



First-Quarter 2015 Results

April 23, 2015

Safe Harbor



This presentation includes “forward-looking statements,” which are statements that are not historical facts, including statements that relate to the mix of and demand for our products, performance of the markets in which we operate, our share repurchase program including the amount of shares to be repurchased and timing of such repurchases, our projected 2015 second-quarter and full-year financial performance and assumptions regarding our effective tax rate. These forward-looking statements are based on our current expectations and are subject to risks and uncertainties, which may cause actual results to differ materially from our current expectations. Such factors include, but are not limited to, global economic conditions, demand for our products and services, the impact of currency and tax law changes. Additional factors that could cause such differences can be found in our Form 10-K for the year ended December 31, 2014, and other SEC filings. We assume no obligation to update these forward-looking statements.

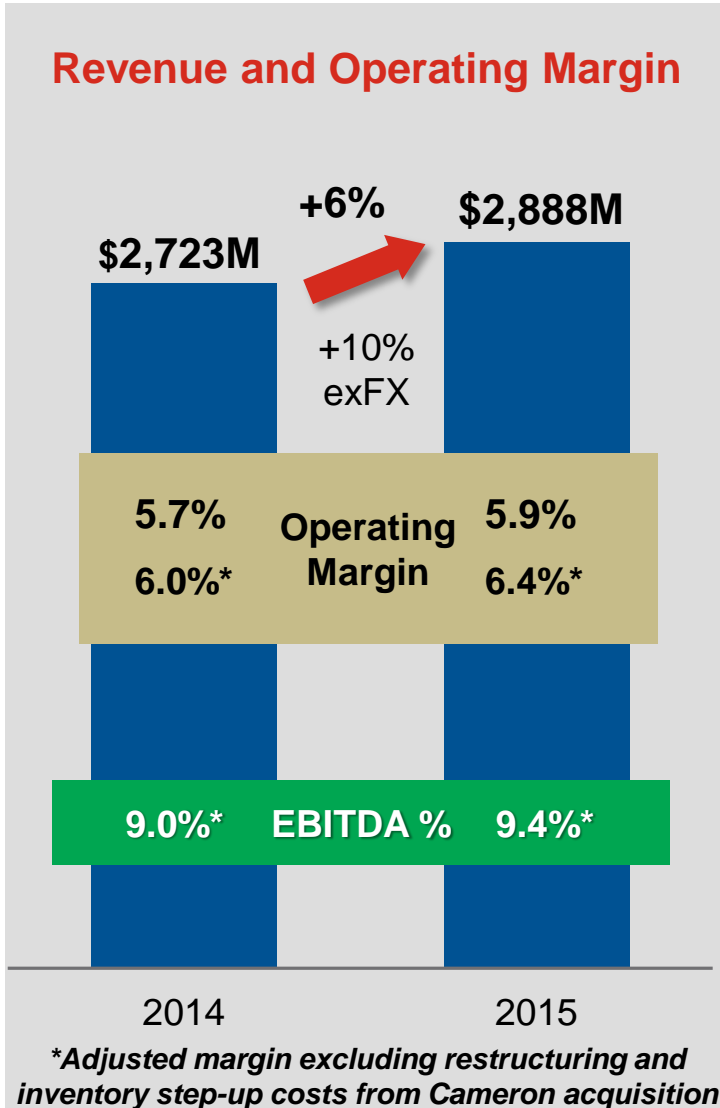
This presentation also includes adjusted non-GAAP financial information which should be considered supplemental to, not a substitute for, or superior to, the financial measure calculated in accordance with GAAP. Further information about the adjusted non-GAAP financial information is included in financial tables attached to the earnings news release that can be found at www.ingersollrand.com.

All data for beyond the first quarter of 2015 are estimates.

