Standex International
(NYSE: SXI)





Second-Quarter Fiscal Year 2009

Conference Call

January 29, 2009

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Agenda

Overview and Cost Reduction Discussion

- Roger Fix – President & Chief Executive Officer

Financial Review

- Tom DeByle – Chief Financial Officer

Second Quarter 2009 Segment Results and Outlook

- Roger Fix – President & Chief Executive Officer

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Second Quarter 2009 Overview

Difficult economic conditions affected quarterly results

- Sales down by 9.7% to $155.5M
- Operating income down by 46.9% yoy to $6.0M
- Strong cash generation in quarter – generated $17.4M in FCF
- Initiated series of cost reduction and cash conservation initiatives

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Acted Quickly and Decisively to Reduce Costs

I. Workforce Reduction

- Reduced U.S. salaried workforce by 20% in 1H09
- 75% of reductions took place in December 2008
- Annualized salary and benefit savings of ~$11M

II. Plant Consolidation

- In Q2, closed Hydraulics Group facility in Alabama
- In 2H09, will consolidate three additional facilities
- Expect total annualized cost savings of $3.8 - $4.5M by year-end 2009
- Fully realize benefit from savings in Q1 2010

III. Materials Cost Reductions

- Negotiating price reductions from all major suppliers
- Expect annualized cost savings of about $5.0-$6.0M

IV. Lean Manufacturing Implementation

- Continue to drive cost reduction and productivity across operations

V. Strong WC Management and Cash Flow Generation

- Managing working capital
- Restricting CapEx – not at the expense of innovation
- Repatriating foreign cash
- Financial flexibility in the event of a prolonged economic downturn

