnostic Tools and Information

## Estimated Increase in Global Light Duty Fleet



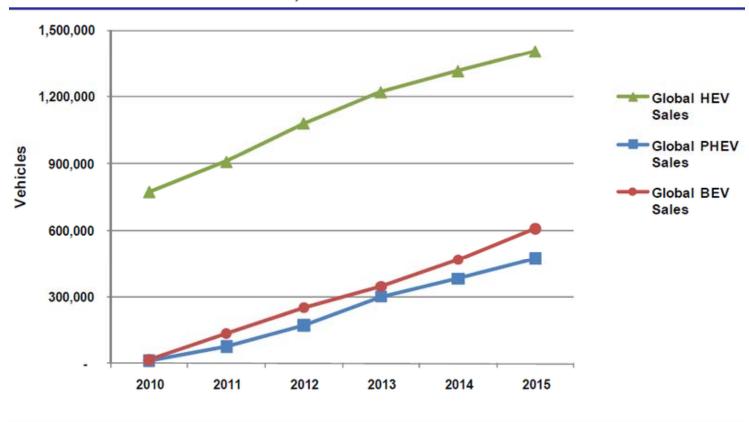


Source: WEO 2009 Copyright OECD/IEA, 2009; Figure 1.7, page 83, as modified by SPX Corporation

**Expect the Increase in Vehicles on the Road in China & India**To Drive Development of the Vehicle Service Industry In Those Countries



Total Electrified Vehicle Sales, World Markets: 2010-2015



(Source: Pike Research)

Hybrid Electric Vehicles, Plug-in Hybrid Electric Vehicles and Battery Electric Vehicles are Expected to Reach 6-8% of Market Share by 2015

## Air Conditioning Service Market



- New vehicle platforms in Europe required to use a refrigerant with an improved environmental outcome starting in 2011
- North American manufacturers can receive a credit towards CAFE standards by using this new refrigerant
- SPX Robinair is a global industry leader:
  - □ History of innovation, reliability and ease of use
  - Established global service infrastructure



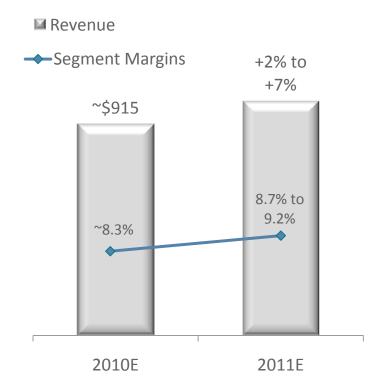
Next Generation R1234yf Refrigerant Recycling Unit

SPX Well Positioned to Supply this Market; Expect Upgrade Cycle to Begin in 2011

## Test & Measurement Financial Analysis



(\$ millions)



- Targeting single digit organic growth:
  - OEM programs for new vehicles
  - New product introductions:
    - Air conditioning testing unit
    - Electric vehicle charging installations
- Targeting 40 to 90 points of margin expansion:
  - Leverage on organic growth
  - Benefits from restructuring

Note: Data from continuing operations; 2010E as of 11/3/2010

## Test & Measurement Historical Financial Results



(\$ millions)

- ☑ Revenue
- → Segment Margins

#### Long-term targets:

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



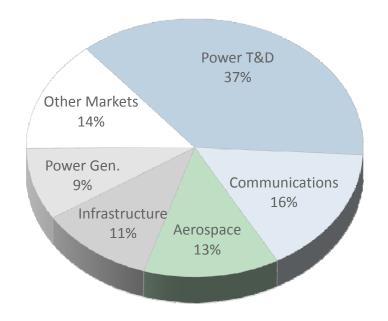
Note: Data from continuing operations; 2010E as of 11/3/2010

Historical Results Reflect the Impact From the Decline in the Automotive Industry; Recovery Began Last Year and We Expect Growth to Continue in 2011E

