PENTAIR INC Form 425 May 09, 2012

PENTAIR
PENTAIR
Investor Presentation
RANDALL J. HOGAN
Chairman and Chief Executive Officer
May, 2012
Filed by Pentair, Inc.

pursuant

to

Rule

425

under

the

Securities

Act

of

1933

and deemed filed pursuant to Rule 14a-12 of the Securities Exchange Act of 1934

Subject Company: Pentair, Inc. Registration Number: 333-181250

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FORWARD-LOOKING STATEMENTS

Caution Concerning Forward-Looking Statements

This communication may contain certain statements about Pentair, Inc. (Pentair), Tyco Flow Control International Ltd. (T forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. The forward-looking statements about the expected effects on Pentair, Tyco Flow and Tyco of the proposed merger of Pentair and Tyco Flow (the Merger, Pentair s and Tyco Flow s anticipated standalone or combined financial results and all other statements in this documents preceded or followed by or that include the words targets, plans, believes, expects, intends, will, would, expect, positioned, strategy, future or words, phrases or terms of similar substance or the negative therefore the current expectations of the management of Pentair, Tyco Flow and Tyco (as the case may be) and are subject to uncertainties that could cause actual results to differ materially from those expressed or implied in such forward-looking statements.

of assumptions that are subject to change. Such risks, uncertainties and assumptions include: the satisfaction of the conditions the Merger and actions related thereto; Pentair s and Tyco s ability to complete the Merger on anticipated terms and schedule approvals of the Merger and related transactions; risks relating to any unforeseen liabilities of Pentair or Tyco Flow; future cap economic performance, indebtedness, financial condition, losses and future prospects; business and management strategies and operations; Pentair s and Tyco Flow s ability to integrate successfully after the Merger and achieve anticipated synergies; the businesses; the risk that disruptions from the transaction will harm Pentair s or Tyco Flow s business; Pentair s, Tyco Flow generally; and other factors detailed in Pentair s and Tyco s reports filed with the U.S. Securities and Exchange Commission under the caption Risk Factors. Forward-looking statements included herein are made as of the date hereof, and none of Pentair publicly such statements to reflect subsequent events or circumstances. Additional Information

The Merger will be submitted to a vote of Pentair shareholders and the proposed distribution of Tyco Flow to Tyco shareholder shareholders. On May 8, 2012, Tyco Flow filed with the SEC a registration statement on Form S-4 containing a preliminary processor. Tyco Flow filed with the SEC a registration statement on Form S-1 containing a preliminary prospectus and Tyco filed with the SEC and registration statement on Form S-1 containing a preliminary prospectus regarding the Distribution. The preliminary proxy statement/prospectus regarding the Merger, the preliminary prospectus regarding the Distribution. Shareholders a definitive proxy statement regarding the Distribution. Shareholders are proxy statement/prospectus, the Form S-1 containing the preliminary prospectus and the Tyco preliminary proxy statement, who definitive proxy statement/prospectus regarding the Merger, the Form S-1 containing the definitive prospectus regarding the Dother relevant documents when they become available, because they will contain important information about Pentair, Tyco are proxy statement/prospectus relating to the Merger, the definitive prospectus relating to the Distribution, the Tyco definitive proxy statement/prospectus relating to the Merger, the definitive prospectus relating to the Distribution, the Tyco definitive proxy statement/prospectus relating to the Distribution, the Tyco definitive proxy statement pr

Pentair and Tyco and certain of their respective directors and executive officers may be deemed to be participants in the solicit proposed transaction under the rules of the SEC. Information about the directors and executive officers of Pentair may be found. December 31, 2011 filed with the SEC on February 21, 2012, the definitive proxy statement relating to its 2012 annual meeting. Tyco Flow s registration statement on Form S-4 containing the preliminary proxy statement/prospectus relating to the Merger about the directors and executive officers of Tyco may be found in its Annual Report on Form 10-K for the year ended Septem definitive proxy statement relating to its 2012 annual general meeting of shareholders filed with the SEC on January 13, 2012 a with the SEC on May 8, 2012. These documents can be obtained free of charge from the sources indicated above. Additional in also be included in the definitive proxy statements when it becomes available.

