



First Quarter Fiscal 2014 Conference Call

November 7, 2013

Standex®

SXI LISTED NYSE

Safe Harbor Statement

Statements in this presentation include, or may be based upon, management's current expectations, estimates and/or projections about Standex's markets and industries. These statements are forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995. Actual results may materially differ from those indicated by such forward-looking statements as a result of certain risks, uncertainties and assumptions that are difficult to predict. Among the factors that could cause actual results to differ materially from those currently expected or desired. These factors include, but are not limited to:

- *material adverse or unforeseen legal judgments, fines, penalties or settlements;*
- *conditions in the financial and banking markets, including fluctuations in the exchange rates and the inability to repatriate foreign cash;*
- *general and international recessionary economic conditions, including the impact, length and degree of the current recessionary conditions on the customers and markets we serve and more specifically conditions in the food service equipment, automotive, construction, aerospace, energy, transportation and general industrial markets;*
- *lower-cost competition;*
- *the relative mix of products which impact margins and operating efficiencies, both domestic and foreign, in certain of our businesses;*
- *the impact of higher raw material and component costs, particularly steel, petroleum based products and refrigeration components;*
- *an inability to realize the expected cost savings from restructuring activities, effective completion of plant consolidations, cost reduction efforts, restructuring including procurement savings and productivity enhancements, capital management improvements, strategic capital expenditures, and the implementation of lean enterprise manufacturing techniques;*
- *the inability to achieve the savings expected from the sourcing of raw materials from and diversification efforts in emerging markets;*
- *the inability to attain expected benefits from strategic alliances or acquisitions, the inability to achieve synergies contemplated by the Company;*
- *other factors discussed in the Annual Report of Standex on Form 10-K for the fiscal year ending June 30, 2013, which is on file with the Securities and Exchange Commission, and any subsequent periodic reports filed by the company with the Securities and Exchange Commission.*

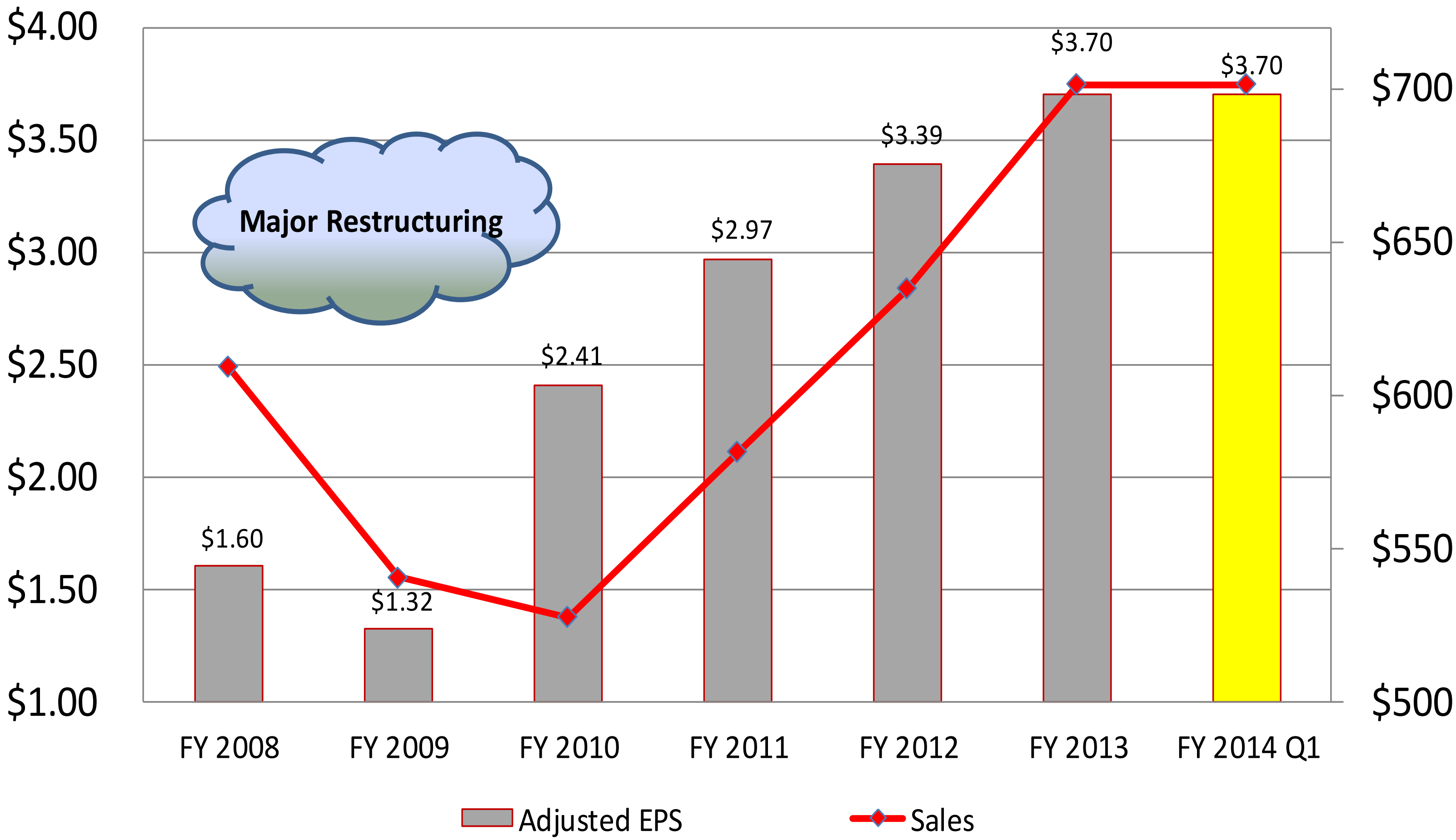
In addition, any forward-looking statements represent management's estimates only as of the day made and should not be relied upon as representing management's estimates as of any subsequent date. While the company may elect to update forward-looking statements at some point in the future, the company and management specifically disclaim any obligation to do so, even if management's estimates change.

