

FLOWSERVE CORPORATION

(NYSE: FLS)

Baird 2013 Industrial Conference

November 6, 2013

Safe Harbor Statement

Safe Harbor Statement: This presentation includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, as amended. Words or phrases such as, “may,” “should,” “expects,” “could,” “intends,” “plans,” “anticipates,” “estimates,” “believes,” “forecasts,” “predicts” or other similar expressions are intended to identify forward-looking statements, which include, without limitation, earnings forecasts, statements relating to our business strategy and statements of expectations, beliefs, future plans and strategies and anticipated developments concerning our industry, business, operations and financial performance and condition.

The forward-looking statements included in this presentation are based on our current expectations, projections, estimates and assumptions. These statements are only predictions, not guarantees. Such forward-looking statements are subject to numerous risks and uncertainties that are difficult to predict. These risks and uncertainties may cause actual results to differ materially from what is forecast in such forward-looking statements, and include, without limitation, the following: a portion of our bookings may not lead to completed sales, and our ability to convert bookings into revenues at acceptable profit margins; changes in the global financial markets and the availability of capital and the potential for unexpected cancellations or delays of customer orders in our reported backlog; our dependence on our customers’ ability to make required capital investment and maintenance expenditures; risks associated with cost overruns on fixed-fee projects and in taking customer orders for large complex custom engineered products; the substantial dependence of our sales on the success of the oil and gas, chemical, power generation and water management industries; the adverse impact of volatile raw materials prices on our products and operating margins; our ability to execute and realize the expected financial benefits from our strategic realignment initiatives; economic, political and other risks associated with our international operations, including military actions or trade embargoes that could affect customer markets, particularly Middle Eastern markets and global oil and gas producers, and non-compliance with U.S. export/re-export control, foreign corrupt practice laws, economic sanctions and import laws and regulations; our exposure to fluctuations in foreign currency exchange rates, including in hyperinflationary countries such as Venezuela; our furnishing of products and services to nuclear power plant facilities and other critical processes; potential adverse consequences resulting from litigation to which we are a party, such as litigation involving asbestos-containing material claims; a foreign government investigation regarding our participation in the United Nations Oil-for-Food Program; expectations regarding acquisitions and the integration of acquired businesses; our relative geographical profitability and its impact on our utilization of deferred tax assets, including foreign tax credits; the potential adverse impact of an impairment in the carrying value of goodwill or other intangible assets; our dependence upon third-party suppliers whose failure to perform timely could adversely affect our business operations; the highly competitive nature of the markets in which we operate; environmental compliance costs and liabilities; potential work stoppages and other labor matters; our inability to protect our intellectual property in the U.S., as well as in foreign countries; obligations under our defined benefit pension plans; and other factors described from time to time in our filings with the Securities and Exchange Commission.

All forward-looking statements included in this presentation are based on information available to us on the date hereof, and we assume no obligation to update any forward-looking statement.

Flowserve Corporation

- **Leading manufacturer and aftermarket service provider of comprehensive flow control systems**
 - History dates back to 1790 with more than 50 well-respected brands such as Worthington, IDP, Valtek, Limitorque, Durco and Edward
- **Develop and manufacture and repair precision-engineered flow control equipment for customer's critical processes**
 - Portfolio includes pumps, valves, seals and support systems, automation and aftermarket services supporting global infrastructure industries
 - Focused on oil & gas, power, chemical, water and general industries
- **Worldwide presence with approximately 17,000 employees**
 - 66 manufacturing facilities and 177 aftermarket Quick Response Centers (QRCs) with Flowserve employees in more than 50 countries
- **Long-term relationships with leading energy customers**
 - National and international oil & gas, chemical and power companies, engineering & construction firms, and global distributors
- **Established commitment to safety, customer service and quality with a strong ethical and compliance culture**



Investment Highlights

- Focused flow control provider engaged primarily in energy infrastructure markets
- Diversified business model provides stability and foundation for earnings growth and cash flow generation
 - Broad portfolio of distinguished brand names that are well recognized in the industry
 - Over 10,000 customers globally buy our products and services, both directly and indirectly
 - Benefit from global geographic exposure and mix of industries served
 - Combination of short-cycle and large, late-cycle original equipment with strong recurring aftermarket
- Focus on operational excellence - margin expansion and cash flow improvement
- Experienced, shareholder focused leadership team - **“One Flowserve”**
- Growth pursued through innovation, expanding capabilities and strategic investments, primarily in emerging markets
- Disciplined capital allocation with emphasis on disciplined growth and returning value to the shareholder
- Leverage earnings power of improving operating platform

Momentum building as operational improvements position us to capitalize on expected global energy infrastructure investment

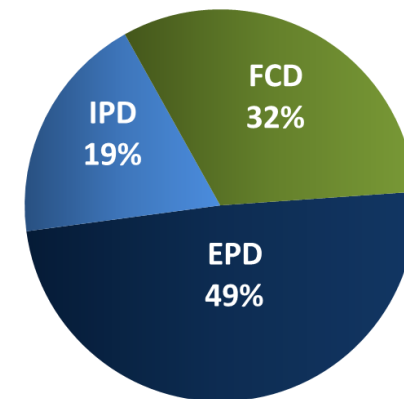
Balanced Platform, Lower Risk, Stable Earnings & Positioned for Growth

Flowserve has a diverse mix of products, end markets and geographic exposures which has provided earnings stability through the cycle and decreases the overall earnings risk profile

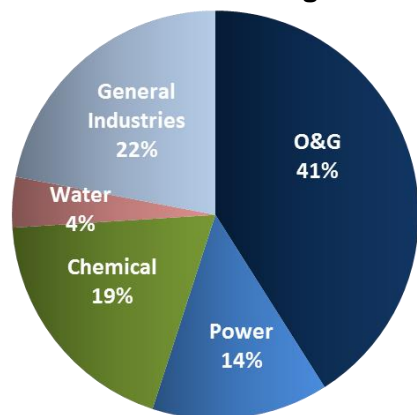
Operating Segments

- Engineered Product Division (EPD) - highly-engineered pumps, seals and systems
- Industrial Product Division (IPD) - pre-configured pumps and systems
- Flow Control Division (FCD) - industrial valves and automation solutions

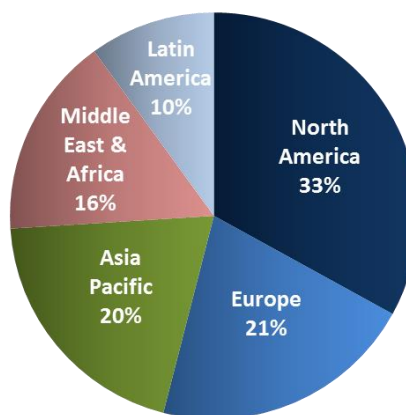
Segment Breakdown
2012 Sales Mix



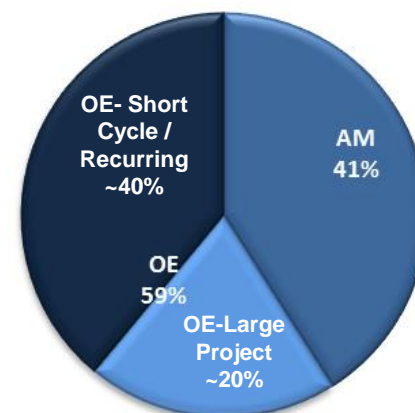
Energy-focused End Markets
2012 Bookings



Geographic Exposure
2012 Sales

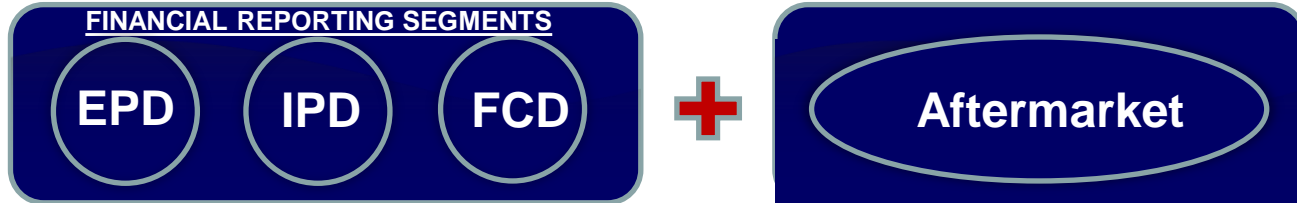


Diverse OE / AM Mix
2012 Sales



Balanced flow control portfolio of products and aftermarket services provides diversification and reduces earnings risk profile