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PENTAIR
WINNING RIGHT
Well Positioned for Future Success & Sustainable Growth

Clear Growth Agenda

Targeted Investments, Focused Resource Allocation and Prioritized Investments

Positioning to Win in the New New World

Growing Population & Wealth of Developing Economies Create Tremendous Opportunity for Pentair

Increasing Presence in Fast Growth Regions

Pentair Integrated Management System Key to Value Creation

Operational Excellence, Lean Improvements and Repositioning Benefits

One-Year Anniversary of Rapid Growth Process

Well Positioned for Sustainable, Profitable Growth in 2012 & Beyond

Focused on Generating Strong, Sustainable Shareholder Returns

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Making

Significant

Progress Towards

Vision

A

diversified

industrial

growth

company

A global enterprise and responsible citizen known for operational excellence, innovation, top talent and growing by serving customers

Delivering superior long-term shareholder value

well

OUR VISION

PENTAIR 5 A Decade of Positive Transformation ~ 20% 20% of Sales in Fast Growth Region

5% 5%

of Sales
in
Fast Growth
Regions
Expanded Tech
Product Offerings,
Acquired
~
\$200M
in Sales
~
17%+
17%+
ROS
Tech Product
Business
Today
Today
Early
Early
2000 s
2000 s
Mid-
Mid-
2000 s
2000 s
Tools Largest
Business
Sold Tools,
Acquired >\$1B in
Water Revenues
Portfolio of ~25
Smaller Businesses;
Manufacturing
Oriented
Global Water
Business,
Product Focus
More Global Filtration
Sales, Acquired
A
Leading
Leading
Membrane
Membrane
Technology
Technology
Company
Began Lean
Enterprise in

Tech Products
A HISTORY OF CHANGE
Announced Pending
Merger with
Tyco Flow Control
Tyco Flow Control

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More than a Decade of Differentiated Performance

A HISTORY OF PERFORMANCE

Total shareholder return of Pentair and S&P 500 from close on 12/31/2000 through close on 3/31/2012 TOTAL SHAREHOLDER RETURN OF PENTAIR AND S&P 500

PENTAIR
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SALES BY PLATFORM
SALES BY PLATFORM
SALES BY GEOGRAPHY
SALES BY GEOGRAPHY
SALES BY VERTICAL
SALES BY VERTICAL

- ~2/3 Water & Fluid;
- ~1/3 Technical Products

Balanced Portfolio with Attractive Growth Prospects

Leading Brands; Solid Distributor Network

Diverse Businesses, Geographies, & Vertical Markets

Fast Growth Region Mix Up from ~9% in 2005

Key Growth Regions include China, Latin America, India & Middle East

Strength in Diversity of Verticals Served

More Advanced Water Systems Across Verticals

United

States

(61%)

Developed

Non-US

(21%)

Fast

Growth*

(18%)

Residential

 $(\sim 36\%)$

Commercial

 $(\sim 11\%)$

Industrial &

Agriculture

(~44%)

Infrastructure

(~9%)

US ~2/3

Non US ~1/3

Technical

Products

Flow

Treatment /

Process

Aquatic

Water &

Fluid Solutions

Α

DIVERSE,

GLOBAL

COMPANY

2011

REVENUE

OF

\$3.5B

^{*} Fast Growth Regions include China, Latin America, India, SE Asia, Eastern Europe, the Middle East and Africa

2011 PERFORMANCE

A RECORD YEAR

2011 **RECORD SALES** Adj. **ROS** 9.6% **ROS** 11.0% \$2.7 \$3.0 \$1.47 \$2.00 Strong Year Well Positioned for Future Growth **Broad-Based Growth Across** Diverse Portfolio **Productivity Initiatives Driving** Operating Margins Higher Continuing to Deliver Strong **Earnings Growth** \$3.5 Adj. **ROS** 11.7% \$2.41 **SALES** (\$B) ADJ. OPERATING INCOME (\$M) ADJ. DILUTED EPS (\$) +13% 2-YR CAGR +25% 2-YR CAGR \$258 \$334 \$404 STRONG PROFITS **RECORD EARNINGS** +28% 2-YR CAGR * Results are adjusted and from continuing operations; see reconciliations in appendix.