First-Quarter 2015



Revenue and Operating Margin



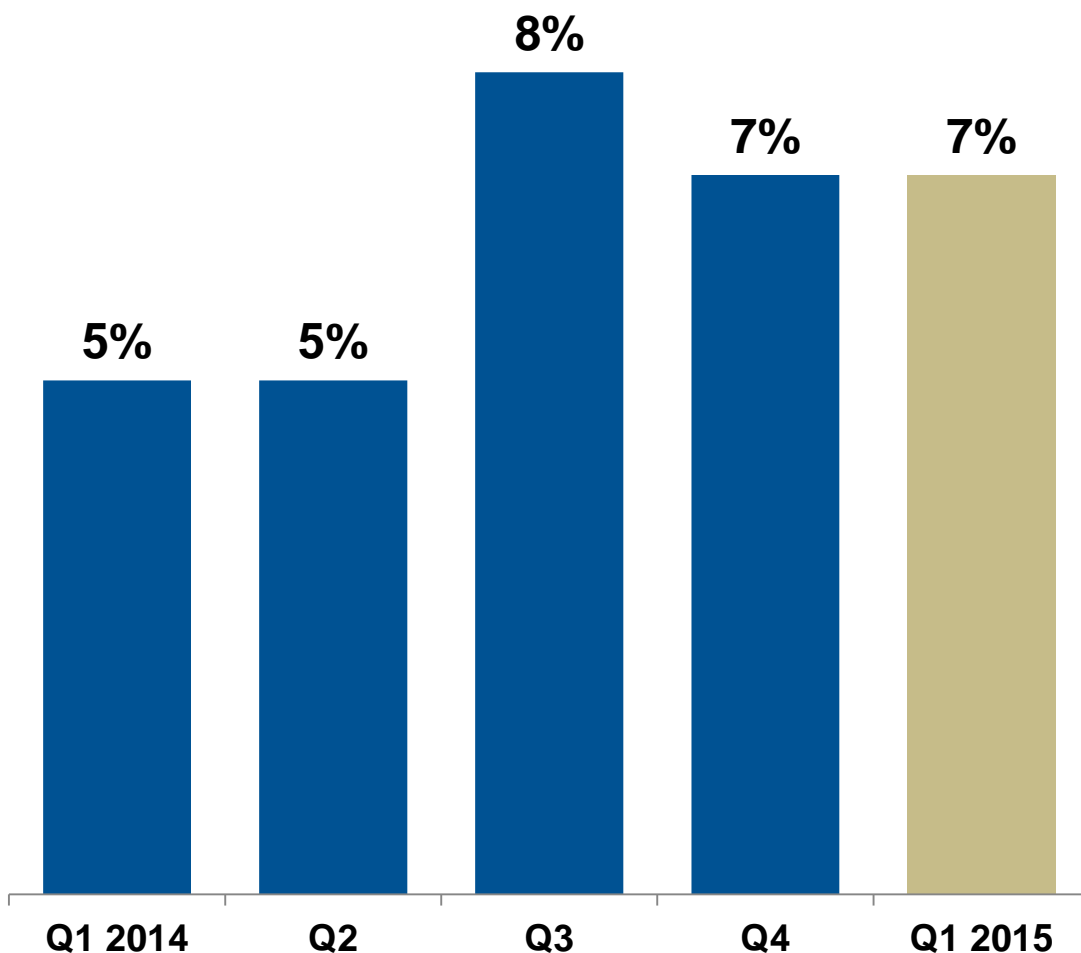
- Adjusted EPS from continuing ops: \$0.38 up by 31%
- Revenue of \$2,888M, up 6%, +10% exFX, organic revenue (exFX and acquisitions) up 8%
 - Strong growth in residential HVAC, N. America transport and commercial HVAC
- 3% increase in Q1 bookings, +7% exFX, +5% organic
- Adjusted operating margin 6.4%; up 40 bpts vs. Q1 2014
- Volume and productivity gains offset by inflation, negative FX, investment spending and purchase accounting impact
- Completed acquisitions of Cameron’s centrifugal compression division and FRIGOBLOCK transport refrigeration