Expect approximately $20M in cost savings to be in place by beginning of FY 2010

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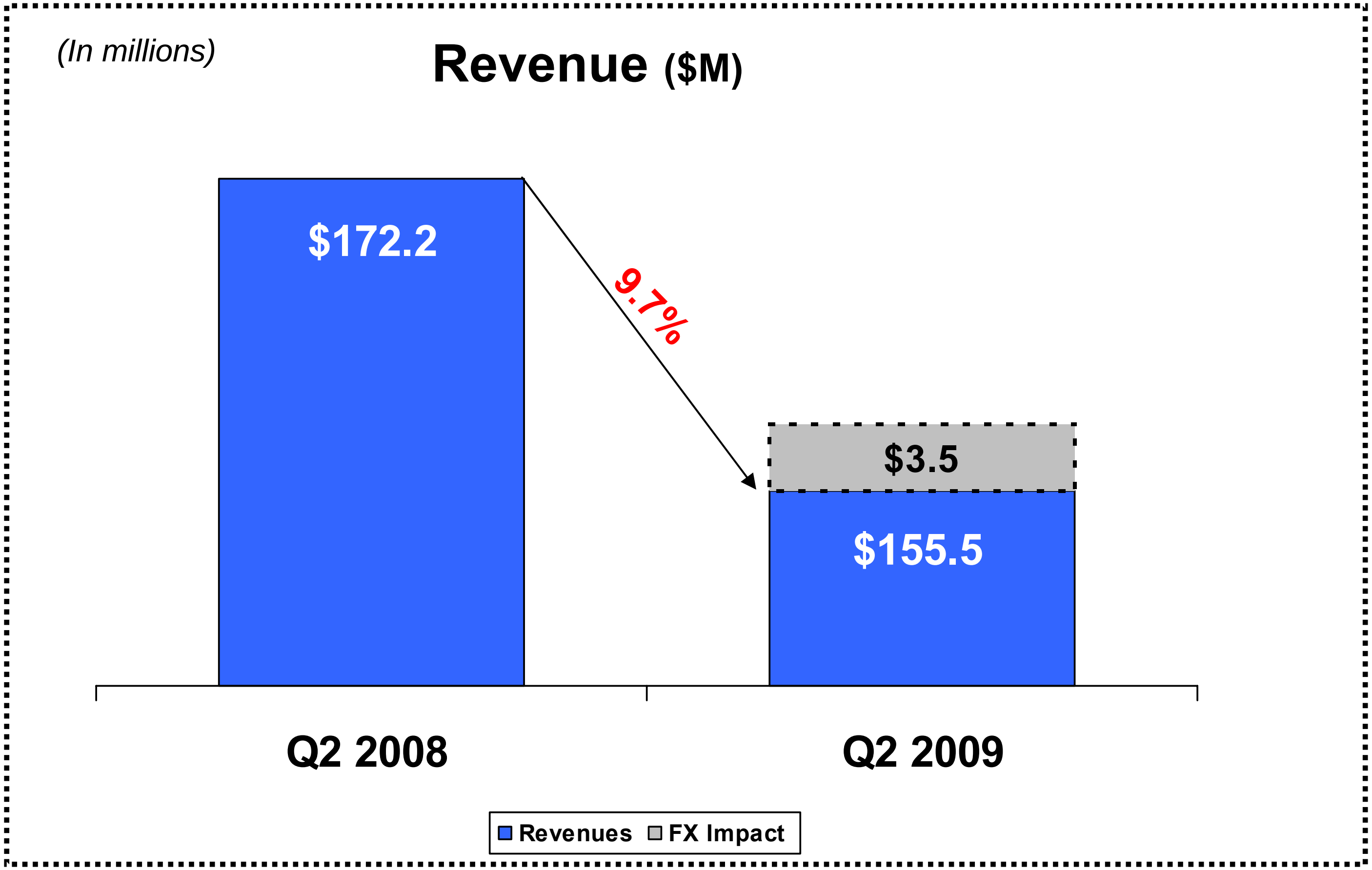
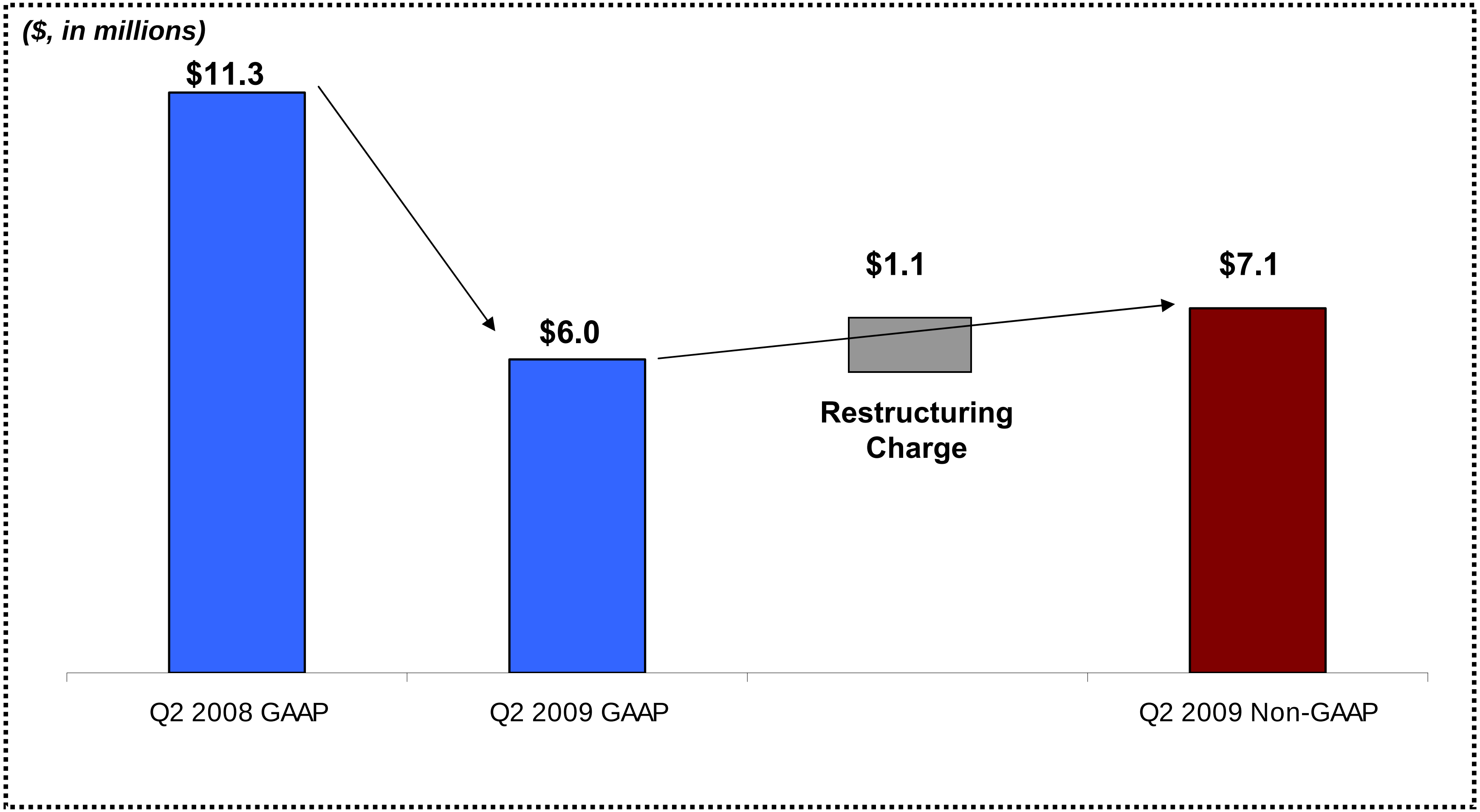
Second Quarter 2009 Results