¹⁷

\$0.88

\$0.01

1976

1985 1995

2005 2012

Pentair Has Increased Dividends for 36 Consecutive Years

*Dividends adjusted for splits and stock adjustments. **All results are on an adjusted basis. See reconciliation in appendix. 2009

2010

2011

Adj. NI

FCF in excess of Adj. NI

Free Cash Flow Conversion

Consistently >100% of Adj.

Net Income

\$207M

\$211M

\$248M

STRONG CASH FLOW GENERATION

FREE CASH FLOW

**

ANNUALIZED DIVIDENDS

*

Strong Free Cash Flow Conversion Fuels Dividend Growth Dividend Payout Ratio Currently >30%

PENTAIR 10 Adj. Op Income Up 10% Adj. Op Margins 11.3% Up 20 bps

Volume/Acq. (0.8 pts.)

Price/Productivity +3.0 pts.

```
Inflation
(2.0 pts.)
Adj. EPS Up 23%
Adj. Effective Tax Rate ~20%
(ETR ~29% excl. discrete tax item benefit)
Adj. Interest Up ~$7M
Q1 Free Cash Flow of ($82M)
Normal Seasonality and Timing
On Track to Deliver FY FCF > 100% of NI
* All year-over-year comparisons against 2011 adjusted results.
** CPT refers to the acquisition of Norit s Clean Process Technologies Business; Closed May 12, 2011
FINANCIAL HIGHLIGHTS
SUMMARY
Sales Up 9%
(Incl. +9 pts from CPT
& (1 pt) from FX)
Water & Fluid Up 14%
Technical Products Down (1%)
Western Europe Plus Lower Flood-Related Pump
Sales Negatively Impacted Top-Line
Double Digit Growth in Industrial, Energy,
Agriculture and Pool
Pricing, Lean & Repositioning Drove Margins
up YoY, Despite Acquisition Impact
Below the Op Line, Lower Taxes YoY More than
Offset Higher Interest and Diluted Shares
Strong Execution Drove Double Digit Adj. Op Income Growth
Q1 12 PENTAIR RESULTS
as presented on April 24, 2012
Q1 12
Q1 11
Sales
$858M
$790M
Op Income
(Rpt.)
$85M
```

\$86M

Op Income (Adj.) \$97M

\$88M

ROS

(Adj.) 11.3%

11.1%

EPS

(Rpt.) \$0.61

\$0.51

EPS

(Adj.) \$0.64

\$0.52

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Flow (~40% of Water & Fluid Solutions Sales Mix)

-

Expect W. Europe & Municipal Headwinds to Continue in 1H; Easier Comparisons in 2H

Treatment/Process (~38% of Sales Mix)

_

Expect Industrial/Energy to Remain Strong; Stabilized US Residential with Easier 2H Comparisons _

Expect W. Europe Headwinds to Continue; Expect Fast Growth Regions Sales to Improve

Aquatic (~22% of Sales Mix)

-

Significant Pool Installed Base; Expect Good Demand with Eco-Select Products Growing Beyond Market

-

Brazil Acquisition Expected to Benefit Sales >\$10M

SALES

GROWTH

EXPECTATIONS

(FY

2012)

as

presented

on

April

24,

2012

Nice Growth in Many Verticals

Mitigating W. Europe & Muni Headwinds

Water &

Fluid

Solutions,

69%

Technical

Products,

31%

Industrial

37%

Communications

20%

Energy

11%

General Electronics

11%

Commercial

7%

Infrastructure

6%

Other

8%

WATER & FLUID SOLUTIONS (FY 12)