Strong revenue growth and improved margins

Quarterly Year-Over-Year Order Change



Orders, % Change Excluding Currency



	Reported	ExFX
Q4 '13	5%	5%
Q1 '14	5%	5%
Q2	5%	5%
Q3	7%	8%
Q4	5%	7%
Q1 '15	3%	7%

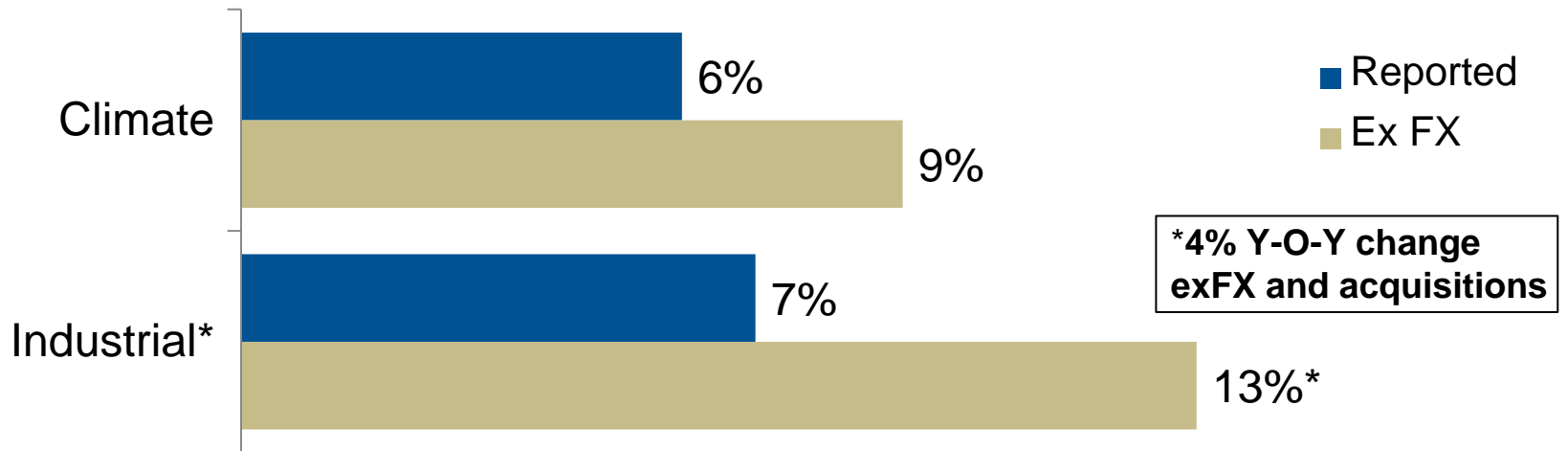
Q1 2015 % Change vs. Q1 2014		
	Reported	ExFX
Climate	2%	6%
Industrial	3%	9%
Total	3%	7%

