## Pentair

KeyBanc Capital Markets Industrial, Automotive \& Transportation Conference

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## FORWARD-LOOKING STATEMENTS

## Caution Concerning Forward-Looking Statements

This communication contains statements that we believe to be "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical fact are forward-looking statements. Without limitation, any statements preceded or followed by or that include the words "targets," "plans," "believes," "expects," "intends," "will," "likely," "may," "anticipates," "estimates," "projects," "should," "would," "positioned," "strategy," "future" or words, phrases or terms of similar substance or the negative thereof, are forwardlooking statements. These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties, assumptions and other factors, some of which are beyond our control, which could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These factors include the ability to successfully integrate Pentair, Inc. and the Flow Control business and achieve expected benefits from the Merger; overall global economic and business conditions; competition and pricing pressures in the markets we serve; the strength of housing and related markets; volatility in currency exchange rates and commodity prices; inability to generate savings from excellence in operations initiatives consisting of lean enterprise, supply management and cash flow practices; increased risks associated with operating foreign businesses; the ability to deliver backlog and win future project work; failure of markets to accept new product introductions and enhancements; the impact of changes in laws and regulations, including those that limit U.S. tax benefits; the outcome of litigation and governmental proceedings; and the ability to achieve our long-term strategic operating goals. Additional information concerning these and other factors is contained in our filings with the U.S. Securities and Exchange Commission, including in Item 1A of our Quarterly Report on Form 10-Q for the quarter ended March 30, 2013, and our 2012 Annual Report on Form 10-K. All forward-looking statements speak only as of the date of this communication. Pentair Ltd. assumes no obligation, and disclaims any obligation, to update the information contained in this communication.

## CREATING A STRONGER COMPANY

|  |  | t4Cロ <br> Flow Control |
| :---: | :---: | :---: |
| Emerging Presence in Industrial Fluid Processing Solutions | STRENGTHENS FLUID PROCESS SOLUTIONS | A Global Leader in Industrial Valves \& Controls |
| A Global Leader in Water Flow and Filtration Applications | EXTENDS WATER OFFERINGS | Strong Regional Leader in Water and Environmental Solutions |
| A Global Leader in Equipment Protection Solutions | ADVANCES THERMAL CAPABILITIES | A Global Leader in Industrial Thermal Management Solutions |
| Proven Operational Excellence and Lean Discipline - PIMS |  | Strong Lean/Six Sigma Journey |
| Strong Cash Flow Generation | ENHANCES GROWTH POTENTIAL | Strong Cash Flow Generation |
| Building Global Presence |  | Broad Global Reach |

## SERVING THE WORLD’S BIGGEST NEEDS



## Energy Food Clean Water

## PENTAIR LTD. - 2012 SALES*



Pentair has a Balanced Portfolio

## KEY GROWTH VERTICALS

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| - Oil \& Gas | - Chemical | - Commercial | - Municipal | - Agriculture |
| - Power <br> - Mining | - Pharma <br> - Manufacturing | - Residential <br> - Recreation \& Leisure | - Telecom \& Networks <br> - Transport | - Aquaculture <br> - Food \& Beverage |
| $\underset{\text { Sales* }}{\text { Sof }}$ | ~26\% | ~24\% | $\sim 13 \%$ | ~9\% |
| $\underset{\substack{\text { Growth } \\ \text { Rate }}}{\sim 4-6 \%}$ | ~2-3\% | $\sim^{5-8 \%}$ | $\sim$ Flat | ~6-8\% |