TECHNICAL PRODUCTS (FY 12)

SALES MIX BY SEGMENT

Strength in Breadth of Portfolio

&

Alignment with Global Mega Trends

Expect Attractive Growth in Industrial and Energy

Softness in

Electronics and Communications

Expected to Continue

Lumpy Telecom Program Impact 1H ~\$15M YOY

Solid Growth in

Commercial and Infrastructure

Expected to Continue

Residential

52%

US

68%

Non-US

32%

Industrial

18%

Commercial

13%

Municipal

11%

Agriculture

6%

PENTAIR
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FY 12 FINANCIAL OUTLOOK
KEY HIGHLIGHTS

New Products, Expanded Distribution and Fast Growth Regions Expected to Fuel Growth

Expect Better Price/Cost, More Productivity and Prioritized Investments to Expand Margins

Expect to Generate FCF > Net Income, with

Disciplined Allocation

```
Integration Planning & Leadership is Critical
```

```
Tyco Flow Deal Not Reflected in this Outlook
Growth and Productivity Strategies In Place
Well Positioned in 2012
```

FULL YEAR 2012 PENTAIR OUTLOOK

*

as presented on April 24, 2012

FY 12

FY 11

Sales

~\$3.7B

\$3.46B

Op Income

(Rpt.)

\$433M -

\$458M

\$169M

Op Income

(Adj.)

\$445M -

\$470M

\$404M

ROS

(Adj.)

up 50 bps -

80 bps

11.7%

EPS

(Rpt.)

\$2.62 -

\$2.77

\$0.34

EPS

(Adj.)

\$2.65 -

\$2.80

\$2.41

Adj. Op Income Up 10% -

16%

Adj. Op Margins Up 50 bps -

80 bps

Water & Fluid Margins, Up ~50 bps

Technical Products Margins, Up ~100 bps Adj. FY EPS Up 10% - 16%

Adj. Tax Rate 26% -27% Adj. Interest Up ~\$8M YoY Sales Up 6% -8% (incl. ~3pts from CPT Acq.) Water & Fluid Up 8% -10% Technical Products Up 2% -4% 2012 full yearoutlook does not include any future impact from Tyco Flow Deal; All year-over-year comparisons against 2011 adjusted results.

Expect >100% Net Income Conversion

FY 12 Free Cash Flow ~\$270M

PENTAIR
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POSITIONED TO SERVE THE NEW
NEW WORLD
Breadth and Expertise to Serve the New
New World
Industrialization
Infrastructure
Resource Scarcity
Quality of Life
>4 Billion Reaching
Middle Class Globally

Needs and Wants Are
Driving Demand
Increasing Population and Wealth
of the New
New World
Food
Infrastructure/Industry
(Transportation and Manufacturing)
Energy

PENTAIR
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CLEAR VISION, CONSISTENT STRATEGY
Clear Path Forward for Growth and Value Creation

Invest in **Innovative Technology** & Application Expertise

Innovate Around Scarcity, Energy Efficiency and Sustainability

Continue to Build Scale in **Fast** Growth Regions

Taking PIMS to the Next Level and Leveraging New Rapid Growth Tool STRATEGIC PRIORITIES

15

\$57

\$62

\$58

\$67

\$78

1.7% 1.9%

2.1%

2.2%

2.3%

2007 2008 2009 2010 2011 (\$M) % of Sales Salt-less Water Softener, featuring Hybrid **Deionization Technology** Liquid Natural Gas Filtration System High Capacity **In-Row Cooling** Units Investing in Pentair s Future and Growth INVESTING IN INNOVATION Beer Membrane Filtration Award-Winning Fish Friendly Pump RESEARCH AND DEVELOPMENT Qingdao Enclosure Design Center O_2 Gehaltemeter for Optimizing

Beverage Quality

Energy-Efficient IntelliFlo Variable Speed Pool Pump

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Building Global Scale and Enhancing Growth Prospects