Q1 orders up 5% exFX and acquisitions

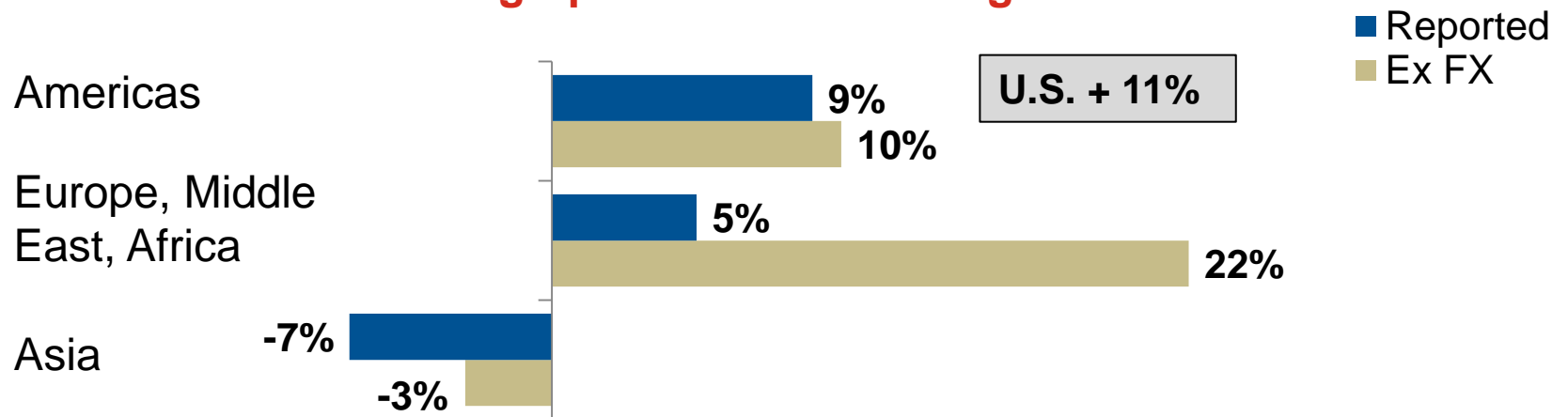
Q1 2015 Revenue Change



Segment Revenue Change



Geographic Revenue Change



Q1 revenue up 8% exFX and acquisitions

Q1 2015 Operating Margin

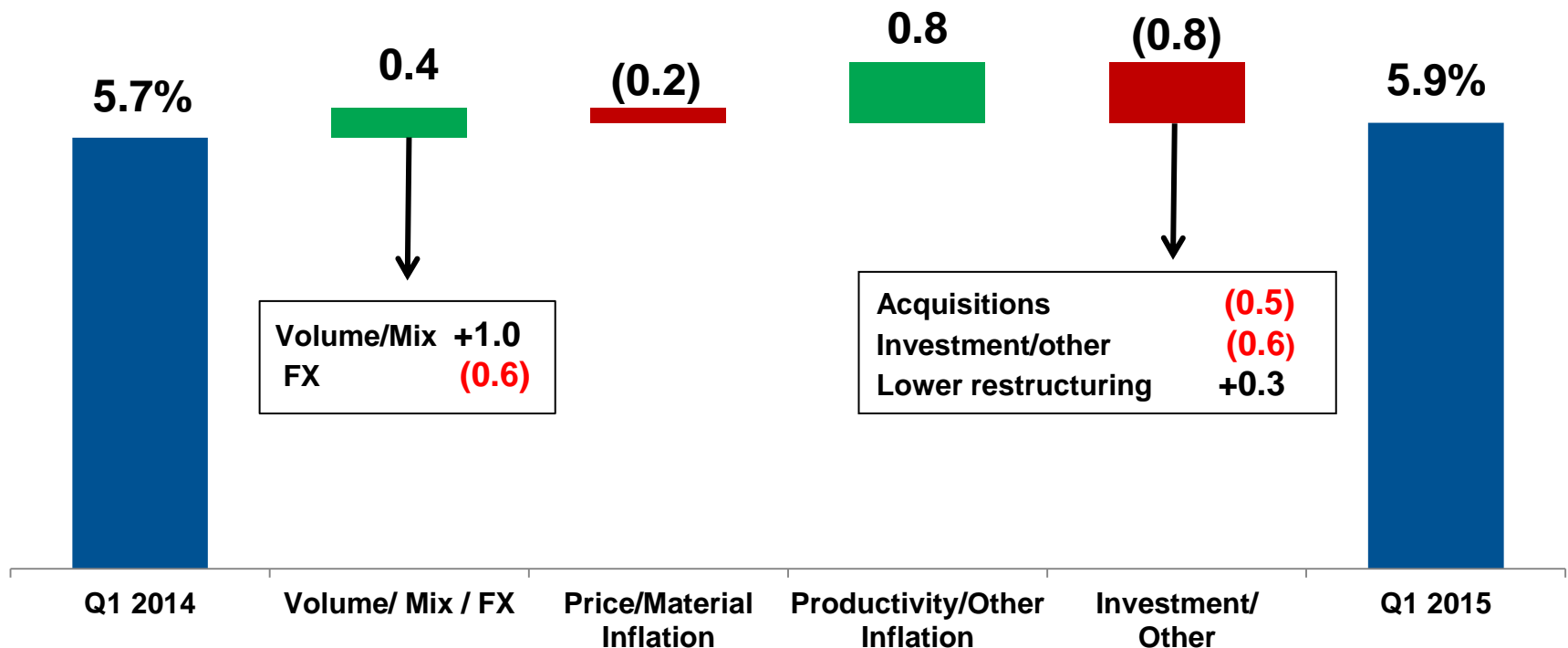


Operating Leverage

	Reported	Adjusted*
Year-Over-Year Revenue Change	\$165M	\$165M
Year-Over-Year Op. Income Change	\$ 16M	\$ 20M
Leverage	10%	12%

