October 1, 2012

ITT Corporation

A global high-technology engineering and manufacturing company.
Our Markets

Aerospace
Transportation
Rail
Industrial
Oil & Gas

Our Story

Who Are We? We are a global and diversified provider of highly engineered and customized solutions for industrial end markets.

What Makes Us Different? We lead with technology, differentiate with customers and optimize our work, continuously improving what we do.

What is our Goal? We solve the hardest technical challenges where the cost of failure is high, delivering enduring solutions to the key industries that underpin our modern way of life.

What Do We Provide Our Customers? We combine our advanced technological solutions with a premier customer experience.

Our Growth Drivers

Emerging Market Expansion
Aftermarket Capture
Technology & Innovation Investment
Premier Customer Experience
Operation Excellence
Capital Deployment

Our Results

20% 2011 adjusted segment operating income growth
23% 2011 adjusted pro forma EPS growth
11% 2011 revenue growth
19% 2011 emerging market growth
We are unified by…

Our DNA

- Highly *engineered* solutions for critical applications
- *Leaders* in attractive defensible niches
- Global and Highly Diversified
- Long standing *brands* and operating history
- Recurring revenue streams
- Our *Values*: Respect, Responsibility, Integrity

The ITT Way differentiates us…

Differentiate with customers
Optimize our work
Lead with technology

And enables us to create

Enduring Impact…
Sustainable Growth and Premier Performance

- Customer Success
- Engaged *employees*
- Proud *partners*
- Enhanced *communities*
- *Shareholder* value

*ITT*
ENGINEERED FOR LIFE
We are unified by…

Our DNA

• Highly **engineered** solutions for critical applications
• **Leaders** in attractive defensible niches
• **Global** and Highly Diversified
• Long standing **brands** and operating history
• **Recurring** revenue streams
• Our **Values**: Respect, Responsibility, Integrity
Highly engineered solutions for critical applications
Delivering Durable Solutions to Complex Needs

Industrial Process
The most complete portfolio of pumps, valves, and control systems for industrial markets including oil and gas, mining, power generation, chemical, paper and biopharmaceuticals.

Control Technologies
Highly engineered and reliable products and components that serve niche industrial and aerospace markets and solve unique customer applications.

Interconnect Solutions
ITT products make it possible to connect with our electronic world, with connectors and contacts that perform in harsh environment, power and deep space applications.

Motion Technologies
Leaders in Attractive and Defensible Niches

Aerospace

Industry

Oil & Gas

Transportation
Aligned With Global Macro Trends

Emerging Middle Class

Urbanization

Resource Scarcity
Global Footprint

Control Technologies
Valencia, CA
1,200 employees

Aerospace fuel, hydraulic and other fluid valves, actuators, switches, pumps; aircraft seat controllers / actuators, seat locks, stowage bin dampers, interior vibration and acoustic isolators; defense weapon shock management systems; missile control dampers and vibration isolators; plasma shape-cutting products, servo motors, drives; alternative fuel products; industrial shock absorbers, heavy equipment isolators, temp / pressure switches, regulators and actuators.

- Orchard Park, NY
- Westminster, SC
- Ladson, SC
- Bilorica, MA
- Bad Konig, Germany
- Wuxi, China
- Zama, Japan

Motion Technologies
Lainate, Italy
2,000 employees

Shock absorbers, brake pads and friction materials for the automotive and rail markets.

- Barge, Italy
- Frankfurt, Germany
- Hebron, KY
- Lainate, Italy
- Novi, MI
- Ostrava, Czech Republic
- Oud-Beijerland, Netherlands
- Paris, France
- Termoli, Italy
- Vauda Canavese, Italy
- Wuxi, China

Interconnect Solutions
Santa Ana, CA
2,700 employees

Connectors and interconnects for the military, aerospace, industrial, medical and transportation markets.

- Basingstoke, UK
- Hong Kong, China
- Lainate, Italy
- Nogales, Mexico
- Santa Rosa, CA
- Senis, France
- Shenzhen, China
- Watertown, CT
- Weinstadt, Germany
- Zama, Japan

Industrial Process
Seneca Falls, NY
1,850 employees

Pumps, valves, monitoring and control systems, water treatment and aftermarket services for the chemical, oil and gas, mining, pulp and paper, power and biopharmaceutical markets.