## Leveraging Global Mega Trends

## EXAMPLE: ENERGY -- OIL \& GAS



A Player in Oil \& Gas Solutions Across Entire Market

## ONE EXAMPLE: PENTAIR VALVES IN REFINERY



| Refinery | What Valves Do Here | Pentair Offering |
| :---: | :---: | :---: |
| (5) Utilities | Isolation and control, overpressure protection, recirculation and level control of steam, water and gas | ARC, Desuperheaters, Steam Traps, Butterfly Valves, PRV, Ball Valves, A\&C, Plug Valves, Parallel Slide Valves, Blowdown Valves, Drain Valves, GGC, TOV and Control Valves |
| (6) Water Treatment Plant | Control of water flow, purification and discharge | Resilient Seated Butterfly Valves, High Performance Butterfly Valves, GGC, Ball Valves, Automation, instrumentation Valves and Knife Gate Valves |
| 7 Distillation Column | Isolate and control flow associated with feedstock and fractions | PRV, GGC, Ball Valves, TOV, A\&C, ESD, Control Valves, Instrumentation |
| (8) Isomerization and Alkylation | Isolate and control flow associated with inlet and outlet and overpressure protection | PRV, GGC, Ball Valves, TOV, A\&C, ESD, Control Valves and Instrumentation |
| (9) Steam Generation | Isolation and control, overpressure protection, recirculation and level control of steam including waste heat boilers | ARC, Desuperheaters, Steam Traps, All Butterfly Valves, PRV, Ball Valves, A\&C, Plug Valves, Parallel Slide Valves, Blowdown Valves, Drain Valves, GGC, TOV, Level Gauges, Feedwater Bypass Valves (Sempell) and Control Valves |
| (10) Sulphur Recovery Unit | Isolate and control flow of gas, air or liquid associated with desulfurization process | PRV, Ball Valves, A\&C, ESD, Control Valves, Instrumentation, Knife Gate Valves, ARC, Desuperheaters, Steam Traps, Butterfly Valves, Plug Valves, Parallel Slide Valves, Blowdown Valves, Drain Valves, GGC, TOV, Level Gauges and Feedwater Bypass Valves (Sempell) |
| (11) Gas Plant | Isolate and control flow as gas from the distillation unit is processed and contaminants are removed | Ball Valves, A\&C, Control Valves, PRV, Instrumentation, GGC and TOV |
| (12) Hydrotreater | Flow control and isolation of feedstock, hydrogen and finished product | Ball Valves, Automation, PRV, Instrumentation Valves, TOV, Gate Valves, Check Valves and Control Valves |
| (33) Hydrocracker | Flow control and isolation of feedstock, catalyst and finished product | Ball Valves, Automation, PRV, Instrumentation Valves, TOV, Gate Valves, Check Valves and Control Valves |
| (14) Oil Movements and Tank Farm | Isolation, control and movement of incoming crude and outgoing products | Gate Valves, Check Valves, Ball Valves, TOV, A\&C, Butterfly Valves, Flame Arresters, Vacuum Vents, Manway, Rupture Discs, Instrumentation, PRV and Blanketing Regulators |

## Example of Pentair Valves \& Controls in Refinery

## FINANCIAL TARGETS



- Revenue Growth Accelerating
- Higher Exposure to Energy ... NA Residential Tailwind
- Op Income Growth \& EPS Driven by Base and IST
- ${ }^{\sim} 10 \%$ CAGR on Base + Benefit of Integration \& Standardization >\$230M

Secular Growth, Synergies, and Disciplined Capital Allocation

## CREATING SHAREOWNER VALUE



Growth + Standardization + Capital Allocation = ~12\% ROIC by '15

## TRANSFORMATION TO A HIGH-PERFORMANCE COMPANY



## Next Transformation is to a High Performance Company

## PROVEN OPERATING DISCIPLINES

## Pentair Integrated Management System

## PIMS

## Lean Enterprise

The Way We Drive Value to Our Customers Throughout All Our Business

Processes by Reducing
Waste and
Improving Speed and Efficiency.

## Talent Management <br> Our Global Talent Process Designed to Select, Develop and Retain Top Talent.

Growth

3D Process for Innovation

Works in Concert With Rapid Growth to Bring new products to Market Through Three Key Phases:
-Discover
-Develop
-Deploy

Rapid Growth Process

The Tools and Language to Drive Above-Average Growth Consistently

Proven Cultural Cornerstone

## CULTURE IS A FORCE MULTIPLIER



## Cultural Enhancement Drives High Performance

## BUILDING FUNNELS FOR SYNERGIES

| >\$230M |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| \$35M | Sales Synergies |  | $\underline{2013}$ | $\underline{2015}$ |
|  | >\$195M | Direct Material Synergies: <br> $-\$ 2.1 \mathrm{~B}$ in Spend <br> - Robust Funnel | \$10M | \$20M |
| \$20M | Direct Material |  |  |  |
| \$45M | Lean Enterprise | Lean Enterprise Synergies: <br> - Inside 100+ Factories <br> - Logistics / Enterprise | $\$ 10 M$ | \$45M |
| \$55M | Back-Office Standardization |  |  |  |
| \$80M | Repositioning | Indirect Synergies: <br> - \$0.8B in Spend <br> - Fast Start with Rapid Renegotiation |  | \$40M |
|  |  |  |  |  |  |
|  | 2015 | Indirect - Captured in Base | Business |  |