## **Industrial Products & Services Overview**



# 2010E Revenue by End Market





Power Transformers



Hydraulic Technologies



Antenna Systems

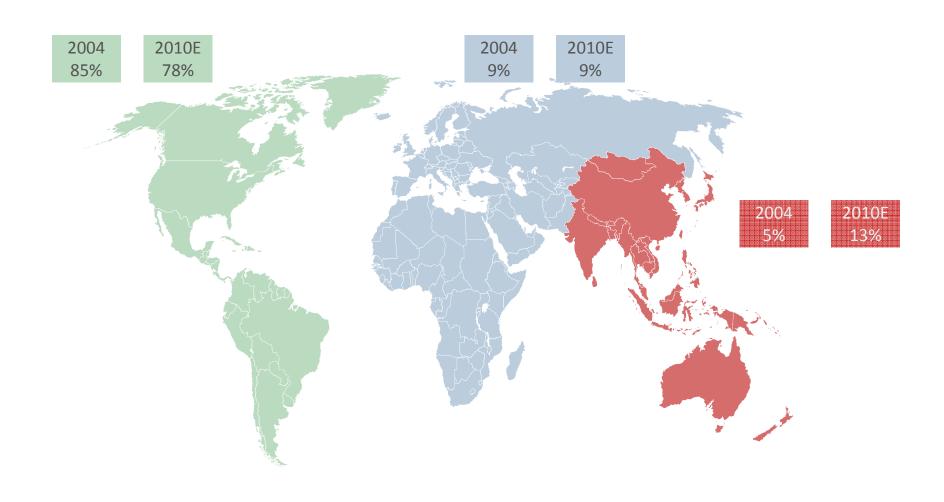


Communications Intelligence

Note: Data from continuing operations; 2010E as of 1/19/2011

# Industrial Products & Services Revenue by Region





Note: Data from continuing operations; 2010E as of 1/19/2011

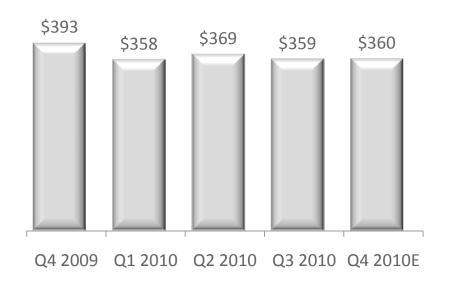
78% of 2010E Revenue from North America

## Industrial Products & Services Backlog

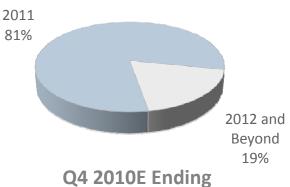


### **Quarterly Backlog**

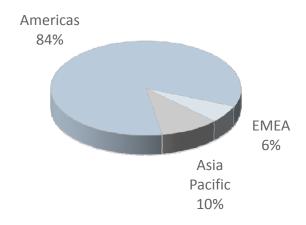
(\$ millions)



#### Aging of Q4 2010 Ending Backlog



# Q4 2010E Ending Backlog by Geography



Note: Data from continuing operations; Q4 2010E as of 1/19/2011

~\$290m of Ending 2010E Backlog is Expected to be Converted to Revenue in 2011E; Power Transformer Backlog Increased 10% Sequentially in Q4 2010E

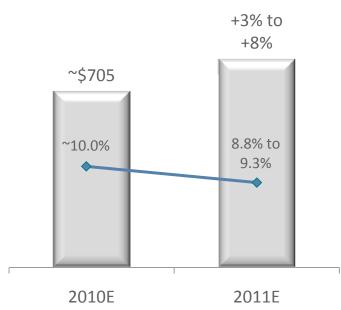
## Industrial Products & Services Financial Analysis



(\$ millions)



→ Segment Margins



- Targeting single digit organic growth:
  - Communications technology
  - Hydraulic tools
- Flat transformer revenue
- Expect margins to decline ~100 points:
  - □ Lower transformer pricing in 1H 2011
  - Investments in innovation and transformer plant expansion