Segment Operating Leverage

	Adjusted*
Climate	14%
Industrial	10%
Operations	12%
- Organic**	20%



* Adjusted results exclude restructuring costs and acquisition related inventory step-up costs

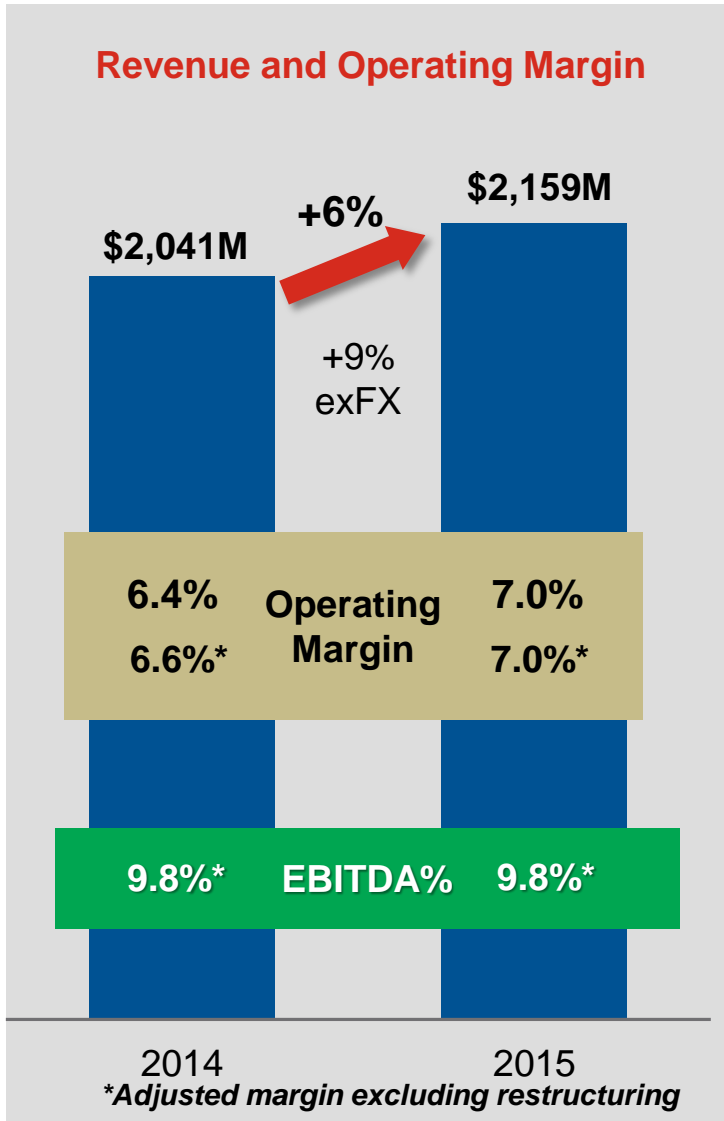
** Organic results exclude restructuring costs, acquisitions and currency