One Flowserve to Global Customers



Common Customers



Common Markets

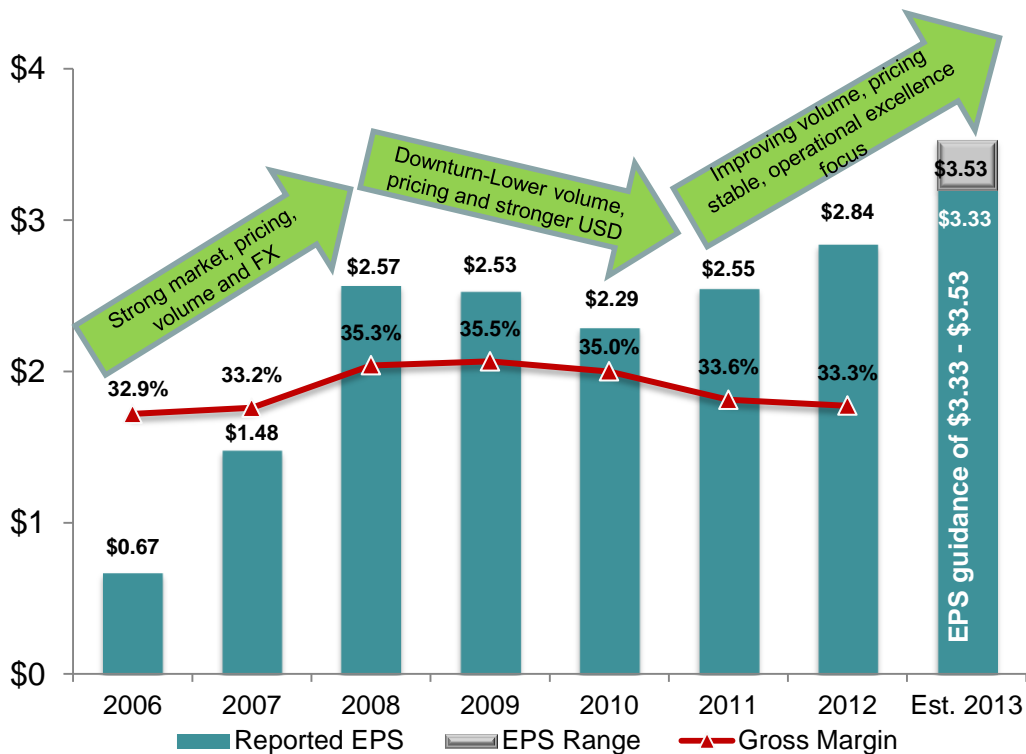


Global Trends

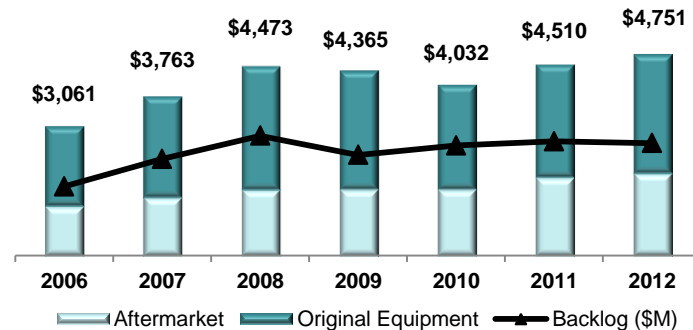
- Energy Efficiency
- Demographic Shifts
- Localization
- Life Cycle Cost
- Emerging Markets Capture
- Value Stream
- Aging Infrastructure
- Independence
- Economic Growth

One Flowserve approach delivers full suite of original equipment and aftermarket products and services to meet customer needs

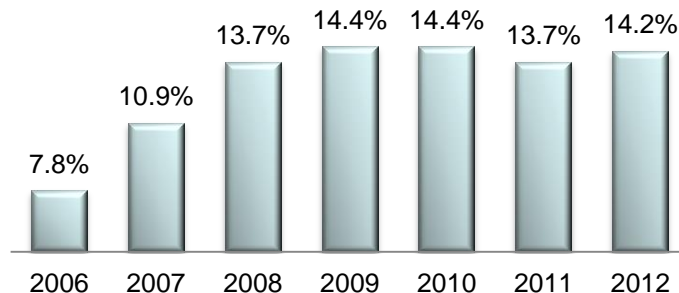
Diverse Exposures and Disciplined Investment Delivers Earnings Stability and Supports Growth



Sales (\$M)



Operating Margin (%)

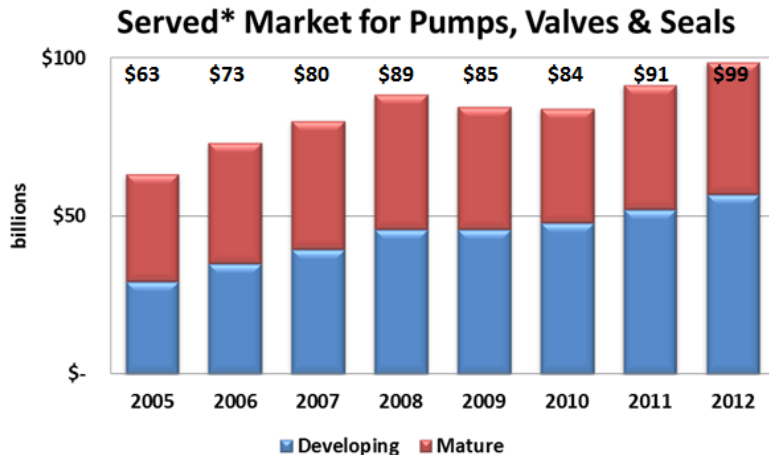


- Diversity provides stable earnings and margins through cycle, despite significant pricing impacts in the large OE business
- Aftermarket spend remains solid through challenging cycles and large project delays
 - Large OE projects are often subject to delays that can impact earnings, but typically represent only 20-25% of our business

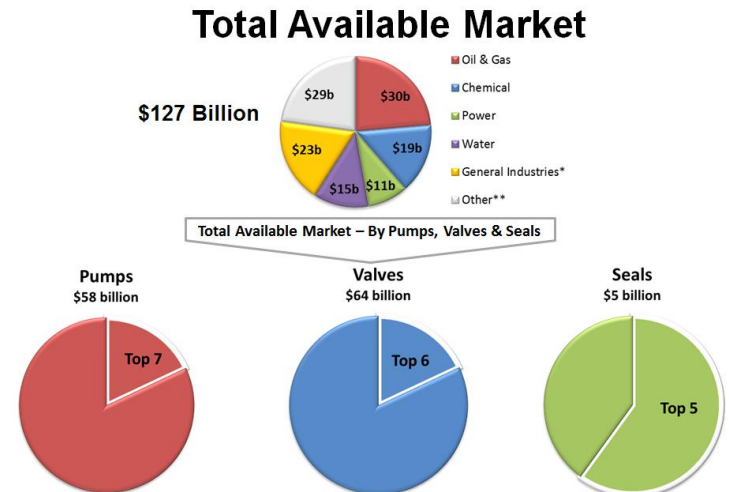
Stability through trough implies margin leverage potential

Flowserve's Served Market

- Flowserve serves the market with a broad range of flow control products
- Flowserve's served markets represent approximately 75% of the total available market
- Pump, valve & seal spend is increasingly taking place in developing regions
- Developing markets accounted for about 58% of spend in 2012