Note: Data from continuing operations; 2010E as of 11/3/2010

## Transformer Facility Expansion



- Broke ground in Q4 2010
- Received local grants
- Secured first order to be manufactured in the expanded facility
- On schedule to begin shipping units in 2012



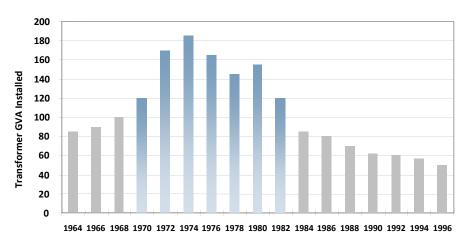


Targeting Annual Production of 50 Units
With 250 MVA Average Ratings at Full Capacity

## U.S. Power Transformer Market



#### Base Giga-Voltage Ampere (GVA) per Year Additions





## • Electricity demand:

- Load growth on the grid
- New housing starts
- Aging infrastructure:
  - Average age of power transformers is between 30 and 40 years <sup>(1)</sup>
- Regulation:
  - Energy Policy Act of 2005
  - Electric Reliability Organization (2007)

**Fundamental Long-Term Demand Drivers are Positive** 

<sup>(1)</sup> Management estimates

## Industrial Products & Services Historical Financial Results



(\$ millions)

- ☑ Revenue
- → Segment Margins

#### Long-term targets:

- Average annual revenue growth: 4% to 6%
- Segment income margins: 18% to 20%



Note: Data from continuing operations; 2010E as of 11/3/2010

This Segment's Financial Performance is Largely Driven by Cyclical Trends in U.S. Transmission & Distribution Market

# Q1 Guidance

GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

## Q1 Consolidated Financial Analysis



(\$ millions, except per share data)

	<u>Q1 2010</u>	Q1 2011E
Revenue	\$1,086	total growth: +6% to 8%
Segment Income	\$106	\$103 to \$108
Segment Income Margin	9.8%	8.8% to 9.3%
Earnings Per Share	\$0.37	\$0.40 to \$0.48

Note: Data from continuing operations

Targeting 6% to 8% Revenue Growth,
Targeting 19% EPS Growth at the Mid-Point

# Free Cash Flow & Capital Structure

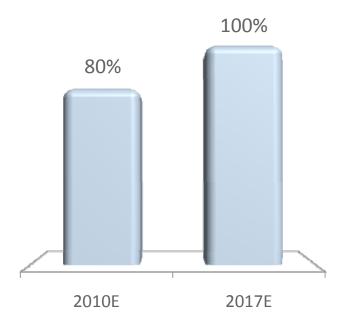
GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

### Pension Funding



(\$ millions)

#### ■ Funding Status of U.S. Pension Plans



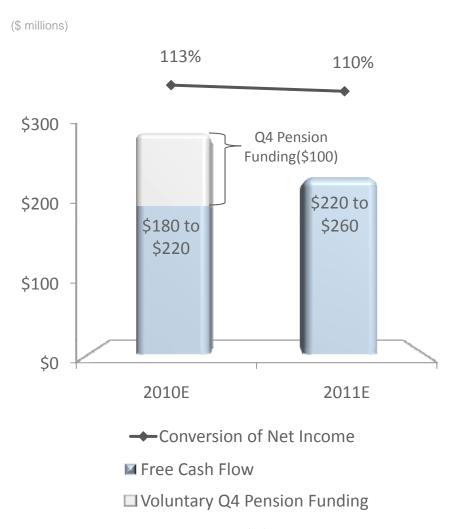
- Strong Q4 2010 Free Cash Flow
- Made a \$100 voluntary contribution to
   U.S. pension plan in December 2010
- Significantly reduced future expected funding obligations
- Key 2011 assumptions:
  - Discount rate 5.25%
  - Long-term rate of returns: 7.25%

Note: 2010E as of 1/19/2011

Elected to Make a \$100m Voluntary Contribution to U.S. Pension Plan in December 2010; Estimate U.S. Pension Plans were 80% Funded at the End of 2010

