



Standex

INTERNATIONAL CORPORATION



Electronics



Hydraulics



**Food Service
Equipment**



Engraving



**Engineering
Technologies**



**Air
Distribution**

**Roth 24th Annual OC Growth Stock Conference
March 12, 2012**

**SXI
LISTED
NYSE**

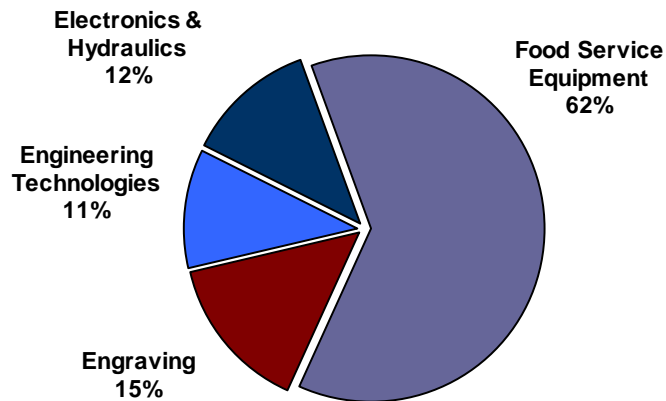
Statements in this presentation include, or may be based upon, management's current expectations, estimates and/or projections about Standex's markets and industries. These statements are forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995. Actual results 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 are:

- *uncertainty in conditions in the financial and banking markets,*
- *general domestic and international economy including more specifically increases in raw material costs,*
- *the ability to substitute less expensive alternative raw materials,*
- *the heavy construction vehicle market,*
- *reduced capital spending by customers,*
- *successful expansion and automation of manufacturing capabilities and diversification efforts in emerging markets,*
- *the ability to achieve cost savings through lean manufacturing and low cost sourcing,*
- *effective completion of plant consolidations and leveraging of operational synergies,*
- *successful integration and completion of acquisitions and organic growth initiatives,*
- *Successful completion of cost reduction initiatives,*
- *Continuous improvement in working capital performance,*
- *and the other factors discussed in the Annual Report of Standex on Form 10-K for the fiscal year ending June 30, 2011, 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.*

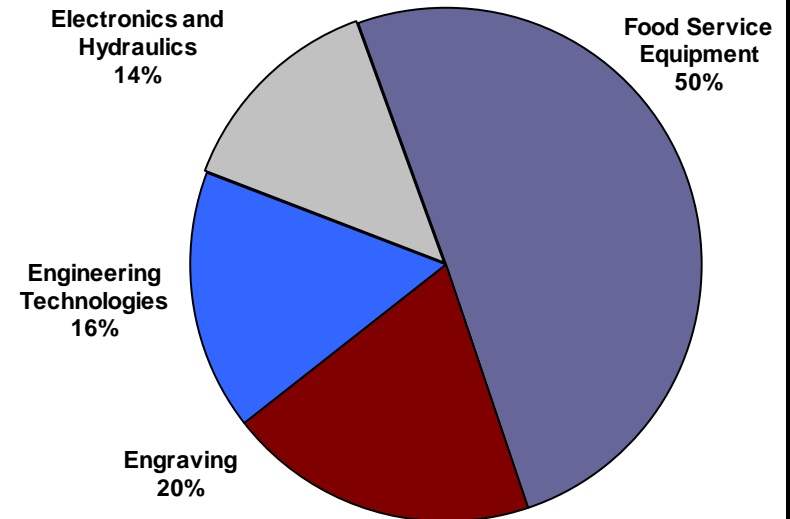
In addition, any forward-looking statements represent management's estimates only as of the day made and should not be relied upon as representing management's estimates as of any subsequent date. While the company may elect to update forward-looking statements at some point in the future, the company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

- Listed on NYSE (Symbol SXI)
 - 2Q 2012 TTM Sales = \$610M and Adjusted EBITDA = \$71.2M
 - Enterprise Value ≈ \$500M as of February 2012
- Diversified manufacturing company
- Strong brands operating in more than a dozen major end-user segments
- Broad global presence – ongoing expansion into emerging markets and over 40% of workforce in low-cost countries

TTM Revenue by Segment (\$610 million total)