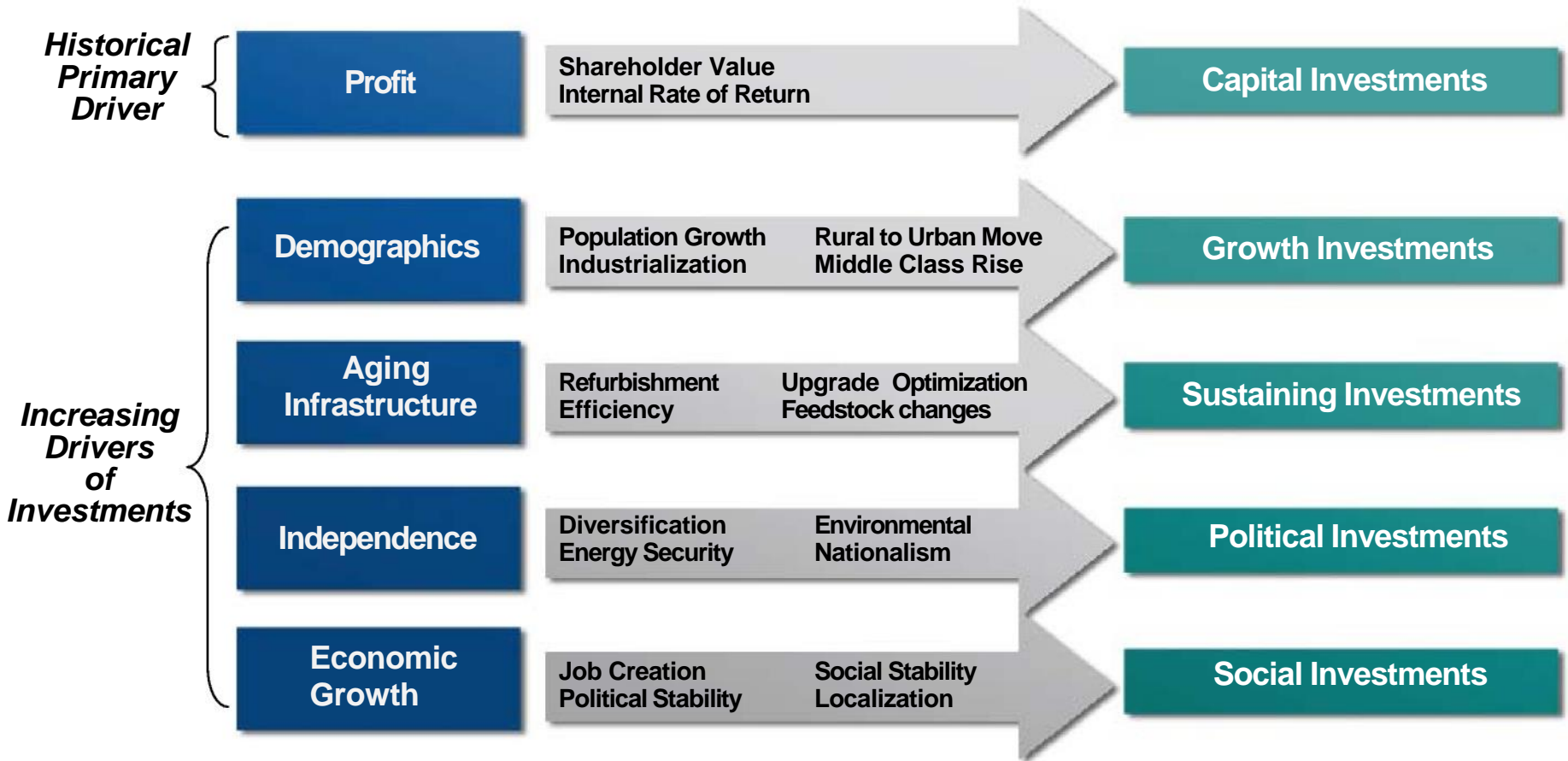
Source: European Industrial Forecasting
 *Includes oil & gas, chemical, power, water & general industries; excludes building & construction, marine & other



Source: European Industrial Forecasting, company reports and internal estimates; *General Industries: Mining, Pulp & Paper and Food & Beverage; **Other: Building & Construction, Marine and other

Pump, valve & seal spend shifting toward developing markets, but significant opportunities found in both developing & mature regions

Long Cycle Infrastructure Investment Drivers



Motivation for infrastructure investments now reflect other critical drivers

Attributes of Products / Services

- **Broad portfolio of flow control products**
- **The product must work when put into critical services**
 - Nuclear Plants
 - Refineries
 - Transmission Lines
 - Chemical Plants, etc.
- **On-Time Delivery is critical to meet schedules**
- **Aftermarket Services Life-Cycle is 40-50 years**
 - Localized presence
 - Upgrades and re-rates
 - History of service
 - Break-fix
 - Condition-based maintenance