Top-line growth affected by difficult market conditions across business segments



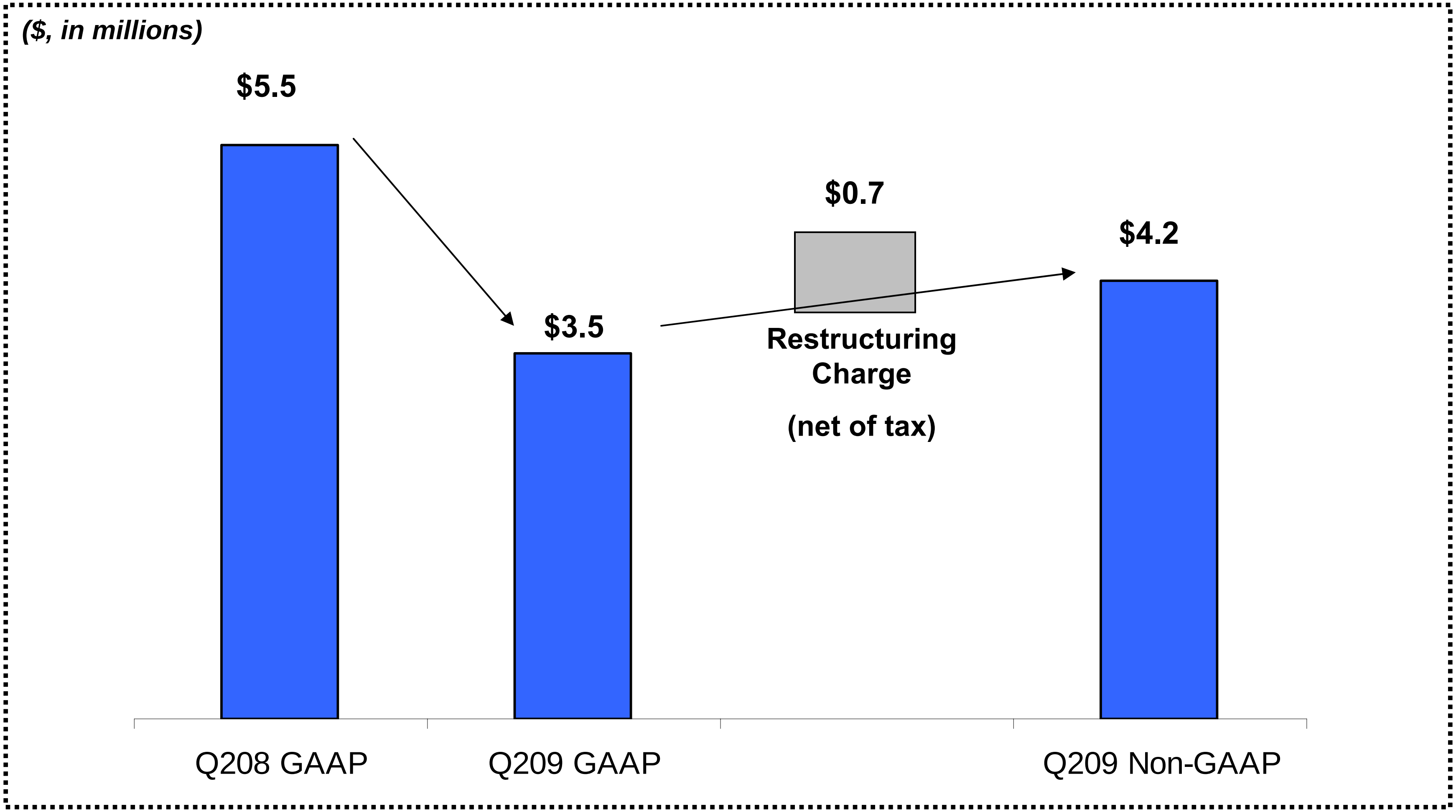
Standex Operating Income

Non-GAAP income from operations decreased by 37%; GAAP income from operations decreased by 47%



