

SI INTERNATIONAL INC  
Form 10-K  
March 11, 2004

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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549  
  
**FORM 10-K**

(Mark One)

**ANNUAL REPORT PURSUANT TO SECTION 13 or 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 27, 2003

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number  
000-50080

**SI International, Inc.**

(Exact name of Registrant as Specified in Its Charter)

**Delaware**  
(State of Other Jurisdiction of  
Incorporation or Organization)

**52-2127278**  
(I.R.S. Employer  
Identification No.)

**12012 Sunset Hills Road, Reston, Virginia**  
(Address of Principal Executive Offices)

**20190-5869**  
(Zip Code)

Registrant's Telephone Number, Including Area Code: **(703) 234-7000**

Securities to be registered pursuant to Section 12(b) of the Act:

**Title of Each Class**

**Name of Each Exchange on Which Registered**

None

None

Securities to be registered pursuant to Section 12(g) of the Act:

**Common Stock, \$0.01 par value per share**  
(Title of Class)

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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Act). YES  NO

The aggregate market value of SI International, Inc. Common Stock held by non-affiliates of the registrant as of June 27, 2003 was \$59,858,992.

As of March 4, 2004, there were 8,461,122 shares of SI International, Inc. Common Stock, \$0.01 par value per share outstanding.

### DOCUMENTS INCORPORATED BY REFERENCE

- (1) Certain portions of the registrant's annual report to stockholders for the fiscal year ended December 27, 2003 are incorporated by reference into Part II of this Form 10-K. Certain portions of the definitive proxy statement to be used in connection with SI International, Inc.'s annual meeting of stockholders, which is expected to be filed not later than 120 days after the registrant's fiscal year ended December 27, 2003, are incorporated by reference into Part III of this Form 10-K.

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## BUSINESS INFORMATION

Throughout this document, we occasionally distinguish between SI International, Inc., as a company separate from its subsidiaries, and SI International, Inc., as a company combined with its subsidiaries. In order to clarify which entity we are referring to in various discussions, we use the terms "SI International, Inc." and "SI International" to refer to SI International, Inc. without its subsidiaries. All other references, including "SI," "the Company," "we" and "us" refer to SI International and its subsidiaries.

## PART I

### Item 1. Business

SI International, Inc. was organized as a Delaware corporation under the name of "SI International Incorporated" on October 14, 1998. SI conducts operations both in its own name and through subsidiaries, each of which is located in the U.S. but some of which have international operations.

Some of the statements under "Business," "Management's Discussion and Analysis of Financial Condition and Results of Operations," and elsewhere in this Form 10-K constitute forward-looking statements. These statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. In some cases, you can identify these statements by forward-looking words such as "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "plan," "potential," "should," "will," and "would" or similar words. You should read statements that contain these words carefully because they discuss our future expectations, contain projections of our future results of operations or of our financial position, or state other forward-looking information. We believe that it is important to communicate our future expectations to our investors. However, there may be events in the future that we are not able to predict accurately or control. The factors listed in the section captioned "Business-Risk Factors," as well as any cautionary language in this Form 10-K, provide examples of risks, uncertainties, and events that may cause our actual results to differ materially from the expectations we describe in our forward-looking statements.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. You should not place undue reliance on these forward-looking statements, which apply only as of the date of this Form 10-K. Subsequent events and developments may cause our views to change. However, while we may elect to update these forward-looking statements at some point in the future, we specifically disclaim any obligation to do so.

### Recent Events

On January 21, 2004, we completed the purchase of Matcom International Corporation, or Matcom, a provider of information technology, systems engineering, logistics, and training. The acquisition supports our strategic growth plan to expand into new vertical markets and enhance the portfolio of capabilities it provides to the Federal Government. We are currently in the process of integrating Matcom into our business. Under the terms of the merger agreement, we acquired Matcom for \$65.8 million in cash. The transaction also included an earnout provision of \$7.9 million in the form of subordinated notes of SI International if Matcom achieves certain short-term revenue objectives.

The transaction was funded through cash-on-hand and borrowings under our credit facility, which was increased from \$35 million to \$80 million contemporaneously with the closing of the acquisition of Matcom. In addition to amending and restructuring our prior credit facility in order to increase our

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borrowing capacity, we extended the term of the credit facility, which consists of both revolving credit and term loans, to January 21, 2008.

As a result of our acquisition of Matcom, we gained approximately 600 additional employees and increased our leased space to 24 offices and 2 warehouses at various U.S. locations for an aggregate of approximately 329,300 square feet in 13 states (including 3 offices (8,750 square feet) that are sub-leased through the remaining term of our primary leases).

Based upon pro forma consolidated (unaudited) revenue for fiscal year 2003, the end clients from our top 10 contracts, including Matcom, comprised approximately 46% of our fiscal year 2003 and listed as follows:

### *Department of Defense*

U.S. Air Force Space Command  
U.S. Army  
U.S. Navy

### *Federal civilian agencies*

Department of Agriculture  
Department of Homeland Security Customs & Border Protection  
Department of State Federal Retirement Thrift Investment Board

### **Overview**

We are a provider of mission critical information technology and network solutions primarily to the Federal Government. Our business is guided by our experienced team of six executive officers, who have an average of 19 years of executive level experience in our industry. Our next level of senior management is comprised of seven individuals who have an average of 28 years of experience in managing government information technology businesses. As of the end of fiscal year 2003, we employed over 1,300 employees, and, following the acquisition of Matcom on January 21, 2004, we have approximately 1,900 employees. Approximately 65% of our employees, including those of Matcom, hold Federal Government security clearances or have passed National Agency Checks. Over 19% of our employees, including those of Matcom, hold Top Secret security clearances. A significant portion of our employees who hold Top Secret security clearances also hold Sensitive Compartmental Information clearances, which permit us to bid on highly classified projects.

Our broad set of contract vehicles gives us extensive reach and enables us to deliver a full range of our services and solutions to the Federal Government. As of December 27, 2003, we had over 560 active engagements. The strength of our service offerings and information technology expertise allows us to maintain substantial relationships with clients, some of whom have been clients of ours, or of one of our acquired businesses, for over 15 years. In fiscal 2003 and fiscal 2002, we derived approximately 84% and 83%, respectively, of our revenue from contracts on which we acted as prime contractor. Acting as a prime contractor provides us with stronger client relationships and visibility and access to new work that are not available when acting as a subcontractor. Our total backlog as of December 27, 2003 was approximately \$337 million, of which approximately \$58 million was funded. See " Backlog" for a discussion of how we calculate backlog.

### **The Federal Government Technology Services Market**

The ongoing transformation of the Federal Government's information systems and communication networks is creating an increase in its demand for information technology services. According to INPUT, an independent market research firm, Federal Government contracted information technology spending is projected to increase from \$45.4 billion in government fiscal 2003 to \$68.2 billion in government fiscal 2008, representing a compounded annual growth rate of approximately 8.5%.

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We expect that the Federal Government's high-priority IT programs, with which SI International is aligned, will continue to grow in the foreseeable future. INPUT forecasts that the percentage of IT spending that is contracted out by the Federal Government will reach a high of 87% of total IT spending in government fiscal 2008.

We believe the following industry trends will also continue to drive the Federal Government technology services market:

*Continued focus on mission-critical initiatives.* Since the events of September 11, 2001, the Federal Government has made the transformation of its information technology infrastructure a major priority. We believe our core areas of focus are aligned with the most urgent current national priorities. According to INPUT, the information technology services "commercial" segment, which is comprised of software development, design, and consulting, education and training, systems integration, outsourcing, maintenance and processing services, is expected to experience healthy growth, at a 9.9%

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compounded annual growth rate from government fiscal 2003 through government fiscal 2008. The commercial segment spending for government fiscal 2003 was \$18.8 billion and INPUT believes it should exceed \$30 billion by government fiscal 2008.

*Increased Federal Government reliance on outsourcing.* According to INPUT, outsourcing services are expected to exhibit high growth rates over the next five years, as much as 12.6% compounded annual growth rate from government year 2003 to government year 2008. Also according to INPUT, the federal outsourcing expenditures were expected to total \$8.9 billion in 2003 and can be expected to reach \$16.1 billion by 2008.

We believe that the Federal Government is increasingly turning to the information technology industry to execute support processes and functions that were traditionally performed in-house. In October 2001, the General Accounting Office, or GAO, published a report stating that, of the total Federal Government fiscal 2000 information technology expenditures of \$42.3 billion, the Federal Government purchased \$13.4 billion of information technology services from outside contractors, compared to \$3.7 billion in 1990, representing a compound annual growth rate of 14%. According to INPUT, the size of the Federal Government workforce decreased by 1.1 million workers during the period 1990 through 2000, representing a 22% decline. The General Accounting Office has warned of further attrition due to retirement of Federal Government workers during the period 2003 through 2006.

We believe that homeland security will have the greatest impact on three specific segments of the IT market: information security, communications, and knowledge management. We believe that the rapid pace of technological innovations and the Federal Government's increasing reliance on complex information technology infrastructure, combined with a decline in executive branch civilian employees, make it increasingly difficult for many governmental agencies to operate and upgrade their information technology systems. We expect that several trends will contribute to the Federal Government's increased use of service providers to fulfill a larger portion of its information technology responsibilities, and we believe that we will continue to gain new engagements to the extent that the Federal Government increases its reliance on outsourcing for its information technology needs. These trends include:

*The aging of the Federal Government's workforce.* According to INPUT, the average age of Federal Government employees increased from 42 years of age in 1990 to 46 years of age in 2003, and that the government has estimated that more than 30% of current personnel in supervisory positions will be eligible for retirement by 2007. In April 2001, the GAO concluded in a report that the Federal Government's human capital challenges are adversely affecting the ability of many agencies to carry out their missions.

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*Increased Federal Government emphasis on competitive sourcing.* The current administration has made competitive sourcing a major initiative of its management agenda. According to the President's Management Agenda, which was issued in 2001 and for which progress reports continue to be issued, including most recently during 2003, nearly half of all U.S. government employees perform tasks that are available in the commercial marketplace. To the extent that the Federal Government workforce declines, we believe that the Federal Government will have an increased need for entities that offer the technical skills, familiarity with government processes and procedures and skilled personnel that are necessary to meet the diverse information technology requirements of the various Federal Government agencies.

### **Increased spending on homeland security and intelligence.**

In the wake of the terrorist attacks on September 11, 2001, there has been an increased emphasis on homeland security, intelligence and national defense, including the protection of critical infrastructure. According to INPUT, the IT budget request for the Department of Homeland Security, as identified by the Office of Management and Budget, increased 25% from government fiscal 2003 to government fiscal 2004. The total addressable IT budget for the Department of Homeland Security was set at \$2.6 billion in fiscal year 2003 and is expected to grow to \$4.9 billion in fiscal year 2008, assuming a compound annual growth rate of 13.2%.

As part of this additional proposed spending, on April 18, 2002 the government announced a new Unified Command, the U.S. Northern Command, which is headquartered in Colorado Springs, Colorado. The U.S. Northern Command's "mission is homeland defense and civil support, specifically: conduct operations to deter, prevent, and defeat threats and aggression aimed at the United States, its territories, and interests within the assigned area of responsibility; and as directed by the President or Secretary of Defense, provide military assistance to civil authorities including consequence management operations.

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Although the total amount to be spent for intelligence applications is classified, based on available information, INPUT believes that the unreported IT spending in the intelligence community may be as much as \$10 billion in fiscal year 2003. We believe that there will continue to be increases in spending on federal intelligence activities, which are expected to represent significant opportunities for us.

**Increased simplicity of procurement.** Through changes that began with the Federal Acquisition Streamlining Act of 1994, or FASA 94, the Federal Government has developed a variety of accelerated contracting methods. Federal Governmental agencies have increasingly been able to rely on multiple contracting vehicles to procure needed services in an expedient manner. According to INPUT, the average time to procure products and services was approximately 55% less in government fiscal 2001 than it was in government fiscal 1995.

### **Our Core Strengths**

We strategically built our business to respond specifically to the federal information technology marketplace. We believe that our core strengths position us to respond to the long-term trends and changing demands of our market.

### ***Our Experienced Management Team***

Our business is guided by our experienced team of six executive officers who have an average of 19 years of executive level experience in our industry and a history of successfully growing information technology service providers. Our principal founders, Ray Oleson and Walter Culver, each have more than 34 years of managerial experience in our industry. Our executive officers have served as presidents, chief operating officers, and chief financial officers at Fortune 500 and industry-leading public companies. Our executive officers also have strong backgrounds in identifying, acquiring and

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integrating businesses. Members of our management team have acquired and successfully integrated, in the aggregate, 20 businesses, four of them since our formation in 1998 and are in the process of integrating our most recent acquisition, Matcom, which we acquired in January 2004. In addition to our strong team of executive officers, our senior management is comprised of seven individuals who have an average of 28 years experience in managing government information technology businesses.