24" Main Steam Isolation Valve



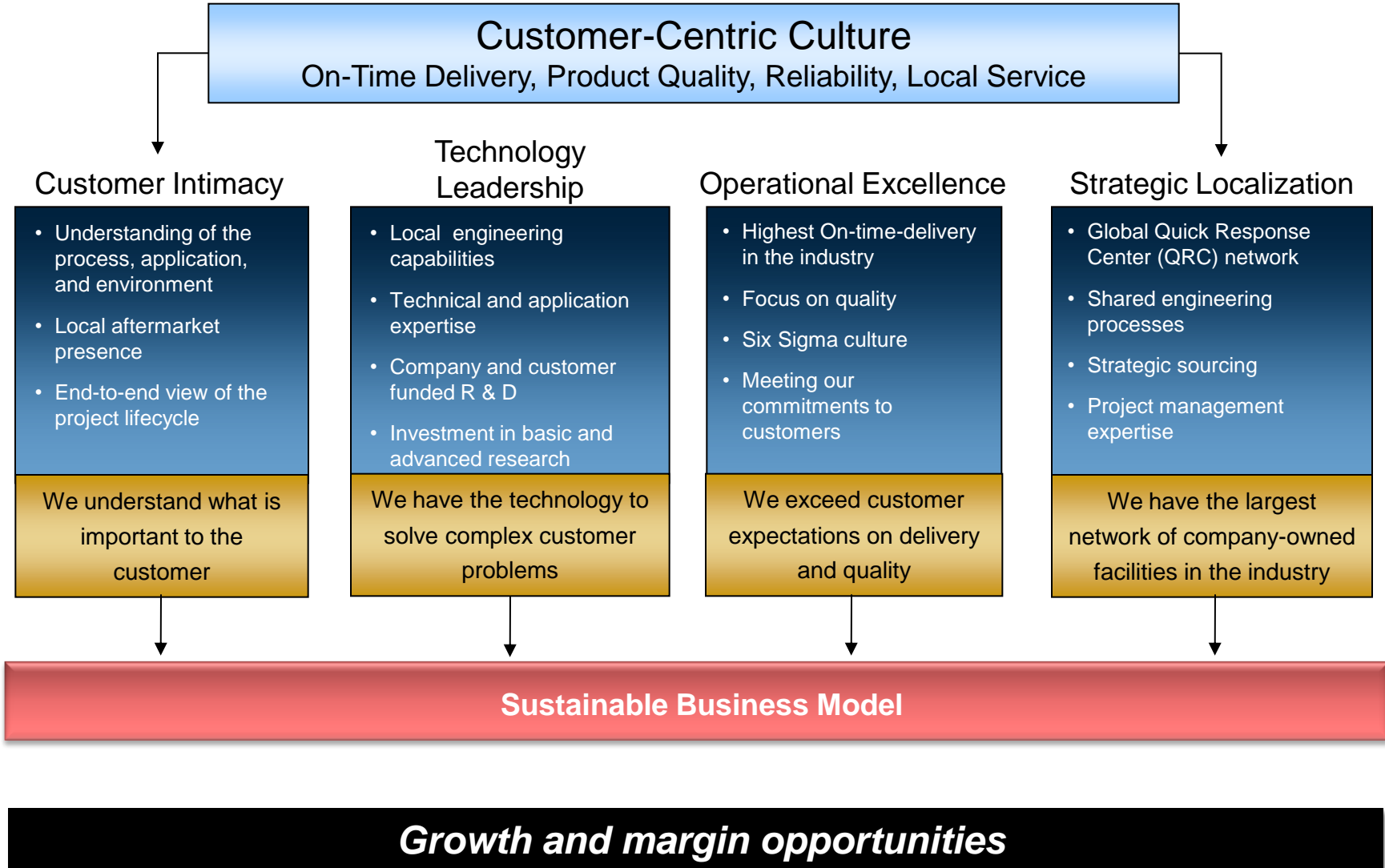
WCC Multistage Barrel Pump



ISC2 Mechanical Seal

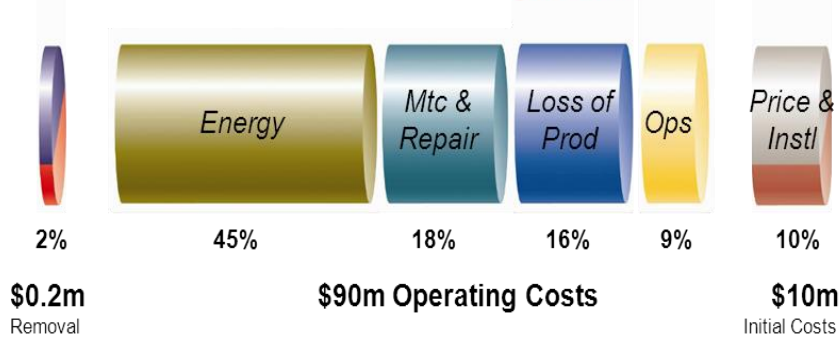
Providing the right product at the right time for the most critical applications

The Flowserve Difference



Customer Intimacy Provides Aftermarket Opportunities

Typical Refining Pump Life Cycle Costs

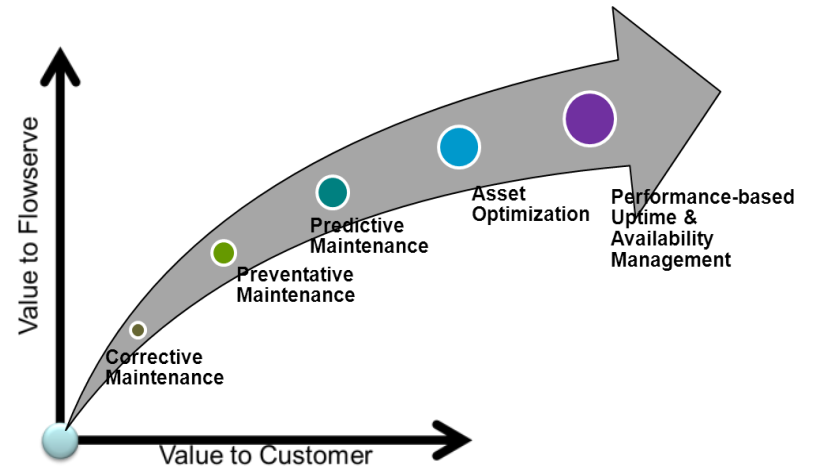
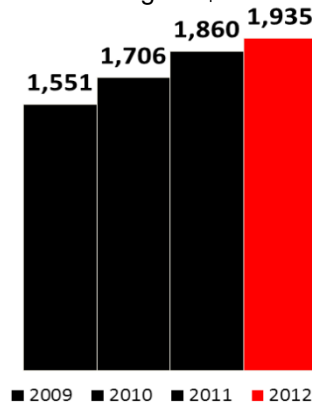


End user customers typically experience approximately 9 times the initial purchase and installation costs over the equipment's operating life

End user customers vary in maintenance philosophies

2009 – 2012 AM CAGR = 7.7%

AM Bookings in \$Millions

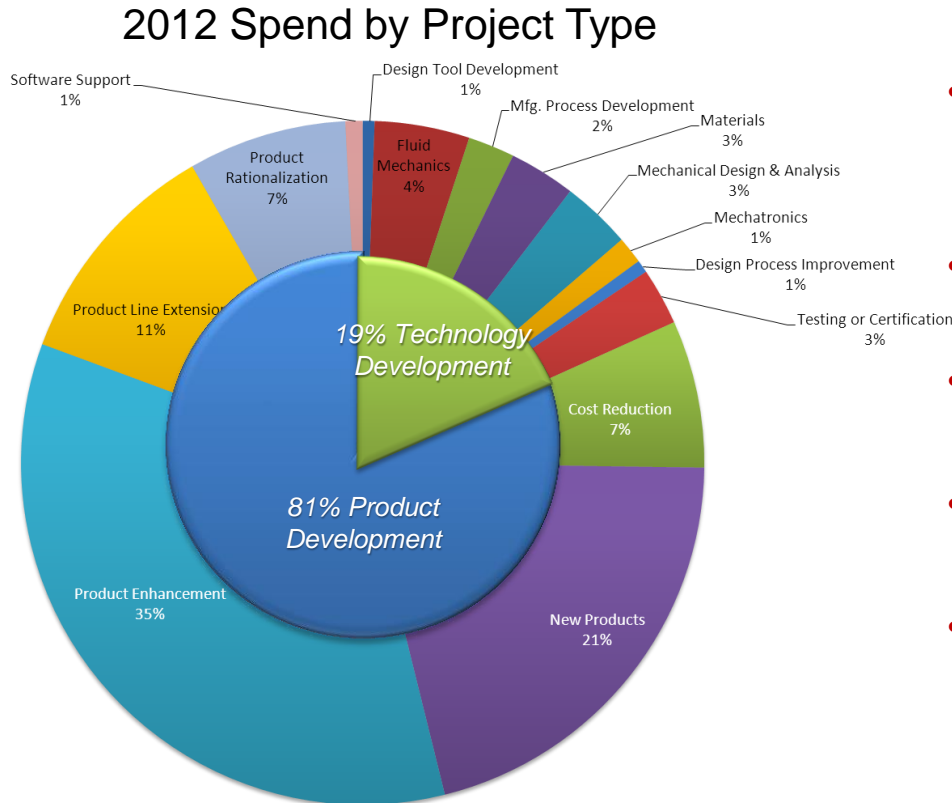


FLS Services & Solutions business drives aftermarket growth

Leveraging large projects, run rate and aftermarket opportunities over the 40 to 50 year life cycle

Technology Leadership

Focus on Research and Development



- Enhanced standards compliance
- New Product Development
- Advanced Materials
- Product Cost Reduction
- Customer co-funded development

A balanced approach between basic research, applied product development, and customer co-funded development keeps us a leader of the industry

Focused on Key Metrics and Processes

Supply Chain



Quality



obvious failure costs

hidden failure costs

Focus	KPI
Working Capital	Inventory Turns
	Days Payable Outstanding
Material Cost	Delivered net cost savings YOY
	Low Cost Sourcing
Delivery	Supplier OTD%
	Intercompany OTD
Supplier Quality	Supplier COPQ

Customer Focus Initiative...

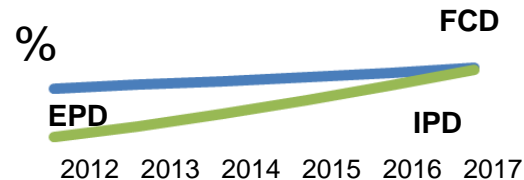
Serve. It's in everything we do.

