



SPX Annual Investor Meeting

February 14, 2013



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- Although SPX believes that the expectations reflected in its forward-looking statements are reasonable, it can give no assurance that such expectations will prove to be correct. In addition, estimates of future operating results are based on the company's continuing operations, which are subject to change.
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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.
- This presentation includes non-GAAP financial measures. A copy of this presentation, including a reconciliation of the non-GAAP financial measures with the most comparable measures calculated and presented in accordance with GAAP, is available on our website at www.spx.com.
- Unless otherwise indicated, amounts in this presentation relate to continuing operations.

Topic	Speaker
1) Opening Remarks	Chris Kearney - Chairman, President & CEO
2) Strategy Review	Chris Kearney - Chairman, President & CEO
3) Segment Financial Analysis	Jeremy Smeltser - VP & CFO
4) Consolidated Financial Analysis	Jeremy Smeltser - VP & CFO
5) Capital Structure Update	Jeremy Smeltser - VP & CFO
6) Executive Summary	Chris Kearney - Chairman, President & CEO

Q4 2012 Summary

- Key consolidated financial results:
 - \$1,436 million of revenue, up 14% year-over-year
 - \$174 million of segment income, up 8% year-over-year
 - \$1.57 adjusted earnings per share

- Key ClydeUnion results:
 - \$176 million of revenue
 - **10.2%⁽¹⁾ adjusted operating profit margins and \$0.19 accretive to Q4 EPS**

- Completed the sale of Service Solutions for ~\$1.15b:
 - **Recorded \$313m gain or \$6.32 per share**
 - Executed 2012 capital allocation plan

⁽¹⁾ Excludes purchase accounting adjustments

Note: See appendix for reconciliations of non-GAAP measures

**Q4 Was the Strongest Financial Quarter of the Year;
Completed the Sale of Service Solutions and Executed Capital Allocation Plan**



1. Completed the Sale of Service Solutions

- ~\$1.15b in gross proceeds
- Completed transformation out of automotive industry



2. Completed 2012 Capital Allocation Plan

- Repurchased 5m shares for \$350m (\$104m completed in early January 2013)
- Reduced total debt by \$309m year-over-year



3. Began to Build Flow Oil & Gas Platform through ClydeUnion Integration

- Improving ClydeUnion's performance to better serve our customers
- In beginning stages of combining with existing oil & gas technologies



4. Successfully Completed Large Power Transformer Plant Expansion

- Began production and shipped first 13 units with positive customer feedback
- Expect to ramp up large power transformer shipments in 2013

Significant Strategic Progress Made in 2012

Key 2013 Messages

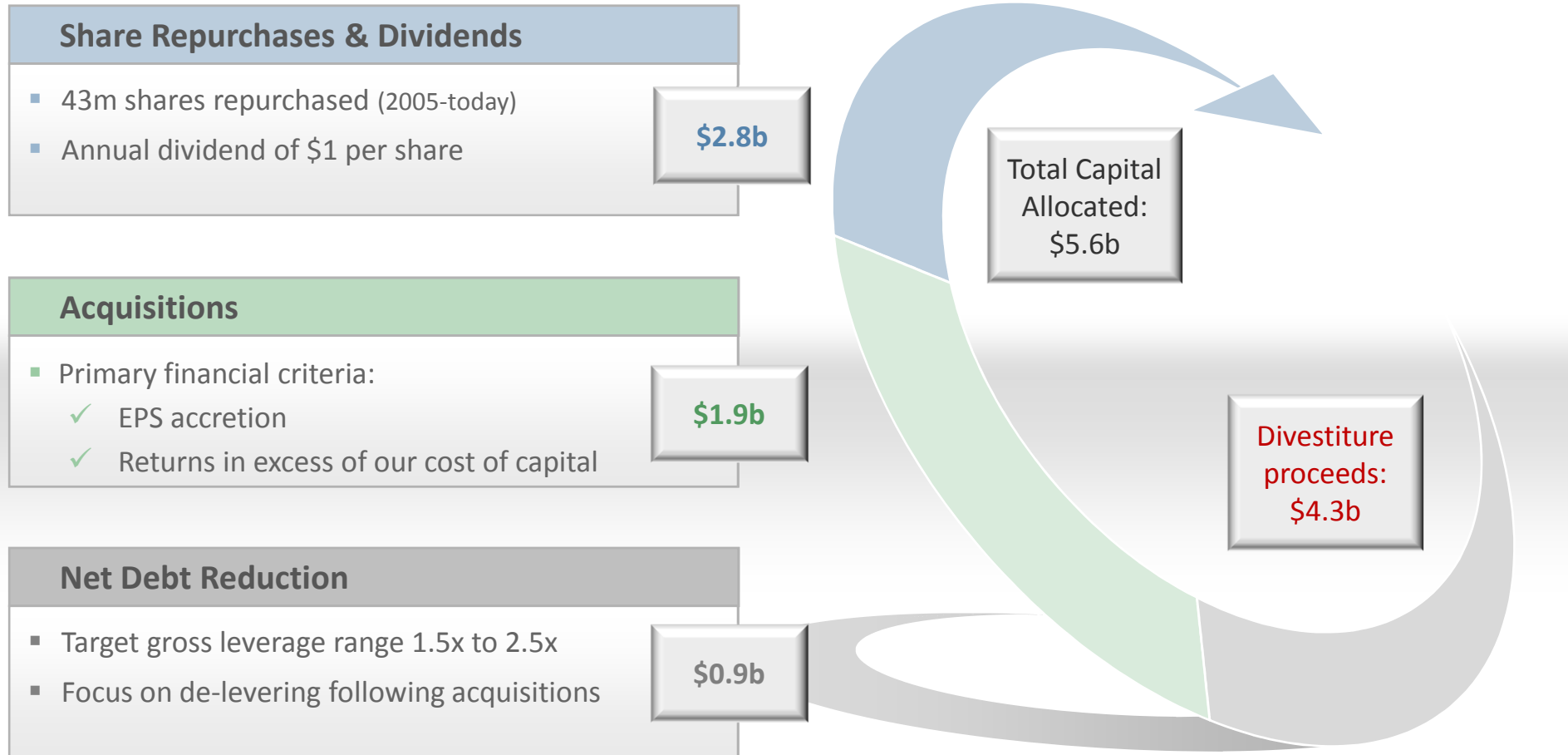
- Enter 2013 as a more focused company in a strong financial position:
 - >50% of revenue from Flow Technology segment
 - >\$1b of liquidity

- 2013 capital allocation plan:
 - 1) \$250m voluntary pension contribution (\$160m net of tax benefit)
 - 2) \$200m of share repurchases

- Key 2013 financial targets:
 - Flat to 5% revenue growth
 - 80 to 130 points of segment income margin expansion
 - **EPS guidance of \$4.60 to \$5.10**

**SPX is a More Focused Company in a Strong Financial Position Entering 2013;
Targeting Revenue Growth and Operational Improvement in 2013**

Historical Capital Allocation



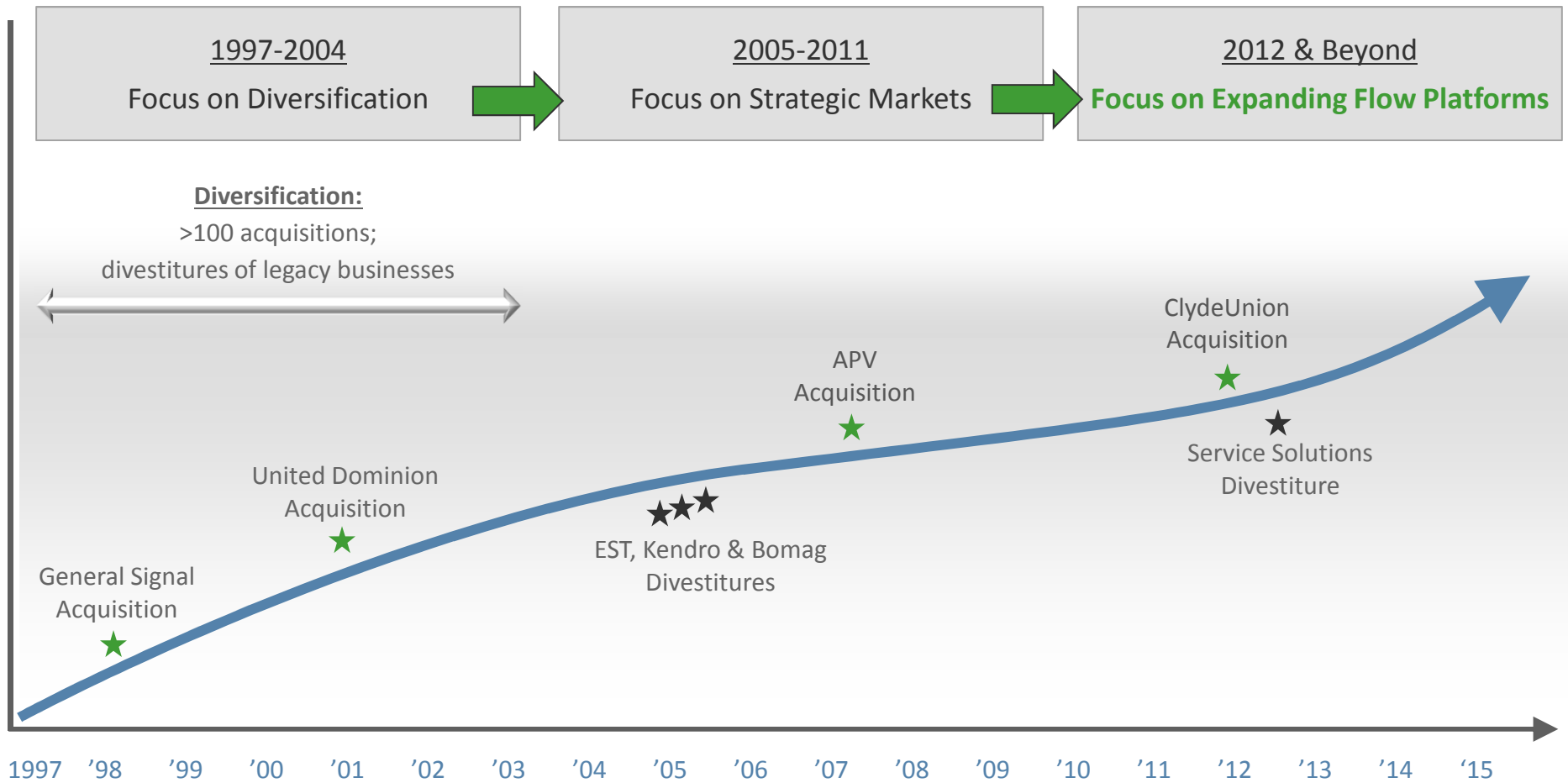
**Disciplined Approach to Capital Allocation;
Largely Funded by Opportunistic Divestitures**