### ***Our Corporate Culture***

Our corporate culture is based on respect for clients, personnel, business partners and management. We view our commitment to this culture of respect as a cornerstone of our company. We believe that our culture helps us build the relationships necessary to gain an in-depth understanding of our clients' needs, business practices and information technology and network systems. Further, we believe our culture is a factor in helping our employee turnover rate remain low compared to other companies in our industry, helping us to maintain client domain knowledge and provide consistent service to our clients. Further, we believe that our commitment to respect, combined with quality of performance, is an important factor in retaining clients and winning new referrals.

### ***Focus on Information Technology Services***

We deliver a full spectrum of information technology services and solutions that address challenges common to many Federal Government agencies and commercial companies. Our capabilities position us to capitalize on the Federal Government's increasing demand for information technology services. We integrate our technical areas of expertise into comprehensive solutions covering information technology applications, systems engineering, network and telecommunications engineering and outsourcing. Our focus on end-to-end information technology solutions allows us to leverage our knowledge and experience to provide best practices across many Federal Government agencies and industries.

Our skilled employees use their advanced technological training and extensive experience to implement our state-of-the-practice solutions. As of the end of fiscal year 2003, we employed over 1,300 employees, many of whom possess security clearances and National Agency Checks that allow us to bid on and perform classified work for the Federal Government.

### ***Knowledge of Federal Government Contracting and Federal Agencies***

We believe that our in-depth knowledge of Federal Government contracting and the governmental agencies we serve and their procurement processes allows us to provide better solutions for our clients' needs. Our experienced team of executive officers and senior managers brings to us their many years of experience and extensive contacts in the industry. They provide us with an understanding of our clients' needs and procedures, as well as valuable mission-specific information. We believe that the insight provided by our officers and managers allows us to

design solutions that are responsive to our clients' mission-critical needs.

### ***Successful Integration of Acquired Businesses***

We believe that a critical component of our success is our ability to identify, acquire and integrate companies that build or expand our suite of services to serve our clients' needs more effectively. Prior to the formation of SI International in 1998, members of our management team participated in a total of 16 acquisitions. We believe that this experience provides a basis for our disciplined approach to identifying acquisition candidates and integrating acquired companies. By integrating corporate infrastructures such as marketing and sales, accounting, human resources and internal networks, we can save the expense of redundant functions. In addition, by integrating operations, we establish a

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corporate-wide mission which can reduce internal competition and promote the cross-selling of newly augmented skill sets to increase our client base.

Within the 15-month period from January 1999 through March 2000, we identified, acquired and integrated four Federal Government information technology services companies with aggregate revenues of approximately \$105 million, measured for the 12 months prior to their respective acquisition dates. Through each of these acquisitions, we built and expanded our information technology capabilities and expanded our client relationships. We applied our disciplined acquisition processes to integrate the acquired companies and successfully grew these businesses. We are applying similar processes to integrate Matcom, which we acquired in January 2004.

### **Our Growth Strategy**

We have implemented the following strategies in order to reach our goal of becoming a leading provider of information technology and network solutions to our clients:

*Maintain and expand our existing client relationships.* We maintain relationships with our existing clients by adhering to our culture of respect and providing quality performance. We believe this helps us win renewals of our engagements. In addition, we use our knowledge of our clients' needs to identify additional opportunities and cross-sell new services to them.

*Leverage our existing client base to win new clients.* We believe satisfied clients are one of our most effective marketing tools. Since FASA 94 went into effect, client referrals have become a crucial component of expedited procurement processes and are key to our winning new contracts. Since we focus on technology infrastructure improvement, we are able to transfer our skills readily from client to client. We plan to continue building a network of clients and leveraging these relationships to gain access to new clients. We have launched a Major Programs initiative through which we intend to compete for large contracts over longer procurement periods. We believe that favorable client referrals are strategically important to our winning these opportunities.

*Pursue strategic acquisitions.* We plan to continue utilizing our disciplined methodology to identify, evaluate and integrate strategic acquisitions. We have acquired and successfully integrated four businesses since 1999 and we are in the process of integrating our fifth acquisition, Matcom, which we acquired in January 2004. These acquisitions have positioned us with strategically important technical skills in important client areas. For example, in mid-1999 we recognized that functional skills in military space applications in Colorado Springs would be an important growth area. We acquired SI International Engineering, Inc., formerly System Technology Associates, Inc., headquartered in Colorado Springs, which positions us to respond to the needs of the recently formed U.S. Northern Command, which is headquartered in that city.

### **Our Areas of Practice**

We provide information technology and network solutions in the following eight practice areas to supplement our clients needs in Defense Transformation, Homeland Defense, Mission Critical Outsourcing and Federal Information Technology (IT) Modernization.

***Software Development.*** Our software development practice delivers custom software integrated with commercial off-the-shelf products to meet our clients' software requirements. We bring an understanding of complex software development and integration techniques for detailed design, implementation, testing, configuration control and documentation. We also provide enterprise-wide data management as well as testing

and independent verification and validation services. Our technical staff is skilled in state-of-the-practice technologies such as C++, J2EE, Power Builder and Oracle Tools.

Our software development process had been externally assessed at the Software Engineering Institute Capability Maturity Model for Software Level 2 indicating standardized, repeatable processes are utilized.

**Systems Consulting.** Our systems consulting practice supports the modeling, simulation and prototyping of solutions. Our work includes feasibility studies, strategic planning, systems development consulting, quality assurance, project management, organizational assessment, system and transition planning and acquisition support. To aid us in our work, we utilize state-of-the-practice technologies such as enterprise architecture modeling tools and StarSafe, a software tool suite we developed for use in designing secure system solutions.

**eSolutions.** Our eSolutions practice delivers software implementation services that web-enable legacy applications intended to leverage an organization's utilization of the worldwide web (internet, intranet or extranet) to facilitate its business strategies and processes. We provide our clients with feasibility studies, system planning, systems development, migration planning, quality assurance, systems integration and user training. Our technical staff utilizes tools such as Microsoft.Net, Oracle Tools and Microsoft Visual Basic and Front Page, to help them deliver software integration services.

**Information Security.** Our information security practice delivers analyses, methods and technologies that enable our clients to secure their information against unauthorized access and service disruption. Our solutions are designed to protect and defend information systems against malicious actions, reduce the threat to system security and proactively manage risk. We provide security policy and procedure development, threat determination and risk assessment, vulnerability analysis, system security engineering, network defense, secure document processing, applications and web security, security evaluation and accreditation and training.

**Learning Solutions.** Our learning solutions practice designs, develops and delivers training and performance support to meet our clients' individual and organizational learning and performance needs. We provide distance learning, web-based training, computer-based training, instructor-led training, electronic performance support, performance-centered interface design, knowledge management, help desk staffing and management and local area network operations. Our technical staff is skilled in instructional systems design, usability engineering, software engineering, multimedia and graphic design and online documentation.

**Systems Engineering.** Our systems engineering practice delivers mission and requirements analysis, operational architecture modeling and development, system design, validation and verification, integrated logistics support, life cycle engineering and complex simulation and modeling. Our technical staff is skilled in command, control, communications, computer and intelligence, engineering, object oriented analysis and design, system testing, requirements traceability and specialty disciplines, including electro-magnetic pulse engineering, reliability/maintainability/availability engineering and safety and environmental engineering. Many of these skills are focused on space applications.

**Network Solutions.** Our network solutions practice designs, develops and deploys a full range of telecommunications network and infrastructure solutions for our government and commercial clients. These solutions span voice, narrowband, broadband and wireless technologies. Applications include large scale enterprise networks for government, highly secure networks and central office build-outs for commercial carriers.

**Mission-Critical Outsourcing.** Our mission-critical outsourcing practice uses our domain expertise to operate our systems and processes that are vital to our clients' businesses. We offer professional services to perform network operations, sustaining engineering, administrative processing and overall program management.

## Clients

We provide our services primarily to Federal Government clients such as the U.S. Air Force Space Command, U.S. Army, the Department of State, the Immigration and Naturalization Service which has now transitioned to become the Bureau of Citizenship and Immigration Services in the Department of Homeland Security, and the intelligence community. In fiscal 2003, we derived approximately 94% of our total revenue from Federal Governmental agencies and approximately 6% of our total revenue from commercial clients.



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Our largest client is the Department of Defense. We derived approximately 55% of our total revenue in fiscal 2003 and approximately 49% of our total revenue in fiscal 2002 from the Department of Defense and the intelligence community. In fiscal 2003 and fiscal 2002, services we provided to the U.S. Air Force Space Command represented 38% and 37% of our total revenue, respectively, and consisted of approximately 300 separate engagements. We also derived approximately 20% of each of our fiscal 2003 and 2002 revenue from the Department of State. Each of these entities consists of a substantial number of separate offices, each of which typically exercises independent decision making and funding authority. We believe our contract base among these separate offices is well diversified. As of December 27, 2003, we had over 560 active engagements. In fiscal 2003 and fiscal 2002, we derived approximately 84% and 83%, respectively, of our revenue from contracts on which we acted as prime contractor and derived approximately 16% and 17%, respectively, of our revenue from contracts on which we acted as a subcontractor.

We often subcontract portions of work to be performed under a contract or task order under which we are the prime contractor. Approximately 13% of our total revenue in fiscal 2003 and fiscal 2002, respectively, was generated by work performed by subcontractors. The subcontractors are sometimes responsible for critical portions of the contracted services. Our subcontracting arrangements typically specify that all terms of the primary contract pass down to the subcontractor. We are not dependent upon any one subcontractor or group of subcontractors to provide a substantial degree of work for us. In addition, it is typical that a subcontractor on one engagement may be a competitor or a client in other situations. We believe that cultivating good relationships with our subcontractors is necessary to maintain our competitive position as well as to facilitate meeting performance obligations under our contracts.

### **Backlog**

Backlog is our estimate of the amount of revenue we expect to realize over the remaining life of awarded contracts and task orders we have in hand as of the measurement date. Our total backlog consists of funded and unfunded backlog. We define funded backlog as estimated future revenue under government contracts and task orders for which funding has been appropriated by Congress and authorized for expenditure by the applicable agency, plus our estimate of future revenue we expect to realize from our commercial contracts. Unfunded backlog is the difference between total backlog and funded backlog. Unfunded backlog reflects our estimate of future revenue under awarded government contracts and task orders for which either funding has not yet been appropriated or expenditure has not yet been authorized. Our total backlog does not include estimates of revenue from Government-wide acquisition contracts, or GWAC contracts, or General Services Administration, or GSA, schedules beyond awarded or funded task orders, but our unfunded backlog does include estimates of revenue beyond awarded or funded task orders for other types of indefinite delivery, indefinite quantity, or ID/IQ, contracts, such as our contract with the U.S. Air Force Space Command.

Our total backlog as of December 27, 2003 was approximately \$337 million, of which approximately \$58 million was funded. However, there can be no assurance that we will receive the amounts we have included in our backlog or that we will ultimately recognize the full amount of our

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funded backlog as of December 27, 2003 that we estimate will be recognized as revenue during fiscal 2004 or thereafter.

We believe that backlog is not necessarily indicative of the future revenue that we will actually receive from contract awards that are included in calculating our backlog. We assess the potential value of contracts for purposes of backlog based upon several subjective factors. These subjective factors include our judgments regarding historical trends (i.e., how much revenue we have received from similar contracts in the past), competition (i.e., how likely are we to successfully keep all parts of the work to be performed under the contract) and budget availability (i.e., how likely is it that the entire contract will receive the necessary funding). If we do not accurately assess each of these factors, or if we do not include all the variables that affect the revenue that we recognize from our contracts, the potential value of our contracts, and accordingly, our backlog, will not reflect the actual revenue received from contracts and task orders. As a result, there can be no assurance that we will receive amounts included in our backlog or that monies will be appropriated by Congress or otherwise made available to finance contracts and task orders included in our backlog. Many factors that affect the scheduling of projects could alter the actual timing of revenue on projects included in backlog. There is always the possibility that the contracts could be adjusted or cancelled. We adjust our backlog on a quarterly basis to reflect modifications to or renewals of existing contracts, awards of new contracts or approvals of expenditures. See "Risk Factors" The calculation of our backlog is subject to numerous uncertainties, and we may not receive the full amounts of revenue estimated under the contracts included in our backlog, which could reduce our revenue in future periods."

### **Competition**

We operate in markets that are highly competitive and include a large number of participants. We compete with many companies, both large and small, for our contracts. We do not have a consistent number of competitors against whom we repeatedly compete. If we anticipate that our combined resources may create a competitive advantage, we may team with other companies to perform work under contracts. These and

other companies in our market may compete more effectively than we can because they are larger, have greater financial and other resources, have better or more extensive relationships with governmental officials involved in the procurement process and have greater brand or name recognition.

As a result of the diverse requirements of the Federal Government and our commercial clients, we frequently form teams with the companies in our markets in order to compete for large procurements, while bidding against them in other situations.