RESPONSIVE QUALITY ON TIME OWNERSHIP

FLOWSERVE Experience In Motion



Low Cost Sourcing Spend
(% of total spend)



Strategic initiatives aligned to deliver KPI's

Strategic Localization: Key to Accelerated Growth

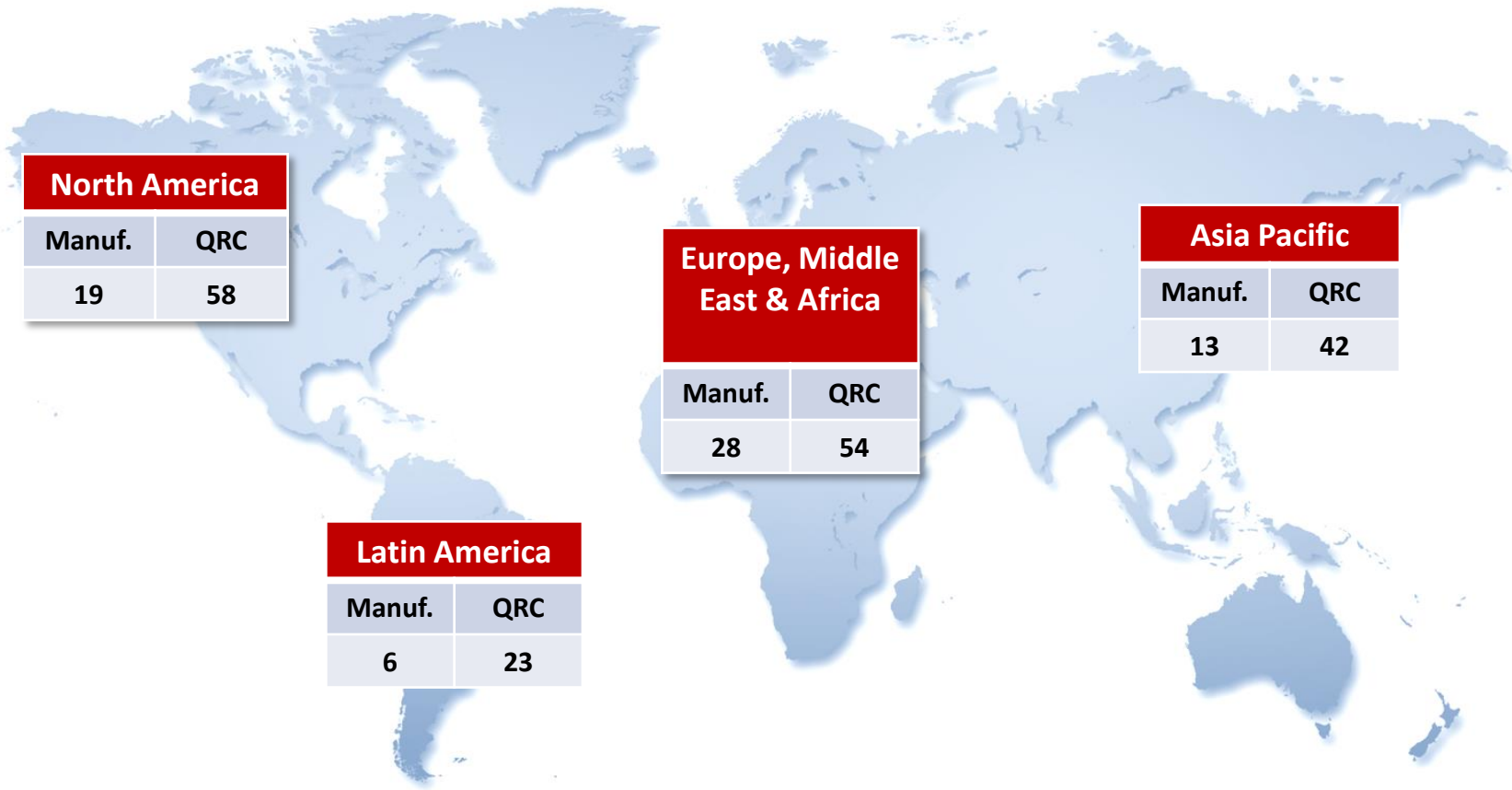
Brazil
Russia
India
China
Middle East



Focus Areas	Enablers	Key Initiatives
Product Localization	LPO/SPO Execution	Suzhou, Coimbatore, Rio, Santa Clara, Al Rushaid
Global Aftermarket	QRC Networks	Expanded and new QRC's (Russia, China, India, Africa)
Manufacturing Footprint	Facility Capital Investment	Coimbatore, Suzhou, Rio manufacturing expansions
Regional Technical Skill Development	Talent Acquisition, Training and Retention	Localized employee training programs
Low Cost Sourcing	Supply Chain Development	China and India Sourcing Programs

Building local capabilities is foundational to our global plan

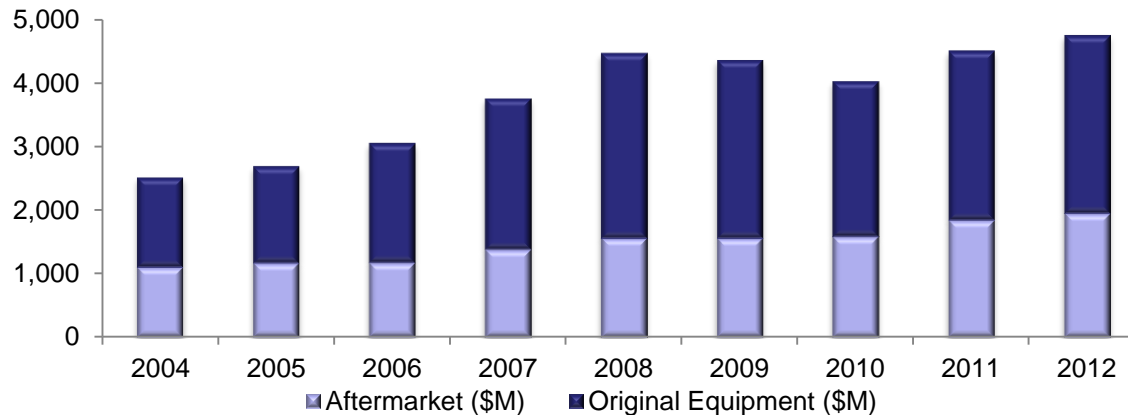
Strategically Located FLS Footprint



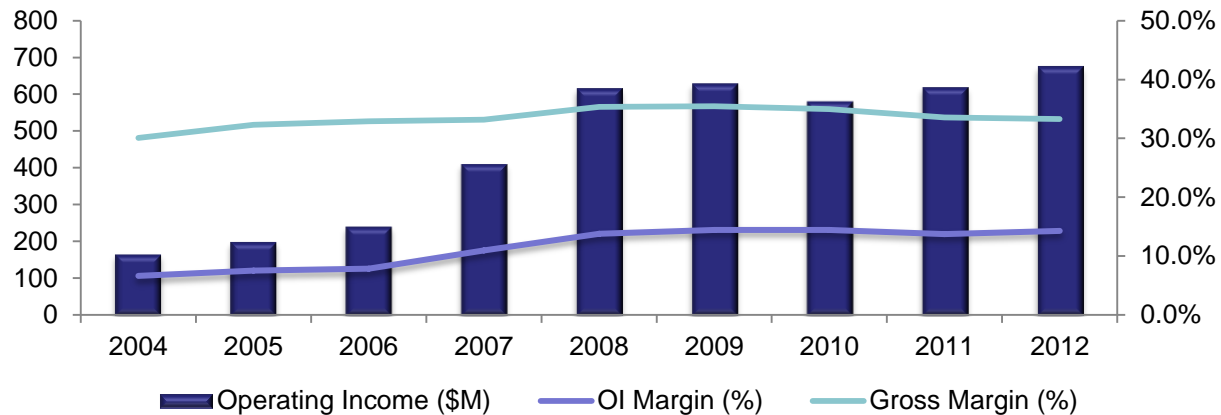
Structured for Growth
66 Manufacturing / 177 QRC Sites Globally
*Excludes non-consolidated JV operations

Strong Annual Financial Performance

Sales



Operating Results

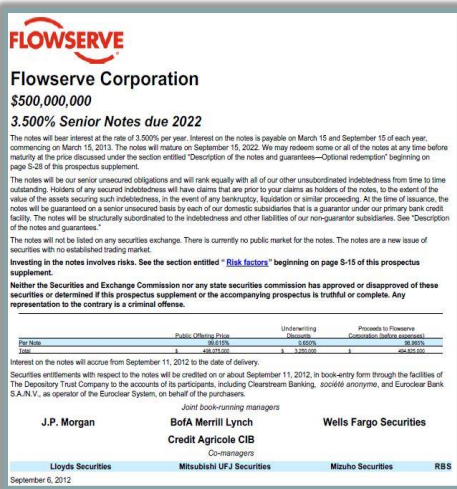
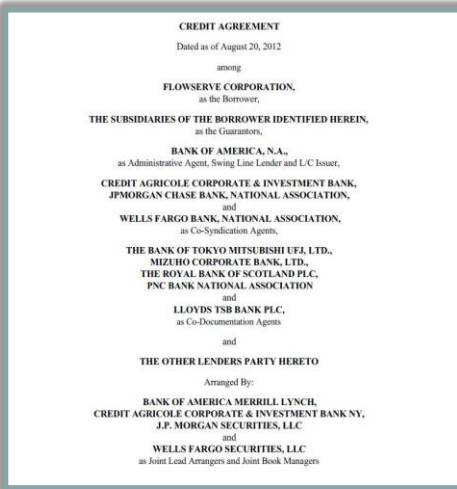