Strategy Review

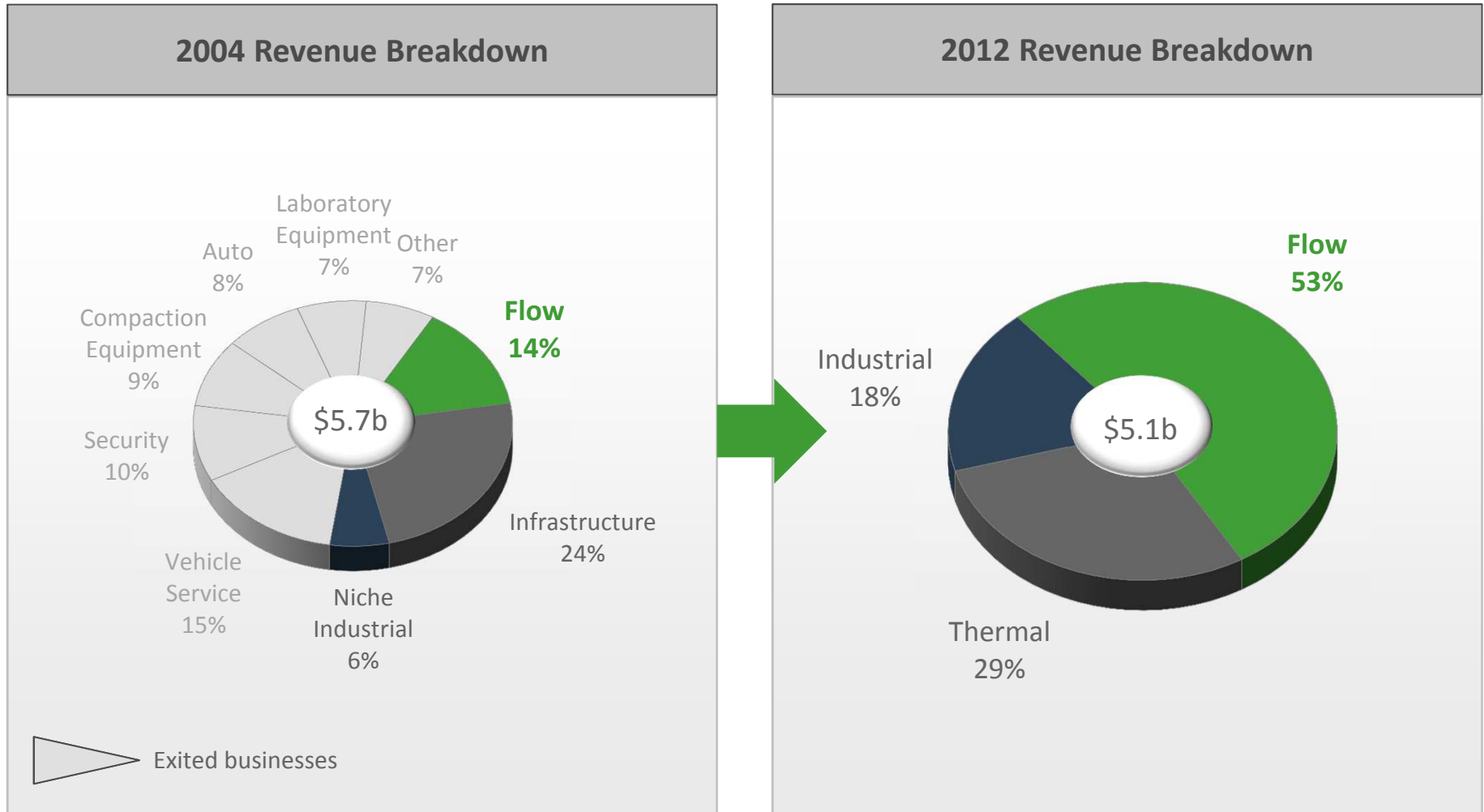


Strategic Transformation



Note: Arrow is for illustration purposes only

**Transformation of SPX Continues With
Strategy Focused on Expanding Flow Platforms**

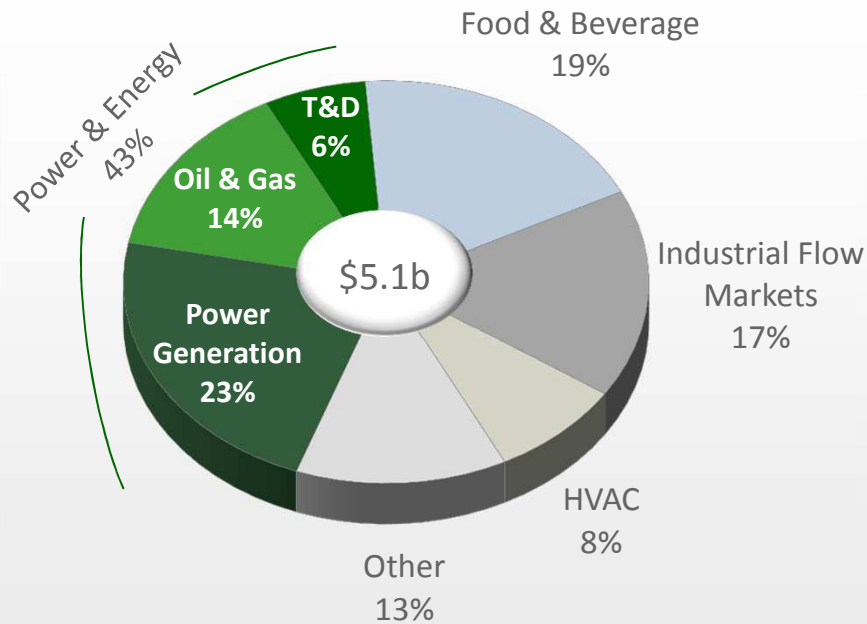


Continue to Focus on Strategically Expanding SPX into Higher Growth Markets, Improving Our Overall Return Profile and Creating Global Platforms for Future Growth

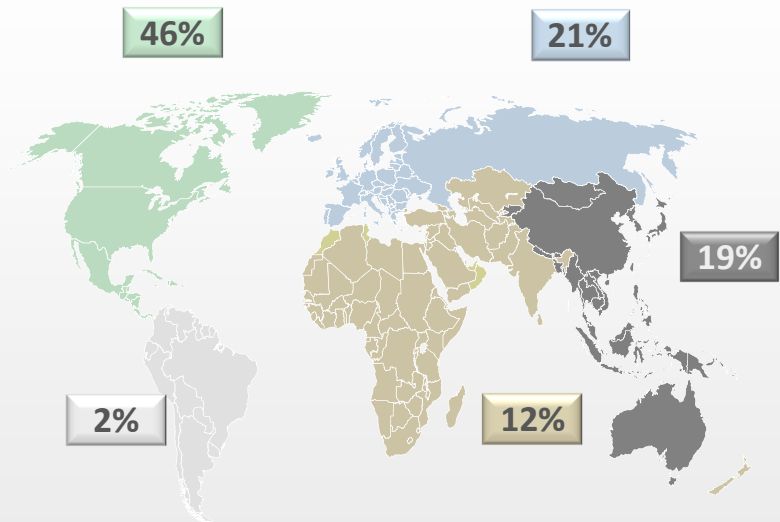
Revenue Profile



2012 Revenue by End Market



2012 Revenue by Geography



**SPX is a Leading Global Supplier of Engineered Products and Solutions
In the Global Power & Energy, Food & Beverage and Industrial Flow End Markets**

SPX Long Term Strategy

- SPX is focused on meeting critical needs of a growing world population by providing **highly engineered products & solutions** to our customers in the global power & energy, food & beverage, and industrial flow end markets



Continue to Focus SPX on Serving Higher Growth,
Higher Return End Markets With Attractive, Secular Demand Drivers

Growth Initiatives

- Develop **innovative** solutions
- Broaden **geographic** presence
- **Localize** capabilities
- Expand **customer** relevance
- Promote the **SPX brand**

Operating Initiatives

- Continue **LEAN** journey
- Leverage global **supply chain**
- Migrate to **Shared Services**
- Migrate to improved, consistent **IT systems**
- Continue **organizational** development

Power



Oil & Gas



Food & Beverage



Industrial Flow



Focus on Continuous Growth, Improvement and Operational Excellence

Acquisition Criteria

1. Consistent with our strategy
 2. Primary financial criteria:
 - a) Accretive to EPS within first year
 - b) Returns > cost of capital within a short period of time
 3. Integration risk and opportunities:
 - a) Size and complexity
 - b) Global footprint
 - c) Resources needed
 - d) Synergies (cost & revenue)
- \$1.9 billion total capital invested in 14 acquisitions since 2004
 - ~85% of acquisition capital focused on expanding Flow platforms
 - Select investments on compelling, non-Flow opportunities that enhance value and competitive position

Consistent Approach to Acquisition Strategy and Criteria

Definition of Flow Space

- Market sectors that require highly engineered system solutions and components that enable our customers to:
 - process, transport, meter, filter or dehydrate...
 - ...fluids, gases and powders across a variety of applications

Strategic Rationale for Flow

- i. High growth, high margin potential
- ii. Aftermarket model
- iii. Technology adaptable across multiple end markets
- iv. Fragmented industry
- v. Generally, a higher valuation potential than multi-industrial companies

Technology Examples

pumps



valves



heat exchangers



mixers



separation



air treatment

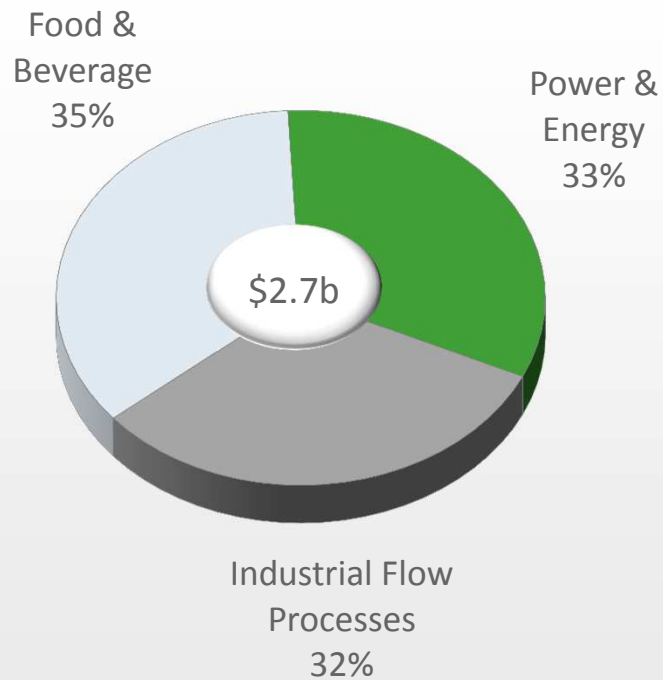


**Many Attractive Characteristics to the Flow Space and End Markets
Representing Significant Growth Opportunities for SPX**

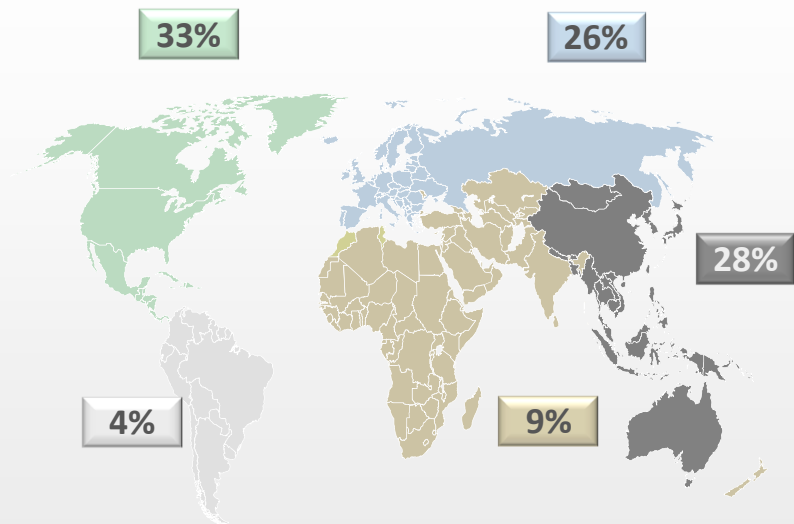
Flow Technology Segment Overview



2012 Revenue by End Market



2012 Revenue by Geography



**SPX Flow Technology is a Leading Global Supplier of Engineered Products and Solutions
In the Food & Beverage, Power & Energy and Industrial Flow End Markets**

Flow Technology Segment Overview



Food & Beverage



2012 Revenue: \$947m

Key Products

- Pumps
- Valves
- Heat Exchangers
- Mixers
- Dispersion
- Separation
- Filtration
- Dehydration
- Drying & Evaporation
- Full-Line Systems

Power & Energy



2012 Revenue: \$876m

Key Products

- Pumps
- Valves
- Heat Exchangers
- Filtration
- Chemical Injection Skids

Industrial Flow



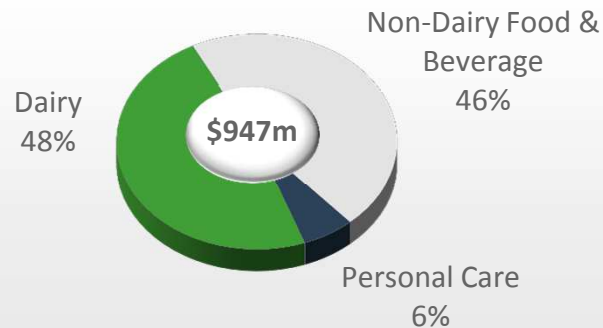
2012 Revenue: \$859m

Key Products

- Pumps
- Heat Exchangers
- Mixers
- Filtration
- Dehydration

Flow Technology is Well Positioned Across These Markets
and Has Significant Organic and Acquisition Growth Opportunities