- Armory, MS
- Antofagasta, Chile
- Axminster, UK
- Cheong-Won, Korea
- City of Industry, CA
- Cullman, AL
- Damman, Saudi Arabia
- Kirkham, UK
- Lancaster, PA
- Puerto Ordaz, Venezuela
- Santiago, Chile
- Sao Paulo, Brazil
- Shanghai, China
- Tizayuca, Mexico
- Vadodara, India
- Zachary, LA

Global Service Capabilities
Balanced and Diverse: Geography

28% Emerging Markets

- Asia Pacific
- North America
- Latin America
- E. Europe
- Middle East
- Africa
- Western Europe
Balanced and Diverse: End Markets

Defensible Niche Markets

- Automotive
- Aerospace & Defense
- Industrial Processing
- Energy & Mining
- General Industrial
- Automotive
Balanced and Diverse: Business Mix

$2.1B Revenue
Long-Standing Brands and Operating History

Industrial Process
- A-C Pump
- C'Treat
- Fabri-Valve
- Goulds Pumps
- PRO Services
- PumpSmart
- Pure-Flo

Control Technologies
- Aerospace Controls
- Enidine
- Enivate
- Burny
- Kaliburn
- Cleveland Motion Controls
- Compact Automation Products
- Turn-Act
- New-Dyn
- Conoflow

Interconnect Solutions
- Cannon
- VEAM
- BIW

Motion Technologies
- KONI
- Jarret
- Galfer
IT&T Management System

Data Driven Decision Making = Our Operating DNA

Profits Growth
- Value-Based Management
- Value-Based Product Development
- Value-Based Commercial Excellence

Resource Optimization
- Premier Resource Management
- Portfolio / Capital Allocation

Operational Excellence
- Value-Based Lean Six Sigma
- Value-Based Goal Deployment

Leadership & Learning
- Value-Based Leadership Development
- Partnership for Performance

Drives
- Organic Investments
- Capital Allocation
- Operating Results
- Leadership
We are LEAN and Think GREEN

Value-Based Six Sigma is integral to our workplace culture and drives continuous improvement in our plants and offices around the world.
Recurring revenue streams
Long-Term Customer Relationships

Industrial Process

Motion Technologies

Interconnect Solutions

Control Technologies
We are Guided by Core Values of:

- Respect
- Responsibility
- Integrity
At the center of The ITT Way, our People create an Enduring Impact every day:

• Our employees think strategically, execute flawlessly, and are proud of their work.

• We build an inspiring work environment that is based on our values of Respect, Responsibility and Integrity.

• We believe in the power of rewarding, and recognizing and developing our people as they make their own impact at our company.

• We focus on attracting the right talent, in the right places, to deliver on our customers’ complex, global needs.
Lead with technology

What it means:
We solve the hardest technical challenges where the cost of failure is high.

Leading with technology in action:
• Given the complex nature of our business, having the right technology is essential.
• We utilize and apply technology as a true differentiator from the competition.
• We look for the emerging trends and niche opportunities that help us to better meet our customers’ latent needs and narrow the competitive gap.
The ITT Way differentiates us…

Differentiate with customers

What it means:
We understand that the customer comes first and that all touch points matter.

Differentiating with customers in action:
• We get the basics right by making quality products that are delivered on-time and with exemplary service.
• We go beyond the basics by truly understanding our customers and helping them to meet their spoken and unspoken needs.
• We foster intimate and long-term relationships by providing service that makes a difference.
The ITT Way differentiates us…

Optimize our work

What it means:
We focus on the processes that support quality, speed and efficiency and eliminate those that do not.

Optimizing our work in action:
• We aspire to be a world-class company where we flex our talent, capital, resources and operating models in optimal ways.
• We continuously improve upon the work that we do.
• We count on our Integrated Management System (IMS) to give us a competitive advantage.
We are able to create

Enduring Impact…

Sustainable Growth and Premier Performance

- Customer Success
- Engaged employees
- Proud partners
- Enhanced communities
- Shareholder value
Questions?

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Appendix
Aerospace / Defense

ITT provides lightweight and reliable products that aerospace engineers demand and passengers and flight crews deserve.

1. **Aerospace Controls** include a range of high-performance electro-mechanical switches for aerospace and defense applications, including absolute, differential, flow, gauge, limit, temperature and vacuum switches.

2. ITT’s **Cannon** and **Veam** brands have served the aerospace and defense markets for nearly a century, providing connector solutions for thousands of customers and applications.

3. Electro-mechanical linear and rotary actuators from ITT’s **Aerospace Controls** business see service in a wide range of unique and mission-critical applications.