Fast Growth

*

9%

Developed

Non-US

18%

Fast Growth

*

18%

Developed Non-US 21% 2005 Sales

\$2.9B

United States

73%

United

States

61%

Addressing the Growing Demands of the New New World

Broad Array of Solutions with Growing Application Expertise and Regional Focus

More Advanced
Production Capabilities &
Expanded Capacity
2011 Sales
\$3.5B
GEOGRAPHIC SALES MIX
INCREASING OUR GLOBAL PRESENCE

* Fast Growth Regions include China, Latin America, India, SE Asia, Eastern Europe, the Middle East and Africa

Safety, Quality, Delivery, Cost and Cash Focus Attracting and Developing Top Talent

Prioritizing Investments & Innovation

Building Growth Capabilities

GLOBAL

TALENT

SYSTEM

PeopleSoft

Staffing

Performance

Rewards

Development

PeopleSoft

Staffing Performance

Rewards

Development

LEAN

ENTERPRISE

EXECUTING OUR PROVEN STRATEGY

PIMS Roadmap Is Key to Value Creation

1Ω

Well-Positioned to Serve the New

New World

-

Growing Population and Wealth of Developing Economies

A World-Leading ~\$7.7B

*

Industrial Growth Company

-

A Global Leader in Flow, Filtration and Equipment Protection PENDING PENTAIR & TYCO FLOW MERGER, **Previously Announced**

A Great Industrial Combination
Strong from the Start

More Global, More Diverse and More Scale
Stronger in the Future
Projected ~\$0.40 Accretive to 2013 EPS; Expect 2015 EPS of >\$5.00
Expect ~\$200M annual operational cost synergies with full realization by Yr 3
Expect Debt/Proforma 2013 EBITDA of ~1.3x
1
2
3
4
* Combined projected 2012 pro forma revenues. Tyco Flow financials calendarized to December. As Presented on March 28, 2012

Two Global Leaders A Powerful Combination A Global Leader in Industrial Valves and Controls Strong Regional Leader in Water and Environmental Solutions A Global Leader in Industrial Heat Management Solutions Strong Lean/Six Sigma Journey Strong Cash Flow Generation

Broad Global Reach

PENDING PENTAIR & TYCO FLOW CONTROL COMBINATION

Emerging Presence in Industrial

Fluid Processing Solutions

A Global Leader in Water Flow

and Filtration Applications

A Global Leader in Equipment

Protection Solutions

Proven Operational Excellence

and Lean Discipline

Strong Cash Flow Generation

Building Global Presence

STRENGTHENS FLUID

PROCESS SOLUTIONS

EXTENDS WATER

OFFERINGS

ADVANCES THERMAL

CAPABILITIES

ENHANCES

GROWTH POTENTIAL

As Presented on March 28, 2012

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Water & Environ.

Water & Fluid

Thermal Controls

Technical Products

Valves & Controls

Flow Control

STRONG STRATEGIC FIT

Complementary Capabilities to Best Serve Customers

PENTAIR

SALES BY SEGMENT

TYCO FLOW

SALES BY SEGMENT

COMBINED COMPANY SALES

2012 pro forma PROJECTED SALES ~\$7.7B*

Water &

Fluid

Solutions,

~70%

Technical

Products,

~30%

Valves &

Controls,

~60%

Water &

Environ.,

~20%

Thermal

Controls,

~20%

Projected 2012 Sales: ~\$3.7B Projected 2012 Sales: ~\$4.0B*

Technical

Products,

~30%

EP

FC

W&F

Water &

Fluid

Solutions,

~45%

Equipment

Protection

Solutions,

~25%

Flow

Control,

~30%

As Presented on March 28, 2012

^{*} Tyco Flow financials calendarized to December.