Flow's 2012 Food & Beverage Revenue



Market Overview

- Regulated, global industry in which customers demand highly engineered, turn-key solutions
- Competitors include GEA, Tetra Pak, Alfa Laval, Sudmo (Pentair) and Fristam
- Key demand drivers:
 - Emerging market capacity expansion
 - Sustainability & productivity
 - Customer product innovation
 - Safety

Customer Examples



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

Food & Beverage Application Capabilities



Dairy



- Fresh & UHT Milk
- Pressed Cheese
- Soft Cheese
- Butter & Spreads
- Infant Formula
- Yoghurt & Fermented Products
- Recombined Milk Products
- Milk Powders
- Whey Powders
- Dairy Ingredients

Foods



- Vegetable Fats
- Margarine
- Baby Food
- Yeast
- Ready Meals
- Condiments (mayo/ketchup)
- Ingredients & Flavorings
- Non-Dairy Desserts
- Confectionery
- Gelatin

Beverages



- Soft Drinks
- Fruit Juices
- Flavored Water
- Tea & Coffee Drinks
- Coffee
- Soya Drinks
- Beer
- Non-alcoholic Beer
- Wine
- Spirits

Other



- Healthcare
- Cosmetics
- Detergents
- Silica & Industrial powders
- Extraction, Recovery of Organic Substances
- Solvent Recovery
- Biofuel, Concentration of Glycerol, Methanol

Technology is Used in a Wide Range of Product Applications

Key Flow Technology Food & Beverage Offerings



Full Line Systems

Liquid Processing



Drying & Evaporation



Extraction & Distillation

Components

Separation & Clarification



Dispersion



Mixing



Pumps



Valves



Heat Exchangers



Our Technology Offerings Include Full-Line Process Systems and Process Components

Flow Technology Food & Beverage Expansion



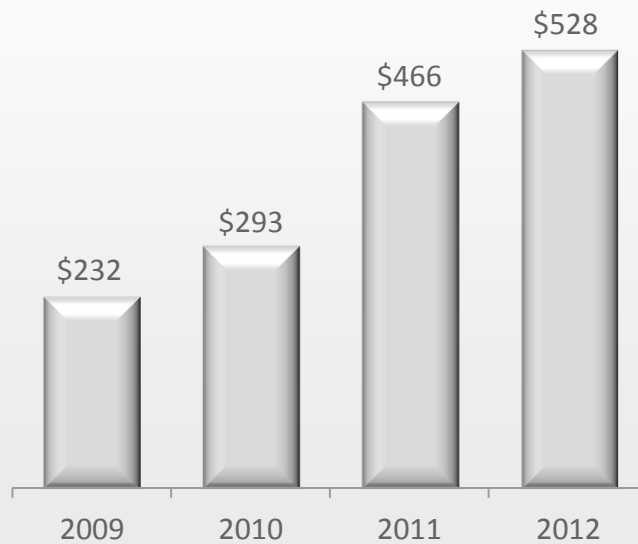
2008	2009	2010	2011	2012	2013 and beyond
<p>> APV®</p> <ul style="list-style-type: none"> □ defining acquisition □ expanded niche position into global platform 		<p>> Gerstenberg</p> <ul style="list-style-type: none"> □ butter, fats & oils processing <p>> Anhydro</p> <ul style="list-style-type: none"> □ liquid to powder dehydration □ infant milk formula 	<p>> Murdoch</p> <ul style="list-style-type: none"> □ engineering expertise □ New Zealand customer relationships <p>> e&e</p> <ul style="list-style-type: none"> □ extraction & evaporation technology □ coffee industry 	<p>> Seital</p> <ul style="list-style-type: none"> □ separation technology □ expands F&B “component” portfolio □ scalable 	<ul style="list-style-type: none"> □ Acquisition opportunities are focused on bolt-ons □ Focus on organic growth and margin improvement: <ol style="list-style-type: none"> 1) grow installed base of systems 2) improve profitability 3) grow aftermarket 4) innovation
<p>APV Integration </p>					
<p>~\$100m revenue in 2007</p>		<p>\$947m revenue in 2012</p>			

**Significant Consolidation Already Completed;
Future Acquisition Focus on Expanding Technology Offerings and Global Presence**

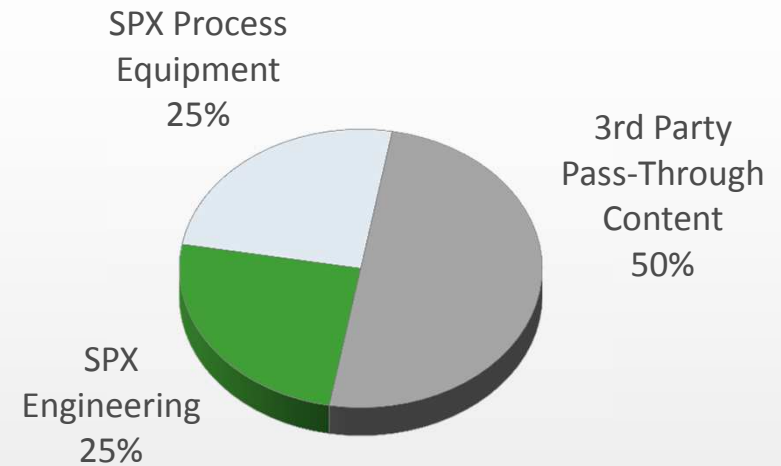
Food & Beverage System Revenue

(\$ millions)

■ Food & Beverage System Revenue

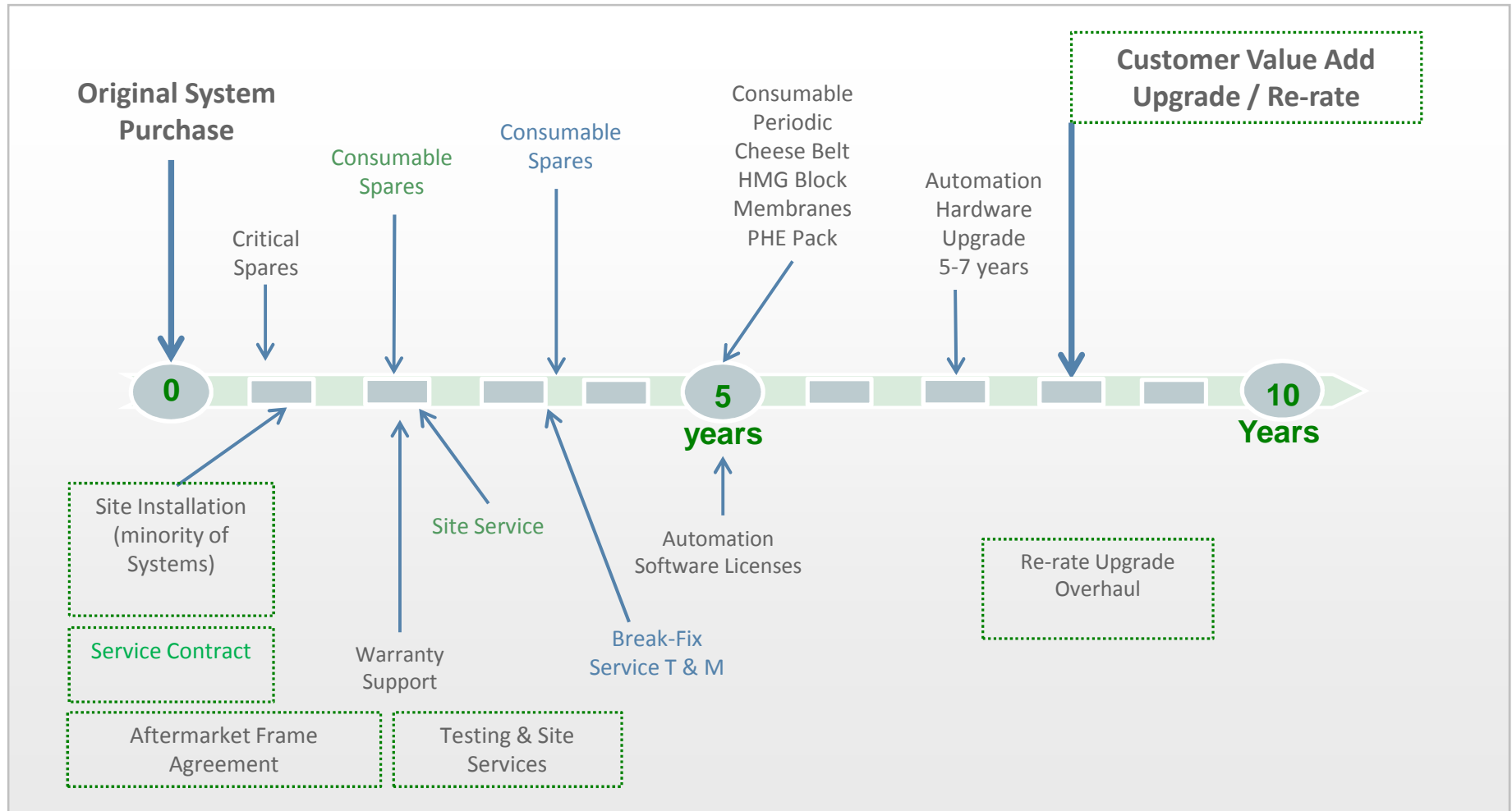


Example Cost Breakdown of a Typical System



**Integrated Technologies Have Increased Our Customer Relevance;
Food & Beverage Systems Revenue Has More Than Doubled Over the Past 3 Years**

First 10 Years of Aftermarket Opportunity for a Typical Food & Beverage System



Aftermarket Opportunity is Typically 20%-30% of the Value of a Food & Beverage System Over the First 10 Years of Service

Dairy Project in Shanghai



Project Details

- End Market: Liquid Dairy in China
- Customer: Bright Dairy & Food Co., Inc.
- SPX Scope:
 - Design and install all technologies required to produce stirred and set yoghurt, pasteurized and UHT milk
 - Expect to produce 1,200 tons of yoghurt per day which would make this the largest plant of its type
 - Utilize multiple SPX process technologies as well as engineering and project management
- **SPX contracts valued at >\$40m**



**Project Began in 2012 and is Expected to be Completed in Q2 2013;
Represents SPX's Largest Dairy Project Reference to Date**