In each of our practice areas, we generally bid against companies of varying sizes and specialties, from small businesses to multi-billion dollar corporations. Because of the current industry trend toward consolidation, some of these companies may emerge better able to compete with us. Therefore, it is essential that we differentiate ourselves from these companies. We believe that our technical abilities, client relationships, past performance, cost containment, reputation and ability to provide quality personnel give us a strong presence in the markets we serve. In addition, we believe that our culture of respect for and commitment to our clients and business partners greatly aids our business. While we believe these factors help to set us apart from other companies in our markets, we may not be able to continue to maintain our competitive position, as new companies enter the marketplace and alliances and consolidations among competitors emerge. Some companies in our markets have longer operating histories, greater financial and technological capabilities, greater brand or name recognition and larger client bases than we have.

### **Government Contracting and Regulatory Processes**

For fiscal 2003, approximately 94% of our revenue was derived from work performed under Federal Government contracts. The government contracting process differs in many ways from commercial contracting, and involves a high degree of Federal Government regulation and oversight.

Historically, agencies of the Federal Government wishing to procure services from contractors have been required to prepare a request for proposal, known as an RFP, or some similar form of solicitation. The RFP is typically an extensive document describing the services desired and the terms and conditions that form the final agreement, including the criteria the soliciting agency will use to select the service provider. Interested parties submit proposals in response to the RFP, which the agency evaluates, often requesting additional information and multiple discussions with bidders prior to final award of the contract.

In recent years, the Federal Government has taken steps to streamline the procurement process. For example, in 1994, the enactment of the FASA 94 made the procurement process substantially faster and less burdensome for companies that qualify for a bidders list. FASA 94 was the first of several statutory and regulatory changes in recent years that significantly altered government procurement practices by increasing the number and types of procurement contract "vehicles" available to Federal Government clients to satisfy their requirements. Federal Governmental agencies are now more likely to use flexible contract vehicles that permit a number of firms to compete for specific orders. The General Services Administration Multiple Award Schedule, or GSA MAS, Program is an example of a flexible contract vehicle employed by the Federal Government. Under the MAS Program, GSA contracts with multiple vendors to provide goods and services, at predetermined prices, to specified authorized buyers. GSA schedules are listings of services and products, along with their respective prices, offered by approved contractors. The schedules are maintained by the GSA for use by any federal agency or other authorized entity. A contractor must successfully complete a pre-qualification process in order to be selected by the GSA for inclusion of the contractor's goods or services on a GSA Schedule. When an agency selects services under a GSA schedule contract, the soliciting agency, or the GSA on its behalf, conducts a bidding process, limited to qualified GSA schedule contractors. The process typically involves substantially less time and cost than the historical, non-GSA bidding process.

In addition to the GSA MAS program, we also hold other ID/IQ contracts with other individual agencies, which are generally known as task order contracts. These are essentially umbrella contracts that set forth the basic terms and conditions under which the agency may order goods and services from one, and in some cases, more than one, contractor. Contractors undergo a competitive pre-selection process to become eligible to perform work under ID/IQ contracts. A soliciting agency issues task orders for goods or services to be performed or provided under a contract. When task orders are issued under multiple award ID/IQ contracts, each awardee typically has an opportunity to be considered for the task order. The agency desiring contract services may conduct a competition among the interested awardees, resulting in the issuance of a task order to a single contractor. These contracts have increased competition and pricing pressure by concentrating work under fewer contracts, and requiring competition both prior to the initial award of the contract and throughout the term of the contract in order to obtain task orders for the services we provide, requiring that we make sustained post-award marketing efforts to realize revenue under each such contract. Moreover, even if we are qualified to work on a particular new contract or a contract subject to renewal, we might not be awarded business because of the Federal Government's policy and practice of procuring goods and services from multiple contractors in order to maintain a diverse base of contractors. In addition, ID/IQ contracts do not obligate the Federal Government to purchase goods or services above the minimum levels set forth in the contract.

A task order calls for a specific set of services to be delivered by the contractor to a particular client agency. In our experience, the key factors in bidding successfully for these task orders are

technical merit, cost, relevant past performance considerations and client trust. From time to time we are also party to GWACs, which are ID/IQ contracts that permit the aggregation of multiple agencies' requirements in a single contract, in order to encourage contractors to offer the best possible prices and to reduce the costs associated with multiple acquisitions.

For single-award large scale contracts, such as those targeted by our Major Program initiative, interested contractors submit information indicating their desire to perform the required services. The agency then solicits competitive proposals or bids from qualified contractors by providing them with a formal RFP, or similar solicitation. The RFP typically describes the desired services, terms and conditions, and evaluation criteria the agency will use. Bidders then submit proposals in response to the RFP, and the agency evaluates the proposals and makes the award determination. Agencies are encouraged to award contracts on a "best value" basis. This means that the contractor selected for the award should, in the agency's judgment, provide the greatest overall benefit in response to the requirement, including technical merit, cost and relevant past performance considerations. The entire bid process can sometimes take a year or more.

The competitive bidding process presents a number of risks, including the following:

we expend substantial funds, managerial time and effort to prepare bids and proposals for contracts that we may not win;

we may be unable to estimate accurately the resources and cost that will be required to service any contract we win, which could result in substantial cost overruns; and

we may encounter expense and delay if our competitors protest or challenge awards of contracts to us in competitive bidding, and any such protest or challenge could result in a requirement to resubmit bids on modified specifications or in the termination, reduction or modification of the awarded contract.

The government contracts for which we compete typically have multiple year terms, and if we are unable to win a particular contract, we generally will be foreclosed from competing again for that contract until its expiration several years later. In addition, upon the expiration of a contract, if the client requires further services of the type provided by the contract, there is frequently a competitive rebidding process.

### **Laws and Regulations Affecting Our Business**

Federal Government contracts are subject to a number of federal laws and regulations, including the Federal Acquisition Regulation, or FAR, and Cost Accounting Standards. These statutes and regulations contain several rules that may affect us significantly.

The Anti-Deficiency Act prohibits Federal Government employees from committing government funds, by contract or otherwise, in excess or in advance of appropriations, unless authorized by a specific statute. Since Congress usually appropriates funds on a fiscal year basis, many of our contracts are funded by the applicable agency annually as Congress makes appropriations for future fiscal years. In addition, since funds are often allocated to agencies by the Office of Management and Budget, many of our contracts are incrementally funded.

Disappointed bidders and contractors excluded from competing for government contracts and task orders may submit an objection to a contracting officer or the GAO within time limits specified under FAR and GAO bid protest remedies. The U.S. Court of Federal Claims also has bid protest jurisdiction. Performance under a contract being protested may be suspended while the protest is pending, and in cases where the contract is found to have been improperly awarded, the contract may be terminated.

Certain FAR clauses, such as the Limitation of Cost and Limitation of Funds clauses, limit the Federal Government's liability for expenditures or obligations beyond those authorized by the applicable contract. In many cases, contracts are awarded for only one year with a

number (in a number of cases, four) of successive option years. Agencies are not obligated to exercise these option years, but in our experience, most renewal options under our contracts have been exercised. In addition, certain FAR clauses allow the Federal Government to terminate contracts for convenience (i.e., at will), although the Federal Government is obligated to pay for costs incurred.

Larger contracts may also be subject to the Truth in Negotiations Act and Cost Accounting Standards. The Truth in Negotiations Act requires us to provide current, accurate and complete cost or pricing data in connection with the negotiation of a contract, modification or task order that is not subject to full and open competition or other exceptions to the Act. Cost Accounting Standards are applicable to certain contracts and require the contractor to apply consistent accounting practices and comply with specific cost accounting criteria. "Contract Cost Principles and Procedures" sets forth the rules regarding the allocability and allowability of costs incurred in connection with Federal Government contracts.

The FAR restricts government contractors from participating in procurements when there is an Organizational Conflict of Interest, or OCI, and, establishes rules for avoiding, mitigating and neutralizing conflicts of interest in the issuance of contracts by the Federal Government. Virtually all government contracts, including ours, are subject to the OCI rules. An OCI may arise because the nature of the work to be performed by a contractor has the potential, absent some restriction on future activities, to result in an unfair competitive advantage to the contractor or impair the contractor's objectivity in performing the contract or providing assistance or advice to the Federal Government. The government contracting officer is responsible for resolving any significant potential OCIs before a contract award is made. Federal Government contractors have an obligation to manage and, if necessary, report an OCI to the contracting officer. We have a company-wide policy regarding care in the acceptance of and compliance with contractual OCI provisions, which includes awareness training programs and coordination and reporting systems. We review new contracts and task orders at the time we receive them for potential OCI issues. Accordingly, we believe that as a result of the systems we have in place, our backlog will not be affected by OCI issues.

Our books and records are subject to audit by the Defense Contract Audit Agency, or DCAA, and other governmental audit agencies, to ensure that the costs and hourly rates for which we invoice the Federal Government under cost reimbursable and time and materials contracts are in compliance with the Cost Principles, Cost Accounting Standards and FAR invoicing regulations. Each fiscal year, we must submit final cost data to the Federal Government indicating our actual costs incurred for the prior year, exclusive of certain costs that are not recoverable by Federal Government contractors. This data is audited, and subject to adjustments by the auditing agency based upon established guidance, which may affect our recovery on cost reimbursable contracts for prior fiscal years. These audits may also result in assessment of penalties, interest costs and, in extreme cases, debarment. The Federal Government retains a portion of the fee earned by us under cost reimbursable contracts until contract completion and audit by the DCAA. Audits of our business units by the DCAA have been completed for all fiscal years through 2001 without material adjustments. In the opinion of management, the audits for other fiscal years through fiscal year 2003 will not result in adjustments that would have a material adverse effect on our financial position or results of operations; however, future material adjustments are possible.

Our conduct and performance is also subject to the False Claims Act. The False Claims Act prohibits contractors from knowingly submitting false or fraudulent claims to the Federal Government. We have established standards of conduct for our employees and a reporting mechanism that any of our employees can use to report inappropriate or illegal activities.

## **Risk Factors**

### **Risks Related to Our Industry**

**We depend on contracts with the Federal Government for most of our revenue, and our business would be seriously harmed if the government ceased doing business with us or significantly decreased the amount of business it does with us.**

We derived 93.7% and 92.1% of our total revenue in fiscal 2003 and in fiscal 2002, respectively, from Federal Government contracts, either as a prime contractor or a subcontractor. This includes 54.3% and 49.0% of our total revenue in fiscal 2003 and in fiscal 2002, respectively, that we derived, either as a prime contractor or a subcontractor, from contracts with agencies of the Department of Defense and intelligence community. We expect that we will continue to derive most of our revenue for the foreseeable future from work performed under Federal Government contracts. If we were suspended or prohibited from contracting with the Federal Government generally, or with any significant agency of the Department of Defense or the intelligence community, or if our reputation or relationship with the Federal Government or any significant agency of the Department of Defense or the intelligence community were impaired, or if any of the foregoing otherwise ceased doing business with us or significantly decreased the amount of business it does with us, our business, prospects, financial condition and operating results would be materially adversely affected.

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Our two largest contracts, in terms of revenues, are the contract with the U.S. Air Force Space Command for communications and computer infrastructure for command and control, information management and intelligence and for surveillance and reconnaissance, or C4I2SR, and the National Visa Center, or NVC, contract with the Department of State. The C4I2SR contract generated 22.1% of our total revenues in fiscal 2003 and 23.1% of our total revenues in fiscal 2002. The NVC contract generated 13.9% of our total revenues in fiscal 2003 and 11.0% of our total revenues in fiscal 2002. The C4I2SR and NVC contracts expire in September 2004. Although the NVC contract expires in 2004, aggregate expenditures under this contract are capped at \$88 million. We currently are awaiting notification of award by the government of the C4I2TSR contract, which is the successor contract to the C4I2SR contract. We expect to receive a solicitation from the government for the recompetition of the NVC contract during fiscal year 2004. Our third largest contract, in terms of revenues, is our contract with the Department of State for application development services, or ADP/ITPS. The ADP contract generated 5.1% of our total revenues in fiscal 2003 and 7.9% of our total revenues in fiscal 2002. We won the ITPS contract with the Department of State as the follow on contract vehicle to the ADP contract vehicle, which expired in June 2003. The ITPS contract has a five year term, including unexercised options through June 2008. We cannot guarantee that we will win the recompetes for the C4I2TSR and NVC contracts. If we fail to win the recompetes for any of these contracts or any of our other major contracts, our business would be materially adversely affected.

### **Our business could be adversely affected by changes in budgetary priorities of the Federal Government.**

Because we derive a significant portion of our revenue from contracts with the Federal Government, we believe that the success and development of our business will continue to depend on our successful participation in Federal Government contract programs. Changes in Federal Government budgetary priorities could directly affect our financial performance. A significant decline in government expenditures, a shift of expenditures away from programs which call for the types of services that we provide or a change in Federal Government contracting policies, could cause Federal Governmental agencies to reduce their expenditures under contracts, to exercise their right to terminate contracts at any time without penalty, not to exercise options to renew contracts or to delay or not enter into new contracts. Any of those actions could seriously harm our business, prospects, financial condition or operating results. Moreover, although our contracts with governmental agencies often contemplate that our services will be performed over a period of several years, Congress usually must approve funds for

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a given program each government fiscal year and may significantly reduce or eliminate funding for a program. Significant reductions in these appropriations by Congress could have a material adverse effect on our business. Additional factors that could have a serious adverse effect on our Federal Government contracting business include:

changes in Federal Government programs or requirements;

budgetary priorities limiting or delaying Federal Government spending generally, or by specific departments or agencies in particular, and changes in fiscal policies or available funding, including potential governmental shutdowns;

reduction in the Federal Government's use of technology solutions firms; and

an increase in the number of contracts reserved for small businesses, or small business set asides, which could result in our inability to compete directly for these prime contracts.