Strategic Approach to Deploying Capital

- Capital spending focused on most accretive, long-term investment in both the operating platform and returning capital to the shareholder
 - Capital expenditures made to support ongoing revenue & earnings growth
 - Shareholder payout ratio of 40 – 50% for dividends and share repurchases, following completion of \$1 billion repurchase program
 - Debt level expected to remain within stated 1-to-2x Debt to EBITDA leverage target

Category	2006-2012	% of Total
Share Repurchases & Dividends	\$1.62B	48%
Capital Expenditures	\$744M	22%
Acquisitions, net of divestitures	\$278M	8%
Debt Payment & Elimination of Factoring	\$252M	7%
U.S. Pension Contributions	\$237M	7%
Realignment	\$77M	2%
Increase in Cash	\$208M	6%

Progress on Capital Structure



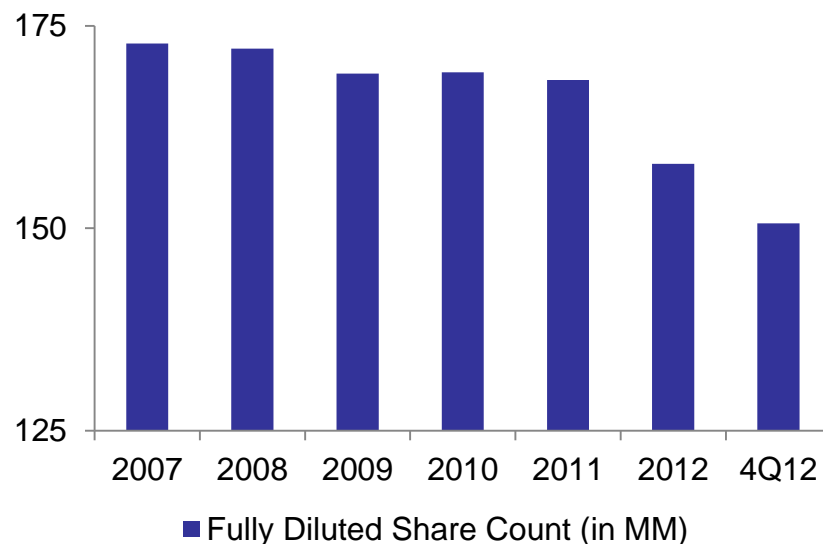
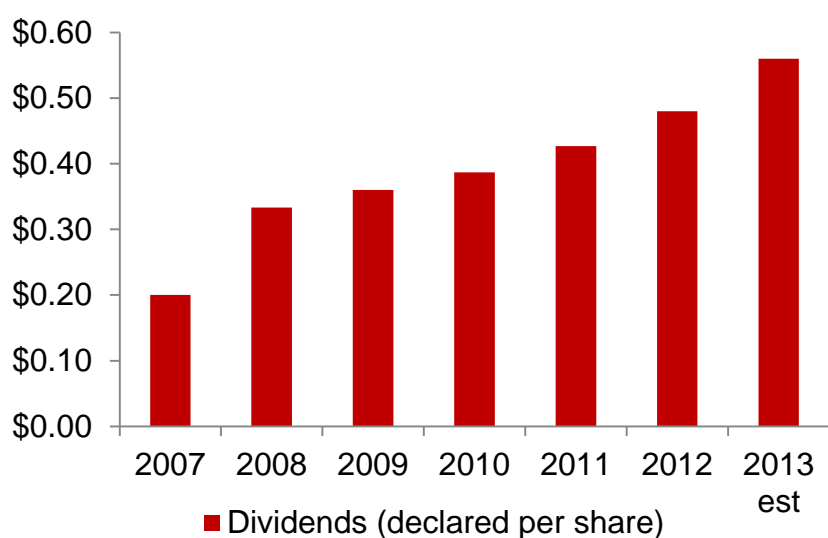
- Upgraded to “investment grade” by all major rating agencies in 2012, and were further upgraded by Moody’s and Fitch in 2013 to Baa2 and BBB, respectively



- Completed new \$1.25 billion, 5-year credit facility in 2012
 - Recently increased revolver capacity from \$850 million to \$1 billion and extended term to 2018
- Issued \$500 million of 10-year, 3.5% senior notes in 2012
 - In October 2013 completed \$300 million offering of 10-year, 4.00% senior notes
- Returned nearly \$850 million to shareholders during the year 2012, including \$300 million ASR program; returned \$427 million year-to-date 2013
- Year-end leverage of 1.2x EBITDA; at low end of 1-to-2x target
- Announced additional corporate actions in February 2013
 - Replenished stock repurchase program of \$750 million, \$473 remaining at end of Q3
 - Dividend increase of 16.7% to 42 cents per quarter, and
 - A 3-for-1 stock split, executed in June 2013
- Completion of \$1 billion share repurchase plan in 1H13
 - Afterwards, resumed policy of returning 40-50% of 2-year average net income through share repurchases and dividends

Consistent Returns to Shareholders *

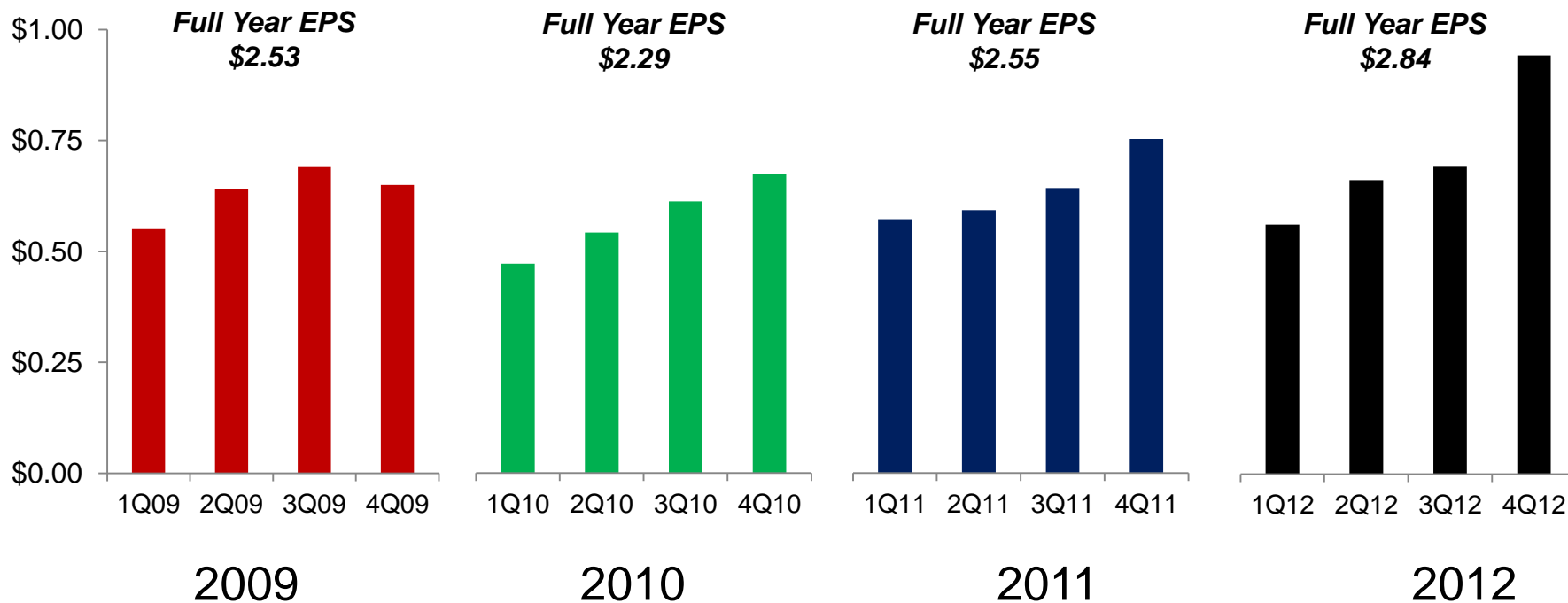
- Annual declared dividends increased 180% to the anticipated \$0.56 per share in 2013 from \$0.20 per share in 2007
- Repurchased approximately \$1.3 billion of shares from 2006 to early 2013, reducing total diluted share count by nearly 15% since 2005