First Quarter 2014 Overview

Sales and Non-GAAP EPS flat Year over Year

- YOY sales affected by Food Service performance; other four segments performed very well
  - Q1 total sales +0.1%
  - Organic sales -0.4%
  - FX impact of +0.5%
- Q1 non-GAAP operating income -7.8% and non-GAAP EPS of $1.02/share flat with prior year
- Net debt position of $4M at end of Q1
- Balance sheet well positioned to support both organic and acquisitive investments

TTM EPS



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Quarterly Results

	Q1 FY 2014	Q1 FY 2013	Delta
Sales	$ 183,573	$ 183,386	0.1%
Operating Income	$ 13,885	$ 17,626	-21.2%
Operating Income Margin	7.56%	9.61%	-205 bps
Operating Income excl Special Items	$ 17,827	$ 19,326	-7.8%
Operating Income Margin % excl Special Items	9.71%	10.54%	-83 bps
EBITDA	$ 18,109	$ 21,420	-15.5%
EBITDA %	9.86%	11.68%	-182 bps
EBITDA excl. Special Items	$ 22,051	$ 23,120	-4.6%
EBITDA % excl. Special Items	12.01%	12.61%	-60 bps
EPS Continue Ops	$ 0.79	$ 0.93	-15.1%
EPS Continue Ops excl. Special Items	$ 1.02	$ 1.02	0.0%

Quarterly Bridge

	Net Income Q1			EPS Q1		
	FY 14	FY 13	% Change	FY 14	FY 13	% Change
Net Income Continuing Operations	$ 10,113	$ 11,925	-15.2%	$ 0.79	$ 0.93	-15.1%
Add:						
Restructuring *	2,714	154		0.21	0.01	
Acquisition-related costs *	-	1,028		-	0.08	
Non-recurring Tax Items	155	-		0.01	-	
Management Transition*	97	-		0.01	-	
Proforma Net Income from Continuing Operations	$ 13,079	$ 13,107	-0.2%	$ 1.02	$ 1.02	0.0%

* *Tax Effected*

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Trailing Twelve Month Results

	TTM 9/30/2013	TTM 9/30/2012	Delta
Sales	$ 701,447	$ 658,720	6.5%
Operating Income	$ 60,088	$ 66,092	-9.1%
Operating Income Margin	8.57%	10.03%	-147 bps
Operating Income excl. Special Items	$ 67,076	$ 64,641	3.8%
Operating Income Margin % excl. Special Items	9.56%	9.81%	-25 bps
EBITDA	$ 75,937	$ 80,176	-5.3%
EBITDA %	10.83%	12.17%	-135 bps
EBITDA excl. Special Items	$ 82,925	$ 78,725	5.3%
EBITDA % excl. Special Items	11.82%	11.95%	-13 bps
EPS Continue Ops	$ 3.41	$ 3.67	-7.1%
EPS Continue Ops excl. Special Items	$ 3.70	$ 3.50	5.8%