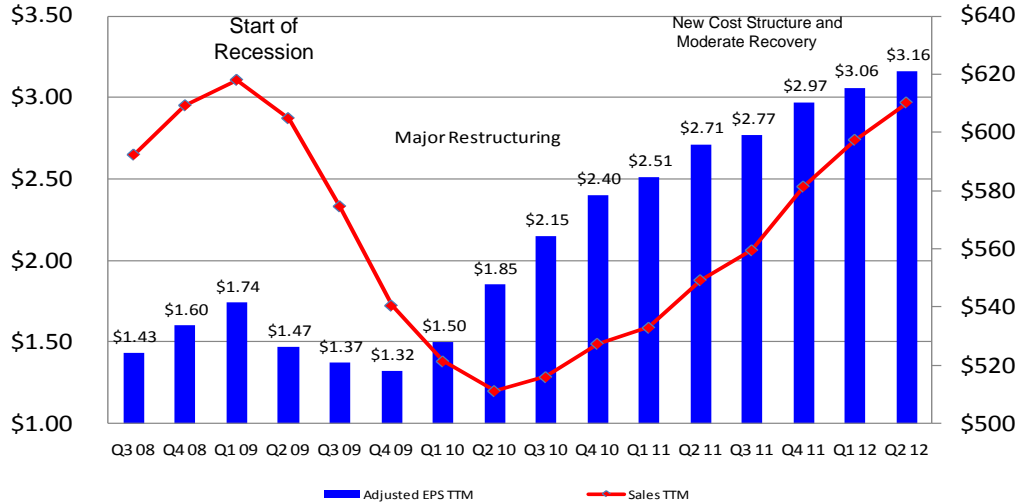
TTM OI by Segment (\$77.2 million total)*



* Excluding corporate, gain on sale of real estate, acquisition related expenses and restructuring charges for a net expense of \$24.4M

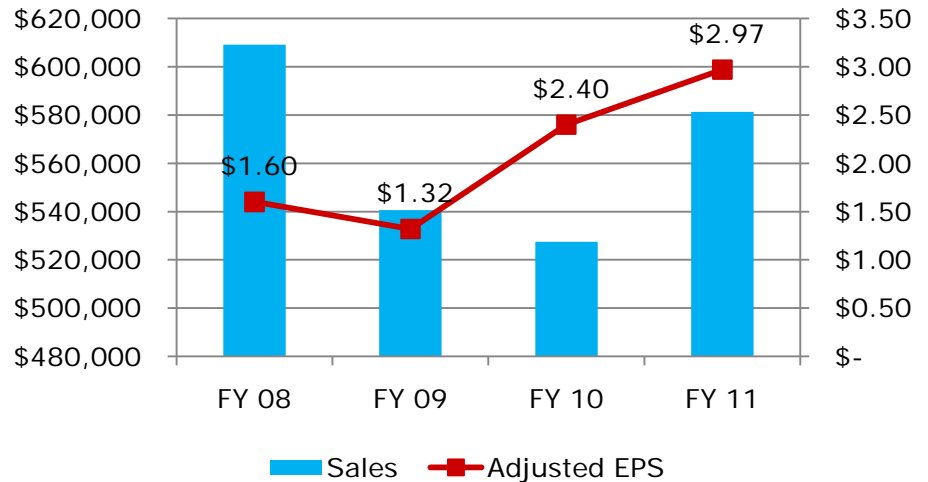
- **Strong brands which have leadership positions in their respective markets**
- **Proven ability to successfully integrate acquisitions**
- **Strong balance sheet**
- **Consistent cash flow and disciplined working capital management**
- **Dividend-paying company since going public in 1964**
- **Experienced management team**

Leveraging our new cost structure as end-user markets recover and respond to top-line growth initiatives



- Achieved 2Q12 TTM \$3.16/share vs. pre-recession TTM \$1.74/share in Q1 FY 09
- Delivered 82% increase in non-GAAP TTM EPS despite sales still being below our pre-recession peak in 1Q09

- SXI continues to leverage new cost structure
- Record non-GAAP EPS \$2.97/Share in FY 2011
- Adjusted EPS CAGR at 22.9% since FY 2008



Focused Diversity

- Create fewer, larger and more profitable business units
- Investment and growth plans focused on building selected strategic business units
- Top-line growth through organic growth initiatives and acquisitions
- Enhance global footprint of businesses

Emphasize value-added business/product segments to yield higher returns

- Customer solutions and engineered products

Operational Excellence

- Continuous improvement initiatives in cost reduction and working capital performance
- Lean enterprise is a key implementation tool
- Leverage operational synergies across/within business groups

Financial Expectations

- Top Line growth
 - Organic Growth at GDP +2-3%/year
 - Acquisition Growth of 3-4%/year
- Target 12-14% EBIT for strategic growth business units
- Strong focus on free cash flow conversion
- Working capital turns @ 5.5 or better

A full-line provider of equipment including walk-in coolers, freezers, reach-in refrigerators/freezers, countertop cooking equipment, ovens, ranges, heated holding cabinets, rotisseries, fryers, merchandising display cases, custom millwork, and beverage handling equipment.