*** Dividends and share count adjusted to reflect 3-for-1 stock split effective June 21, 2013**

EPS Seasonally Second-Half Weighted *

(Quarterly Earnings Per Share - diluted)



Earnings continue to be seasonal, but as aftermarket and run-rate business has grown, we are see a “level loading” of our business

* EPS and share count adjusted to reflect 3-for-1 stock split effective June 21, 2013

Q3 2013 Financial Highlights

- Reported EPS* of \$0.90, compares favorably to Q3 2012 reported EPS of \$0.69. Q3 2012 included \$0.04 of currency related expenses in Other Income / (Expense), net
- Bookings of \$1.23 billion, up 3.7% versus prior year, or 3.4% on a constant currency basis
 - Bookings growth driven by increased original equipment bookings of 5.6%
 - Aftermarket bookings of \$479 million increased 0.9%, or 1.9% on a constant currency basis, driven by strength in IPD, partially offset by decline FCD
 - While no large projects were booked in Q3, we received a few medium size projects that drove strong original equipment bookings growth
 - Strength in power and chemical markets more than offset lower bookings in oil and gas as a result of orders in excess of \$90 million in 2012 for offshore oil and gas equipment
- Gross margin of 34.4%, up 100 basis points versus prior year
 - Improvement driven by 200 and 120 basis point increases in FCD and IPD, respectively
- Operating margin of 15.7%, up 150 basis points versus prior year
 - Improvement driven by 220 and 210 basis point increases in EPD and FCD, respectively, and 120 basis point gross margin increase in IPD
 - SG&A as a percent of sales decreased 70 bps to 18.8%

*Calculated using Q3 2013 fully diluted shares of 141.1 million

Business Outlook

- Momentum continues to build on success of ***One Flowserve*** initiatives driving structural improvement through our operations
 - Internal focus since 2012 delivering operational and margin improvement
 - Improved platform efficiency has us well positioned to meet customer requirements and capture expected large project activity
 - Better positioned to leverage bolt-on acquisitions across manufacturing and QRC footprint
- Processes embedded to ensure disciplined project pursuit will continue driving backlog quality and profitable growth
- Diverse end market and geographic exposures continue to dampen risk and volatility as improved project activity is anticipated, particularly in North America
- Disciplined cost culture focus furthering impressive leverage and flow through

2013 Guidance Range

2013 EPS ¹	\$3.33 – \$3.53
Revenue Growth ²	4 – 6%
Tax Rate	~31%
Capital Expenditures	\$120 – \$130M
Pension Contributions	\$25 – \$30M
Capital Returned to Shareholders ³	\$425 – \$475M
<i>Longer Term Guidance:</i>	
1-2 Year Operating Margin Improvement (from 2012 levels)	100 – 200 bps
SG&A as a Percent of Sales	18%

¹ Bottom end of range increased to \$3.33 from \$3.20 on October 24, 2013. Includes \$0.09 net gain on joint venture transactions and \$0.09 of negative currency impacts in 2013 not anticipated in original guidance. Similar to recent years, 2013 earnings will be second half weighted.

² Does not assume impact of potential acquisitions which may arise

³ Includes dividend and completion of \$1 billion buyback plan, followed by return of 40 - 50% of 2 year average of net earnings to shareholders annually

Disciplined Profitable Growth and Long Term Shareholder Value Creation

- Unified, “***One Flowserve***” leadership drives disciplined growth and operational excellence across platform
- Demonstrated growth and stable earnings, through the cycle, is a result of our diversity: products, services and geographic exposures
- Business model focused upon:
 - Disciplined approach to top-line growth – organic & bolt-on acquisitions
 - Cost control – both in COGS and SG&A
 - Driving significant margin opportunities and realizing propensity of this business
 - Enhanced by consistent capital allocation policy
 - Delivers powerful EPS potential
- Flowserve is committed to creating shareholder value

Flowserve Investor Relations Contacts:

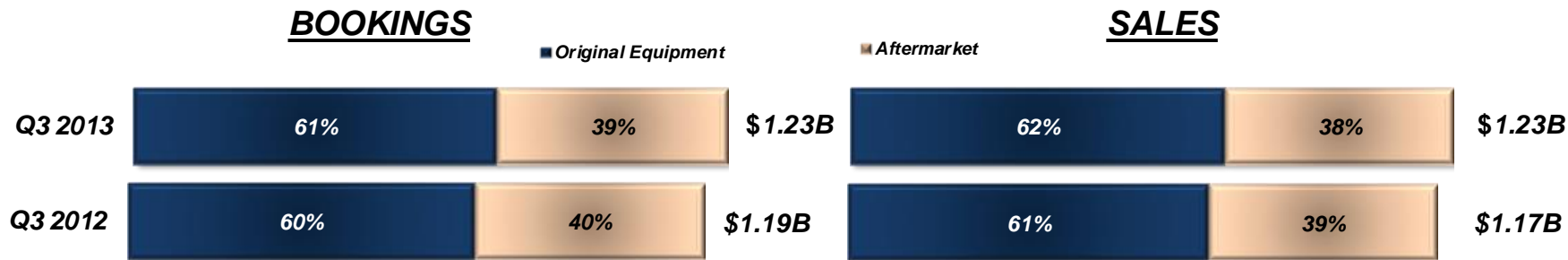
Jay Roueche
972.443.6560
jroueche@flowserve.com

Mike Mullin
972.443.6636
mmullin@flowserve.com

FLS
LISTED
NYSE

APPENDIX

Q3 2013 – Consolidated Bookings & Sales



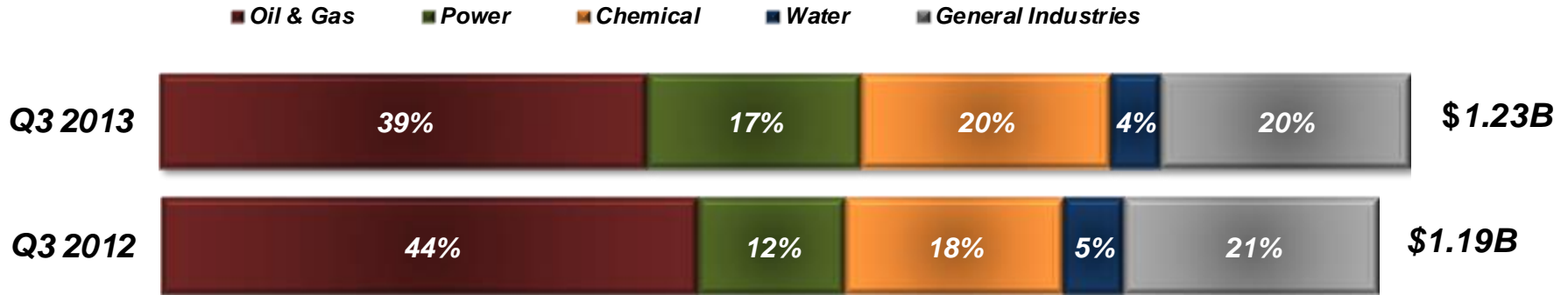
Bookings

- Bookings in Q3 2013 increased 3.7%, or 3.4% on a constant currency basis, driven by the power and chemical industries, partially offset by a decrease in the oil and gas industry as a result of a 2012 order in excess of \$90 million in IPD in Latin America
 - Bookings grew in all regions with the exception of Latin America

Sales

- Sales in Q3 2013 increased 5.4%, or 6.4% on a constant currency basis, driven primarily by increased OE sales in EPD
 - Regionally, sales increase driven by sales into Latin America, North America and Europe, partially offset by a decrease into the Middle East