## We have a Detailed Path to Deliver >\$230M

## INTEGRATION \& STANDARDIZATION UPDATE



- $\$ 80 \mathrm{M}$ of Full Year Repositioning Benefit Expected
- Lean Savings Expected at \$10M+
- Sourcing Benefit Expected to be \$10M+


## STATUS

- Repositioning Actions Completed in Q1 ... >\$80M Expected
- Lean \& Sourcing Benefit Accelerating as Teams Identify More Opportunities (Momentum and Enthusiasm Building)
- Still Plenty More

Opportunities

- Accelerating Actions and Pipeline to Ensure 2014 and 2015 Performance


## ~\$100M of Expected 2013 Benefit ... On Track for >\$230M by 2015

## END STATE IST SCORECARD (MAJOR INITIATIVES)

| 1. \# of ERPs | $\frac{2012}{>70}$ | $\frac{2015}{\sim}$ |
| :--- | ---: | ---: |
| 2. Revenue per Factory | $\sim \$ 75 \mathrm{M}$ | $\sim \$ 100 \mathrm{M}$ |
| 3. Lean Savings | Base | $>\$ 45 \mathrm{M}$ |
| 4. On Time Delivery | $\sim 85 \%$ | $\sim 95 \%$ |
| 5. Fast Growth Region Revenue | $\sim \$ 1.9 \mathrm{~B}$ | $>\$ 2.5 \mathrm{~B}$ |
| 6. Tax Rate | $\sim 25 \%$ | $<23 \%$ |
| 7. Cumulative Free Cash Flow (2013-2015) | Base | $>\$ 2.4 \mathrm{~B}$ |

## Doing the Major Things Well

## CAPITAL ALLOCATION PHILOSOPHY

Capital Allocation Uses (Assuming ~\$2.4B Cumulative FCF from '12-'15):

1. Committed to Maintain Investment Grade Rating
2. 37 Straight Years of Dividend Increases ... Disciplined Cash Management and Return of Cash to Shareowners
3. Highest ROIC Comes From Funding Organic Growth Opportunities; Focus on Most Attractive Growth Platforms
4. Acquisitions or Share Repurchase: We Play in Attractive Spaces Where Opportunities are Plentiful ... Bolt-on's Focused on Channel Expansion, Technology, and Geographies

Disciplined Allocation Philosophy ... Prioritized Towards ROIC

## CAPITAL ALLOCATION 2013-2015



Targeting \$2.4B of Free Cash Flow and \$1.5B Return to Shareowners

## VALUE CREATION



## Road Map to ~\$5.00 in EPS

## Q2'13 PENTAIR OUTLOOK*

|  | Q2'13 | Q2'12 | Q2'13 FINANCIAL OUTLOOK |
| :---: | :---: | :---: | :---: |
| Sales | ~\$1.9B | \$1.9B | Sales Up ~3-4\% |
| Op Income (Rpt.) | ~\$257M | \$119M | - Water \& Fluid Solutions Up ~5-7\% <br> - Valves \& Controls Up ~1-3\% |
| Op Income (Adj.) | ~\$265M | \$237M | - Technical Solutions Down ~(0-2\%) |
| ROS (Adj.) | ~13.6\% | 12.5\% | Adj. Op Income Up ~12\% |
| EPS (Rpt.) | \$0.85-\$0.88 | \$0.72 | Adj. Op Margins ~13.6\% ... Up ~110 bps YoY |
| EPS (Adj.) | \$0.88-\$0.91 | \$0.77 | - Water \& Fluid Solutions Margins, ~15.6\% |
| KEY HIGHLIGHTS |  |  | - Valves \& Controls Margins, ~12.8\% <br> - Technical Solutions Margins, $\mathbf{\sim 1 7 . 4 \%}$ |
| - Healthy Backlogs and an Accelerating NA Residential Market Heading into Q2 |  |  | Adj. EPS Up ~17\% |
| - PIMS and Standardization Progress Encouraging and More Opportunities Identified |  |  | - Tax Rate ~25\% <br> - Net Interest ~\$18.5M; Shares ~205M |
| - Q2 is a "Seasonally" Strong Quarter for PNR |  |  | Q2 Free Cash Flow Likely to Be Strong or >125\% of Net Income |