Trailing Twelve Month Bridge

	Q1 TTM Net Income					Q1 TTM EPS				
		FY14		FY13	% Change		FY14		FY13	% Change
Net Income Continuing Operations	$	43,510	$	47,013	-7.5%	$	3.41	$	3.67	-7.1%
Add:										
Restructuring *		4,411		916			0.34		0.07	
Legal Settlement *		1,987		-			0.16		-	
Acquisition-related Expenses *		59		1,262			0.01		0.10	
Management Transition *		96		-			0.01		-	
Less:										
Building Sales *		-		(3,301)			-		(0.26)	
Retiree Life Insurance *		(1,611)		-			(0.13)		-	
Non-recurring Tax Items		(1,211)		(1,105)			(0.10)		(0.08)	
Proforma Net Income from Continuing Operations	$	47,241	$	44,785	5.5%	$	3.70	$	3.50	5.8%

* *Tax Effected*

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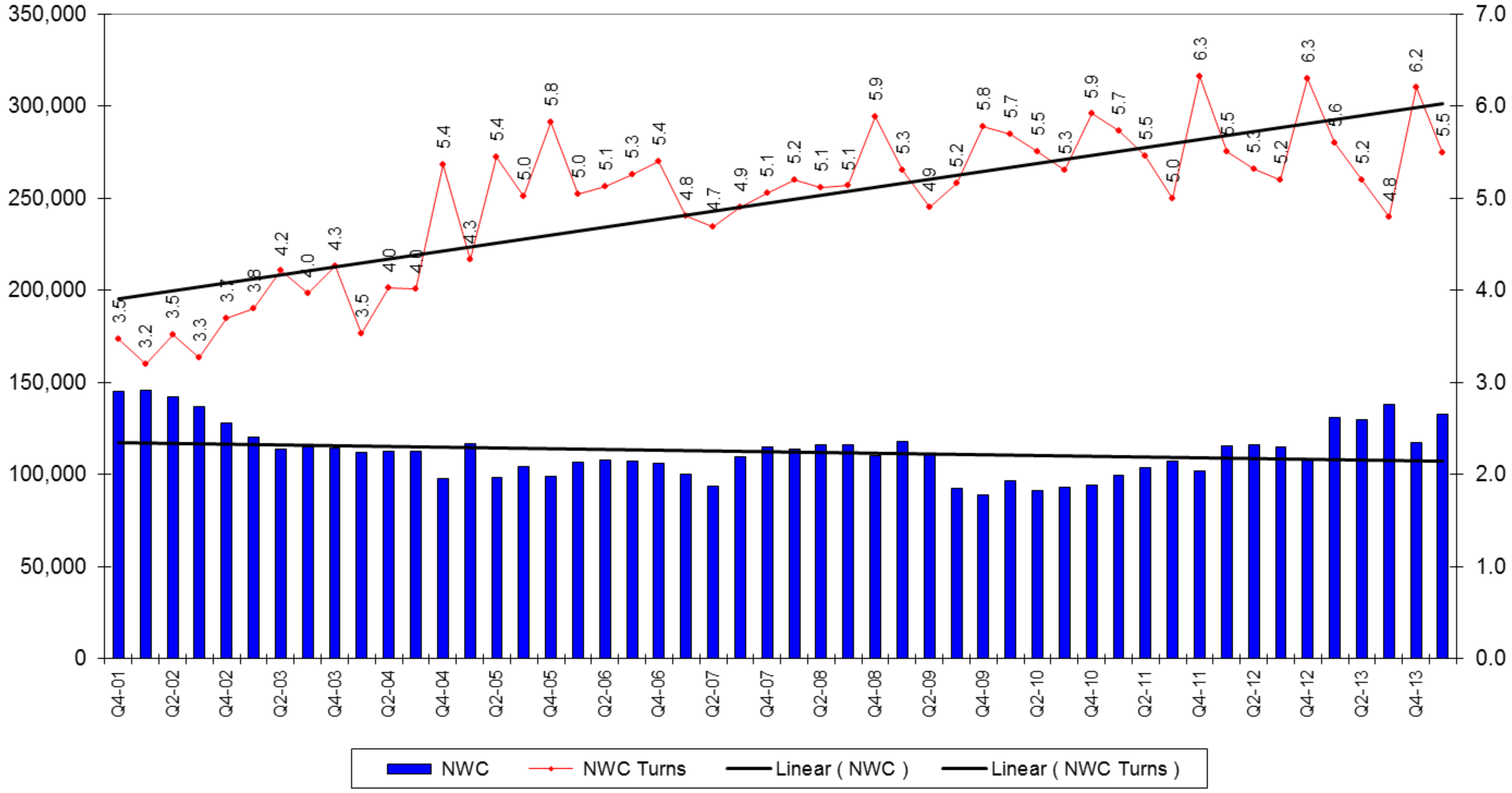
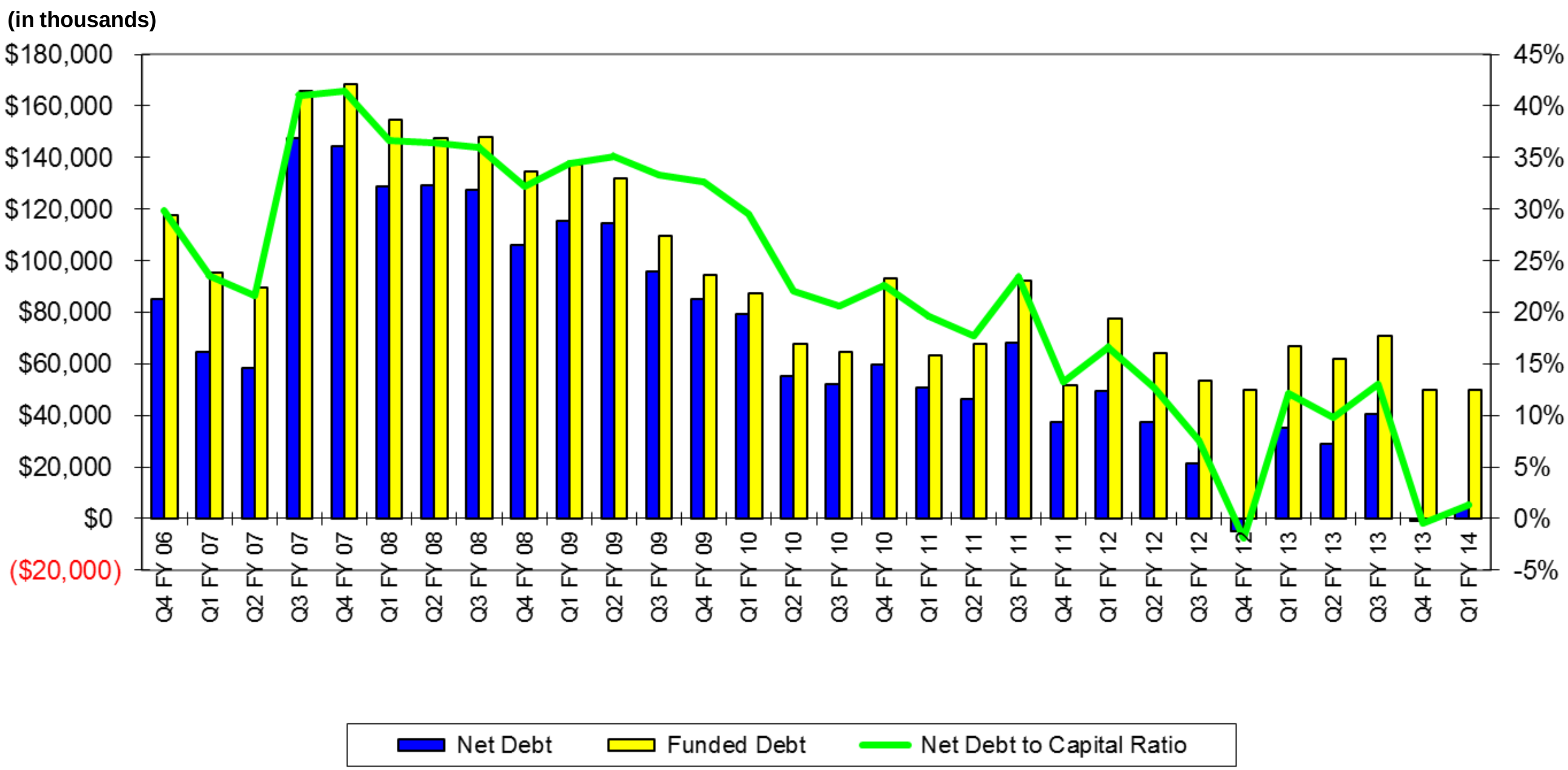
Net Working Capital