Climate Segment – Q1 2015

All Y-O-Y comparisons exclude the impact of currency



Revenue and Operating Margin

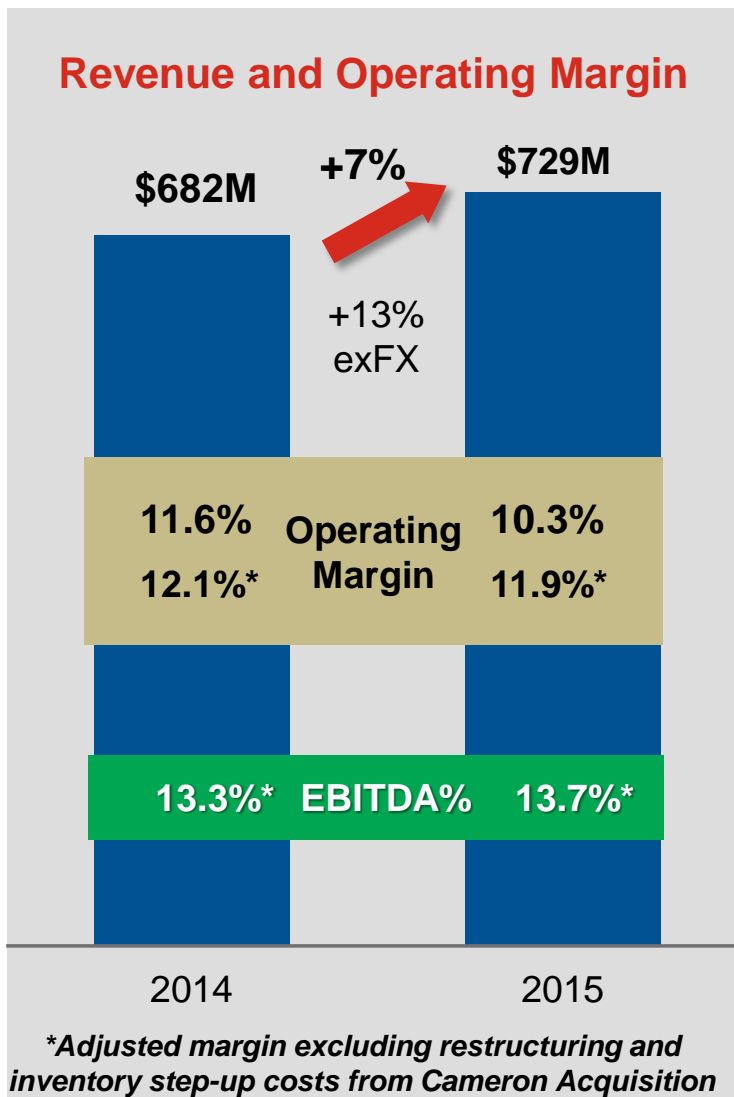


- Commercial HVAC bookings (exFX) up high-single digits; up high-single digits in Americas; up mid-single digits in Asia; up low-teens in EMEA.
- Commercial HVAC revenues up high-single digits (exFX)
 - Commercial equipment up high-single digits; growth in both unitary and applied
 - Parts, services, solutions up high-single digits
 - Revenues up high-single digits in the Americas, up high teens in EMEA, up low-single digits in Asia
- Thermo King bookings up high-single digits (exFX); gains in N. America and EMEA offsetting declines in L. America. Revenues (exFX) up mid-teens, strong N. America and high-single digit growth in EMEA
 - Truck and trailer sales (exFX) up mid-teens primarily from strong growth in North America
 - Marine equipment, APU and air & rail transport revenues up significantly compared with 2014
- Residential revenues up high-single digits; bookings negatively impacted by 4Q 2014 pre-shipments of air conditioners
- Operating margins increased 40 basis points. Margin gains from increased volumes and productivity, partially offset by inflation and currency