PENTAIR 21 SERVING HIGHLY ATTRACTIVE GROWTH SECTORS Driven By Strong Secular Growth Trends

Increased Scale in Attractive Growth Sectors

Sales Mix: Estimated 35% Project DIVERSE VERTICALS COMBINED 2012 pro forma PROJECTED SALES MIX Industrial, ~35%

~10%
Comm 1,
~10%
Industrial
Performance & Quality
Efficiency
Hazardous
Energy
Efficiency
Unconventional
Technology
Global Water
Scarcity
Regulation
Sustainability
Infrastructure
Aging
Capacity Needs
Urbanization
SECULAR TRENDS DRIVING DEMAND

Energy, ~25%

Infrastructure,

Residential, ~20%

As Presented on March 28, 2012

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EXPANDED GLOBAL REACH

Fast Growth Regions ~25% of Combined Sales

~40%

US & CANADA

~35%

DEVELOPED

REST OF WORLD

WORLDWIDE

>100 Manufacturing Facilities

>90 Service Centers

>30,000 Employees Significant US Residential

Installed Base

US Industrial Sector

Strength

Continued Increase in

Demand for Oil and Gas,

Power

Broader Offering,

Recognized Brands, Plus

Service Centers in Large,

Fragmented Market

Rising GDP and

Urbanization Driving

Infrastructure, Energy

& Water Demands

Robust Industrial Sector

Greater Scale in Fast

Growth Regions Across

All Businesses

~25%

FAST GROWTH

REGIONS

As Presented on March 28, 2012

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Operating/G&A Cost Synergies: ~\$160M

Direct/Indirect Sourcing Opportunities

Lean/PIMS in Factories: Deploy in Tyco Flow

IT/Finance/HR Standardization

Management and Regional Business Integration

Day One

Cost Avoidance: ~\$40M

~\$80M Public Company Corporate Cost Avoidance, Net of ~\$40M Integration/Corporate Investments

Day One

Annualized Tax Rate of ~24-26%

(Below the Operating Line)

Expect Annualized Tax Rate of ~24-26%

Revenue Synergies

All Upside Potential

Cross-Selling of Channels, Verticals, Products and Services

Not Assumed in Accretion and Cash Flow Forecasts

VALUE CREATION POTENTIAL

Corp Cost

Avoidance

Tax

Synergies

Cost

Synergies

~\$1B in Value Day 1 from Corp Cost Avoidance + Taxes

RUN-RATE SYNERGY

Estimated One Time Costs of \$230M

(~1/3 is Non-Cash Inventory Step-Up Costs)

~\$200M of

Operational

Synergies

pre-tax

ANTICIPATED PRE-TAX SYNERGIES

As Presented on March 28, 2012

Expected

Annualized

Tax Rate of

~24-26%

Direct/Indirect Sourcing

Benefit from Global Procurement and Indirect Sourcing Capabilities

Leverage Company-Wide Standard Vendor Lists

Insource/Resource Common Buys

Operations / Lean

PIMS Works

Proven Processes Utilizing

Standard Work and Cultural Influence

Global Structure

Significant Opportunity

Drive to Standard Systems and Processes in

IT/Finance/HR to Reduce G&A

Integrate and Leverage Regional Sales and Service

Locations

Focus in Fast Growth Regions

Pentair G&A ~7.5% of Sales

Tyco Flow SpinCo

>10.5%

No Reductions in R&D

COST SYNERGY DRIVERS

Expected Annual Cost Synergies of ~\$200M by 2015

2013

2014

2015

~\$90M

~\$150M

~\$200M

Direct/

Indirect

Sourcing

Ops/

Lean

Global

Structure:

G&A,

Selling/

Mkting

EXPECTED Operational Cost SYNERGIES

As Presented on March 28, 2012

PENTAIR
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VALUE CREATION ROADMAP
Clear Strategy, Focused Execution and Proven Framework
CLEAR VISION,
CONSISTENT STRATEGY
PERFORM AT A
HIGHER LEVEL
EXECUTE OUR
PROVEN STRATEGY
LEVERAGE COMBINED
STRENGTHS

Focus on Key Value Creation Metrics: Organic Sales Growth + **Key Acquisitions** Op Margin Expansion Prioritized Growth Cash Flow > NI ROIC Based on the Pentair **Integrated Management** System (PIMS) Lean Enterprise **Talent Process** New Product Development Roadmap Rapid Growth Process Shared Vision and Win-Right Culture Leverage Process and Cash Flow Disciplines **Strong Customer-Centric Business Models** Clear, Simple, Global Vision based on New New World Shareholder Value

Creation Has Always Been Our #1 Goal

NEW

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INTEGRATION LEADERSHIP

Valves &

Controls

Thermal

Water &

Environ.