4. The **Enidine** brand supplies interior isolators and stowage bin products for commercial aircraft manufacturers.

5. The aircraft seat actuation control positioning system from ITT’s **Enivate** brand provides aircraft passengers on commercial, business and military aircraft with durable and efficient seating positioning controls.

6. ITT’s **Aerospace Controls** business produces valves for aerospace and defense, including low-weight composite valves, fast-response solenoid valves and potable water valves.
Automotive

ITT is a global leader in designing and producing safety, performance and control solutions for the transportation market, including a full range of automobiles, buses, trucks and trailers.

1. The KONI brand offers the world’s widest range of OEM and aftermarket automobile shock absorber products, as well as for Formula 1 racing vehicles. KONI dampers are used on trucks, buses, military and construction vehicles the world over.

2. ITT’s Friction Materials business produces automotive brake pads and disk clutches, specifically geared toward each single demand of various international markets to satisfy precise technical needs of global manufacturers of automobiles and trucks.

3. The Cannon and Veam brands offer a broad range of electrical and optical interconnect solutions for the automotive markets, supporting vehicle electromechanical, electrical, computer and entertainment systems.

4. ITT’s Conoflow brand supplies bus, truck and auto manufacturers with compressed natural gas regulators used in systems to convert vehicles to operate either exclusively on compressed natural gas or on a dual-fuel combination with gas and diesel.
ITT offers products and technologies to meet safety and performance standards for high-speed, freight and passenger rail applications.

1. With the newest innovations in energy absorption technology, ITT’s Koni and Enidine brands offer a range of products for rolling stock links, including buffers, couplers, dampers and bogie tilting systems, while the Cannon and Veam brands provide optical, signal, firewall and power connectors.

2. The Koni and Enidine brands provide dampers and springs for pantograph systems that provide contact for train power. Cannon and Veam brand connectors transfer power to systems within the train.

3. ITT’s Koni, Enidine and Neo-Dyn brands provide products that result in an integrated bogie system, improving comfort, stability and safety.

4. ITT’s Cannon and Veam brands offer the broadest selection of electrical and optical interconnect solutions for rail vehicles, targeting engine diagnostics, brake controls, environmental conditioning and other applications.

5. For the interior of a passenger train, ITT’s portfolio offers passengers a safe and comfortable way of traveling. The Enidine brand offers vibration isolation products. The Enivate brand produces leading seat actuation systems, and the Cannon and Veam brands provide connectors for passenger display systems and networking and lighting control applications.
Industrial

Whether handling corrosive chemicals, fragile biotech compounds or complex processes, ITT offers durable, reliable and innovative solutions with high value and low life-cycle cost to global customers.

1. The Kaliburn brand provides a complete line of shape-cutting motion control solutions for oxy-fuel, plasma, laser and water-jet cutting machines that dramatically improve hole cutting and profile edge cutting.

2. The dependable Dia-Flo diaphragm valve is engineered for tough work environments and is installed around the world in virtually every type of process plant.

3. The Goulds Pumps brand offers the first industrial pump line featuring standard continuous condition monitoring on all ANSI models, indicating when pre-set levels have been exceeded.

4. ITT’s PRO Services group provides an array of services focused on reducing equipment total cost of ownership and maximizing plant output.

5. With nearly 450 standard products to choose from and unlimited custom possibilities, the Enidine brand has the widest selection of industrial shock absorber and rate control products in the industry.
Oil & Gas

ITT is a global leader in supplying the oil and gas industry with durable and reliable products and services engineered to withstand the harshest operational environments.

1. The Goulds Pumps brand offers robust pump products for use in extreme pressure and temperature environments for all areas of oil and gas production, transport and refining.

2. ITT’s C’treat brand manufactures and supports high-quality reverse osmosis watermakers and packaged water systems for the offshore oil and gas industry – with hundreds of systems installed around the world.

3. The Enidine brand is the leader in energy absorption and vibration isolation products for the oil and gas industries.

4. ITT’s PumpSmart® controls and ProSmart® monitoring systems keep processes reliably online by automatically adjusting pump output to meet system needs.

5. ITT’s Engineered Valves business provides industrial valve solutions for handling and controlling process fluids in abrasive, corrosive and critical containment applications.

6. ITT’s BIW Connector Systems and Cannon brands provide durable electrical connectors designed to safely deliver and connect electrical power to critical equipment in environmentally harsh areas of oil and gas operations.
**Powered by Enduring Growth Drivers**

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