Customers



Brands



End Users

- Fine and Casual Dining
- Quick Service
- Convenience Store
- Drugstore
- Institutional Caterers
- Schools
- Stadiums
- Food Retailers
- Scientific

Products and Applications



Merchandising and Display Cases



Beverage Pumps



"Endless" Refrigerated Cases



Range Equipment

Channels

- Direct to Large Chain
- Buying Groups
- Consultants
- Sales Reps
- Private Label

The technological leader with a global presence in mold texturizing, roll and plate engraving, process machinery, and nickel shell tooling

Customers



Brands



Industries

- | | |
|--------------------|-----------------|
| Automotive | Tissue & Towels |
| White Goods | Packaging |
| Toys | Hygiene |
| Electronics | Aircraft |
| Household | Filtration |
| Building Materials | Fashion |

Applications



Automotive interior panels formed with molds texturized by Mold-Tech



Engraved rolls used for producing surface textures on everyday items



Countries

- | | |
|----------------|---------------------------------|
| Canada | Turkey |
| USA | South Africa (2011 Acquisition) |
| Mexico | India (2011 Acquisition) |
| Brazil | Singapore |
| Western Europe | China - 4 Plants |
| Czech Republic | (1 new in FY12) |
| Argentina | Australia |

Provides world-class precision manufacturing capabilities including metal spinning, heat treating, machining, press forming, and other fabrication services for virtually all workable metal alloys

Customers



Rolls-Royce



imagination at work

SIEMENS



Industries

- Energy
- Aerospace
- Aviation
- Defense
- Marine
- Healthcare
- Oil & Gas

Brands



Applications



Precision-spun aerospace domes



Power generation turbines



UAV fuel tank

Producer of electronic components and assemblies, including magnetics, reed switches, and sensors with a unique-to-the-market tiered manufacturing model combining stateside engineering capabilities with low-cost foreign production

Customers



Brands



Industries

- Industrial
- Medical
- Military
- Aerospace
- Automotive
- Housing

Products



Reed Switches



Liquid Level Sensors

Manufacturing

- United States
- China
- Mexico
- United Kingdom
- Canada

Channels

- Direct Sales
- Sales Reps
- Distribution

Manufacturer of single and double-acting telescopic cylinders and single and double-acting stage piston rod cylinders