Pentair

Dedicated Resources to Capture Synergistic Potential

Leaders by Function

Business

Process

Sourcing/

Indirect

Lean/RE

Logistics

Finance/IT

Selling/

Marketing

HR/

Culture

Legal/

Compliance

Executive/

Board

INTEGRATION TEAM

Reporting Directly to Chairman/CEO

INTEGRATION LEADER

Program Management Office (PMO)

Integration Team Will Consist of

~25

40 Proven Leaders

Primary Focus on Structure, Standardization, Indirect Spend, Direct Materials and On-Boarding

Function and Geographic Region Focus

Pentair + Tyco Flow Leadership

Supported by PMO Office

First 100 Days Plan Already Underway As Presented on March 28, 2012

Mega Trends in Favor of Combination

Complementary
Extension of Product
Offerings & Solutions
More Scale, More Global and More Diverse

Broader Global Reach

Fast Growth Region Sales ~25% Global Service and Sales Coverage Increased Scale in High **Growth Applications Enhanced Product** Offerings and Solutions **Diverse Customer Base** US and Canada, ~40% Fast Growth Regions, ~25% Western Europe, ~20% COMBINED PENTAIR AND TYCO FLOW Equipment Protection Solutions, ~25% Flow Control, ~30% Water & Fluid Solutions, ~45% BY APPLICATION COMBINED 2012 pro forma PROJECTED SALES MIX BY PLATFORM COMBINED 2012 pro forma PROJECTED SALES MIX BY GEOGRAPHY COMBINED 2012 pro forma PROJECTED SALES MIX Energy, ~25% Infrastructure, ~10% Comm 1, ~10% Residential, ~20% Industrial,

~35%

Developed Non-US, ~15% As Presented on March 28, 2012

PENTAIR
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APPENDIX
GAAP to Non-GAAP Measurements & Reconciliations

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REPORTED TO ADJUSTED 2012 RECONCILIATION

Pentair, Inc. and Subsidiaries

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

Total Pentair

First Quarter

Year

In millions, except per-share data

2012

2012

```
Net sales
858.2
$
approx $3.700
Operating income - as reported
85.0
       approx 433 - 458
  % of net sales
9.9%
approx. 12%
Adjustments:
  Deal related costs
11.8
11.8
Operating income - as adjusted
96.8
approx 445 - 470
  % of net sales
11.3%
approx. 12%+
Net income attributable to Pentair, Inc. - as reported
60.8
approx 265 - 281
  Interest expense
(1.2)
(1.2)
  Adjustments net of tax
4.4
4.4
Net income from continuing operations attributable
  to Pentair, Inc. - as adjusted
64.0
approx 268 - 284
Continuing earnings per common share attributable to Pentair, Inc. - diluted
Diluted earnings per common share - as reported
0.61
$
$2.62 - $2.77
Adjustments
0.03
```

0.03

Diluted earnings per common share - as adjusted 0.64 \$ \$2.65 - \$2.80

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Pentair, Inc. and Subsidiaries

Reconciliation of the GAAP "As Reported" years ending December 31, 2011, December 31, 2010 and December 31, 2009 to the "Adjusted" non-GAAP excluding the effect of adjustments (Unaudited)