### Free Cash Flow





- 2010E Adjusted Free Cash Flow is \$180 to \$220:
  - □ Net of Q4 2010 pension funding
- 2011E Free Cash Flow is \$220 to \$260 and includes:
  - Elevated capital spending at \$150m
  - □ ~\$20m of pension funding
  - □ ~\$30m of restructuring

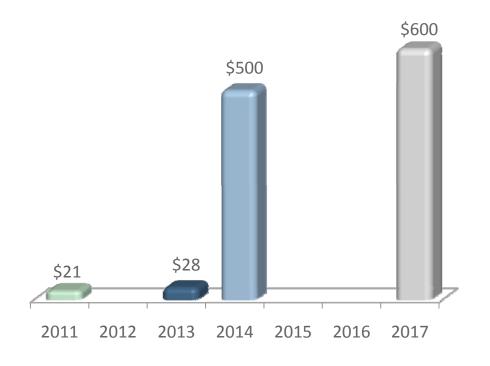
Note: Data from continuing operations; 2010E as of 1/19/2011; See appendix for non-GAAP reconciliation

Strong Q4 2010 Free Cash Flow;
Targeting >100% Conversion of Net Income in 2011E

## Debt Repayment Schedule



(\$ millions)



- Credit facility expires in 2012
  - Evaluating refinancing options

- 6.25% Senior Notes 7.50% Senior Notes
- 7.625% Senior Notes

>95% of Debt is Fixed Rate;
No Significant Debt Payments Required Until 2014

## **Projected Liquidity**



(\$ millions)

Estimated cash on hand at 12/31/2010	\$455
Available credit lines	\$555
Estimated liquidity at 12/31/2010	\$1,010
2011E free cash flow	\$240
Planned debt payments	(\$50)
Expected dividend payments	(\$51)
Projected liquidity at 12/31/2011	\$1,149

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: Data from continuing operations; 2010E as of 1/19/2011; See appendix for non-GAAP reconciliations

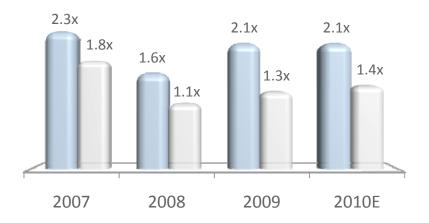
### >\$1 Billion of Projected Liquidity in 2011

## **Capital Allocation**



### Debt to EBITDA\*

- ■ Gross Leverage
- Net Leverage



- Gross leverage target range: 1.5x to 2.0x
- 2011 capital allocation focus:
  - Strategic acquisitions and/or share repurchases

Target Gross Leverage Range: 1.5x to 2.0x;
Acquisitions Using Cash on Hand will not Impact Gross Leverage

<sup>\*</sup>EBITDA is as defined in SPX's credit facility; see appendix for reconciliation Note: 2010E as of 11/3/2010

## 2011 Guidance Upsides & Downsides



#### potential negative impacts

- dispositions
- Flow market slowdowns
- large project timing delays
- delayed vehicle launches

#### 2011 Guidance

earnings per share: \$4.20 to \$4.50

free cash flow: \$220m to 260m

#### potential positive impacts

- <sup>†</sup> acquisitions
- transformer pricing
- \* wireless commercialization
- <sup>+</sup> increase in utility spending

### uncertainties

- ? changes in tax legislation
- ? currency rates
- ? raw material costs

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

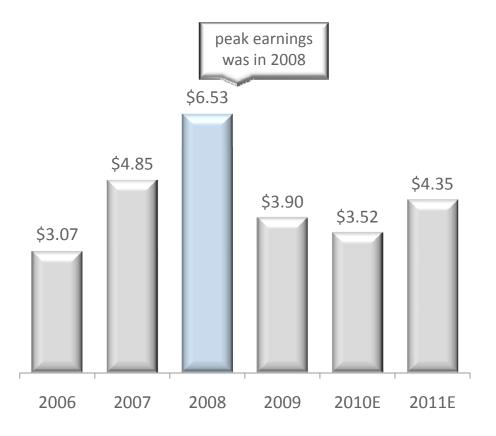
# **Executive Summary**

GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

## **Executive Summary**



### **Earnings Per Share\***



- Expect to return to organic revenue and earnings growth in 2011
- Investing in:
  - Innovation
  - Large power transformer capacity
  - China manufacturing campus
- Recovery in power-related businesses expected to lag global economic growth
- Positive medium to long-term growth expectations across most markets