Improved margins in uneven end markets

Industrial Segment – Q1 2015

All Y-O-Y comparisons exclude the impact of currency and acquisitions



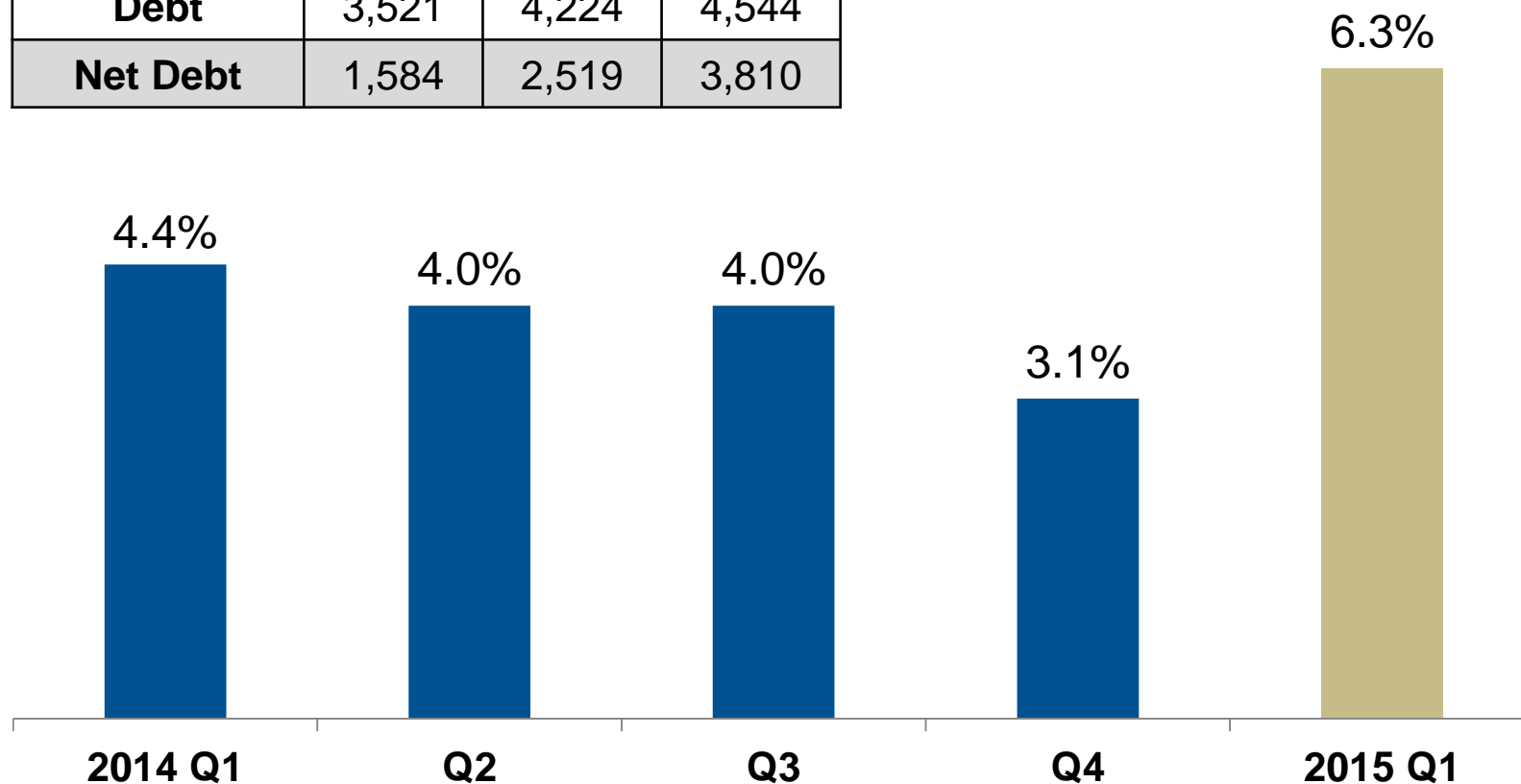
- Industrial organic bookings (exFX and acquisitions) up 2% and revenues up 4%
- Air and industrial products organic bookings and organic revenues both up low-single digits
 - Organic revenues up low-single digits in N. America, flat in overseas markets
- Club Car revenues (exFX) up high-teens from improved sales of golf cars and utility vehicles; orders (exFX) increased by high-single digits
- Adjusted Operating margin down slightly compared with last year
 - Volume, productivity gains and price were offset by negative currency, purchase accounting and inflation
 - Legacy business up 180 bpts excluding acquisitions and currency

Excluding acquisitions adjusted operating margin up 80 bpts

Working Capital as a % of Revenues



\$ Millions	YE 13	YE 14	Q1 15
Cash	1,937	1,705	734
Debt	3,521	4,224	4,544
Net Debt	1,584	2,519	3,810