Working Capital turns show improvement over time

(in thousands)



Debt Management



- *Net debt to capital at 1.3% as of September 30, 2013*
- *Net debt position of $4,012*

First Quarter FY 2014
Operational Segment Review

Food Service Equipment Group

Q1'14 ('000s)		$	Δ% YOY
Revenues	$	105,344	-3.6%
Operating Income	$	8,790	-34.1%
OI Margin		8.3%	

- Lower sales due to soft demand in several large chains, drug stores and convenience stores as well as difficult comparison with Q1 FY13
- YOY decrease in profitability result of:
  - $1 million due to deleveraging from lower group revenues
  - Custom products business issues
    - $2.8 million from unfavorable sales mix of lower margin products and operational issues
    - $0.8 million inventory write down related to rework on large projects
    - Believe custom products business issues have been rectified

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Food Service Equipment Group

- Cheyenne, WY Cooking Solutions facility consolidation on schedule; production transfer expected to be completed by end FY14
- Begin to realize annual savings of $4 million at start of FY15
- Work on track to open new distribution center in Dallas, TX to improve customer satisfaction and improve inventory management
- Sales growth in dollar store segment and dealer channel
- Positive response to upright merchandising cabinet line
- New value line of countertop griddles and charbroilers very well received
- Continue to expand product portfolio on both the “hot” and “cold” side of the business.

Engraving Group

Q1'14 ('000s)	$	Δ% YOY
Revenues	$ 25,027	7.2%
Operating Income	$ 4,773	4.9%
OI Margin	19.1%	

- Double digit mold texturizing sales drove growth
  - Positioned for continued growth through FY14
- Softness at roll and plate engraving and machinery businesses
  - Expected to remain soft through at least Q3 FY14
- Making good progress in ramp up of mold texturizing facilities in Mexico and India; increased customer activity in Korea and Brazil
- Continuing to invest in new technologies and production capabilities

Engineering Technologies Group

Q1'14 ('000s)	$	Δ% YOY
Revenues	$ 17,265	9.8%
Operating Income	$ 2,082	23.0%
OI Margin	12.1%	

- Growth driven by strong sales in all end user segments except space
- OI growth reflects stronger shipments as well as cost reductions and improved productivity
- Space sector lumpy; expect to see good growth in unmanned flight
- Strong quarter in land-based turbine market; continuing to diversify customer base; visibility limited
- Good growth in aviation; opportunities for sales of lipskins for wide-body aircraft and jet engine components
- Oil & gas up substantially and expect good demand into FY15

Electronics Group

Q1'14 ('000s)	$	Δ% YOY
Revenues	$ 28,156	1.1%
Operating Income	$ 5,138	66.4%
OI Margin	18.3%	

- Sales affected by softness in Europe
- Operating income in prior year included $1,460 of purchase accounting. Excluding this amount, operating income YOY would have increased 13.0%
- Enthusiastic about new product platforms launching in Q2 and the rest of FY14
- Began to see cost savings in Q1 resulting from facility consolidations in China; expect $4 million annual cost savings run rate by end of FY14

Hydraulics Group

Q1'14 ('000s)	$	Δ% YOY
Revenues	$ 7,793	9.2%
Operating Income	$ 1,174	20.9%
OI Margin	15.1%	

- Continuing success in penetrating roll-off container truck refuse market
- Began to see modest signs of improvement in traditional North American dump truck and dump trailer segment due to market share gains and housing recovery
- Seeing traction from new products for garbage truck market
- Completed capacity expansion at Tianjin, China facility; solid backlog in place

Summary

- Believe Food Service custom products business issues have been resolved; Food Service end market conditions remain challenging
- Making progress in generating growth and margin improvement across all businesses
- Driving organic growth through new products and new end markets
- Strong balance sheet and liquidity provides opportunity for acquisition growth
- Well positioned to leverage sales growth into stronger profitability

Q&A Session