Customers



Brand



Industries

- Infrastructure Construction
- Oil & Gas
- Mining
- Refuse Compactors

Applications



Dump Trailers



Lift Vehicles



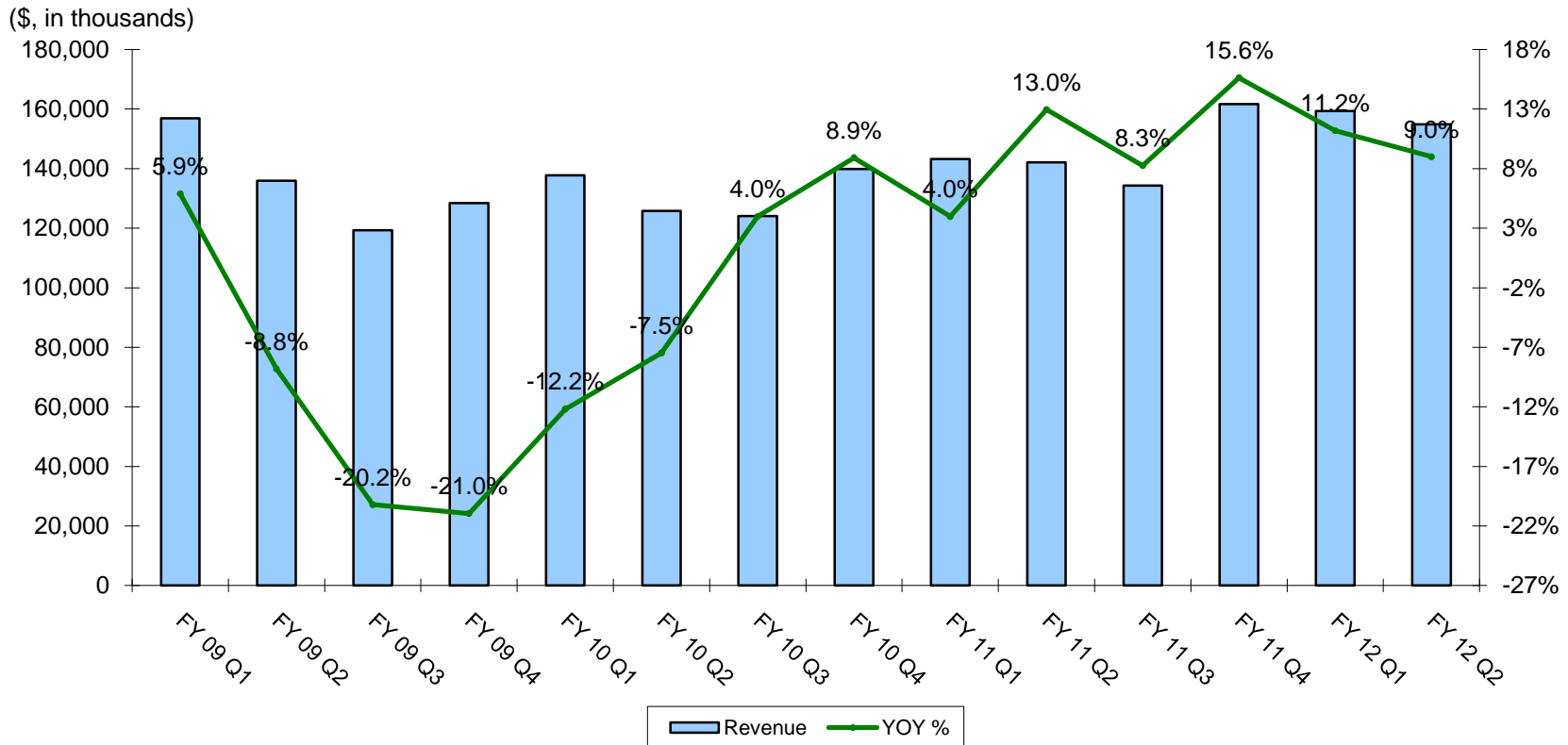
Refuse Handling

Manufacturing

- United States
- China

Eight consecutive quarters of sales growth reflect both acquisitions and top-line growth initiatives

Standex YOY Revenue Change



	TTM <u>12/31/2011</u>	TTM <u>12/31/2010</u>	<u>Delta</u>
(\$ in millions, except per share data)			
Sales	\$ 610.189	\$ 549.268	11.1%
Operating Income	\$ 54.189	\$ 53.149	2.0%
Operating Income Margin	8.88%	9.68%	-80 bps
Operating Income ex. Special Items	\$ 57.408	\$ 53.003	8.3%
Operating Income Margin % ex. Special Items	9.41%	9.65%	-24 bps
EBITDA	\$ 67.953	\$ 66.560	2.1%
EBITDA %	11.14%	12.12%	-98 bps
EBITDA ex. Special Items	\$ 71.172	\$ 66.414	7.2%
EBITDA % ex. Special Items	11.66%	12.09%	-43 bps
EPS Continue Ops	\$ 3.04	\$ 2.83	7.4%
EPS Continue Ops ex. Special Items	\$ 3.16	\$ 2.71	16.6%

Taking the next step in our Focused Diversity strategy

- **Rationale for divestiture:**
 - **ADP is not aligned with our commitment to value-added, technically-driven businesses that provide superior returns**
 - **Current and near term expected financial performance of ADP is dilutive to overall profit margins and asset returns**
 - **Divestiture of ADP improves TTM EPS by \$.07/share and EBITDA margin by 100bps**
 - **We expect a robust recovery in the US housing market is still some time into the future**
 - **Shareholders are better served by divesting the business and focusing resources on profitable growth of our other business units**
- **Reporting loss of \$1.11/ share in discontinued operations as of 12/31/2011**
 - **Includes non-cash goodwill and real estate impairment charges and other expected transaction costs, including costs anticipated for withdrawal from multi-employer pension plans**
 - **Additional charges of \$0.18 to \$0.23/share expected in Q3 based on agreement signed in February**
- **Expect to complete sale by end of Q3**
- **Sale proceeds to be invested in profitable growth initiatives**

Acquisition Strategy

- Execute bolt on acquisitions that will accelerate profitable growth of strategic platforms via sales and/or cost synergies
- Emphasis on strong strategic fit to existing businesses
- Disciplined acquisition and integration process led through the use of internal resources
- Accretive in first year of ownership

Food Service Equipment Group

- Acquired Tri-Star range and auxiliary equipment (\$5M annual sales) to expand primary cooking equipment category
- Fills critical product gap
- New product line is multi-branded at 3 feature/benefit price points and sold through 3 different sales channels



Engraving

- Acquired mold texturizing businesses in India and South Africa (\$2M annual sales)
- Expanded Mold-Tech global presence to 6 continents
- Further aligned Engraving with global automotive OEM expansion into emerging economies



India



South Africa



Engineering Technologies

- Acquired Metal Spinners UK (\$20M annual sales)
- Expands geographic (Europe) and end user (medical, oil and gas, general industrial) market reach of Spincraft
- Provides lower cost manufacturing position to expand addressable market



Continuing to execute on Focused Diversity strategy

- **Uncertain macro-economic environment, but better prepared for potential downturn than ever before**
- **Divestiture of ADP will allow us to focus resources on strategic opportunities**
- **Operational objectives for remainder of fiscal 2012:**
 - **Driving organic growth through new product development, penetrating new geographic regions, and increasing market share**
 - **Building a pipeline of acquisition targets**
 - **Implementing price increases to offset commodity cost inflation**
 - **Maintaining focus on improving operations and controlling expenses**