Q3 2013 Bookings & Industry Outlook



OIL & GAS

- ✓ Strong market conditions mixed with recent signs of a shift in some upstream capital expenditures
- ✓ New refining capacity additions in the Middle East and BRIC countries; growing preference for cleaner fuels also spurs investment
- ✓ Continued focus on North American unconventional resources with opportunities upstream, midstream and downstream

POWER

- ✓ New coal-fired power capacity concentrated in China and India with gas-fired and renewables in North America, Western Europe and Middle East
- ✓ Favorable long-term nuclear prospects with new capacity coming online by 2018; new nuclear primarily in developing markets
- ✓ Solar thermal a small and rapidly growing market; opportunities in Europe, Middle East and U.S. with planning elsewhere on the rise

CHEMICAL

- ✓ Positive chemical outlook given future demand in emerging markets and improvements in U.S. and European economies
- ✓ Most new chemical capacity additions in Middle East and BRIC countries; North America also an important market due to low-cost feedstock

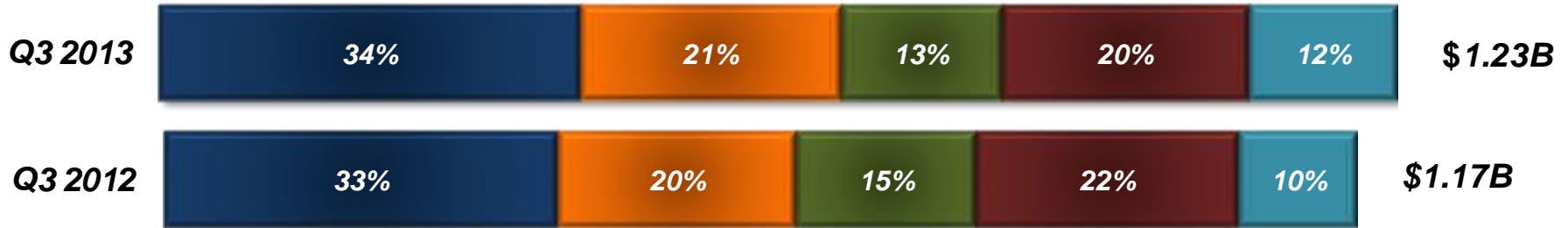
GENERAL INDUSTRIES

- ✓ Miners investing more carefully now, but good levels of mining activity in parts of Latin America and North America
- ✓ Encouraging signs in desalination market; industry watchers expect new plant orders to rise over the next five years

Sources: GlobalData, Industrial Info Resources, American Chemistry Council, Global Water Intelligence, ITR Economics, IMF, Flowserve internal data

Q3 2013 Sales & Regional Outlook

■ North America ■ Europe ■ Middle East & Africa ■ Asia Pacific ■ Latin America



NORTH AMERICA

- ✓ Unconventional oil & gas activity resulting in strong pipeline, storage and NGL spend; new LNG export terminal approvals proceeding
- ✓ Nearly 20% of forecasted petrochemical capacity additions in the next five years to be located in U.S. and Canada
- ✓ Economic and environmental factors support renewables and natural gas for conversions and new combined-cycle plants at expense of coal plant closures

EUROPE

- ✓ Western Europe seeing nascent economic recovery and growing customer activity levels in select market segments
- ✓ Eastern Europe and Russia account for a large share of the region's investment in refining, pipelines, chemicals and nuclear power

MIDDLE EAST

- ✓ Good opportunities in oil & gas upstream and down, as well as petrochemicals given region's downstream diversification strategy
- ✓ Robust planning for power generation, desalination and water infrastructure to support economic development in the region

ASIA-PACIFIC

- ✓ Vast power demand and coal resources support investment in coal-fired power; opportunities in gas-fired, nuclear and renewables as well
- ✓ About half of global chemical capacity additions planned for China, India and other Asia Pacific countries over next five years

LATIN AMERICA

- ✓ Both Brazil deep water oil & gas and Mexico's proposed energy reforms promising for growth in the region
- ✓ Latin America a key mining market, particularly new copper production; mining-related desalination activity on the rise

Q3 2013 - Consolidated Financial Results

(\$ millions)	3rd Quarter					Year to Date				
	2013	2012	Delta (\$)	Delta (%)	Constant FX (%)*	2013	2012	Delta (\$)	Delta (%)	Constant FX (%)*
Bookings	\$ 1,229.8	\$ 1,186.1	\$ 43.7	3.7%	3.4%	\$ 3,635.4	\$ 3,635.4	\$ -	0.0%	0.4%
Sales	\$ 1,229.1	\$ 1,165.9	\$ 63.2	5.4%	6.4%	\$ 3,565.2	\$ 3,423.1	\$ 142.1	4.2%	4.9%
Gross Profit	\$ 422.7	\$ 389.6	\$ 33.1	8.5%		\$ 1,217.6	\$ 1,133.4	\$ 84.2	7.4%	
Gross Margin (%)	34.4%	33.4%		100 bps		34.2%	33.1%		110 bps	
SG&A	\$ 231.6	\$ 227.8	\$ 3.8	1.7%	2.1%	\$ 706.3	\$ 673.6	\$ 32.7	4.9%	5.3%
SG&A (%)	18.8%	19.5%		(70 bps)		19.8%	19.7%		10 bps	
Income from Affiliates	\$ 2.2	\$ 3.9	\$ (1.7)	(43.6%)		\$ 36.0	\$ 13.2	\$ 22.8	172.7%	
Operating Income	\$ 193.4	\$ 165.7	\$ 27.7	16.7%	19.1%	\$ 547.4	\$ 473.0	\$ 74.4	15.7%	17.4%
Operating Margin (%)	15.7%	14.2%		150 bps		15.4%	13.8%		160 bps	
Other Income / (Expense), net**	\$ 1.7	\$ (9.2)	\$ 10.9	118.5%		\$ (8.7)	\$ (22.2)	\$ 13.5	60.8%	
Tax Expense	\$ 55.9	\$ 37.8	\$ 18.1	47.9%		\$ 155.0	\$ 112.9	\$ 42.1	37.3%	
Net Earnings	\$ 126.3	\$ 106.3	\$ 20.0	18.8%		\$ 344.4	\$ 306.7	\$ 37.7	12.3%	
Diluted EPS	\$ 0.90	\$ 0.69	\$ 0.21	30.4%		\$ 2.41	\$ 1.91	\$ 0.50	26.2%	

- Diluted EPS calculated using fully diluted shares of 141.1 million and 153.9 million shares in Q3 2013 and Q3 2012, respectively

- Flowserve repurchased 1,115,276 and 2,478,246 (826,082 pre-split) shares in Q3 2013 and Q3 2012, respectively

* Constant FX represents the year over year variance assuming 2013 results at 2012 FX rates

** YTD 2013 includes \$8.5 million impact of losses arising from transactions in currencies other than our sites' functional currencies and impact of foreign exchange contracts vs. a loss of \$21.6 million YTD 2012

Q3 2013 Cash Flows

(\$ millions)	Q3	Q2	Q1	YTD	
	2013	2013	2013	2013	2012
Net Income	\$ 127	\$ 121	\$ 99	\$ 346	\$ 309
Depreciation and amortization	27	27	25	79	81
Change in working capital	3	(77)	(212)	(286)	(253)
Other	(15)	5	(20)	(30)	(14)
Total Operating Activities	142	75	(108)	109	123
Capital expenditures	(34)	(27)	(34)	(95)	(84)
Dispositions, acquisitions and other	1	0	36	37	3
Total Investing Activities	(33)	(27)	2	(58)	(81)
(Payments on) / proceeds of long-term debt	(5)	(5)	(5)	(15)	423
Dividends	(20)	(20)	(18)	(57)	(56)
Short-term financing and other, net	(13)	64	154	205	2
Repurchase of common shares	(64)	(150)	(156)	(370)	(534)
Total Financing Activities	(101)	(111)	(25)	(237)	(165)
Effect of exchange rates	1	(2)	(4)	(5)	3
Net Decrease in Cash	\$ 9	\$ (65)	\$ (135)	\$ (191)	\$ (120)

Flexibility to follow announced policy to annually return 40-50% of average trailing two-year net earnings to shareholders while supporting strategic initiatives to grow the business