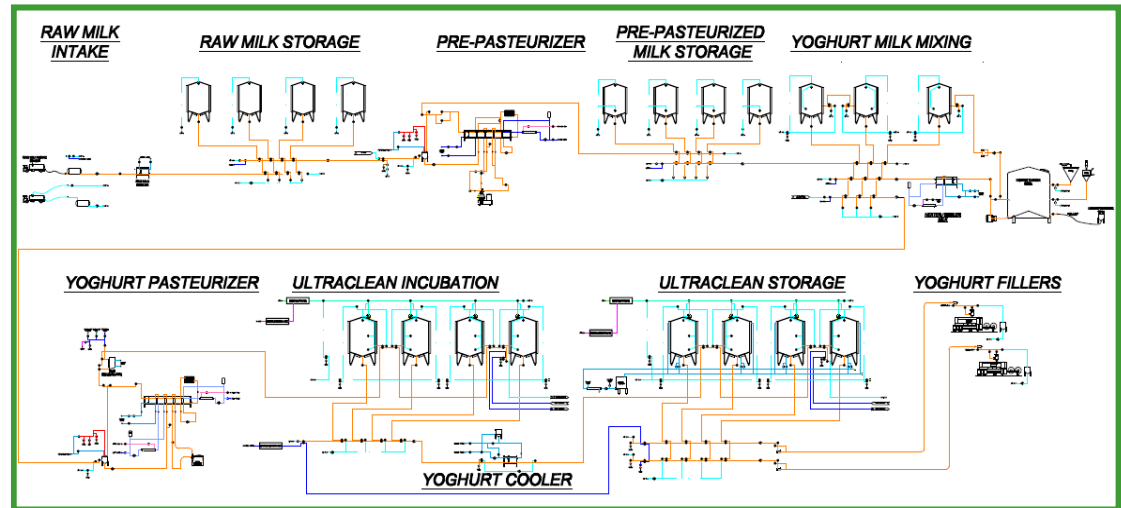
Dairy Project in Shanghai



pumps



valves



mixers



vacuum mixer



heat transfer



dispersion

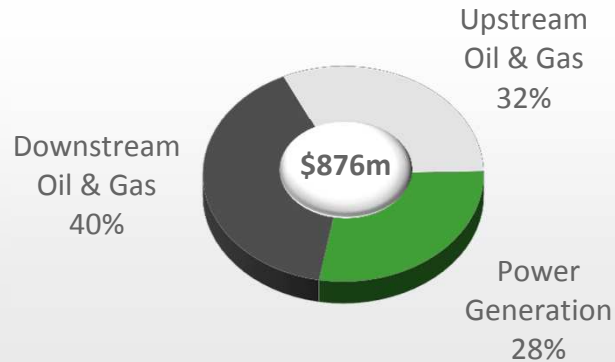


separation



Dairy Project in Shanghai Utilizes Multiple SPX Flow Technologies

Flow's 2012 Power & Energy Revenue



Customer Examples



Power & Energy Overview

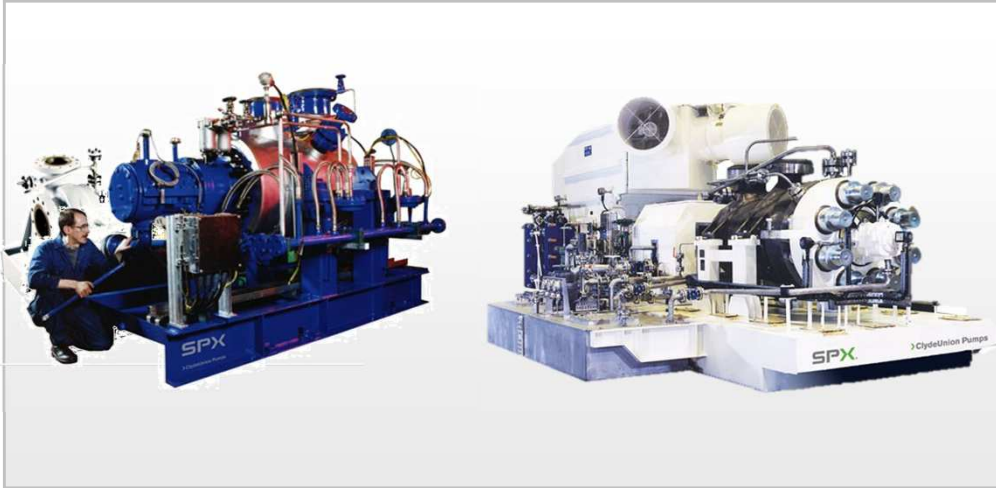
- Large, global markets in which customers demand highly engineered technology solutions
- Competitors include Flowserve, Sulzer, KSB, Cameron, Goulds Pumps and Ebara
- Key demand drivers:
 - Global energy consumption
 - Crude oil & natural gas pricing
 - Global rig count
 - Global shale activity
 - New power plant investments and replacement of aged power plant equipment

72% of Flow's 2012 Power & Energy Revenue
From Sales Into the Oil & Gas End Market

Key Flow Technology Power & Energy Offerings



multi-stage pumps



valves



closures



high horsepower
reciprocating oil pump



multi-stage, vertical
turbine pump

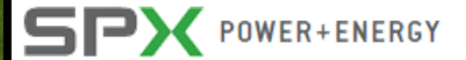
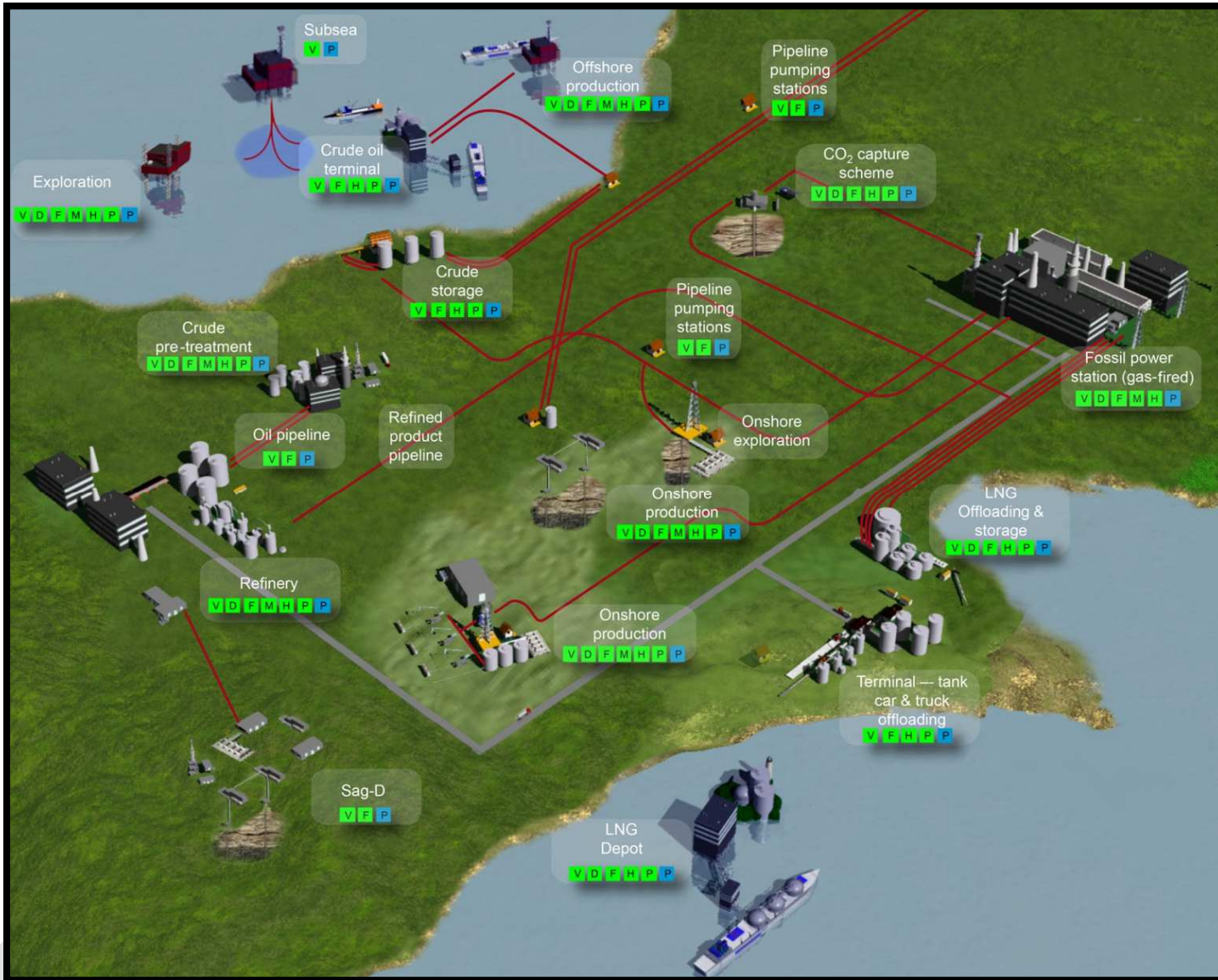


dehydration & filtration



Complementary Products With Very Good Potential for Revenue Synergies Through Cross-Selling Opportunities, Channel Combinations and Key Customer Account Management

SPX Flow Technology Oil & Gas Offerings

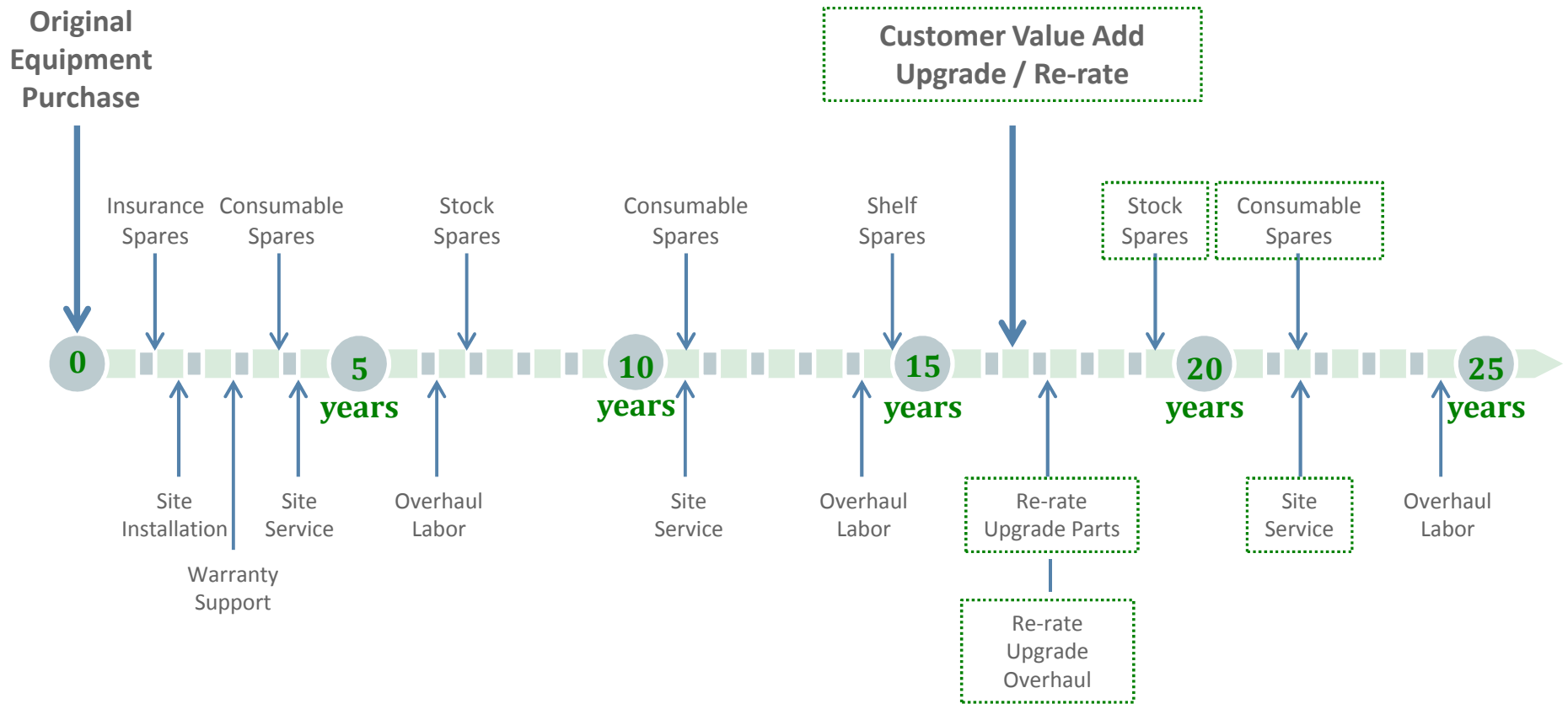


- P** ClydeUnion Pumps
- V** Valves & Closures
- D** Dehydration
- F** Filtration
- M** Mixers
- H** Heat Exchangers
- P** Pumps

Typical Oil & Gas Pump Lifecycle



25 Year Pump Timeline



The Typical Product Lifecycle Provides an Aftermarket Revenue Opportunity Ranging from 2x to 5x the Original Equipment Sale Over a 25-Year Period

Flow Technology Power & Energy Expansion



2010	2011	2012	2013	2014
<ul style="list-style-type: none"> > M&J Valve > Copes-Vulcan <ul style="list-style-type: none"> □ valves > Plenty <ul style="list-style-type: none"> □ filtration > Dollinger <ul style="list-style-type: none"> □ dehydration > Bran+Luebbe <ul style="list-style-type: none"> □ chemical injection 	<ul style="list-style-type: none"> > ClydeUnion <ul style="list-style-type: none"> □ defining acquisition □ expanded niche position into global platform □ added highly engineered pump technology 		<p style="text-align: center;"><u>future expectations</u></p> <ul style="list-style-type: none"> ▪ margin improvement ▪ multi-product offerings / revenue synergies ▪ acquisitions 	
<div style="border: 1px solid gray; padding: 5px; width: fit-content; margin: 0 auto;">~\$300m revenue in 2010</div>		<div style="border: 1px solid gray; padding: 5px; width: fit-content; margin: 0 auto;">\$876m revenue in 2012</div>		