Net Income from Cont. Operations

Non-GAAP net income from continuing operations decreased 24%; Net income from continuing operations decreased 37%



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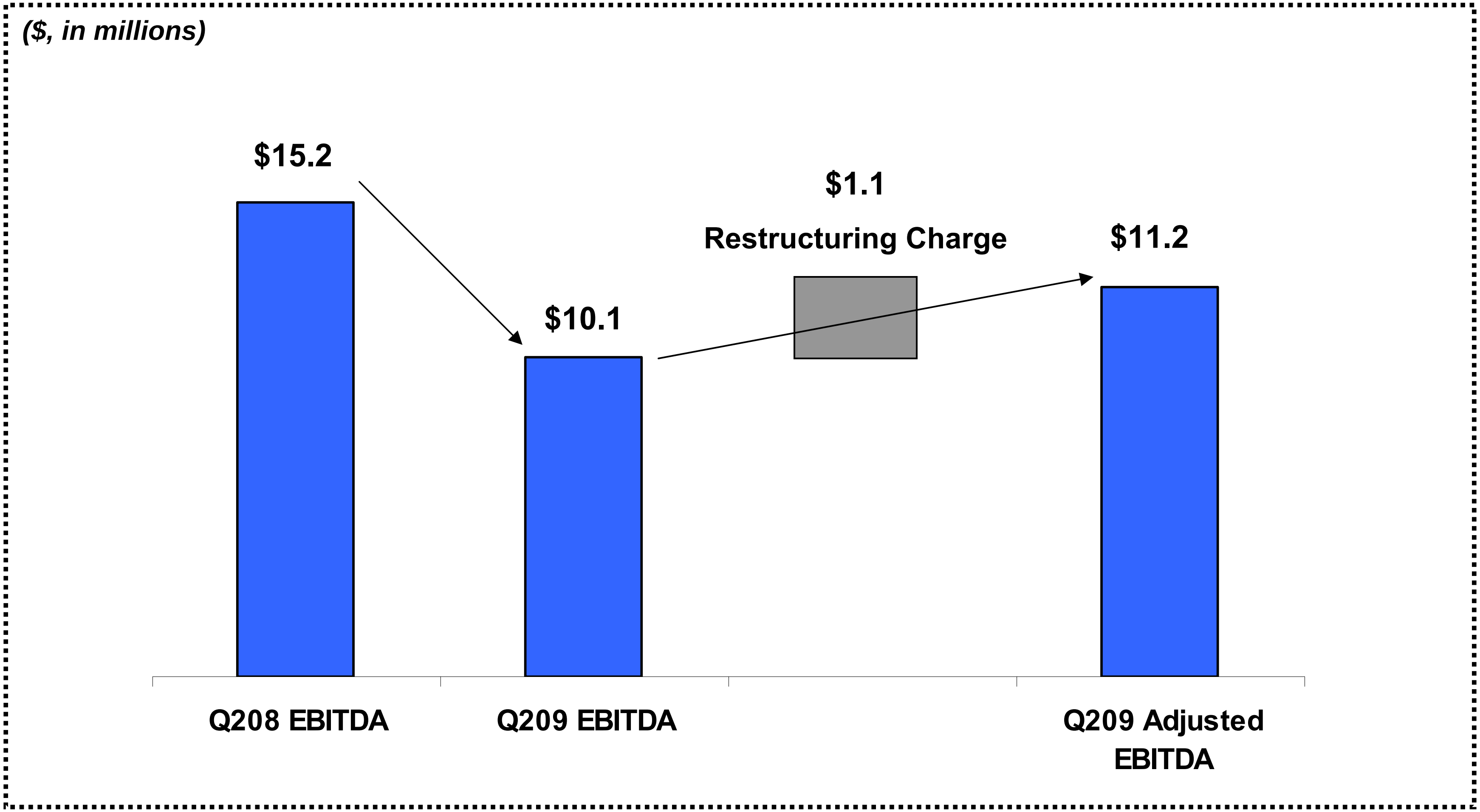
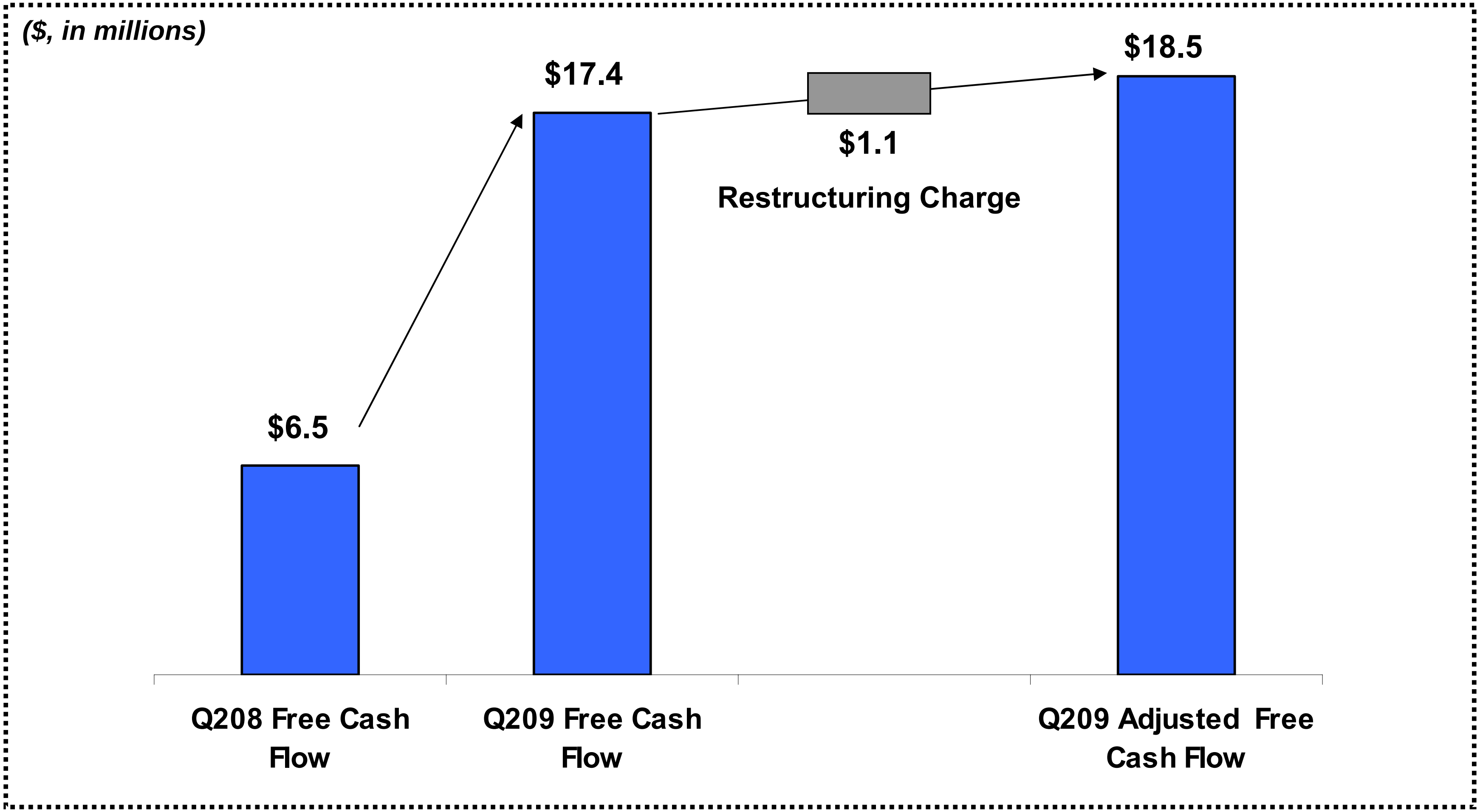
EBITDA