### **Our contracts with the Federal Government may be terminated or adversely modified prior to completion, which could adversely affect our business.**

Federal government contracts generally contain provisions, and are subject to laws and regulations, that give the Federal Government rights and remedies not typically found in commercial contracts, including provisions permitting the Federal Government to:

terminate our existing contracts;

reduce potential future income from our existing contracts;

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modify some of the terms and conditions in our existing contracts;

suspend or permanently prohibit us from doing business with the Federal Government or with any specific government agency;

impose fines and penalties;

subject us to criminal prosecution;

subject the award of some contracts to protest or challenge by competitors, which may require the contracting federal agency or department to suspend our performance pending the outcome of the protest or challenge and which may also require the government to solicit new bids for the contract or result in the termination, reduction or modification of the awarded contract;

suspend work under existing multiple year contracts and related task orders if the necessary funds are not appropriated by Congress;

decline to exercise an option to extend an existing multiple year contract; and

claim rights in technologies and systems invented, developed or produced by us.

The Federal Government may terminate a contract with us either "for convenience" (for instance, due to a change in its perceived needs or its desire to consolidate work under another contract) or if we default by failing to perform under the contract. If the Federal Government terminates a contract with us for convenience, we generally would be entitled to recover only our incurred or committed costs, settlement expenses and profit on the work completed prior to termination. If the Federal Government terminates a contract with us based upon our default, we generally would be denied any recovery for undelivered work, and instead may be liable for excess costs incurred by the Federal Government in procuring undelivered items from an alternative source. As is common with government contractors, we have experienced and continue to experience occasional performance issues under some of our contracts. We may in the future receive show-cause or cure notices under contracts that, if not

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addressed to the Federal Government's satisfaction, could give the government the right to terminate those contracts for default or to cease procuring our services under those contracts.

Our Federal Government contracts typically have terms of one or more base years and one or more option years. Many of the option periods cover more than half of the contract's potential term. Federal governmental agencies generally have the right not to exercise options to extend a contract. A decision to terminate or not to exercise options to extend our existing contracts could have a material adverse effect on our business, prospects, financial condition and results of operations.

Certain of our Federal Government contracts also contain "organizational conflict of interest" clauses that could limit our ability to compete for certain related follow-on contracts. For example, when we work on the design of a particular solution, we may be precluded from competing for the contract to install that solution. While we actively monitor our contracts to avoid these conflicts, we cannot guarantee that we will be able to avoid all organizational conflict of interest issues.

**If we fail to establish and maintain important relationships with government entities and agencies, our ability to successfully bid for new business may be adversely affected.**

To develop new business opportunities, we primarily rely on establishing and maintaining relationships with various government entities and agencies. We may be unable to successfully maintain our relationships with government entities and agencies, and any failure to do so could materially adversely affect our ability to compete successfully for new business.

**We derive significant revenue from contracts and task orders awarded through a competitive bidding process. If we are unable to win new awards or successfully compete for renewal contracts, our business and prospects may be adversely affected.**

A significant number of our contracts and task orders with the Federal Government are awarded through a competitive bidding process. We expect that much of the business that we will seek in the foreseeable future will continue to be awarded through competitive bidding of new contracts and task orders and contracts subject to renewal. Recently, members of Congress and administration officials have authorized changes to the procurement process intended to increase competition among suppliers to the Federal Government. Budgetary pressures and reforms in the procurement process have caused many Federal Government clients to increasingly purchase goods and services through indefinite delivery/indefinite quantity, or ID/IQ, contracts, including General Services Administration contracts, or GSA contracts, and other government-wide acquisition contracts, or GWACs. These contracts have increased competition and pricing pressure by concentrating work under fewer contracts, and requiring competition both prior to the initial award of the contract and throughout the term of the contract in order to obtain task orders for the services we provide, requiring that we make sustained post-award marketing efforts to realize revenue under each such contract. These contracts generally approve particular contractors to provide specified goods and services to the applicable governmental agency but generally do not obligate the agency to purchase any particular amount of goods or services. To procure goods or services under the contract, the agency generally awards task orders to perform specified services or to supply specified goods pursuant to competitive bidding among approved contractors. Thus, the existence of a contract does not ensure future revenue; rather, the contract merely provides us the opportunity to compete for additional work. An agency may administer an ID/IQ contract in which it procures goods and services for itself. Under the same contract, other federal agencies may also procure goods and services. These contracts are known as GWACs. When multiple prime contractors hold GWACs for the same goods and services, all of them are eligible to supply goods and services under the contract. As a result, qualified contractors often compete with each other to obtain task orders under a GWAC. Similarly, GSA contracts, including contracts commonly known as GSA Schedule contracts, are procurement contracts administered by the GSA on behalf of the entire Federal Government. Like GWACs, multiple contractors may be awarded GSA contracts for the same goods and services. As a result, an agency may procure goods and services from any contractor awarded the

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GSA contract at the prices and on the terms stated in the contract. Moreover, even if we are highly qualified to work on a particular new contract or a contract subject to renewal, we might not be awarded business because of the Federal Government's policy and practice of procuring goods and services from multiple contractors in order to maintain a diverse base of contractors.

The competitive bidding process presents a number of risks, including the following:

we expend substantial funds, managerial time and effort to prepare bids and proposals for contracts that we may not win;

we may be unable to estimate accurately the resources and cost that will be required to service any contract we win, which could result in substantial cost overruns; and

we may encounter expense and delay if our competitors protest or challenge awards of contracts to us in competitive bidding, and any such protest or challenge could result in a requirement to resubmit bids on modified specifications or in the termination, reduction or modification of the awarded contract.

The government contracts for which we compete typically have multiple year terms, and if we are unable to win a particular contract, we generally will be foreclosed from competing again for that contract until its expiration several years later. If we are unable to win new contract awards, our business and prospects will be adversely affected. In addition, upon the expiration of a contract, if the client requires further services of the type provided by the contract, there is frequently a competitive rebidding process. Approximately 36% of our revenue recognized during fiscal 2003 was derived from contracts that we expected to become subject to recompetition bids prior to the end of government fiscal 2004 (ending September 30, 2004). There can be no assurance that we will win any particular bid or recompetition bid, or that we will be able to replace business lost upon expiration or completion of a contract, and the termination or nonrenewal of any of our significant contracts or a substantial portion of our other contracts could materially adversely affect our operating results.

**Our business may suffer if our facilities or our employees are unable to obtain or retain the security clearances or other qualifications needed to perform services for our clients.**

Many of our Federal Government contracts require employees and facilities used in specific engagements to hold security clearances and to clear National Agency Checks and Defense Security Service checks. Many of our contracts require us to employ personnel with specified levels

of education, work experience and security clearances. Depending on the level of clearance, security clearances can be difficult and time-consuming to obtain. If our employees or our facilities lose or are unable to obtain necessary security clearances or successfully clear necessary National Agency or Defense Security Service checks, we may not be able to win new business and our existing clients could terminate their contracts with us or decide not to renew them. To the extent we cannot obtain or maintain the security clearances necessary for our facilities or our employees working on a particular contract or to the extent our facilities or our employees do not successfully clear necessary National Agency Checks or Defense Security Service checks, we may not derive the revenue anticipated from the contract, and our operating results could be materially adversely affected.

**We must comply with a variety of laws, regulations and procedures and our failure to comply could harm our operating results.**

We must observe laws and regulations relating to the formation, administration and performance of Federal Government contracts which affect how we do business with our clients and impose added costs on our business. For example, the Federal Acquisition Regulation and the industrial security regulations of the Department of Defense and related laws include provisions that:

allow our Federal Government clients to terminate or not renew our contracts if we come under foreign ownership, control or influence;

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require us to disclose and certify cost and pricing data in connection with contract negotiations;

require us to prevent unauthorized access to classified information; and

require us to comply with laws and regulations intended to promote various social or economic goals.

We are subject to industrial security regulations of the Department of Defense and other federal agencies that are designed to safeguard against foreigners' access to classified information. If we were to come under foreign ownership, control or influence, we could lose our facility security clearances, which could result in our Federal Government customers terminating or deciding not to renew our contracts, and could impair our ability to obtain new contracts.

In addition, our employees often must comply with procedures required by the specific agency for which work is being performed, such as time recordation or prohibition on removal of materials from a location.

Our failure to comply with applicable laws, regulations or procedures, including federal procurement regulations and regulations regarding the protection of classified information, could result in contract termination, loss of security clearances, suspension or prohibition from contracting with the Federal Government, civil fines and damages and criminal prosecution and penalties, any of which could materially adversely affect our business.

**The Federal Government may revise its procurement or other practices in a manner adverse to us.**

The Federal Government may revise its procurement practices or adopt new contracting rules and regulations, such as cost accounting standards. It could also adopt new contracting methods relating to GSA contracts, GWACs or other government-wide contracts, or adopt new standards for contract awards intended to achieve certain social or other policy objectives, such as establishing new set-aside programs for small or minority-owned businesses. In addition, the Federal Government may face restrictions from new legislation or regulations, as well as pressure from government employees and their unions, on the nature and amount of services the Federal Government may obtain from private contractors. These changes could impair our ability to obtain new contracts or contracts under which we currently perform when those contracts are put up for recompetition bids. Any new contracting methods could be costly or administratively difficult for us to implement, and, as a result, could harm our operating results. For example, the Truthfulness, Responsibility and Accountability in Contracting Act, proposed in 2001, would have limited and severely delayed the Federal Government's ability to use private service contractors. Although this proposal was not enacted, it or similar legislation could be proposed at any time. Any reduction in the Federal Government's use of private contractors to provide federal information technology services could materially adversely impact our business.

**Our contracts and administrative processes and systems are subject to audits and cost adjustments by the Federal Government, which could reduce our revenue, disrupt our business or otherwise adversely affect our results of operations.**



Federal governmental agencies, including the Defense Contract Audit Agency, or DCAA, routinely audit and investigate government contracts and government contractors' administrative processes and systems. These agencies review our performance on contracts, pricing practices and cost structure. They also review our compliance with applicable laws, government regulations, policies and standards and the adequacy of our internal control systems and policies, including our purchasing, property, estimating, compensation and management information systems. Any costs found to be improperly allocated to a specific contract will not be reimbursed, and any such costs already reimbursed must be refunded. Moreover, if any of our administrative processes and systems are found not to comply with the applicable requirements, we may be subjected to increased government scrutiny or required to obtain additional governmental approvals that could delay or otherwise adversely affect our ability to compete

for or perform contracts. Therefore, an unfavorable outcome to an audit by the DCAA or another government agency, such as the Defense Security Service, or DSS, which verifies security compliance, could materially adversely affect our competitive position and result in a substantial reduction of our revenues. If a government investigation uncovers improper or illegal activities, we may be subject to civil and criminal penalties and administrative sanctions, including termination of contracts, forfeitures of profits, suspension of payments, fines and suspension or debarment from doing business with the Federal Government. In addition, we could suffer serious reputational harm if allegations of impropriety were made against us.

**Failure to maintain strong relationships with other government contractors could result in a decline in our revenue.**

We derived 15.7% of our total revenue in fiscal 2003 and 17.1% of our total revenue in fiscal 2002 from contracts under which we acted as a subcontractor or from "teaming" arrangements in which we and other contractors jointly bid on particular contracts or programs. As a subcontractor or team member, we often lack control over fulfillment of a contract, and poor performance on the contract could tarnish our reputation, even when we perform as required. We expect to continue to depend on relationships with other contractors for a portion of our revenue in the foreseeable future. Moreover, our revenue and operating results could be materially adversely affected if any prime contractor or teammate chooses to offer a client services of the type that we provide or if any prime contractor or teammate teams with other companies to independently provide those services.

**The calculation of our backlog is subject to numerous uncertainties, and we may not receive the full amounts of revenue estimated under the contracts included in our backlog, which could reduce our revenue in future periods.**

Backlog is our estimate of the amount of revenue we expect to realize over the remaining life of the awarded contracts and task orders we have in hand as of the measurement date. Our total backlog consists of funded and unfunded backlog. We define funded backlog as estimated future revenues under government contracts and task orders for which funding has been appropriated by Congress and authorized for expenditure by the applicable agency, plus estimated future revenues we expect to receive under signed purchase orders with commercial clients. Unfunded backlog is the difference between total backlog and funded backlog. Unfunded backlog reflects our estimate of future revenues under awarded government contracts and task orders for which either funding has not been appropriated or expenditures have not been authorized. Our total backlog does not include estimates of revenue from GWAC or GSA schedules beyond contract or task order awards, but our unfunded backlog does include estimates of revenue beyond contract or task order awards for other types of ID/IQ contracts, including our C4I2SR contract with the U.S. Air Force Space Command.