**Currently Focused on ClydeUnion Integration and Combined Commercial Approach;
Several Attractive Acquisition Opportunities to Expand Market Presence and Customer Relevance**

2012 Review

- Full year revenue of \$571m with a 5% operating margin ⁽¹⁾
- Executed 5% headcount reduction
- Increased discipline on order acceptance:
 - >50% of 2012 order intake was for aftermarket sales
- Recognized \$100m of revenue related to loss contracts that were part of the acquired backlog
- Progress made on combining global supply chain, reducing lead times and improving quality

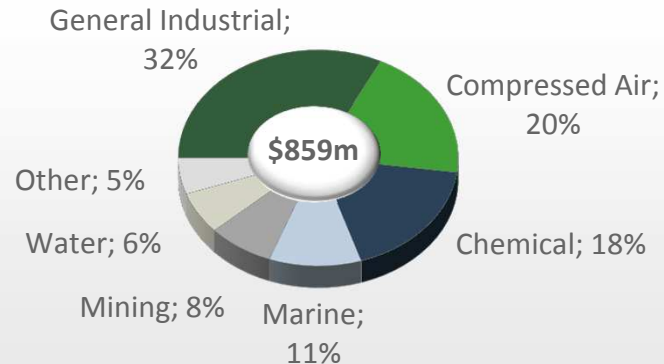
2012 Sequential Analysis



⁽¹⁾ Excludes inventory and backlog step-up charges related to ClydeUnion purchase accounting adjustments for all periods; see appendix for reconciliation of non-GAAP measures

**Modestly Accretive to Earnings Per Share in 2012;
Expect Continued Operating Improvement in 2013**

Flow's 2012 Industrial Revenue



Customer Examples





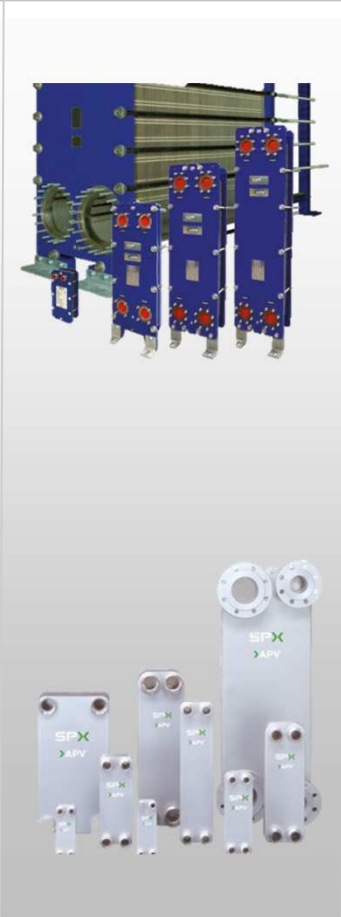

Industrial Flow Markets Overview

- Large, global markets in which customers demand highly engineered technology solutions
- Fragmented, regional competitor base
- Key demand drivers:
 - Global GDP growth
 - Manufacturing expansion
 - Industrial capital spending
 - Metal pricing
 - Shipbuilding

SPX Flow Technology Also Serves Global Customers in a Variety of Industrial End Markets

Key Flow Technology Industrial Offerings



mixers	pumps	heat exchangers	air treatment	Strategic Growth Opportunities
				<ul style="list-style-type: none"> Expand product offerings <u>geographically</u> Add <u>adjacent technologies</u> to broaden product portfolio Extend vertically in select <u>end markets</u> Fragmented competitor and adjacent supplier environment results in broad opportunities for acquisitions

Broad Opportunities for Strategic Growth in Highly Engineered Industrial Flow Applications



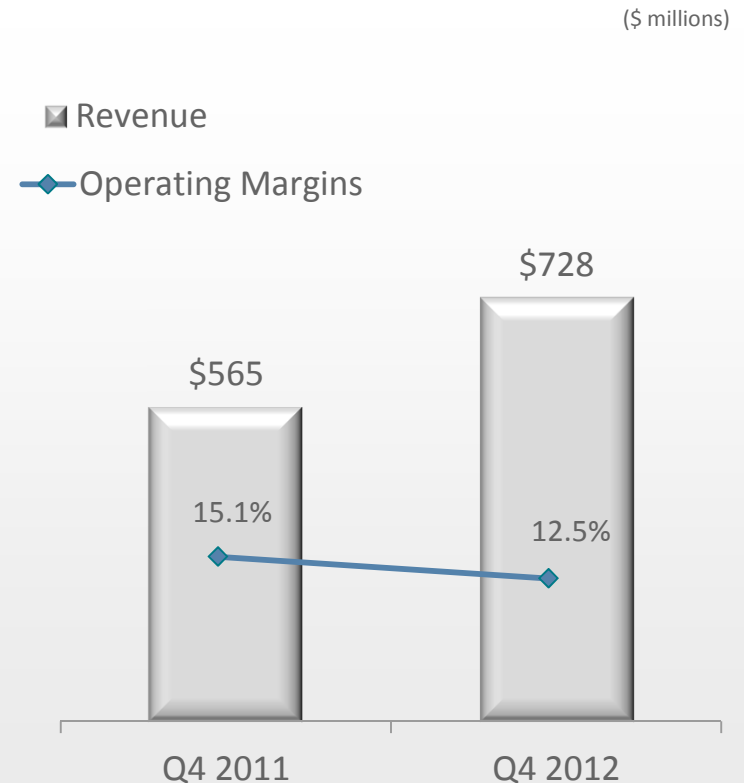
Segment Financial Review

Jeremy Smeltser, SPX Chief Financial Officer



Q4 2012 Analysis

- 29% revenue growth:
 - 30% acquisition growth
 - (1%) organic decline
- Q4 2011 benefited from \$17m of revenue from a higher margin nuclear squib valve project
- Segment income increased 6%, year-over-year, to \$91m
- Margin decline due to reduced profitability in Europe and increased mix of global food & beverage system revenue
- 50 points of dilution from ClydeUnion acquisition



Flow Reported \$728m of Revenue and \$91m of Segment Income, or 51% of Company Total

Flow Technology Sequential Analysis



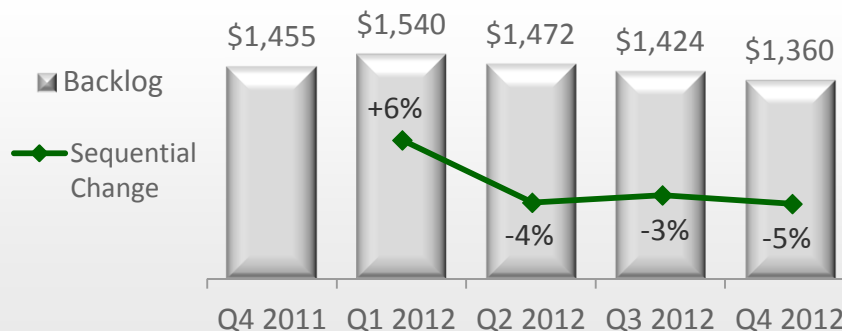
(\$ millions)

Sequential Revenue & Margins



- Q4 revenue up \$80m or 12% sequentially:
 - Record revenue quarter for Flow Technology
 - Increased throughput at ClydeUnion
 - Increased revenue across all key regions

Sequential Backlog Change

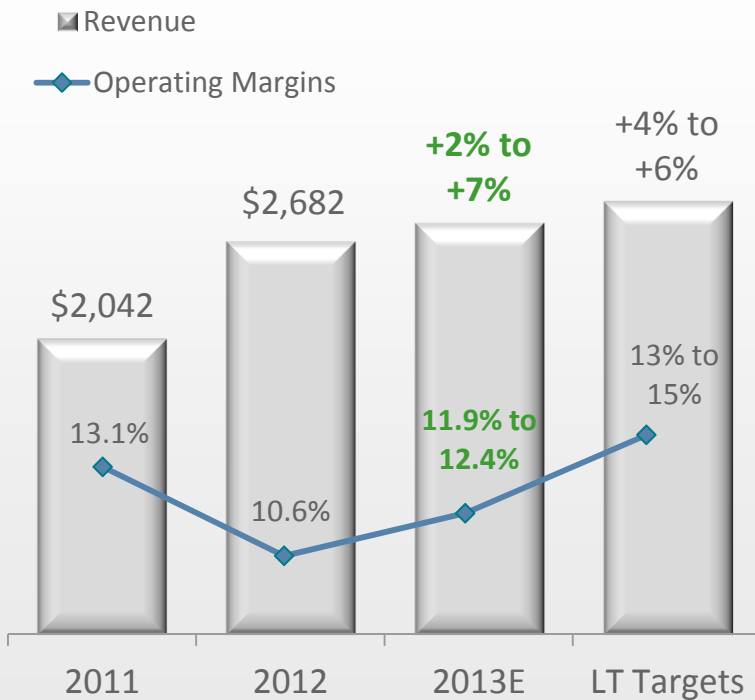


- Q4 backlog declined \$64m or 5% sequentially:
 - Revenue execution
 - Disciplined OE order acceptance at ClydeUnion as well as customer order delays
 - 43% of 2013E revenue is in the ending 2012 backlog, comparable to prior year

**Total Flow Orders Increased 14% Sequentially in Q4;
Positive Order Trends in Americas and EMEA at the Start of 2013**

Full Year Financial Review

(\$ millions)



2012 Analysis:

- 31% revenue growth:
 - 29% acquisition growth
 - 5% organic growth
 - (3%) currency impact
- 210 points of margin dilution from ClydeUnion acquisition

2013 Targets:

- Low to mid-single digit organic revenue growth
- 130 to 180 points of margin improvement

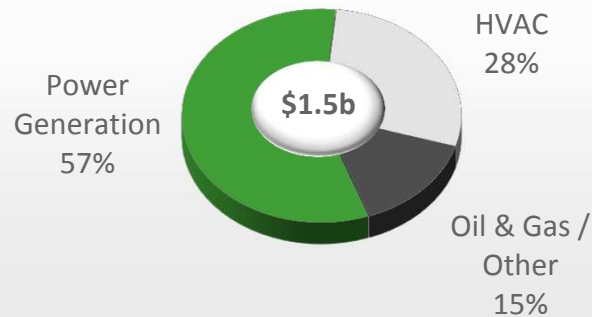
**Focused on Organic Growth and Continuous Operating Improvement in 2013;
Expect Margin Improvement at ClydeUnion to Continue in 2013**



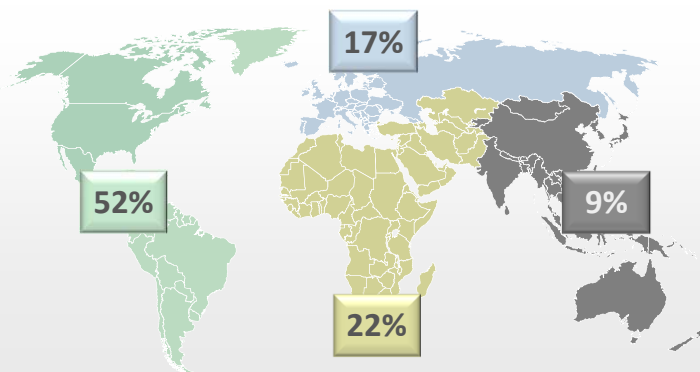
Thermal Equipment & Services Segment



2012 Revenue by End Market



2012 Revenue by Geography



Segment Overview

- 2012 revenue: \$1.5b
- Power & Energy markets:
 - A leading provider of cooling systems and heat exchangers for power & energy applications
 - Generally long-cycle projects
- HVAC market:
 - A leading provider of package cooling units, boilers and heating units into commercial and residential HVAC markets
 - Generally short-cycle products

**SPX Thermal Equipment & Services Segment
Primarily Serves the Power & Energy and HVAC Markets**

Key Thermal Product and System Offerings



dry and evaporative cooling systems



package (evaporative) cooling



heat exchangers



pollution control filters



boilers



heating products



Broad Offering of Thermal Heat Transfer Technologies for Power Generation, HVAC and Industrial Applications