Adjusted EBITDA decreased 26% in Q2 FY09; EBITDA decreased 34%



Cash Flow

Adjusted free cash flow increased 186%; Free cash flow increased 169%



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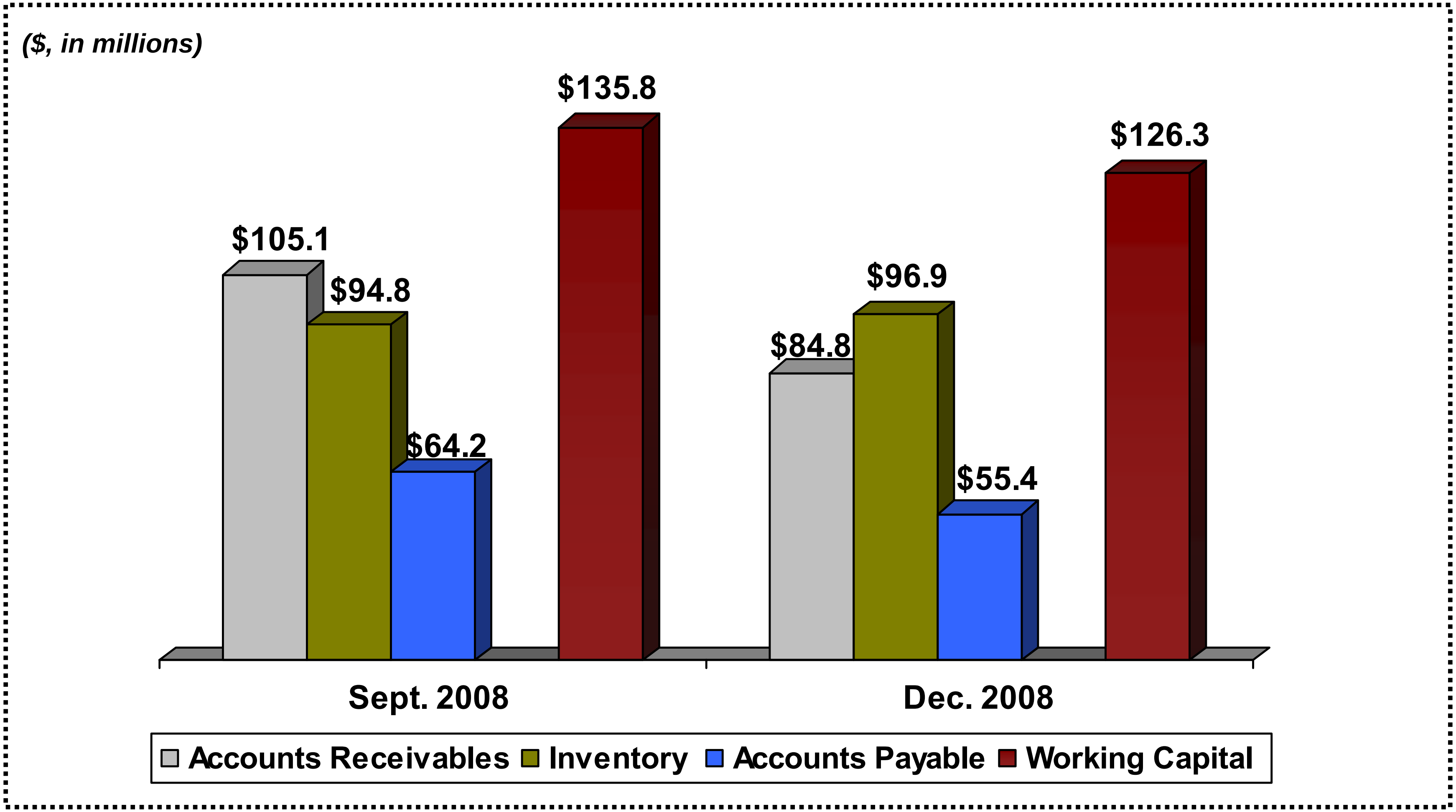
Working Capital Management

Steady focus on improving working capital continues



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Balance Sheet

($ In thousands)		12/31/2008		6/30/2008	% Change
Net Working Capital	$	126,274	$	124,500	1.4%
Working Capital Turns		4.9		5.8	-184.5%
Inventory Turns		4.6		5.5	-16.4%
A/R Days Sales Outstanding		50		52	-3.8%
A/P Days Payable Outstanding		37		40	-7.5%
Net Debt	$	114,455	$	106,007	8.0%

