

ITT Corp, USA

Key Figures (US\$ million) Three months ended 31.3		
	2013	2012
Revenue	608.2	568.1
Of Which:		
Industrial Process	256.8	226.3
Costs of Revenue	417.7	397.9
Selling, General and Admin Expenses	114.7	99.7
Research and Development Expenses	16.4	16.1
Operating Income	37.2	36.7
Income from Continuing Operations	19.5	10.5
Net Income	21.2	3.2
Net Income attributable to ITT Corp	20.8	3.2
Total Segment Orders	681.3	604.8
Of Which:		
Industrial Process	313.5	245.7

COMMENT

ITT Corp's first-quarter 2013 revenues were up 7% to US\$608 million, including 11% growth in emerging markets and 2% organic growth. Revenue results reflect gains in key global end-markets including energy and transportation, and a solid performance from the recently acquired Bornemann Pumps business.

"ITT is executing at a high level early in 2013 as we continued to make meaningful progress against our key drivers of profitable growth and value creation," said Denise Ramos, ITT CEO and president. "We continued our consistent market expansion by achieving strong growth in emerging markets, winning share in a tough Western European environment and enhancing our presence in key global end-markets such as energy and automotive. We also are seeing the results of our effective capital deployment as we drive key customer-focused strategic actions such as expanding our automotive capabilities in China and successfully integrating Bornemann. At the same

time, our focus on operational excellence is helping us improve margins, productivity and key customer metrics such as on-time delivery. All of these efforts position us well to continue to deliver results during this period of continuing uncertainty in the global economic environment."

Industrial Process, which designs and manufactures industrial pumps and valves for the oil & gas, chemical, mining and industrial markets, saw 2013 first-quarter revenue increase 14% to US\$257 million. This reflects a 28% increase in organic global oil & gas shipments, as well as the impact from the company's acquisition of Bornemann Pumps, partially offset by mining declines in emerging markets. Organic revenue was flat compared with 2012. Adjusted operating income increased 19% to US\$27 million, reflecting strong operating productivity and favourable sales mix that was partially offset by Bornemann Pumps and the recent currency devaluation in Venezuela. ■

www.itt.com

KSB Group, Germany

Key Figures (€ million) January–March		
	2013	2012
Order Intake	520.1	573.5
Sales Revenue	512.3	524.4
Employees (31.3)	16 576	15 892

COMMENT

In the first three months of 2013, KSB Group received orders worth €520.1 million, 9.3% down on last year. All three of KSB's business units – Pumps, Valves and Service – saw orders slip, reflecting a shortage of new large-scale plants in the energy sector and the postponement of water and wastewater projects.

KSB companies in the Americas and Middle East/Africa regions increased their order intake, while the Asian KSB subsidiaries received a reduced number of new project contracts, which cut their overall order volumes. In Europe, order intake was also weaker than in the first three months of 2012, with KSB AG's orders decreasing 10.2% to €189.0 million.

KSB's first quarter 2013 consolidated sales revenue was down 2.3% to €512.3 million. The decrease was mainly the result of currency devaluations against the euro in Brazil, India and South Africa and affected only the Pumps business unit.

Sales revenue for valves and services were up considerably. The companies in North America and Australia and the Group companies in Europe increased their overall sales revenue. KSB AG, however, reported a 3.8% decrease to €180.7 million.

The consolidated order intake and sales revenue figures for January to March 2013 included newly consolidated companies which accounted for order intake of €13.5 million and sales revenue of €13.1 million.

With the postponement of a number of project contracts, KSB is expecting business to pick up in the second half of the year, with further growth forecast in order intake and sales revenue in 2013.

The number of Group employees at 31 March 2013 was up 4.3% year on year to 16 576. The majority of the 684 additional employees came from the newly consolidated companies. ■ www.ksb.com