The calculation of backlog is highly subjective and is subject to numerous uncertainties and estimates, and there can be no assurance that we will in fact receive the amounts we have included in our backlog. Our assessment of a contract's potential value is based upon factors such as historical trends, competition and budget availability. In the case of contracts which may be renewed at the option of the applicable agency, we generally calculate backlog by assuming that the agency will exercise all of its renewal options; however, the applicable agency may elect not to exercise its renewal options. In addition, federal contracts typically are only partially funded at any point during their term, and all or some of the work to be performed under a contract may remain unfunded unless and until Congress makes subsequent appropriations and the procuring agency allocates funding to the contract. Our estimate of the portion of backlog from which we expect to recognize revenues in fiscal 2004 or any future period is likely to be inaccurate because the receipt and timing of any of these revenues is dependent upon subsequent appropriation and allocation of funding and is subject to various contingencies, such as timing of task orders, many of which are beyond our control. In addition, we may never receive revenues from some of the engagements that are included in our backlog and this

risk is greater with respect to unfunded backlog. The actual receipt of revenues on engagements included in backlog may never occur or may change because a program schedule could change, the program could be canceled, the governmental agency could elect not to exercise renewal options under a contract or could select other contractors to perform services, or a contract could be reduced, modified or terminated. We adjust our backlog on a quarterly basis to reflect modifications to or renewals of existing contracts or task orders, awards of new contracts or task orders, or approvals of expenditures. Additionally, the maximum contract value specified under a government contract or task order awarded to us is not necessarily indicative of the revenues that we will realize under that contract. We also derive revenues from ID/IQ contracts, which typically do not require the government to purchase a specific amount of goods or services under the contract other than a minimum quantity which is generally very small. If we fail to realize revenue included in our backlog, our revenues and operating results for the then current fiscal year as well as future reporting periods could be materially adversely affected.

**Loss of our GSA contracts or GWACs would impair our ability to attract new business.**

We are a prime contractor under several GSA contracts and GWAC schedule contracts. We believe that our ability to continue to provide services under these contracts will continue to be important to our business because of the multiple opportunities for new engagements each contract provides. If we were to lose our position as prime contractor on one or more of these contracts, we could lose substantial revenues and our operating results could suffer. GSA contracts and other GWACs typically have a one or two-year initial term with multiple options exercisable at the government client's discretion to extend the contract for one or more years. We cannot be assured that our government clients will continue to exercise the options remaining on our current contracts, nor can we be assured that our future clients will exercise options on any contracts we may receive in the future.

**Risks Associated with International Operations.**

Our international business exposes us to additional risks including exchange rate fluctuations, foreign tax and legal regulations and political or economic instability that could materially adversely affect our operating results.

In connection with our international operations (including international operations under U.S. government contracts), we are subject to risks associated with operating in and selling to foreign countries, including:

devaluations and fluctuations in currency exchange rates;

changes in or interpretations of foreign regulations that may adversely affect our ability to sell all of our products or repatriate profits to the United States;

imposition of limitations on conversions of foreign currencies into dollars;

imposition of limitations on or increase of withholding and other taxes on remittances and other payments by foreign subsidiaries or joint ventures;

compliance with the local labor laws of the countries in which we operate;

hyperinflation or political instability in foreign countries;

potential personal injury to our personnel who may be exposed to military conflict situations in foreign countries;

imposition or increase of investment and other restrictions or requirements by foreign governments; and

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Although our international operations are not currently substantial, to the extent we expand our international operations, these and other risks associated with international operations are likely to increase. Although such risks have not harmed our operating results in the past, no assurance can be given that such risks will not materially adversely affect our operating results in the future.

### **If subcontractors on our prime contracts are able to secure positions as prime contractors, we may lose revenue.**

For each of the past several years, as the GSA schedule contracts and GWACs have increasingly been used as contract vehicles, we have received substantial revenue from government clients relating to work performed by other information technology providers acting as subcontractors to us. In some cases, companies that have not held GSA schedule contracts or secured positions as prime contractors on GWACs have approached us in our capacity as a prime contractor, seeking to perform services as our subcontractor for a government client. Some of these providers that are currently acting as subcontractors to us may in the future secure positions as prime contractors upon renewal of the GSA schedule or a GWAC contract. If one or more of our current subcontractors are awarded prime contractor status in the future, it could reduce or eliminate our revenue for the work they were performing as subcontractors to us. Revenue derived from work performed by our subcontractors represented approximately 13% of our revenue for each of fiscal 2002 and 2003.

### **Risks Related to Our Business**

#### **We have incurred net losses in the past and our revenue and operating results could be volatile.**

In fiscal 2003 and 2002, we had net income attributable to common stockholders of \$7.4 million and \$529,000, respectively. We incurred net losses attributable to common stockholders of \$2.8 million and \$2.3 million for fiscal 2001 and 2000, respectively. We cannot assure you that we will not incur net losses attributable to common stockholders in the future.

Our revenue and operating results may vary significantly from quarter to quarter. In particular, if the Federal Government does not pass, or delays passing, an appropriation act for each government fiscal year beginning on October 1, or fails to pass a resolution maintaining current funding levels until passage of an appropriation act, federal agencies may be forced to suspend our contracts, delay payments for work performed and delay the award of new and follow-on contracts and task orders due to a lack of funding. We are unable to predict the amount and timing of equipment purchases required by the U.S. Air Force Space Command C4I2SR contract. The timing of purchases under this contract affects our revenue and operating results, sometimes substantially, and we expect that these fluctuations will continue for the term of the contract. Further, the rate at which the Federal Government procures technology may be negatively affected depending on priorities of presidential administrations or senior government officials. Therefore, our historical operating results may not be a good indication of our future performance. Our quarterly operating results may not meet the expectations of securities analysts or investors, which in turn may have an adverse effect on the market price of our common stock. Our quarterly operating results may also fluctuate due to impairment of goodwill charges required by recent changes in accounting standards.

#### **We may lose money or generate less than anticipated profits if we do not accurately estimate the cost of our performance under fixed price or time and materials contracts.**

Some of our contracts require that we perform on a fixed price basis. We derived 26.6% of our total revenue in fiscal 2003 and 17.3% of our total revenue in fiscal 2002 from fixed price contracts. A fixed price contract generally provides that we will receive a specified price for our performance under the contract, regardless of the cost to us of such performance. This requires that we accurately estimate

the cost that we will incur to perform our obligations under any contract at the time that we submit our proposal or offer to the applicable government agency. When making proposals for engagements on a fixed price basis, we rely on our estimates of costs and timing for completing the projects. These estimates are subject to numerous variables and uncertainties, and there can be no assurance that the costs of performing under any fixed price contract will not exceed, perhaps substantially, our estimates. Any increased or unexpected costs or unanticipated delays in connection with the performance of fixed price contracts, including costs and delays caused by factors outside our control, could make these contracts less profitable than anticipated or could cause us to incur losses, which could be substantial, on these contracts. In the past, we have from time to time incurred losses on some fixed price contracts and our profits on some fixed price contracts have been less than anticipated. Our operating results could be materially adversely affected if the actual costs of performing under these contracts exceed our estimates.

Many of our contracts are performed on a time and materials basis. A time and materials contract typically provides that we are paid a fixed hourly rate for direct labor costs expended and reimbursed for allowable materials, costs and expenses. We derived 35.1% of our total revenues in fiscal 2003 and 42.1% of our total revenues for fiscal 2002 from time and materials contracts. While time and materials contracts are

generally subject to less uncertainty than fixed price contracts, to the extent that our actual labor costs are higher than the contract rates, we may lose money on the contract.

**Our margins and operating results may suffer if cost reimbursable contracts increase as a percentage of our total government contracts.**

In general, cost reimbursable contracts are the least profitable of our government contracts. Our cost reimbursable contracts generally provide for reimbursement of costs, which are determined to be reasonable, allowable and allocable to the contract, as well as payment of a fee representing the profit margin negotiated between us and the contracting agency, which may be fixed or performance based. Our time and materials contracts generally are more profitable than our cost reimbursable contracts. Cost reimbursable contracts contributed 38.3% and 40.6% of our total revenues in fiscal 2003 and fiscal 2002, respectively. To the extent that cost reimbursable contracts represent an increased proportion of our total government contracts, our operating results could be materially adversely affected.

**Our markets are highly competitive, and many of the companies we compete against have substantially greater resources.**

We operate in highly competitive markets that include a large number of participants and involve intense competition to win contracts. Many of our competitors may compete more effectively than we can because they are larger, have greater financial and other resources, have better or more extensive relationships with government officials involved in the procurement process and have greater brand or name recognition. In order to stay competitive in our industry, we must attract and retain the highly skilled employees necessary to provide our services and keep pace with changing technologies and client preferences. In addition, some of our competitors have established alliances or strategic relationships among themselves or with third parties in order to increase their ability to address client needs. As a result, new competitors or alliances among competitors may emerge and compete more effectively than we can. There is also a significant industry trend towards consolidation which may result in the emergence of larger companies that may be better able to compete with us. If we are unable to compete effectively, our business could be materially adversely affected.

**Our failure to attract and retain qualified employees, including our executive and senior management team, may adversely affect our business.**

Our continued success depends to a substantial degree on our ability to recruit and retain the technically skilled personnel we need to serve our clients effectively. Our business involves the development of tailored technology solutions for our clients, a process that relies heavily upon the expertise and services of our employees. Competition for skilled personnel in the information technology services industry is intense, and technology service companies often experience high attrition among their skilled employees. Recruiting and training these employees require substantial resources. Our failure to attract and retain technical personnel could increase our costs of performing our contracts, reduce our ability to meet our clients' needs, limit our ability to win new business and constrain our ability to grow.

Certain types of services are subject to the Service Contract Act and the Davis-Bacon Act. These Acts require that the contractor pay to all personnel assigned to the contract at least the prevailing wage and fringe benefits, as established by and in accordance with the regulations promulgated by the U.S. Department of Labor. We have an established policy pursuant to which we evaluate RFP's that include Service Contract Act and Davis-Bacon Act requirements and, in the event of an award to us, ensure our compliance with these requirements.

**Employees**

As of December 27, 2003, we had over 1,300 employees. We have no unionized employees and do not have any collective bargaining agreements. However, we may pursue contracts that will require us to have unionized employees. We believe we have a good relationship with our employees. On January 21, 2004, we acquired Matcom and added approximately 600 employees.

In addition to attracting and retaining qualified technical personnel, we believe that our success will depend on the continued employment of our executive and senior management team and its ability to generate new business and execute projects successfully. We believe that the personal reputations of our management team members and the business relationships between individual members of our management team and governmental officials involved in the procurement process and related areas are critical elements of obtaining and maintaining client engagements in our industry, particularly with agencies performing classified operations. To create and maintain these client relationships, identify potential business opportunities and establish our reputation among our current and potential clients, we depend on our senior management team. The loss of any of our senior executives could cause us to lose client relationships or new business opportunities, which could materially adversely affect our business.

**A substantial majority of our historical growth has been due to acquisitions and we may have difficulty identifying and executing future acquisitions on favorable terms, which may adversely affect our results of operations and stock price.**

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A substantial majority of our historical growth was the result of acquisitions, and the selective pursuit of acquisitions remains one of our key growth strategies. We cannot assure you that we will be able to identify and execute suitable acquisitions in the future on terms that are favorable to us, or at all.

We may encounter other risks in executing our acquisition strategy, including:

increased competition for acquisitions which may increase the price of our acquisitions; and

our failure to discover material liabilities during the due diligence process, including the failure of prior owners of any acquired businesses or their employees to comply with applicable laws or regulations such as the Federal Acquisition Regulation and health, safety, employment and environmental laws, or their failure to fulfill their contractual obligations to the Federal Government or other clients.

In connection with any future acquisitions, we may decide to consolidate the operations of any acquired business with our existing operations or to make other changes with respect to the acquired business, which could result in special charges or other expenses. Our results of operations also may be adversely affected by expenses we incur in making acquisitions and, in the event that any goodwill resulting from present or future acquisitions is found to be impaired, by goodwill impairment charges. As of December 27, 2003, we had approximately \$39.8 million of goodwill resulting from acquisitions on our balance sheet and, to the extent we make future acquisitions, the amount of goodwill could increase, perhaps substantially. Any of the businesses we acquire may also have liabilities or adverse operating issues.

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In addition, our ability to make future acquisitions may require us to obtain additional financing and we may be materially adversely affected if we cannot obtain additional financing for any future acquisitions. To the extent that we seek to acquire other businesses in exchange for our common stock, fluctuations in our stock price could have a material adverse effect on our ability to complete acquisitions and the issuance of common stock to acquire other businesses could be dilutive to our stockholders. To the extent that we use borrowings to acquire other businesses, our debt service obligations could increase substantially and relevant debt instruments may, among other things, impose additional restrictions on our operations, require us to comply with additional financial covenants or require us to pledge additional assets to secure our borrowings.