		1H 2009		1H 2008	% YOY
Capital Expenditures	$	4,050	$	5,826	-30.5%
Depreciation	$	6,350	$	6,370	-0.3%
Amortization	$	1,745	$	2,027	-13.9%

Second-Quarter FY09 Operational Segment Review

Food Service Equipment Group

Q2'09 ('000s)	$	Δ % (yoy)
Revenues	$87,947	-7.3%
Operating Income	$5,279	-35.7%

Q2 FY09 Drivers

- Economic downturn led to cutbacks in industry spending
- Product mix resulted in lower operating income
  - Lower sales of higher-margin Cooking Solutions Group products
  - Fewer sales of profitable scientific walk-ins in Q209
- Good sales growth to institutional food service providers

Looking Ahead

- Focus on achieving market share gains
- Consolidating Cooking Solutions facility
- Seek cost reductions across the entire Group

Faced with a softening food service equipment market in 2009, we are taking every opportunity to cut costs and enhance margins

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Engraving Group

Q2'09 ('000s)	$	Δ% (yoy)
Revenues	$19,887	-15.8%
Operating Income	$1,628	-38.1%

Q2 FY09 Drivers

- **Lower automotive work worldwide – especially internationally**
- **Innovent business performed well**
- **Introduced two premium engraving processes**
  - **Most extensive offerings available from single supplier**
  - **Profitable, long-term growth opportunities**

Looking Ahead

- **Expect weak international sales due to lack of auto platform work in 2H09**
- **Driving market share gains in diverse, non-auto related markets**

Expansion into new markets and geographies and the introduction of new technologies will be strong long-term growth drivers

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Engineered Products Group

Q2'09 ('000s)	$	Δ% (yoy)
Revenues	$22,826	+0.7%
Operating Income	$2,963	-15.0%

Q2 FY09 Drivers

- Strong sales growth at Spincraft – continued demand from energy, aerospace & aviation end markets
- OI lagged sales growth due to completion of contract milestone payments in FY08
- Good OI growth from Electronics
  - Plant consolidations
  - Material substitutions
  - Favorable commodity pricing
  - Favorable FX rates

Looking Ahead

- Spincraft contracts with ULA Joint Venture (Boeing & Lockheed Martin) for hardware over next several years
- Continued focus on margin improvement at Electronics

Demand remains strong in industrial, aviation and aerospace markets; continued weakness in housing and automotive

Standex Hydraulics Products Group

Q2'09 ('000s)	$	Δ % (yoy)
Revenues	$5,283	-32.7%
Operating Loss	($295)	N/A

Q2 FY09 Drivers

- **Downturn in the US off-road heavy construction vehicle market exacerbated by liquidity and capital constraints**
- **Streamlined workforce across operations**
- **Closed facility in Alabama**

Looking Ahead

- **Making progress in opening our new manufacturing facility in Tianjin, China**
  - **Expect to export first shipments of telescopic hoists to Europe and Korea in Q3 FY09**
  - **Anticipate profitability from facility in FY10 and beyond**
- **Diversifying sales beyond established stronghold in the dump-truck and dump-trailer construction equipment market**

Continue to be affected by downturn in domestic markets

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Air Distribution Products Group

Q2'09 ('000s)	$	Δ% (yoy)
Revenues	$19,567	-15.5%
Operating Income	$2,209	NM

Q2 FY09 Drivers

- Securing market share gains – even in difficult environment
- Penetrating new major HVAC wholesalers in targeted geographies
- Price increases, lower material costs and plant consolidations benefited bottom-line

Looking Ahead

- Cautious about outlook for ADP as a result of three trends:
  - Competitors lowering prices
  - Beginning to consume higher cost metal on hand
  - Heading into seasonally slowest quarter for ADP

Visibility for ADP remains difficult; do not expect a near-term upturn

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Summary

Management focused on cost reductions and cash generation in face of economic uncertainties

- Q2 FY09 results significantly affected by economic downturn
- Took swift and aggressive actions to lower cost structure
  - Reduced U.S. salaried workforce by 20%
  - Three plant consolidations in 2H FY09
  - Making good progress in cutting materials costs
- Worldwide economic slowdown will continue to affect financial results in 2H FY09
- Cost-reduction efforts will begin to benefit in Q3 FY09 and ~$20M of cost savings in place by beginning of FY10
- Continuing to execute on growth strategies in each operating group to leverage opportunities for long-term growth