## Seasonally Strong Q2, Synergy Benefits Ramping

## FULL YEAR 2013 PENTAIR OUTLOOK*

|  | FY'13 | FY'12 | FY'13 FINANCIAL OUTLOOK |
| :---: | :---: | :---: | :---: |
| Sales | ~\$7.6B | \$7.3B | Sales Up ~ ${ }^{\text {\% }}$ |
| Op Income/(Loss) (Rpt.) | ) | (\$43M) | - Water \& Fluid Solutions Up ~6\% |
| Op Income (Adj.) | ~\$950M | \$790M |  |
| ROS (Adj.) | ~12.5\% | 10.9\% | - Technical Solutions ~Flat |
| EPS/(Loss) (Rpt.) \$2 | \$2.74-\$2.94 | (\$0.84) | Adj. Op Income Up ~20\% |
| EPS (Adj.) \$3 | \$3.10-\$3.30 | \$2.54 | Adj. Op Margins $\sim 12.5 \%$... Up $\sim 160$ bps YoY <br> - Water \& Fluid Solutions Margins, ~13.2\% |
| KEY HIGHLIGHTS |  |  | - Valves \& Controls Margins, $\sim 12.0 \%$ |
| - Expecting 3-4\% Organic <br> - PIMS Acceleration Acro <br> - Margins Expected to In to ~12.5\% ... All Segme <br> - ~\$100M of IST Benefits <br> - Efficient Capital Alloca | ic Revenue G <br> ross all GBU's <br> Increase by > <br> ents Increasin <br> its in 2013 For <br> ation Deploy |  | - Technical Solutions Margins, ~19.1\% <br> Adj. FY EPS Up ~26\% <br> - Tax Rate $\sim 25 \%$ <br> - Net Interest ~(\$72-\$74M); Shares ~205M <br> FY'13 Free Cash Flow >100\% Net Income Conversion |

Growth and Productivity in Place ... Well Positioned for 2013

## SUMMARY

- A New, Exciting Company That is More Balanced, More Global, and More Diversified
- PIMS is Proven and One Pentair Cultural Focus Will Drive Higher Performance
- Near-Term NA Residential Tailwind and Strength in Food \& Beverage Offsetting Weak Infrastructure and Industrial
- Continued Positive Long-Term Secular Trends in Energy and Food \& Beverage
- We Have Multiple Levers to Pull to Create Value

Well Positioned to Control our Destiny in 2013 and Beyond

## APPENDIX

GAAP to Non-GAAP Measurements \& Reconciliations

## REPORTED TO ADJUSTED 2013 RECONCILIATION

## Pentair Ltd. and Subsidiaries <br> Reconciliation of the GAAP "As Reported" year ended December 31, 2013 to the "Adjusted" non-GAAP excluding the effect of 2013 adjustments (Unaudited)

| In millions, except per-share data | First Quarter2013 |  | Forecast Second Quarter 2013 |  | Forecast Year 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Pentair |  |  |  |  |  |  |
| Net sales | \$ | 1,774 | approx | \$1,900 | approx | \$7,600 |
| Operating income - as reported |  | 74 | approx | 257 | approx | 837 |
| \% of net sales |  | 4.2\% | approx | 13.5\% | approx | 11.0\% |
| Adjustments: |  |  |  |  |  |  |
| Inventory step-up and customer backlog |  | 77 | approx | 8 | approx | 85 |
| Restructuring and other |  | 28 |  | - | approx | 28 |
| Operating income - as adjusted |  | 179 | approx | 265 | approx | 950 |
| \% of net sales |  | 10.1\% | approx | 13.6\% | approx | 12.5\% |
| Net income attributable to Pentair Ltd. - as reported |  | 52 | approx | 179 | approx | 581 |
| Gain on sale of business, net of tax |  | (12) |  | - | approx | (12) |
| Adjustments, net of tax |  | 80 | approx | 6 | approx | 86 |
| Net income from attributable |  |  |  |  |  |  |
| to Pentair Ltd. - as adjusted |  | 120 | approx | 185 | approx | 655 |
| Earnings per common share attributable to Pentair Ltd. - diluted |  |  |  |  |  |  |
| Diluted earnings per common share - as reported | \$ | 0.25 |  | 5-\$0.88 |  | 74-\$2.94 |
| Adjustments |  | 0.33 |  | 0.03 |  | 0.36 |
| Diluted earnings per common share - as adjusted | \$ | 0.58 |  | 8-\$0.91 |  | 10-\$3.30 |