### **We may have difficulty integrating the operations of any companies we acquire, which may adversely affect our results of operations.**

The success of our acquisition strategy will depend upon our ability to successfully integrate any businesses we may acquire in the future. The integration of these businesses into our operations may result in unforeseen events or operating difficulties, absorb significant management attention and require significant financial resources that would otherwise be available for the ongoing development of our business. These integration difficulties could include the integration of personnel with disparate business backgrounds, the transition to new information systems, coordination of geographically dispersed organizations, loss of key employees of acquired companies and reconciliation of different corporate cultures. For these or other reasons, we may be unable to retain key clients or to retain or renew contracts of acquired companies. Moreover, any acquired business may fail to generate the revenue or net income we expected or produce the efficiencies or cost-savings that we anticipated. Any of these outcomes could materially adversely affect our operating results.

### **If we are unable to manage our growth, our business may be adversely affected.**

Sustaining our growth has placed significant demands on our management, as well as on our administrative, operational and financial resources. If we continue to grow, we must improve our operational, financial and management information systems and expand, motivate and manage our workforce. If we are unable to do so, or if new systems that we implement to assist in managing any future growth do not produce the expected benefits, our business, prospects, financial condition or operating results could be materially adversely affected.

### **Systems failures may disrupt our business and have an adverse effect on our results of operations.**

Any systems failures, including failure of network, software or hardware systems, whether caused by us, a third-party service provider, unauthorized intruders and hackers, computer viruses, natural disasters, power shortages or terrorist attacks, could cause loss of data and interruptions or delays in our business or that of our clients. In addition, the failure or disruption of mail, communications or utilities could cause us to interrupt or suspend our operations or otherwise harm our business. Our property and business interruption insurance may be inadequate to compensate us for losses that may occur as a result of any system or operational failure or disruption, and insurance to cover these types of risks

may not be available in the future on terms that we consider acceptable, if at all.

The systems and networks that we maintain for our clients, although redundant in their design, could also fail. If a system or network we maintain were to fail or experience service interruptions, we might experience loss of revenue or face claims for damages or contract termination. Our liability insurance may be inadequate to compensate us for damages that we might incur and liability insurance to cover these types of risks may not be available in the future on terms that we consider acceptable, or at all.

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**If our subcontractors fail to perform their contractual obligations, our performance as a prime contractor and our ability to obtain future business could be materially and adversely impacted.**

Approximately 13% of our total revenue in each of fiscal 2003, fiscal 2002 and fiscal 2001 was generated by work performed by subcontractors who perform a portion of the work we are obligated to deliver to our clients. A failure by one or more of our subcontractors to satisfactorily deliver on a timely basis the agreed-upon supplies and/or perform the agreed-upon services may materially and adversely affect our ability to perform our obligations as a prime contractor. In extreme cases, a subcontractor's performance deficiency could result in the Federal Government terminating our contract for default. A default termination could expose us to liability for excess costs of procurement by the government and have a material adverse effect on our ability to compete for future contracts and task orders.

**Our indebtedness and debt service obligations may increase substantially and we will be subject to restriction under debt instruments.**

As of February 20, 2004, we had approximately \$49 million of debt outstanding under our credit facility. Contemporaneously with the closing of our acquisition of Matcom on January 21, 2004, we amended and restructured our prior credit facility and increased the borrowing capacity to \$80 million, which consists of both revolving credit and term loans. Borrowings available under our amended credit facility were used as part of the acquisition of Matcom and will also be used to finance our future business needs, including acquisitions, when and if we identify suitable acquisition targets. Our leverage may increase as a result of any future acquisitions and, accordingly, the amount of our indebtedness will likely increase, perhaps substantially.

Our indebtedness could have significant negative consequences, including:

increasing our vulnerability to general adverse economic and industry conditions;

limiting our ability to obtain additional financing;

requiring that a substantial portion of our cash flow from operations be applied to pay our debt service obligations, thus reducing cash available for other purposes;

limiting our flexibility in planning for or reacting to changes in our business or in the industry in which we compete; and

placing us at a possible disadvantage compared to our competitors with less leverage or better access to capital.

Our credit facility bears interest at variable rates based upon prevailing market interest rates, which exposes us to the risk of increased interest rates. Also, our credit facility requires that we comply with various financial covenants and impose restrictions on us, including restrictions on, among other things, our ability to incur additional indebtedness or liens, make acquisitions and pay dividends on our capital stock.

Our ability to make scheduled payments of the principal of, to pay interest on, or to refinance, our debt will depend primarily on our future performance, which to a certain extent is subject to the economic, financial, competitive and other factors beyond our control. There can be no assurance that our business will continue to generate sufficient cash flow from operations in the future to service our debt or meet our other cash needs. If we are unable to generate this cash flow from our business, we may be required to refinance all or a portion of our existing debt, sell assets or obtain additional financing to meet our debt obligations and other cash needs. We cannot assure you that any such refinancing, sale of assets or additional financing would be possible on terms that we would find acceptable.

If we fail to comply with the financial covenants in our new credit facility, our lenders may exercise remedies, including requiring immediate repayment of all outstanding amounts. The financial covenants in our new credit facility include the following:

a leverage ratio that requires us to maintain a ratio of funded debt to consolidated EBITDA for such period, on a consolidated basis for the twelve month period ending on the last day of any fiscal quarter, of no more than 3.00 to 1.0 through September 30, 2004, 2.75 to 1.0 from October 1, 2004 through September 30, 2005, and 2.50 to 1.0 from October 1, 2005 and thereafter;

a fixed charge coverage ratio that requires us to maintain a ratio, on a consolidated basis for the twelve month period ending on the last day of any fiscal quarter, of (i) consolidated EBITDA less consolidated capital expenditures for such period, to (ii) the sum of consolidated interest expense plus scheduled funded debt payments plus cash taxes for such period, of greater than or equal to 1.10 to 1.0;

the amount of consolidated capital expenditures made in cash during any fiscal year is limited to 2.00% of consolidated gross revenues plus the unused portion on consolidated capital expenditures that would have been permitted in the previous fiscal year in an amount not to exceed \$1,000,000; and

the amount of consolidated net worth must be equal to or greater than the sum of (i) \$69,000,000, (ii) on a cumulative basis as of the end of each fiscal quarter beginning with the quarter ending March 31, 2004, 50% of consolidated net income for the fiscal quarter then ended, and (iii) 100% of the net cash proceeds from any equity issuance occurring after January 21, 2004.

The borrowings and other amounts due under our new credit facility are secured by substantially all of our current and future tangible and intangible assets, including accounts receivable, inventory and capital stock of our existing or future subsidiaries. Our ability to obtain other debt financing may therefore be adversely affected because the lenders under our new credit facility will have a prior lien on our assets to secure amounts we owe to them. In addition, upon the occurrence of specified events of default under the new credit facility, the lenders would be entitled to demand immediate repayment of all borrowings and other amounts outstanding under the facility and to realize upon the collateral pledged under the facility to satisfy our obligations to them.

The credit facility also requires us to comply with certain covenants, including, among others, provisions:

relating to the maintenance of our assets securing the debt;

restricting our ability to pledge assets or create other liens;

restricting our ability to incur additional debt beyond certain levels and in certain circumstances;

restricting our ability to make certain distributions, investments and restricted payments, including dividend payments on our equity securities;

restricting our ability to alter the conduct of our business or corporate existence;

restricting our ability to amend, modify, cancel, terminate or fail to renew material contracts;

restricting our ability to enter into transactions with affiliates;

restricting our ability to consolidate, merge, or sell our assets;

restricting our ability to purchase property or assets other than in the ordinary course of business; and

restricting our ability to amend, modify or change our organizational documents, including our charter and bylaws.

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**Risks Related to Our Common Stock and any  
Offering Made Pursuant to a Registration Statement**

**Ownership of our stock is concentrated and this small group of stockholders may exercise substantial control over our actions.**

Based on shares outstanding as of February 20, 2003, investment partnerships and a limited liability company managed by Frontenac Company beneficially own approximately 33.0% of our outstanding common stock, and our officers and directors beneficially own, in the aggregate, approximately 40.7% of our outstanding stock. The percentage of our shares owned by our directors and officers as set forth in the preceding sentence includes the shares owned by partnerships and a limited liability company managed by Frontenac Company because two of our directors are affiliates of Frontenac Company and are therefore deemed to beneficially own those shares. These stockholders, if acting together, have the ability to substantially influence the election of directors and other corporate actions. In addition, these partnerships and this limited liability company, if acting together, also have the ability to substantially influence the election of directors and other corporate actions. This concentration of ownership may also have the effect of delaying or preventing a change in our control.

**Our management could apply the proceeds of any offering made pursuant to a registration statement to uses that do not increase our market value or improve our operating results.**

We intend to apply the net proceeds from any offering made pursuant to a registration statement to repay debt, to acquire other business and technologies and for working capital and other general corporate purposes. We have not reserved or allocated the net proceeds for any specific purpose, and we cannot state with certainty how our management will use the net proceeds. Accordingly, our management will have considerable discretion in applying the net proceeds. We may use the net proceeds for purposes that do not result in any increase in our market value or improve our results of operations.

**Provisions of our charter and bylaws and Delaware law make a takeover of our company more difficult.**

Our basic corporate documents and Delaware law contain provisions that might enable our management to resist an attempt to take over our company. For example, our board of directors can issue shares of common stock and preferred stock without stockholder approval, and the board could issue stock to dilute and adversely affect various rights of a potential acquiror. Other provisions of our charter and bylaws that could deter or prevent a third party from acquiring us include:

the division of our board of directors into three separate classes serving staggered three-year terms;

the absence of cumulative voting in the election of our directors, which means that the holders of a majority of the voting power of our outstanding capital stock have the power to elect all of our directors;

limitations on the ability of our stockholders to remove directors and the provisions requiring that vacancies in our board of directors must be filled by the remaining directors;

prohibitions on our stockholders from acting by written consent or calling special meetings; and

procedures for advance notification of stockholder nominations.

We are subject to Section 203 of the Delaware General Corporation Law that, subject to exceptions, would prohibit us from engaging in any business combination with any interested stockholder, as defined in that section, for a period of three years following the date on which that stockholder became an interested stockholder.



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The board could use these and other provisions to discourage, delay or prevent a change in the control of our company or a change in our management. These provisions might also discourage, delay or prevent an acquisition of our company at a price that you may find attractive. These provisions could also make it more difficult for you and our other stockholders to elect directors and take other corporate actions and could limit the price that investors might be willing to pay for shares of our common stock.

### **Future sales of shares of our common stock and the resulting dilution that would occur with such sales could cause the market price of our common stock to decline.**

Sales of a substantial number of shares of common stock in the public market in the course of any offering made pursuant to a registration statement, including any subsequent registration statement, or the perception that such sales could occur, could materially adversely affect the market price of our common stock and make it more difficult for us to sell equity securities in the future at a time and price we deem appropriate. As of February 20, 2004, we had 8,459,422 shares of common stock outstanding.

### **Item 2. Properties**

As of December 27, 2003, we leased 10 offices and 1 warehouse at various U.S. locations for an aggregate of approximately 247,700 square feet in 5 states. Following the acquisition of Matcom on January 21, 2004, our leased space consists of 24 offices and 2 warehouses at various U.S. locations for an aggregate of approximately 329,300 square feet in 13 states. This includes 3 offices (8,750 square feet) that are sub-leased through the remaining term of our primary leases.

Our corporate offices are located at 12012 Sunset Hills Road, Reston, Virginia in approximately 68,000 square feet of leased space. Our other major offices are located in Colorado Springs, Colorado, Rockville, Maryland, and Arlington, Virginia. Our Colorado Springs properties consist of approximately 68,000 square feet under a lease that expires in November 2005 and approximately 35,000 square feet under a lease that expires in April 2006. Our Rockville office consists of approximately 24,000 square feet under a lease expiring in November 2011. Our Arlington office consists of approximately 14,100 square feet under a lease that expires in December 2012. In addition, we have employees who work on engagements at other smaller operating locations around the United States.

All of our offices are in new, or reasonably modern, well-maintained buildings. The facilities are substantially utilized and are adequate for present operations. We do not own any real estate or improvements.

### **Item 3. Legal Proceedings**

We are a party to other litigation and legal proceedings that we believe to be a part of the ordinary course of our business. While we cannot predict the ultimate outcome of these matters, we currently believe, based upon information available to us as of the date of this filing, that any ultimate liability arising out of these proceedings will not have a material adverse effect on our financial position. We may become involved in other legal and governmental, administrative or contractual proceedings in the future.

### **Item 4. Submission of Matters To a Vote of Security Holders**

The Company had no matters submitted to stockholders for their consideration during the fourth quarter ended December 27, 2003.

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## PART II

### **Item 5. Market for the Company's Common Equity and Related Stockholder Matters**

Since November 12, 2002, SI International's common stock has been publicly traded on the Nasdaq National Market under the symbol "SINT." Prior to November 12, 2002, SI International's common stock was not publicly traded. The high and low sales prices of SI International's common stock for the time period indicated below, as reported by the Nasdaq National Market, were:

	<u>High</u>	<u>Low</u>
Year ended December 28, 2002:		
Fourth Quarter (from November 12, 2002)	\$ 14.20	\$ 10.20

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	High	Low
Year ended December 27, 2003:		
First Quarter	\$ 12.38	\$ 6.75
Second Quarter	\$ 13.23	\$ 7.47
Third Quarter	\$ 19.89	\$ 12.45
Fourth Quarter	\$ 20.90	\$ 14.25

As of February 24, 2004, there were approximately 48 holders of record of SI International's common stock. As of February 24, 2004, the closing price of SI International's common stock was \$22.08.