Year

Year

Year

In millions, except per-share data

2011

2010

2009

```
Net sales
3,456.7
$
3,030.8
$
2,692.5
Operating income - as reported
168.5
$
334.2
$
219.9
$
  % of net sales
4.9%
11.0%
8.2\%
Adjustments:
  CPT deal related costs
8.3
  Restructuring and asset impairment
12.9
37.9
  Inventory step-up and customer backlog
13.4
  Goodwill impairment
200.5
```

Operating income - as adjusted

403.6

```
334.2
257.8
  % of net sales
11.7%
11.0%
9.6%
Net income from continuing operations attributable
  to Pentair, Inc. - as reported
34.2
197.8
115.5
  Adjustments net of tax
206.5
26.2
  Bond tender
3.2
Net income from continuing operations attributable
  to Pentair, Inc. - as adjusted
240.7
197.8
144.9
Continuing earnings per common share attributable to Pentair, Inc. - diluted
Diluted earnings per common share - as reported
0.34
$
2.00
$
1.17
Adjustments
2.07
```

0.30

```
Diluted earnings per common share - as adjusted
2.41
$
2.00
$
1.47
$
REPORTED TO ADJUSTED RECONCILIATIONS (2011, 2010, 2009)
```

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Note: Inventory step-up and customer backlog reflect amortization of fair market value step-up associated with inventory and REPORTED TO ADJUSTED 2011 RECONCILIATION

Pentair, Inc. and Subsidiaries

Reconciliation of the GAAP "As Reported" year ending December 31, 2011 to the "Adjusted" non-GAAP excluding the effect of 2011 adjustments (Unaudited)

Total Pentair

First Quarter

Second Quarter

Third Quarter

Fourth Quarter

```
Year
In millions, except per-share data
2011
2011
2011
2011
2011
Net sales
790.3
$
910.2
890.5
865.7
$
3,456.7
Operating income - as reported
86.2
109.4
92.9
(120.0)
168.5
  % of net sales
10.9%
12.0%
10.4%
(13.9\%)
4.9%
Adjustments:
  CPT deal related costs
1.7
6.1
0.5
8.3
```

Restructuring

2.1 10.8 12.9 Inventory step-up and customer backlog 0.2 5.3 5.8 2.2 13.5 Goodwill impairment 200.5 200.5 Operating income - as adjusted 88.1 120.8 100.8 94.0 403.7 % of net sales 11.1% 13.3% 11.3% 10.9% 11.7% Net income attributable to Pentair, Inc. - as reported 50.5

66.7 51.1 (134.1)34.2 Adjustments net of tax 1.3 8.8 6.6 189.8 206.5 Net income from continuing operations attributable to Pentair, Inc. - as adjusted 51.8 75.5 57.7 55.7 240.7 Continuing earnings per common share attributable to Pentair, Inc. - diluted Diluted earnings per common share - as reported 0.51 \$ 0.67 0.51 (1.36)\$ 0.34 Adjustments 0.01 0.08 0.07

1.92

2.07

Diluted earnings per common share - as adjusted

0.52

\$

0.75

\$

0.58

\$

0.56

\$

2.41

\$

32

GAAP TO NON-GAAP RECONCILIATION

Pentair, Inc. and Subsidiaries

Reconciliation of Free Cash Flows for the years ending December 31, 2011, December 31, 2010 and December 31, 2009 (Unaudited)

In millions

2011

2010

2009

Free Cash Flow

Net cash provided by (used for) continuing operations

```
320.2
$
270.4
259.9
Capital expenditures
(73.3)
(59.5)
(54.1)
Proceeds from sale of property and equipment
1.3
$
0.3
$
1.2
Free cash flow
248.2
211.2
207.0
Pentair, Inc. and Subsidiaries
Reconciliation of Free Cash Flows for the three months ending March 31, 2012 and April 2, 2011
(Unaudited)
In millions
2012
2011
Free Cash Flow
Net cash provided by (used for) operating activities
(67.5)
$
(48.2)
Capital expenditures
(15.6)
$
(13.3)
Proceeds from sale of property and equipment
1.5
$
0.1
$
Free cash flow
```

- (81.6) \$ (61.4) \$