## REPORTED TO ADJUSTED 2013 RECONCILIATION

## Pentair Ltd. and Subsidiaries

Reconciliation of the GAAP "As Reported" year ended December 31, 2013 to the "Adjusted' non-GAAP excluding the effect of 2013 adjustments (Unaudited)

| In millions | $\begin{gathered} \text { First Quarter } \\ 2013 \\ \hline \end{gathered}$ |  | Forecast Second Quarter 2013 |  | Forecast Year 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Water \& Fluid Solutions |  |  |  |  |  |  |
| Net sales | \$ | 782 | approx | \$940 | approx | \$3,410 |
| Operating income - as reported |  | 75 | approx | 142-147 | approx | 437-442 |
| \% of net sales |  | 9.6\% | approx | 15.6\% | approx | 13.0\% |
| Adjustments: |  |  |  |  |  |  |
| Restructuring |  | 7 |  | - | approx | 7 |
| Inventory step-up and customer backlog |  | 1 |  | - | approx | 1 |
| Operating income - as adjusted |  | 83 | approx | 142-147 | approx | 445-450 |
| \% of net sales |  | 10.6\% | approx | 15.6\% | approx | 13.2\% |
| Valves \& Controls |  |  |  |  |  |  |
| Net sales | \$ | 586 | approx | \$610 | approx | \$2,440 |
| Operating income (loss) - as reported \% of net sales |  | $\begin{array}{r} (19) \\ (3.2 \%) \end{array}$ | approx <br> approx | $\begin{gathered} 70-75 \\ 11.9 \% \end{gathered}$ | approx <br> approx | $\begin{gathered} 201-206 \\ 8.4 \% \end{gathered}$ |
| Adjustments: |  |  |  |  |  |  |
| Restructuring |  | 8 |  | - | approx | 8 |
| Inventory step-up and customer backlog |  | 70 | approx | 8 | approx | 78 |
| Operating income - as adjusted |  | 59 | approx | 78-83 | approx | 287-292 |
| \% of net sales |  | 10.1\% | approx | 12.8\% | approx | 12.0\% |
| Technical Solutions |  |  |  |  |  |  |
| Net sales | \$ | 410 | approx | \$410 | approx | \$1,710 |
| Operating income - as reported |  | 53 | approx | 66-71 | approx | 305-310 |
| \% of net sales |  | 13.0\% | approx | 17.4\% | approx | 18.1\% |
| Adjustments: |  |  |  |  |  |  |
| Restructuring |  | 11 |  | - | approx | 11 |
| Inventory step-up and customer backlog |  | 6 |  | - | approx | 6 |
| Operating income - as adjusted |  | 70 | approx | 66-71 | approx | 322-327 |
| \% of net sales |  | 17.0\% | approx | 17.4\% | approx | 19.1\% |

## REPORTED TO ADJUSTED 2012 RECONCILIATION

Pentair Ltd. and Subsidiaries<br>Reconciliation of the GAAP "As Reported" year ended December 31, 2012 to the "Adjusted" non-GAAP<br>excluding the effect of 2012 adjustments (Unaudited)



## REPORTED TO ADJUSTED 2012 RECONCILIATION

## Pentair Ltd. and Subsidiaries

Reconciliation of the GAAP "As Reported" year ended December 31, 2012 to the "Adjusted" non-GAAP excluding the effect of 2012 adjustments (Unaudited)