2015 full-year free cash flow target \$950M to \$1.0B

Full-Year 2015 Forecast



	Y-O-Y Revenue Change	Markets	Adjusted Operating Margin
Climate – Reported – Organic--ExFX	2% to 3% 4% to 5%	<ul style="list-style-type: none"> • Commercial HVAC equipment replacement and aftermarket growing low to mid-single digits • Transport mid-single digit growth in N. America and low-single digit decline Europe • Continued strength in U.S. residential builder and moderate replacement market demand 	12.5% to 13.5%
Industrial – Reported – Organic FX[-3%]and Cameron[+12%]	13% to 14% 4% to 5%	<ul style="list-style-type: none"> • Slow worldwide industrial new equipment and aftermarket growth • Golf market up low-single digits 	14.5% to 15.5%*
Total Reported Organic	4% to 5% 4% to 5%	+3% for acquisitions and -3% for FX	11% to 12%*

*Includes Cameron operating results plus acquisition-related amortization costs of ~\$6 million per quarter and excludes inventory step-up costs of ~\$12 million for both Q1 and Q2

Forecast 2015



	Full Year	Q2
Y-O-Y reported revenue change	4% to 5%	4% to 5%
<ul style="list-style-type: none"> • Organic • Currency • Acquisitions 	4% to 5% -3% +3%	5% to 6% -4% +3%
EPS continuing – reported*	\$3.42 to \$3.60	\$1.14 to \$1.18
Cameron acquisition inventory step-up costs – add back	(0.06)	(0.03)
Venezuela currency – add back	(0.13)	-----
Restructuring – add back	(0.02 to 0.05)	(0.01)
EPS continuing – adjusted	\$3.66 to \$3.81	\$1.18 to \$1.22
EPS – discontinued	\$(0.05)	\$(0.01)
Shares – Millions	~270	~270
Tax rate	25%	25%

*Includes Cameron operating results, acquisition-related amortization costs of ~\$6 million (EPS of \$0.016) per quarter for Q1 and Q2, inventory step-up costs of ~\$12 million (EPS of \$0.03) per quarter. Also includes ~\$42.6 million of costs (EPS of \$0.13) related to the devaluation of the Venezuelan Bolivar



Appendix

Q2 2015 Guidance Bridge



2014 EPS Continuing Operations	\$1.13
Restructuring costs	(0.01)
Operations improvement	\$0.16 to \$0.20
Investments	(0.05)
Currency	(0.08)
Cameron acquisition net impact*	(0.01)
EPS Continuing Reported	<u>1.14 to 1.18</u>
2015 Cameron inventory step-up costs and restructuring (add back)	<u>(0.04)</u>
Adjusted EPS	\$1.18 to \$1.22

*Includes Cameron operating results, acquisition-related amortization costs of ~\$6 million (EPS of \$0.016) per quarter and inventory step-up costs of ~\$12 million (EPS of \$0.03) in Q2

Q2 2015 revenue forecast ~\$3.7B; Adjusted EPS \$1.18 to \$1.22

Q1 2015 Y-O-Y Revenue Change

	Reported	exFX	exFX and Acquisitions
Climate			
-Commercial HVAC	Mid-single	High-single	-----
-Thermo King	High-single	Mid-teens	-----
-Residential	High-single	High-single	-----
Total Climate	6%	9%	-----
Industrial			
-Air & Industrial	Mid-single	Low-teens	Low-single
-Club Car	Mid-teens	High-teens	-----
Total Industrial	7%	13%	4%
Total Company	6%	10%	8%

Year-Over-Year Revenue Change



Reported	2013		2014				2015	
	<u>FY</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	
Climate	4%	4%	4%	6%	5%	5%	6%	
Industrial	Flat	Flat	4%	3%	3%	3%	7%	
Total Ingersoll Rand	3%	3%	4%	5%	5%	4%	6%	

	2013		2014				2015	
exFX	<u>FY</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	
Climate	4%	5%	4%	6%	7%	6%	9%	
Industrial	(1%)	Flat	4%	3%	6%	3%	13%	
Total Ingersoll Rand	3%	4%	4%	6%	7%	5%	10%	

Q1 revenue up 8% exFX and acquisitions