At the Early Point of Cyclical Recovery; Expecting ~24% EPS Growth in 2011E; Continue to Invest in Long-Term Strategy

<sup>\*</sup>As reported and as adjusted, see appendix for non-GAAP reconciliations Note: Data from continuing operations; 2010E as of 11/3/2010



GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

# **QUESTIONS**

# Appendix

GLOBAL INFRASTRUCTURE X PROCESS EQUIPMENT X DIAGNOSTIC TOOLS

# 2006 to 2010E Adjusted EPS



	2006 2007		2008		2	2009	2010E Mid-Point		
GAAP EPS from continuing operations	\$	3.74	\$ 5.33	\$	4.68	\$	0.93	\$	3.45
refinancing charges								\$	0.33
asset impairments			\$ 0.05	\$	2.21	\$	3.40	\$	-
tax benefits		(0.85)	(0.59)		(0.47)		(0.43)		(0.40)
legal matters		0.27	0.06		0.11				
other		(0.08)					-		-
Adjusted EPS from continuing operations	\$	3.07	\$ 4.85	\$	6.53	\$	3.90	\$	3.52

Note: 2010E as of 11/3/2010

# 2010E Adjusted EPS Guidance



2010E Adjusted EPS
<b>Guidance Range</b>

GAAP EPS from continuing operations	\$ 3.52 to	\$ 3.67
Q2 tax benefits Q3 refinancing charges	(0.40) 0.33	 (0.40) 0.33
Adjusted EPS from continuing operations	\$ 3.45 to	\$ 3.60

Note: 2010E as of 11/3/2010

### Full Year Free Cash Flow Reconciliation



(\$ millions)	2010E Guidance Range	2011E Guidance Range
Net cash from continuing operations Capital expenditures	\$ 246       to       \$ 286         \$ (90)       \$ (90)	<b>\$ 370</b> to <b>\$ 410</b> \$ (150) \$ (150)
Free cash flow from continuing operations	<b>\$ 156</b> to <b>\$ 196</b>	<b>\$ 220</b> to <b>\$ 260</b>
Add back: Payments on early termination of swap agreeements	\$ 25 \$ 25	
Adjusted free cash flow from continuing operations	<b>\$ 180</b> to <b>\$ 220</b>	

Note: 2010E adjusted Free Cash Flow excludes \$24.3m of one-time cash payments associated with the early termination of interest rate swap agreements and \$0.2m related to an early termination fee

Note: 2010E as of 11/3/2010

### Bank EBITDA Reconciliations



(\$ millions)	<u>2010E</u>	<u>2011E</u>
Revenues	\$4,913	\$5 <i>,</i> 280
Net Income	\$177	\$222
Income tax provision (benefit)	90	105
Interest expense	82	89
Income before interest and taxes	\$349	\$417
Depreciation and intangible amortization expense	<u>117</u>	130
EBITDA from continuing operations	\$465	\$547
Adjustments:		
Amortization and write-off of intangibles and organizational costs	0	0
Non-cash compensation expense	32	35
Extraordinary non-cash charges	14	(7)
Extraordinary non-recurring cash charges	35	25
Excess of JV distributions over JV income	(0)	(8)
Loss (Gain) on disposition of assets	0	0
Pro Forma effect of acquisitions and divestitures	(5)	0
Other	4	(2)
Bank LTM EBITDA from continuing operations	\$545	\$590

Note: 2010E as of 11/3/2010; EBITDA as defined in the credit facility