| In millions | $\begin{gathered} \text { First Quarter } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Second Quarter } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Third Quarter } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Fourth Quarter } \\ 2012 \end{gathered}$ |  | $\begin{aligned} & \text { Year } \\ & 2012 \\ & \hline \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Water \& FluidSolutions |  |  |  |  |  |  |  |  |  |  |
| Net sales | \$ | 587 | \$ | 675 | \$ | 605 | \$ | 772 | \$ | 2,639 |
| Operating income (loss) - as reported \% of net sales |  | $\begin{array}{r} 64 \\ 10.9 \% \end{array}$ | \$ | $\begin{array}{r} 92 \\ 13.6 \% \end{array}$ | \$ | $\begin{array}{r} 69 \\ 11.4 \% \end{array}$ | \$ | $\begin{array}{r} (57) \\ (7.4 \%) \end{array}$ | \$ | $\begin{aligned} & 168.0 \\ & 6.4 \% \end{aligned}$ |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |
| Restructuring |  | - |  | 7 |  | 1 |  | 43 |  | 51 |
| Inventory step-up and customer backlog |  | - |  | - |  | - |  | 23 |  | 23 |
| Trade name impairment |  | - |  | - |  | - |  | 49 |  | 49 |
| Operating income - as adjusted |  | 64 |  | 99 |  | 70 |  | 58 |  | 291 |
| \% of net sales |  | 10.9\% |  | 14.8\% |  | 11.6\% |  | 7.5\% |  | 11.0\% |
| Valves \& Controls |  |  |  |  |  |  |  |  |  |  |
| Net sales | \$ | - | \$ | - | \$ | - | \$ | 549 | \$ | 549 |
| Operating income (loss) - as reported |  | - |  | - |  | - |  | (77) |  | (77) |
| \% of net sales |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | (14.0\%) |  | (14.0\%) |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |
| Restructuring |  | - |  | - |  | - |  | 5 |  | 5 |
| Inventory step-up and customer backlog |  | - |  | - |  | - |  | 114 |  | 114 |
| Operating income - as adjusted |  | - |  | - |  | - |  | 42 |  | 42 |
| \% of net sales |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 7.6\% |  | 7.6\% |
| Technical Solutions |  |  |  |  |  |  |  |  |  |  |
| Net sales | \$ | 273 | \$ | 268 | \$ | 261 | \$ | 434 | \$ | 1,236 |
| Operating income - as reported |  | 51 |  | 51 |  | 52 |  | 11 |  | 165 |
| \% of net sales |  | 18.5\% |  | 18.8\% |  | 20.0\% |  | 2.7\% |  | 13.3\% |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |
| Restructuring |  | - |  | 3 |  | - |  | 10 |  | 13 |
| Inventory step-up and customer backlog |  | - |  | - |  | - |  | 43 |  | 43 |
| Trade name impairment |  | - |  | - |  | - |  | 11 |  | 11 |
| Operating income - as adjusted |  | 51 |  | 54 |  | 52 |  | 75 |  | 232 |
| \% of net sales |  | 18.5\% |  | 20.1\% |  | 20.0\% |  | 17.2\% |  | 18.9\% |

## 2012 PRO FORMA ADJUSTMENTS - TOTAL PENTAIR

| 2012 Total Pentair <br> (in millions, except EPS) | Historical <br> Adjusted <br> Results |  | Pro Forma Adjustments |  |  |  |  |  | Adjusted Pro <br> Forma Results |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Historical Flow Control Acquisition |  | Depreciation \& Amortization |  | Other <br> Adjustments |  |  |  |
| First Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales | \$ | 858 | \$ | 996 | \$ | - | \$ | (74) | \$ | 1,780 |
| Operating Income |  | 97 |  | 125 |  | (17) |  | (32) |  | 172 |
| Net Income |  | 64 |  | 94 |  | (13) |  | (28) |  | 117 |
| Diluted EPS |  | 0.64 |  | 0.44 |  | (0.06) |  | (0.48) |  | 0.54 |
| Second Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 942 |  | 981 |  | - |  | (33) |  | 1,889 |
| Operating Income |  | 135 |  | 144 |  | (17) |  | (24) |  | 237 |
| Net Income |  | 84 |  | 108 |  | (13) |  | (14) |  | 164 |
| Diluted EPS |  | 0.83 |  | 0.50 |  | (0.06) |  | (0.50) |  | 0.77 |
| Third Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 866 |  | 1,020 |  | - |  | (16) |  | 1,869 |
| Operating Income |  | 108 |  | 120 |  | (17) |  | 6 |  | 216 |
| Net Income |  | 66 |  | 90 |  | (13) |  | 6 |  | 149 |
| Diluted EPS |  | 0.64 |  | 0.42 |  | (0.06) |  | (0.31) |  | 0.69 |
| Fourth Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 1,751 |  | - |  | - |  | (7) |  | 1,744 |
| Operating Income |  | 150 |  | - |  | - |  | 17 |  | 166 |
| Net Income |  | 100 |  | - |  | - |  | 13 |  | 112 |
| Diluted EPS |  | 0.47 |  | - |  | - |  | 0.06 |  | 0.53 |
| Full Year |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 4,416 |  | 2,997 |  | - |  | (130) |  | 7,282 |
| Operating Income |  | 489 |  | 388 |  | (52) |  | (34) |  | 791 |
| Net Income |  | 313 |  | 291 |  | (39) |  | (23) |  | 542 |
| Diluted EPS |  | 2.39 |  | 1.36 |  | (0.18) |  | (1.03) |  | 2.54 |