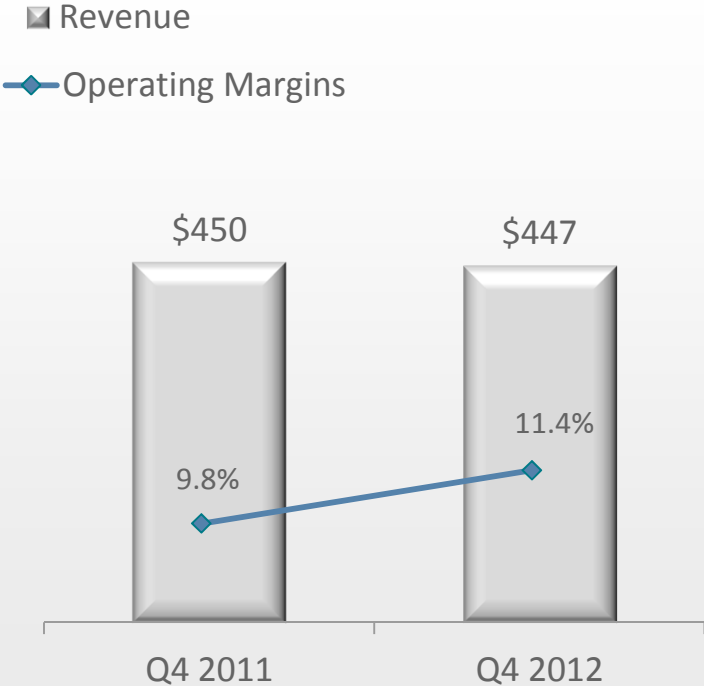
Q4 2012 Analysis

(\$ millions)

- (1%) revenue decline:
 - 2% organic growth
 - (3%) currency and other ⁽¹⁾

- Segment income increased 15% year-over-year, to \$51m

- 160 points of margin expansion:
 - Leverage on increased sales of residential boilers in support of Hurricane Sandy relief



⁽¹⁾ 2011 revenue transferred to the Shanghai Electric joint venture

Increased Demand for Replacement Boilers In Support of Hurricane Sandy Relief Was a Key Driver of the Increased Profitability in Q4 2012

Thermal Equipment & Services Sequential Analysis



(\$ millions)

Sequential Revenue & Margins



- Q4 revenue up \$71m or 19% sequentially:
 - Revenue and profit in personal comfort heating businesses seasonal to the fourth quarter
 - Increased sales of cooling and heat transfer equipment

Sequential Backlog Change



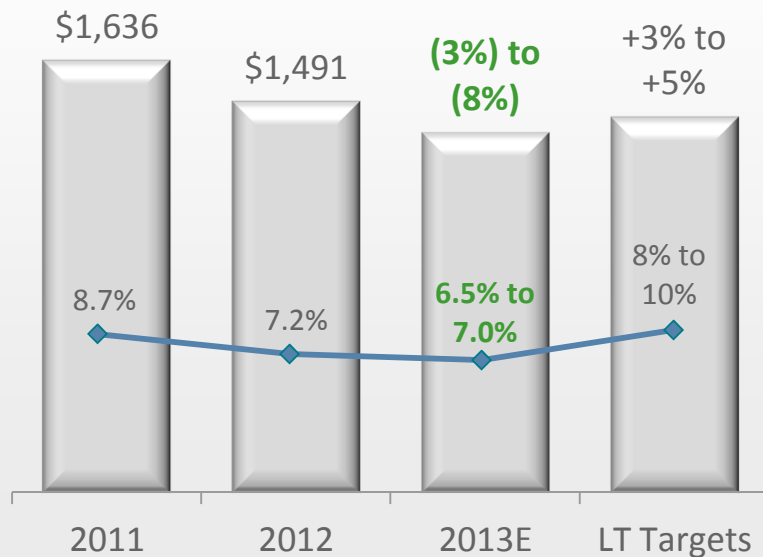
- Q4 backlog declined 11% sequentially
- Execution of the South Africa power projects accounted for a little more than half of the total, year-over-year, backlog decline

Continue to See Steady Order Trends at Historically Low Levels in the Core Power Generation Business

Full Year Financial Review

(\$ millions)

■ Revenue
◆ Operating Margins



⁽¹⁾ 2011 revenue transferred to the Shanghai Electric joint venture

2012 Analysis:

- (9%) revenue decline:
 - (4%) organic decline
 - (5%) currency and other impact ⁽¹⁾
- 150 points of margin decline

2013 Targets:

- Mid-high single digit organic revenue decline
- Margins down 20 to 70 points year-over-year

Focused on Improving Profitability and Competitive Position in 2013



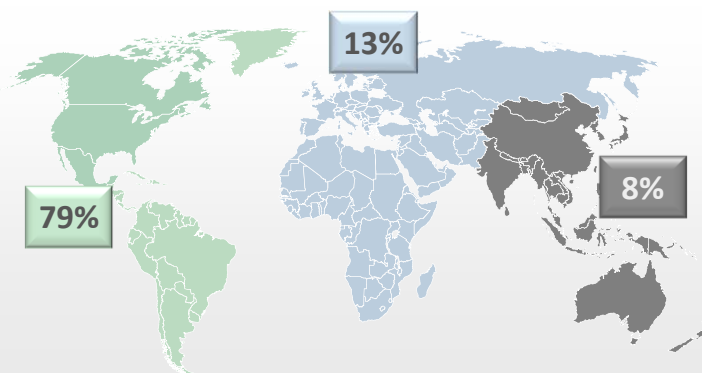
Industrial Products & Services



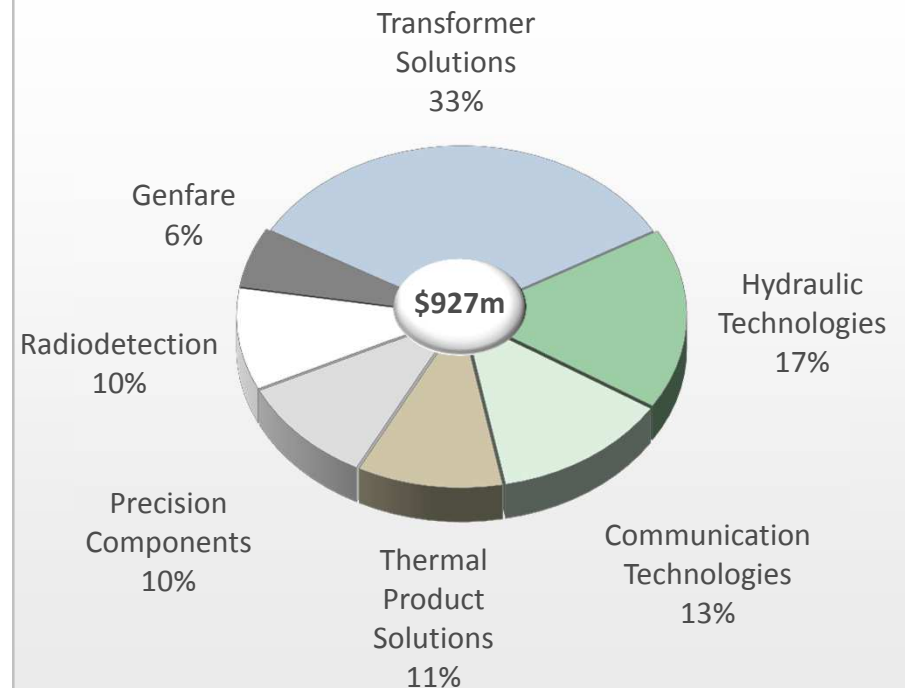
Segment Overview

- 2012 revenue: \$927m
- Niche businesses concentrated in the United States with leading market positions and attractive profitability and cash flow characteristics

2012 Revenue by Geography



2012 Revenue by Business



Industrial Products & Services Comprises Niche Businesses With Attractive Profitability and Cash Flow Characteristics

Key Industrial Products



Highly Engineered Products With Leading Positions in Their Respective Markets

Q4 2012 Analysis

- 8% organic revenue growth:
 - 24% increase in power transformer revenue
 - Partially offset by lower sales of communication technologies and fare collection systems
- Segment income increased 4% to \$32m
- 50 points of margin dilution:
 - Increase in power transformer sales was dilutive to segment margins



Note: See appendix for reconciliation of non-GAAP measures

8% Organic Revenue Growth Largely Driven by Increased Volume of Power Transformer Shipments

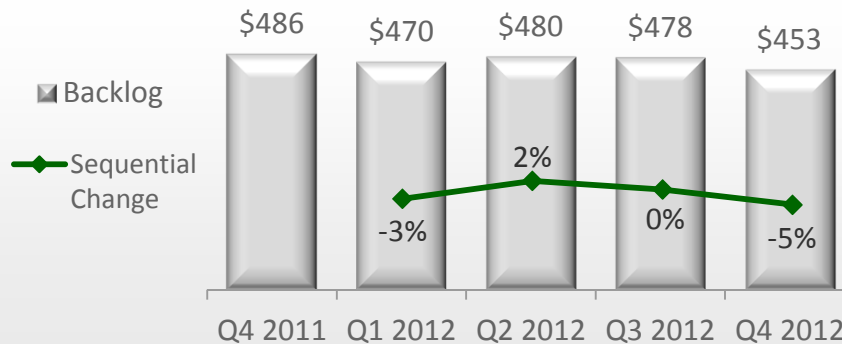
(\$ millions)

Sequential Revenue & Margins



- Q4 revenue up \$42m or 19% sequentially:
 - Increased shipments of power transformers and fare collection systems

Sequential Backlog Change



- Q4 backlog declined 5% sequentially
- Power transformer backlog declined due to strong revenue conversion and selective order acceptance
- Power transformer demand and pricing remained stable

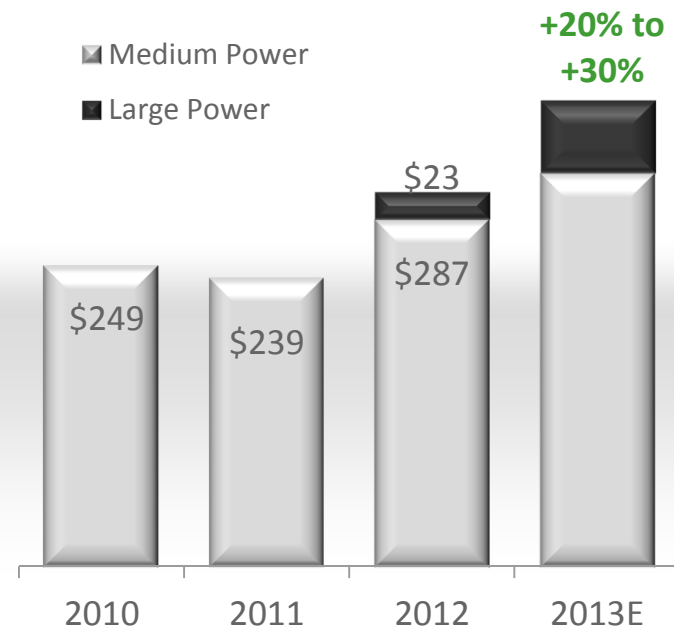
No Significant Change in Demand or Pricing in U.S. Power Transformer Market

Key Market Drivers

- Electricity Demand:
 - Load growth
 - New capacity: natural gas, wind, solar
 - New housing starts
- Replacement of aging equipment
 - Average age of installed base is ~38 years
- Regulatory standards:
 - Energy policy act of 2005
 - Electric Reliability Organization (2007)
 - Korean import tariffs (2012)

(\$ millions)

SPX Transformer Solutions Revenue



**Expect 20% to 30% Revenue Growth Driven by Increased Volume;
Revenue Target Assumes Flat Pricing on Shipments Year-Over-Year**

Full Year Financial Review

(\$ millions)



Note: See appendix for reconciliation of non-GAAP measures

2012 Analysis:

- 8% organic revenue growth:
 - 30% growth in power transformer revenue
- 50 points of margin decline:
 - Increase in power transformer sales was dilutive to segment margins

2013 Targets:

- High-single to double-digit organic revenue growth
- Margins up 100 to 150 points

Expect 2013 Revenue Growth and Increased Profitability to be Driven By Power Transformer Business