We have never declared or paid any cash dividends on our common stock. We currently intend to retain earnings, if any, to support our growth strategy and do not anticipate paying cash dividends in the foreseeable future.

### Use of Proceeds

We are furnishing the following information with respect to the use of proceeds from our initial public offering of common stock, \$0.01 par value per share, which closed in November 2002. The effective date of the Registration Statement on Form S-1 for the offering was November 8, 2002, and the commission file number of the Registration Statement is 333-87964. The offering commenced on November 12, 2002. The offering terminated on November 15, 2002. All of the shares of common stock registered for our account were sold prior to the termination of the offering. The managing underwriters for the offering were Wachovia Securities, Inc, Legg Mason Wood Walker, Incorporated, and BB&T Capital Markets, a Division of Scott & Stringfellow, Inc. We registered 4,350,000 shares of our common stock, \$0.01 par value per share, in the offering. The aggregate offering price of the shares registered and sold by us was \$53.9 million.

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The actual expenses incurred for our account in connection with the offering were as follows:

Underwriting Fees	\$ 3,773,000
Offering Related Expenses	77,064
SEC registration fee	10,836
NASD listing and filing fee	113,238
Printing and engraving costs	304,755
Legal fees and expenses	1,284,236
Accounting fees and expenses	842,000
Directors & Officers Liability Insurance	334,000
Blue Sky fees and expenses	50,000
Miscellaneous expenses	41,298
Total	\$ 6,830,427

Payment of expenses were directly made to persons or entities other than our directors, officers, general partners or their associates, persons owning 10% or more of our equity securities, or our affiliates.

Our net offering proceeds after expenses were approximately \$47,069,573. From November 15, 2002 until December 28, 2002 we used \$31.1 million to repay outstanding borrowings under our credit facility, \$10.1 million to repay loans directly received from several of our stockholders, and \$1.4 million to repurchase outstanding warrants. The remaining proceeds, approximately \$4.5 million, were used as a part of the source of funds for the acquisition of Matcom in January 2004.

### Item 6. Selected Financial Data

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The selected financial data presented below for our 2003, 2002 and 2001 fiscal years, and as of the end of our 2003 and 2002 fiscal years, are derived from our audited consolidated financial statements included in this Form 10-K. The selected financial data presented below for our 2000 and 1999 fiscal years, and as of the end of our 2001, 2000 and 1999 fiscal years are derived from our audited consolidated financial statements not included in this Form 10-K. You should read the selected financial data presented below in conjunction with the consolidated financial statements, the notes to the consolidated financial statements and with "Management's Discussion and Analysis of Financial Condition and Results of Operations" included elsewhere in this Form 10-K. Our fiscal year is based

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on the calendar year and ends each year on the Saturday closest to December 31 of that year. All fiscal years shown below include 52 weeks.

	Fiscal Year				
	SI International, Inc.				
	2003	2002	2001	2000	1999
	(dollars in thousands, except per share data)				
<b>Statement of Operations Data:</b>					
Revenue	\$ 168,287	\$ 149,351	\$ 146,583	\$ 120,580	\$ 33,891
Costs and expenses:					
Direct costs	101,940	91,240	87,071	71,868	20,731
Indirect costs	51,569	49,404	49,495	40,509	11,646
Depreciation	2,009	1,988	1,653	992	198
Amortization			3,586	3,088	517
	155,518	142,632	141,805	116,457	33,092
Total operating expenses					
Income from operations	12,769	6,719	4,778	4,123	799
Other income (expense)				(157)	2
Interest expense	(606)	(3,319)	(3,451)	(4,023)	(419)
Minority interests		(118)	(144)		
Change in fair value of put warrants		640	(1,255)	(265)	
	12,163	3,922	(72)	(322)	382
Income (loss) before provision for income taxes					
Provision for income taxes	4,784	1,439	657	424	271
	7,379	2,483	(729)	(746)	111
Net income					
Dividends on redeemable cumulative preferred stock		1,954	2,052	1,505	251
	7,379	529	(2,781)	(2,251)	(140)
Net income (loss) attributable to common stockholders					
<b>Earnings (loss) per common share:</b>					
Basic earnings (loss) per share	\$ 0.87	\$ 0.16	\$ (1.06)	\$ (0.86)	\$ (0.06)
Diluted earnings (loss) per share	0.87	(0.03)	(1.06)	(0.86)	(0.06)
<b>Balance Sheet Data (at period end):</b>					
Cash and cash equivalents	\$ 23,252	\$ 10,856	\$ 470	\$ 198	\$ 218
Working capital	39,708	29,937	16,103	9,599	(4,258)
Total assets	106,627	92,315	80,461	82,970	31,380
Total debt, including capital lease obligations	530	658	40,082	39,595	14,559
Total stockholders' equity (deficit)	81,547	73,977	(2,431)	350	2,601

Fiscal Year

**Other Financial Data:**

EBITDA(1)	\$	14,778	\$	8,707	\$	10,017
Capital expenditures		1,291		1,653		2,577
Net cash provided by (used in) operations		16,079		5,680		1,697
Net cash used in investing activities		(1,291)		(1,653)		(2,577)
Net cash provided by (used in) financing activities		(2,392)		6,359		1,152

(1) EBITDA is defined as GAAP net income (loss) plus interest expense, income taxes, depreciation and amortization, change in the value of put warrants and minority interest.

(2) EBITDA as calculated by us may be calculated differently than EBITDA for other companies. We have provided EBITDA because we believe it is a commonly used measure of financial performance in comparable companies and is provided to help investors evaluate companies on a consistent basis, as well as to enhance an understanding of our operating results. EBITDA should not be construed as either:

an alternative to net income (loss), as an indicator of our operating performance; or

as an alternative to cash flows as a measure of liquidity.

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**Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations**

*The following discussion and analysis should be read in conjunction with the "Selected Consolidated Financial Data" and the consolidated financial statements and related notes included elsewhere in this Form 10-K. This discussion and analysis contains forward-looking statements that involve known and unknown risks, uncertainties, and other factors that may cause our actual results, level of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. In some cases, you can identify these statements by forward-looking words such as "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "plan," "potential," "should," "will," and "would" or similar words. You should read statements that contain these words carefully because they discuss our future expectations, contain projections of our future results of operations or of our financial position, or state other forward-looking information. We believe that it is important to communicate our future expectations to our investors. However, there may be events in the future that we are not able to predict accurately or control. In particular, statements that we make in this section relating to the sufficiency of anticipated sources of capital to meet our cash requirements are forward-looking statements. Our actual results could differ materially from those anticipated in these forward-looking statements for many reasons, including as a result of some of the factors described below, in "Item 1-Business-Risk Factors" and elsewhere in this Form 10-K. You should not place undue reliance on these forward-looking statements, which apply only as of the date of the filing of this Form 10-K.*

*Backlog is our estimate of the amount of future revenue we expect to realize over the remaining life of awarded contracts and task orders as of the measurement date. Accordingly, all statements regarding the amount of our backlog are forward-looking statements and are subject to the risks and uncertainties referred to above and elsewhere in this Form 10-K.*

*Our fiscal year is based on a calendar year and ends each year on the Saturday closest to December 31 of that year. As a result, our fiscal year may be comprised of 52 or 53 weeks. Our 2003, 2002 and 2001 fiscal years each had 52 weeks.*

**Overview**

During the past year, SI International experienced growth in our key focus areas. Department of Defense as a customer concentration has continued to grow more rapidly which can be attributed to two primary drivers. The DoD budget was approved well before its civilian budget counterparts, and the push for defense transformation increased. The DoD budget imperative has been a catalyst for early adoption of the defense appropriation legislation and a smoother allocation of the associated funding. This process has allowed our customers to effectively

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execute their IT and Network Solution plans. Our view of the next three to five years is consistent with the pattern established in 2002 and 2003.

Virtually all of the DoD efforts in which SI International is engaged either directly support or are closely related to DoD Transformation goals. However, we will continue to segment our focus areas in terms of Homeland Defense, IT Modernization, Mission-critical Outsourcing, and Defense Transformation. It is important that we reflect our customer's evolving priorities through our characterization of the programs in each focus area.

We are, first and foremost, a provider of information technology and network solutions to the Federal Government. Our clients include the U.S. Air Force Space Command, U.S. Army, the Department of State, the Immigration and Naturalization Service, which has now transitioned to become the Bureau of Citizenship and Immigration Services in the Department of Homeland Security, and the intelligence community. The addition of Matcom will allow us to continue to support our existing customer base, while strengthening our position with the US Army, US Navy, US Air Force Electronic Systems Center, and US Department of Agriculture, and opening new client relationships

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with the Federal Retirement Thrift Investment Board, and National Institutes of Health. We combine our technology and industry expertise to provide a full spectrum of state-of-the-practice solutions and services, from design and development to implementation and operations, which assist our clients in achieving mission success.

In fiscal 2003 and fiscal 2002, we received 93.7% and 92.9%, respectively, of our revenues from services we provided to various departments and agencies of the Federal Government, both directly and through other prime contractors, and 6.3% and 7.1%, respectively, of our total revenues from work performed for commercial entities. The following table shows our revenues from the client groups listed as a percentage of total revenue. Revenue data for the Department of Defense includes revenue generated from work performed under engagements for both the Department of Defense and the intelligence community.

	Fiscal Year		
	2003	2002	2001
Department of Defense	54.5%	49.0%	45.0%
Federal civilian agencies	39.2%	43.9%	43.4%
Commercial entities	6.3%	7.1%	11.6%
	100.0%	100.0%	100.0%

As a result of the acquisition of Matcom, the percentage of our revenues attributable to the Department of Defense may decrease marginally, the percentage of our revenue attributable to federal civilian agencies may marginally increase, and the percentage of our revenue attributable to commercial entities, including international operations, may decrease marginally.

We have derived a substantial majority of our revenues from governmental contracts under which we act as a prime contractor. We also provide services indirectly as a subcontractor. We intend to focus on retaining and increasing the percentage of our business as prime contractor because it provides us with stronger client relationships. The following table shows our revenues as prime contractor and as subcontractor as a percentage of our total revenue for the following periods:

	Fiscal Year		
	2003	2002	2001
Prime contract revenue	84.3%	82.9%	82.1%
Subcontract revenue	15.7%	17.1%	17.9%
	100.0%	100.0%	100.0%

As a result of the acquisition of Matcom, we believe the percentage of our prime contract revenue may decrease slightly.

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Our services are provided under three types of contracts: cost reimbursable, time and materials and fixed price contracts. The following table shows our revenues from each of these types of contracts as a percentage of our total revenue for the following periods:

	Fiscal Year		
	2003	2002	2001
Cost reimbursable	38.3%	40.6%	39.7%
Time and materials	35.1%	42.1%	41.4%
Fixed price	26.6%	17.3%	18.9%
	100.0%	100.0%	100.0%
Total	100.0%	100.0%	100.0%

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As a result of the acquisition of Matcom, we anticipate that during fiscal year 2004 that the percentage of our revenue attributable to time and materials contracts may increase meaningfully, that the percentage of our revenue attributable to fixed price contracts may decrease slightly, and that the percentage of our revenue attributable to cost reimbursable contracts may decrease meaningfully.

Under cost reimbursable contracts, we are reimbursed for costs that are determined to be reasonable, allowable and allocable to the contract, and paid a fee representing the profit margin negotiated between us and the contracting agency, which may be fixed or performance based. Under cost reimbursable contracts we recognize revenues and an estimate of applicable fees earned as costs are incurred. We consider fixed fees under cost reimbursable contracts to be earned in proportion to the allowable costs incurred in performance of the contract. For performance-based fees under cost reimbursable contracts, we recognize the relevant portion of the expected fee to be awarded by the client at the time such fee can be reasonably estimated, based on factors such as our prior award experience and communications with the client regarding performance. In general, cost reimbursable contracts are the least profitable of our government contracts.

Under time and materials contracts, we are reimbursed for labor at fixed hourly rates and generally reimbursed separately for allowable materials, costs and expenses. To the extent that our actual labor costs under a time and materials contract are higher or lower than the billing rates under the contract, our profit under the contract may either be greater or less than we anticipated or we may suffer a loss under the contract. We recognize revenues under time and materials contracts by multiplying the number of direct labor hours expended by the contract billing rates and adding the effect of other billable direct costs. In general, we realize a higher profit margin on work performed under time and materials contracts than cost reimbursable contracts.