## 2012 PRO FORMA ADJUSTMENTS - WATER \& FLUID SOLUTIONS

| 2012 Water \& Fluid Solutions Segment (in millions) | Historical <br> Adjusted <br> Results |  | Pro Forma Adjustments |  |  |  |  |  | Adjusted Pro <br> Forma Results |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Historical Flow Control Acquisition |  | Depreciation \& Amortization |  | Other <br> Adjustments |  |  |  |
| First Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales | \$ | 587 | \$ | 163 | \$ | - | \$ | - | \$ | 750 |
| Operating Income |  | 64 |  | 11 |  | - |  | (2) |  | 73 |
| Second Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 675 |  | 202 |  | - |  | - |  | 877 |
| Operating Income |  | 99 |  | 24 |  | - |  | (2) |  | 121 |
| Third Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 605 |  | 202 |  | - |  | - |  | 808 |
| Operating Income |  | 70 |  | 15 |  | - |  | 1 |  | 86 |
| Fourth Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 772 |  | - |  | - |  | - |  | 772 |
| Operating Income |  | 58 |  | - |  | - |  | 14 |  | 72 |
| Full Year |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 2,639 |  | 568 |  | - |  | - |  | 3,207 |
| Operating Income |  | 291 |  | 50 |  | - |  | 11 |  | 352 |

## 2012 PRO FORMA ADJUSTMENTS - VALVES \& CONTROLS

| 2012 Valves \& Controls Segment (in millions) | Historical <br> Adjusted <br> Results |  | Pro Forma Adjustments |  |  |  |  |  | Adjusted Pro <br> Forma Results |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Historical Flow Control Acquisition |  | Depreciation \& Amortization |  | Other <br> Adjustments |  |  |  |
| First Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales | \$ | - | \$ | 621 | \$ | \$ - | \$ | (13) | \$ | 609 |
| Operating Income |  | - |  | 84 |  | (12) |  | (11) |  | 61 |
| Second Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | - |  | 602 |  | - |  | (5) |  | 597 |
| Operating Income |  | - |  | 93 |  | (12) |  | (10) |  | 71 |
| Third Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | - |  | 630 |  | - |  | (10) |  | 620 |
| Operating Income |  | - |  | 71 |  | (13) |  | 11 |  | 70 |
| Fourth Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 549 |  | - |  | - |  | - |  | 549 |
| Operating Income |  | 42 |  | - |  | - |  | - |  | 42 |
| Full Year |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 549 |  | 1,853 |  | - |  | (27) |  | 2,375 |
| Operating Income |  | 42 |  | 248 |  | (37) |  | (9) |  | 244 |

## 2012 PRO FORMA ADJUSTMENTS - TECHNICAL SOLUTIONS

| 2012 Technical Solutions Segment (in millions) | Historical <br> Adjusted <br> Results |  | Pro Forma Adjustments |  |  |  |  |  | Adjusted Pro <br> Forma Results |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Historical Flow Control Acquisition |  | Depreciation \& Amortization |  | Other <br> Adjustments |  |  |  |
| First Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales | \$ | 273 | \$ | 211 | \$ | - | \$ | (61) | \$ | 423 |
| Operating Income |  | 51 |  | 36 |  | (5) |  | (20) |  | 62 |
| Second Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 268 |  | 176 |  | - |  | (28) |  | 416 |
| Operating Income |  | 54 |  | 28 |  | (5) |  | (12) |  | 65 |
| Third Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 261 |  | 188 |  | - |  | (7) |  | 443 |
| Operating Income |  | 52 |  | 39 |  | (5) |  | (6) |  | 80 |
| Fourth Quarter |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 434 |  | - |  | - |  | (7) |  | 427 |
| Operating Income |  | 75 |  | - |  | - |  | 2 |  | 77 |
| Full Year |  |  |  |  |  |  |  |  |  |  |
| Sales |  | 1,236 |  | 575 |  | - |  | (103) |  | 1,708 |
| Operating Income |  | 232 |  | 103 |  | (14) |  | (37) |  | 284 |