Consolidated Financial Review

Jeremy Smeltser, SPX Chief Financial Officer



Q4 2012 Earnings Per Share Analysis

notes

Earnings from continuing operations	(\$3.62)	includes (\$5.19) of impairment charges
Earnings from discontinued operations	<u>\$6.45</u>	includes \$6.32 gain on sale of Service Solutions
Net earnings per share	<u><u>\$2.83</u></u>	
Earnings from continuing operations	(\$3.62)	
Impairment of goodwill and other intangible assets	<u>\$5.19</u>	related to Thermal Equipment segment
Adjusted earnings per share from continuing operations	<u><u>\$1.57</u></u>	

Q4 2012 Adjusted Earnings Per Share of \$1.57

Q4 2012 Analysis

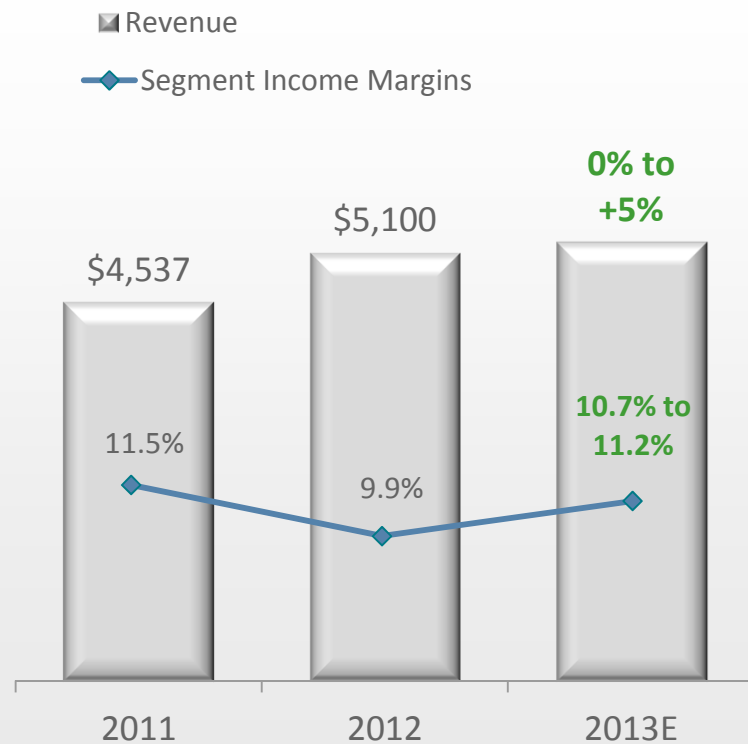
- 14% revenue growth:
 - 13% acquisition growth
 - 2% organic growth
 - (1%) currency impact
- Segment income increased 8% to \$174m
- 70 points of margin dilution:
 - 20 points of dilution related to ClydeUnion



**Q4 Revenue Increased 14% Year-Over-Year;
20 Points of Margin Dilution from ClydeUnion Acquisition**

Full Year 2012 Analysis

(\$ millions)



2012 Analysis:

- 12.4% revenue growth:
 - 12.6% acquisition growth
 - 2.5% organic growth
 - (2.7%) currency impact
- 160 points of margin decline:
 - 90 points of dilution related to ClydeUnion acquisition

2013 Targets:

- Flat to 5% revenue growth
- Margins up 80 to 130 points

**Targeting Low Single Digit Revenue Growth in 2013
With 80 to 130 Points of Segment Income Margin Improvement**

2013 EPS Mid-Point Model



(\$ millions, except per share data)

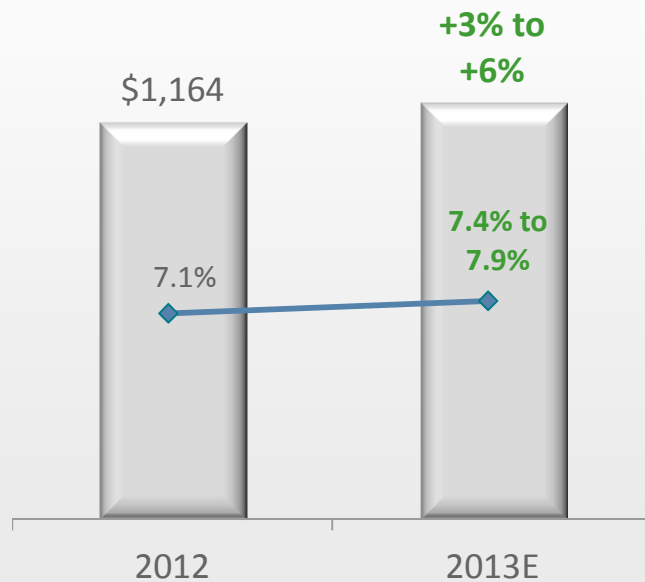
Revenue	\$5,225	
Segment income %	11%	
Corporate expense	(\$101)	
Pension & post retirement health care	(\$29)	
Stock-based compensation	(\$37)	
Special charges	(\$28)	Targeting \$25m to \$30m
Operating Income	\$376	
Equity earnings in joint ventures	\$41	
Interest expense, net	(\$105)	
Other income or (expense)	\$0	
Income before taxes	\$310	
Income tax provision and rate	(\$80)	26% effective tax rate
Income from continuing operations	\$230	
Minority interest, net of taxes	(\$6)	
Net income from continuing operations	\$225	
Mid-Point EPS from continuing operations	\$4.85	46m diluted shares outstanding

2013 EPS Guidance Range is \$4.60 to \$5.10 Per Share

Q1 Analysis

(\$ millions, except per share data)

- Revenue
- ◆ Segment Income Margins



- Revenue growth of +3% to +6%:
 - ~(1%) impact from currency
- Segment income of \$90m to \$95m:
 - ~16% of estimated full year segment income
- ~60% of full year stock-based compensation expense expected in Q1
- 2012 R&D tax credit of \$3.3m included in Q1 2013 tax rate
- Diluted shares outstanding of ~47m

Q1 2013 Earnings Per Share Guidance Range: \$0.20 to \$0.30



Capital Allocation

Jeremy Smeltser, SPX Chief Financial Officer



Financial Position



(\$ millions, except per share data)

	December 31, 2011	December 31, 2012	year-over- year variance
Cash	\$551	\$984	+79%
Accounts Receivable	\$1,221	\$1,333	+9%
Total Assets	\$7,392	\$7,130	(4%)

Accounts Payable	\$641	\$571	(11%)
Total Debt	\$2,001	\$1,692	(15%)
Total Equity	\$2,237	\$2,280	+2%

⁽¹⁾ 3.6m shares repurchased in 2012 and 1.5m shares repurchased in January 2013

Key 2012 Capital Sources and Uses

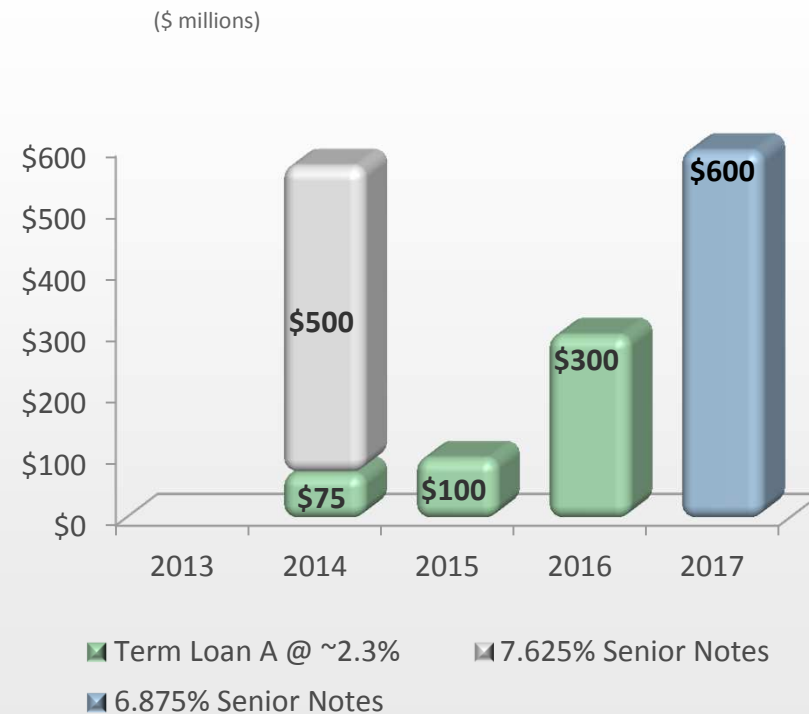
- Divestiture proceeds: \$1.15b
- Reduced total debt by \$309m
- Share repurchases: \$350m
 - 5.1m⁽¹⁾ shares repurchased or ~10% of outstanding
 - Average price of ~\$68 per share
- Dividend payments: \$64m
- Acquisitions: \$34m

Significantly Improved Financial Position

Debt Structure at 12/31/2012

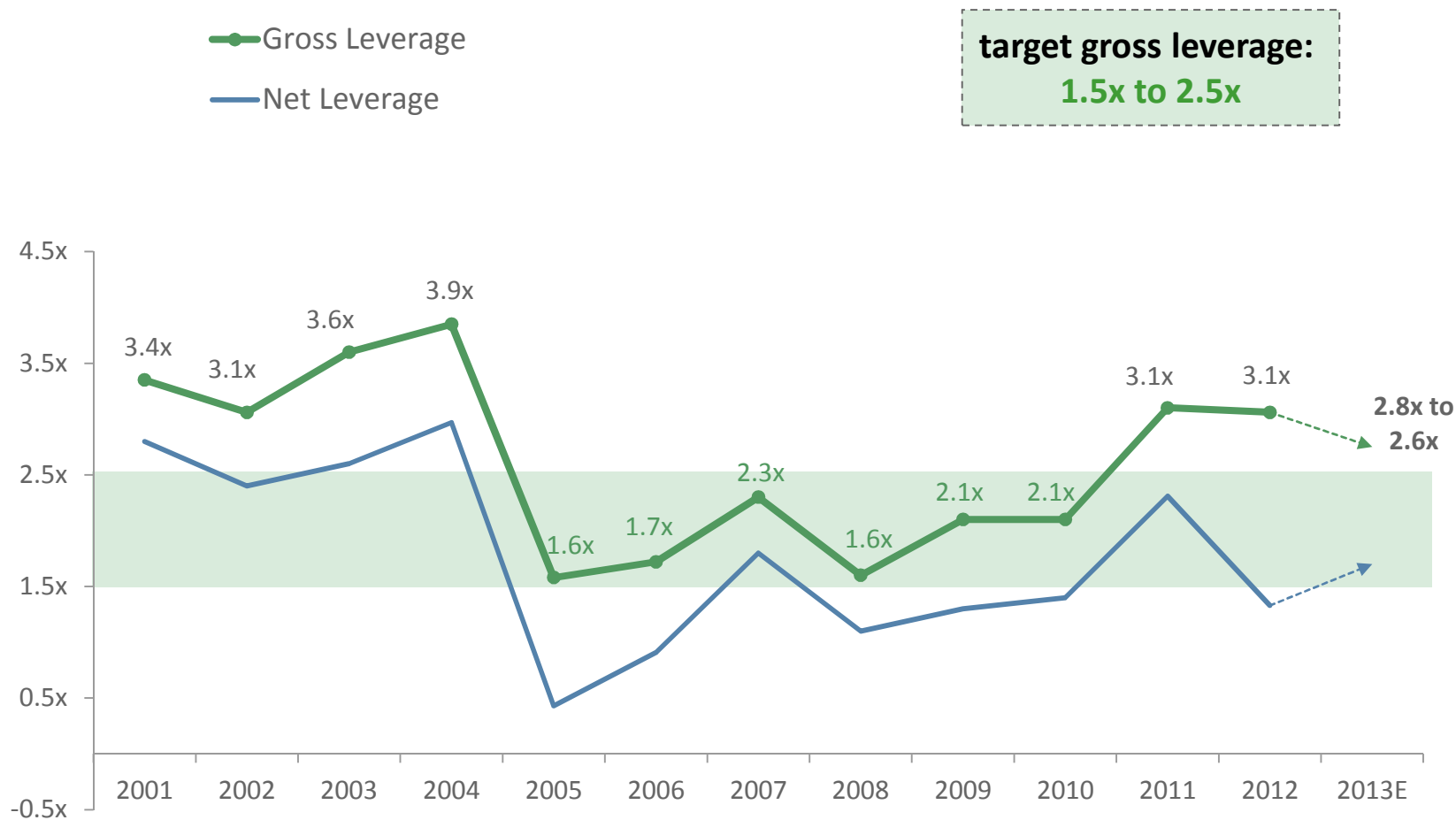
- \$1.1b in senior notes:
 - \$500m @ 7.625%
 - \$600m @ 7.875%
- 5-year syndicated credit facility:
 - \$475m Term loan A @ ~2.3%
 - \$600m domestic and global revolver
 - \$1.2b performance bond facility for guarantees (non-cash)
- Other debt: \$117m

Debt Repayment Schedule



**Ended 2012 With Total Debt at \$1.7 Billion With 2/3rds at a Fixed Rate;
No Significant Debt Repayment Obligations Until Q4 2014**

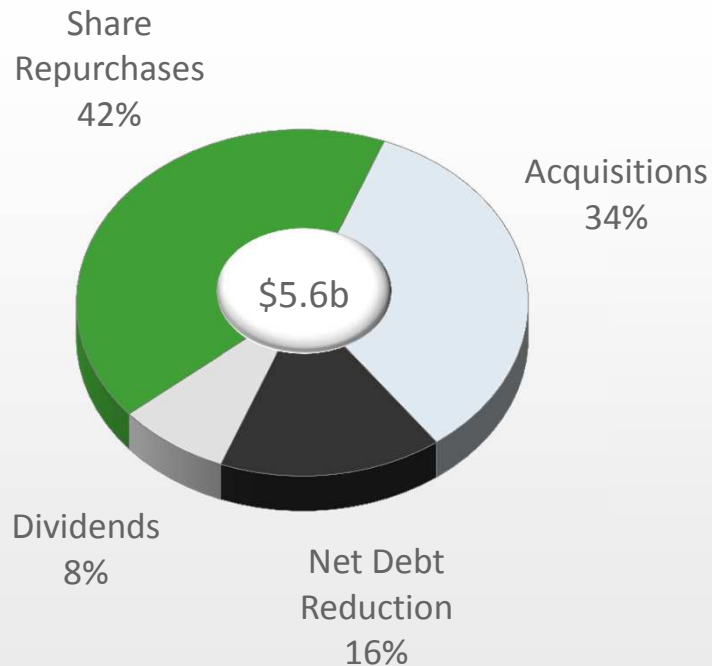
Debt to EBITDA Ratio ⁽¹⁾



⁽¹⁾ As defined by our credit facility agreement

Expect Gross Leverage to Decline Towards Target Range During 2013

Historical Capital Allocation Breakdown



Note: 2005 through February 14, 2013

2013 Capital Allocation Plan

- 1) \$250m voluntary pension contribution:**
 - \$160m net of tax benefit
 - 2) \$200m of share repurchases**
- Following these actions we are projecting ~\$1.2b of liquidity in 2013
 - Plan to evaluate additional capital allocation actions as the year progresses

**Expect ~\$0.50 of Annualized EPS Accretion from 2013 Capital Allocation Plan;
Continue to Focus on Disciplined Capital Allocation, Consistent with Our Historical Approach**

U.S. Qualified Pension Plan

- Discontinued providing pension benefits to newly hired employees in 2001:
 - >91% of our pension participants inactive
- Plan assets as of 12/31/2012: \$937m
- GAAP Pension Benefit Obligation of \$1,202m
- Asset strategy:
 - Implemented long-duration strategy in 2005
 - ~50% duration hedged
 - Annual return on assets:
 - 3-year return: 14%
 - 5-year return: 7%

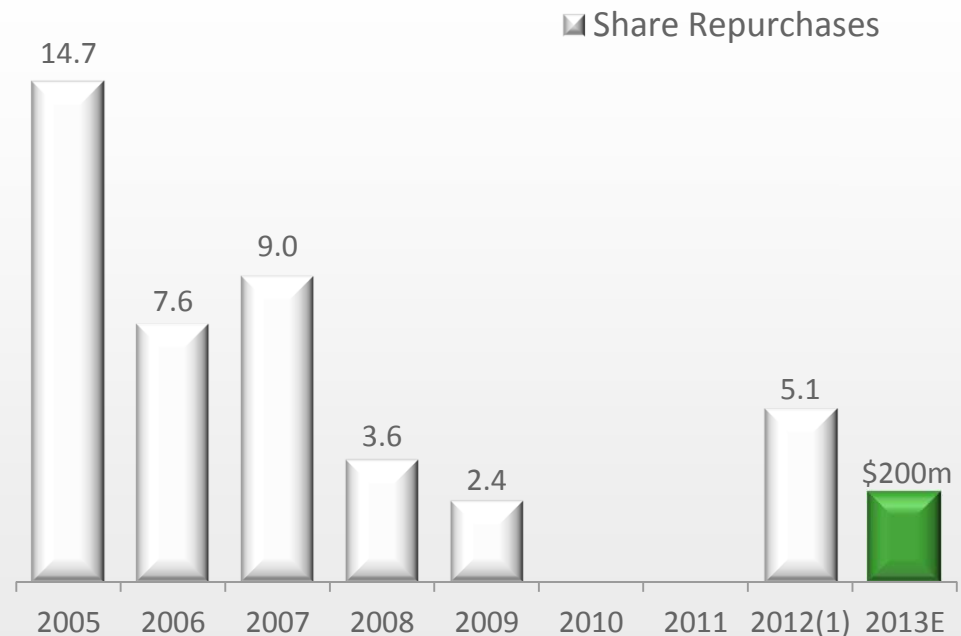
Benefits of Voluntary Pension Funding

- Increases GAAP funded status to ~100%
- Reduces future funding obligation
- Current cash tax benefit of ~\$90m
- Earnings per share benefit:
 - ~\$0.18 per share benefit expected to be realized in 2013
 - ~\$0.24 per share annualized benefit

Funding Future Obligations with Significant Tax and Earnings Benefit

Share Repurchase History

- Repurchased 43m shares since the beginning of 2005
- Total investment of \$2.7b at an average repurchase price of \$63 per share



⁽¹⁾ 3.6m shares repurchased in 2012 and 1.5m shares repurchased in January 2013

**Plan to Repurchase \$200m of Additional Shares
Opportunistically Over The Balance of 2013**

2013 Adjusted Free Cash Flow Guidance

(\$ millions)	2013 Guidance Range		
Adjusted net cash from operations	\$350	to	\$390
Capital expenditures	(\$90)		(\$90)
Adjusted free cash flow	\$260	to	\$300

Note: Adjusted cash from operations and free cash flow excludes a planned tax payment on the gain from the sale of Service Solutions of ~\$115m and the planned voluntary pension contribution, net of the tax benefit, of ~\$160m.

Targeting \$260m to \$300m of Adjusted Free Cash Flow in 2013

2013 Projected Liquidity



Projected Liquidity

(\$ millions)

	<u>Amount</u>	<u>Expected Timing</u>
Cash on Hand at December 31, 2012	\$984	
<u>2013E Cash Outflows</u>		
2012 share repurchase plan	(\$104)	completed in early January
Estimated tax payment related to gain on sale of Service Solutions	(\$115)	Q1 2013
2013 voluntary pension contribution, net of tax benefit	(\$160)	1H 2013
2013 share repurchase plan	(\$200)	opportunistic
Planned dividend payments	(\$40)	Q2, Q3, Q4
<u>2013E Cash Inflows</u>		
2013 adjusted free cash flow guidance mid-point ⁽¹⁾	<u>\$280</u>	seasonal to 2H 2013
Projected Cash on Hand at December 31, 2013	\$645	
Available lines of credit	\$580	
Total projected liquidity	<u>\$1,225</u>	

⁽¹⁾ See appendix for reconciliation to GAAP

**Projected Liquidity of ~\$1.2 Billion After Completing
All Expected Cash Inflows and Outflows**



Executive Summary

Chris Kearney, Chairman, President and CEO



Key 2013 Messages

- Enter 2013 as a more focused company in a strong financial position:
 - >50% of revenue from Flow Technology segment
 - >\$1b of liquidity

- 2013 capital allocation plan:
 - 1) \$250m voluntary pension contribution (\$160m net of tax benefit)
 - 2) \$200m of share repurchases

- Key 2013 financial targets:
 - Flat to 5% revenue growth
 - 80 to 130 points of segment income margin expansion
 - **EPS guidance of \$4.60 to \$5.10**

**SPX is a More Focused Company in a Strong Financial Position Entering 2013;
Targeting Revenue Growth and Operational Improvement in 2013**

SPX

questions?





appendix



2013 Adjusted Free Cash Flow Guidance Reconciliation



2013 Adjusted Free Cash Flow Guidance

(\$ millions)	<u>2013 Guidance Range</u>	
Net cash from operations	\$75	to \$115
Estimated tax payment on the gain from the sale of Service Solutions	\$115	\$115
Planned voluntary pension contribution, net of ~\$90m tax benefit	<u>\$160</u>	<u>\$160</u>
Adjusted cash from operations	\$350	\$390
Capital expenditures	<u>(\$90)</u>	<u>(\$90)</u>
Adjusted free cash flow	<u>\$260</u>	to <u>\$300</u>

Bank EBITDA Reconciliation



(\$ millions)	<u>LTM</u>	<u>2013E</u>
Net Income	\$259	\$226
Income tax provision (benefit)	32	80
Interest expense	114	105
Income before interest and taxes	<u>\$406</u>	<u>\$412</u>
Depreciation and intangible amortization expense	112	125
EBITDA from continuing operations	<u>\$517</u>	<u>\$537</u>
Adjustments:		
Amortization and write-off of intangibles and organizational costs	286	0
Non-cash compensation expense	39	37
Extraordinary non-cash charges	14	0
Extraordinary non-recurring cash charges	30	28
Joint venture EBITDA adjustments	11	13
Net (gains) and losses on disposition of assets outside the ordinary course of business	(333)	0
Pro Forma effect of acquisitions and divestitures	(31)	0
Other	0	0
Bank EBITDA from continuing operations	<u><u>\$534</u></u>	<u><u>\$615</u></u>

Note: EBITDA as defined in the credit facility

Debt Reconciliation



(\$ millions)

	<u>12/31/2012</u>
Short-term debt	\$ 33
Current maturities of long-term debt	9
Long-term debt	<u>1,650</u>
Gross Debt	\$ 1,692
Less: Puchase card program and extended A/P programs	<u>(28)</u>
Adjusted Gross Debt	\$ 1,664
Less: Cash in excess of \$50	<u>(934)</u>
Adjusted Net Debt	<u><u>\$ 730</u></u>

Note: Debt as defined in the credit facility

Q4 2012 Organic Revenue Growth Reconciliation



Three Months Ended December 31, 2012

	Net Revenue Change	Acquisitions/ Divestitures	Currency	Organic
Flow Technology	28.8%	29.8%	-0.3%	-0.7%
Thermal Equipment & Services	-0.7%	-1.3%	-1.5%	2.1%
Industrial Products & Services	7.5%	0.0%	0.0%	7.5%
Consolidated SPX	14.1%	12.9%	-0.7%	1.9%

Full Year 2012 Organic Revenue Growth Reconciliation



Twelve Months Ended December 31, 2012

	Net Revenue Change	Acquisitions/ Divestitures	Currency	Organic
Flow Technology	31.3%	29.2%	-3.0%	5.1%
Thermal Equipment & Services	-8.9%	-1.6%	-3.6%	-3.7%
Industrial Products & Services	8.0%	0.0%	-0.4%	8.4%
Consolidated SPX	12.4%	12.6%	-2.7%	2.5%

ClydeUnion Adjusted Operating Profit



(\$ millions)

ClydeUnion Adjusted Operating Profit Reconciliation

	Q1	Q2	Q3	Q4	2012
Revenues	\$125	\$144	\$127	\$176	\$571
Operating Profit	(\$9)	\$2	\$5	\$19	\$18
% of Revenues	-6.9%	1.5%	3.9%	11.0%	3.1%
Purchase Accounting Adj.	(\$7)	(\$3)	(\$1)	\$1	(\$9)
Adjusted Operating Profit	(\$2)	\$5	\$6	\$18	\$27
% of Revenues	-1.6%	3.3%	4.5%	10.2%	4.6%

SPX