Under fixed price contracts, we perform specific tasks for a fixed price. Compared to cost reimbursable and time and materials contracts, fixed price contracts generally offer higher profit margin opportunities but involve greater financial risk because we bear the impact of cost overruns in return for the full benefit of any cost savings. We generally do not undertake complex, high-risk work, such as long-term software development, under fixed price terms. Fixed price contracts may include either a product delivery or specific service performance over a defined period. Revenue on fixed price contracts that provide for the Company to render services throughout a period is recognized as earned according to contract terms as the service is provided on a proportionate performance basis. While a substantial number of these contracts are generally less than six months in duration, we have several multi-year contracts of this type in which the customer has the option to extend the contractual term beyond the current term.

If we anticipate a loss on a contract, we provide for the full amount of anticipated loss at the time of that determination.

Our most significant expense is direct cost, which consists primarily of direct labor costs for program personnel and direct expenses incurred to complete contracts, including cost of materials and subcontract efforts. Our ability to predict accurately the number and types of personnel, their salaries, and other costs, can have a significant impact on our direct cost.

The allowability of certain direct and indirect costs in federal contracts is subject to audit by the client, usually through the DCAA. Certain indirect costs are charged to contracts and paid by the client using provisional, or estimated, indirect rates, which are subject to later revision, based on the government audits of those costs.

Approximately 36.0% of our revenue recognized during fiscal 2003 was derived from contracts that we expect will become subject to competitive bids prior to the end of government fiscal 2004. As a result of the acquisition of Matcom, we believe the percentage of our revenue subject to competitive bids prior to the end of the government fiscal year will decrease. We actively monitor our relationships

with our clients during our engagements, as well as the quality of the service we provide, to assist in our efforts to win recompetition bids. In addition, we strive to maintain good relationships with a wide variety of government contractors.

### Recent Events

On January 21, 2004, we completed the purchase of Matcom, a provider of information technology, systems engineering, logistics, and training. The acquisition supports our strategic growth plan to expand into new vertical markets and enhance the portfolio of capabilities we provide to the Federal Government. Under the terms of the agreement, SI International acquired Matcom for \$65.8 million in cash. The transaction also includes an earnout provision of \$7.9 million in the form of SI International subordinated notes if Matcom achieves certain short-term revenue objectives. The transaction was funded through cash-on-hand and borrowings under the company's credit facility, which has been increased to \$80 million.

### Results of Operations

The following table sets forth certain items from our consolidated statements of operations as a % of revenues for the periods indicated.

	Fiscal Year		
	2003	2002	2001
Revenue	100.0%	100.0%	100.0%
Costs and expenses:			
Direct costs	60.6	61.1	59.4
Indirect costs	30.6	33.1	33.8
Depreciation	1.2	1.3	1.1
Amortization	0.0	0.0	2.4
<b>Total operating expenses</b>	<b>92.4</b>	<b>95.5</b>	<b>96.7</b>
Income from operations	7.6	4.5	3.3
Interest expense	(0.4)	(2.2)	(2.4)
Minority interests	0.0	(0.1)	(0.1)
Change in fair value of put warrants	0.0	0.4	(0.8)
Income (loss) before provision for income taxes	7.2	2.6	
Provision for income taxes	2.8	1.0	0.5
Net income (loss)	4.4%	1.6%	(0.5)%

### Fiscal year 2003 compared with fiscal year 2002

**Revenue.** For the fiscal year ended December 27, 2003, our revenues increased 12.7% to \$168.3 million from \$149.4 million for the same period in 2002. Revenues from work under Federal Government contracts increased 13.6% to \$157.7 million from \$138.8 million for the same period in 2002. This increase was attributable to new contract awards, successful recompetition wins on existing programs and growth within existing programs in our four focus areas: Federal IT Modernization, Defense Transformation, Homeland Defense, and Mission-Critical Outsourcing. Commercial and other revenues decreased 0.9% to \$10.6 million in 2003 from \$10.6 million in 2002. This decrease was attributable to our continued focus on opportunities for the Federal Government.

**Direct costs.** Direct costs include direct labor and other direct costs such as materials and subcontracts. Generally, changes in direct costs are correlated to changes in revenue as resources are

consumed in the production of that revenue. For fiscal 2003, direct costs increased 11.7% to \$101.9 million from \$91.2 million for fiscal 2002. This increase was attributable primarily to the increase in revenue. As a percentage of revenue, direct costs were 60.6% for fiscal 2003 as compared to 61.1% for fiscal 2002.

*Indirect costs.* Indirect costs include facilities, selling, bid and proposal, indirect labor, fringe benefits and other discretionary costs. For fiscal 2003, indirect costs increased 4.4% to \$51.6 million from \$49.4 million for the same period in 2002. This \$2.2 million increase was primarily attributable to the expected growth of support functions necessary to facilitate and administer the growth in direct costs.

*Depreciation.* For fiscal 2003, depreciation increased by 1.1% to \$2.01 million from \$1.99 million for the same period in 2002. As a percentage of revenue, depreciation was 1.2% for fiscal 2003 as compared to 1.3% for the same period in fiscal 2002.

*Amortization.* In compliance with SFAS 142, Goodwill and Other Intangible Assets, we discontinued the amortization of goodwill effective December 30, 2001. Accordingly, there was no amortization for the fiscal years ended December 27, 2003 and December 28, 2002.

*Income from operations.* For fiscal 2003, income from operations increased 90.0% to \$12.8 million from \$6.7 million for the same period in 2002. This increase was attributable primarily to the decrease of both direct and indirect costs as a percentage of revenue. As a percentage of revenue, income from operations was 7.6% for fiscal 2003 as compared to 4.5% in fiscal 2002. We anticipate continued improvement in our operating margin.

*Interest expense.* For fiscal 2003, interest expense declined 81.7% to \$0.6 million from \$3.3 million for the same period in 2002. This decline was attributable primarily to the repayment of debt following our initial public offering in November 2002. As a percentage of revenue, interest expense was 0.4% for fiscal 2003 as compared to 2.2% for the same period in fiscal 2002. We anticipate an increase in interest expense in fiscal year 2004 due to amounts borrowed under our current credit facility, which was made in connection with the acquisition of Matcom.

*Provision for income taxes.* The provision for income tax was \$4.8 million in fiscal 2003, compared to a provision of \$1.4 million for the comparable period in 2001. Our fiscal year 2003 tax provision represents an effective tax rate of 39.3%. Our fiscal 2002 tax provision represents an effective tax rate of 36.7%. Our effective tax rate is greater than the federal statutory rate of 34% due primarily to state income tax rates.

*Dividends.* For fiscal year 2003, dividends on cumulative preferred stock decreased to \$0 from \$2.0 million for fiscal year 2002. This decrease was attributable to the conversion of preferred stock to common stock on November 12, 2002 in connection with our initial public offering.

#### **Fiscal year 2002 compared to fiscal year 2001**

*Revenue.* For the fiscal year ended December 28, 2002, our revenues increased 1.9% to \$149.4 million from \$146.6 million for the same period in 2001. Revenues from work under Federal Government contracts increased 7.1% to \$138.8 million from \$129.6 million for the same period in 2001. This increase was attributable primarily to an increase in our Information Technology and Network Solutions services provided to our Federal Government customers. As anticipated, commercial and other revenues decreased 37.6% to \$10.6 million in 2002 from \$17.0 million in 2001. This decrease was attributable to our continuing de-emphasis of marketing activities in the commercial sector. The decrease in our commercial work was largely the result of decreased spending by our customers in the commercial telecom market and the petroleum reservoir modeling business. Consistent with our

decision in June 2002 to merge SI Telecom back into SI International and our decision to de-emphasize our petroleum business, we have concentrated on our core Federal Government contracting business.

*Direct costs.* Direct costs include direct labor and other direct costs such as materials and subcontracts. Generally, changes in direct costs are correlated to changes in revenue as resources are consumed in the production of that revenue. For fiscal 2002, direct costs increased 4.7% to \$91.2 million from \$87.1 million for fiscal 2001. This increase was attributable primarily to the increase in revenue. As a percentage of revenue, direct costs were 61.1% for fiscal 2002 as compared to 59.4% for fiscal 2001.



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*Indirect costs.* Indirect costs include facilities, selling, bid and proposal, indirect labor, fringe benefits and other discretionary costs. For fiscal 2002, indirect costs decreased 0.2% to \$49.4 million from \$49.5 million for the same period in 2001. Indirect costs were 33.1% of revenues for fiscal 2002 as compared to 33.8% of revenues for the same period in 2001.

*Depreciation.* For fiscal 2002, depreciation increased 17.7% to \$2.0 million from \$1.7 million for the same period in 2001. This increase was attributable primarily to our investment to modernize and standardize our information technology infrastructure to support future growth. As a percentage of revenue, depreciation was 1.3% for fiscal 2002 as compared to 1.1% for the same period in fiscal 2001.

*Amortization.* In compliance with SFAS 142, Goodwill and Other Intangible Assets, we discontinued the amortization of goodwill effective December 30, 2001. Accordingly, there was no amortization for the fiscal year ended December 28, 2002 compared to \$3.6 million for the same period in fiscal 2001.

*Income from operations.* For fiscal 2002, income from operations increased 39.6% to \$6.7 million from \$4.8 million for the same period in 2001. This increase was attributable primarily to the discontinuance of goodwill amortization, partially offset by the increase in direct costs as described above. As a percentage of revenue, income from operations was 4.5% for fiscal 2002 as compared to 3.3% for the same period in fiscal 2001.

*Interest expense.* For fiscal 2002, interest expense declined 3.8% to \$3.3 million from \$3.5 million for the same period in 2001. This decline was attributable primarily to the significant decline in interest rates and repayment of debt, partially offset by the \$0.5 million charge for the early termination of our previous credit facility as required under the terms of that credit facility as part of our initial public offering in November 2002. As a percentage of revenue, interest expense was 2.2% for fiscal 2002 as compared to 2.4% for the same period in fiscal 2001.

*Provision for income taxes.* The provision for income taxes increased from \$0.7 million in fiscal 2001 to \$1.4 million in fiscal 2002. Our fiscal 2002 and 2001 tax provision represents an effective tax rate, which is greater than the federal statutory rate of 34% due to nondeductible charges for put warrants, and goodwill amortization.

*Dividends.* For fiscal 2002, dividends on cumulative preferred stock decreased to \$2.0 million from \$2.1 million for fiscal 2001. This decrease was attributable to the conversion of preferred stock to common stock on November 12, 2002 in connection with our initial public offering.

### Supplemental Quarterly Information

The following table sets forth quarterly unaudited consolidated financial data for the fiscal quarters of 2003 and 2002, expressed in dollars and as a percentage of total revenues for the respective periods. We believe that this unaudited financial information includes all adjustments, consisting only of normal recurring adjustments, necessary for a fair presentation of the information for each period. All of the fiscal quarters reflected in the following table had thirteen weeks. Some unevenness of revenue from

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quarter to quarter exists primarily because of the timing of purchases of materials necessary to perform certain obligations under our C4I2SR contract with U.S. Air Force Space Command.

	Fiscal Year 2003				Fiscal Year 2002			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	(dollars in thousands)							
Revenue	\$ 41,324	\$ 40,724	\$ 42,082	\$ 44,157	\$ 33,463	\$ 35,407	\$ 38,378	\$ 42,103
Costs and expenses:								
Direct costs	25,026	24,264	25,837	26,813	19,145	21,856	24,427	25,812
Indirect costs	13,163	13,167	12,318	12,921	11,718	13,923	10,838	12,925
Depreciation	512	486	497	514	481	515	523	469
Total operating expenses	38,701	37,917	38,652	40,248	31,344	36,294	35,788	39,206

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	Fiscal Year 2003				Fiscal Year 2002			
Income (loss) from operations	2,623	2,807	3,430	3,909	2,119	(887)	2,590	2,897
Interest expense	(162)	(146)	(161)	(137)	(697)	(657)	(659)	(1,305)
Minority interests					(38)	(39)	(41)	
Change in fair value of put warrants					(90)	(301)	1,031	
Provision (benefit) for income taxes	973	1,052	1,290	1,470	564	(689)	819	746
Net income (loss)	\$ 1,488	\$ 1,609	\$ 1,979	\$ 2,302	\$ 730	\$ (1,195)	\$ 2,102	\$ 846
Revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Costs and expenses:								
Direct costs	60.6	59.6	61.3	60.7	57.2	61.7	63.7	61.3
Indirect costs	31.9	32.3	29.3	29.3	35.0	39.3	28.2	30.7
Depreciation	1.2	1.2	1.2	1.2	1.4	1.5	1.4	1.1
Amortization								
Total operating expenses	93.7	93.1	91.8	91.2	93.6	102.5	93.3	93.1
Income (loss) from operations	6.3	6.9	8.2	8.8	6.4	(2.5)	6.7	6.9
Interest expense	(0.4)	(0.4)	(0.4)	(0.3)	(2.1)	(1.9)	(1.8)	(3.1)
Minority interests					(0.1)	(0.1)	(0.1)	
Change in fair value of put warrants					(0.3)	(0.9)	2.7	
Provision (benefit) for income taxes	2.3	2.6	3.1	3.3	1.7	(1.9)	2.1	1.8
Net income (loss)	3.6%	3.9%	4.7%	5.2%	2.2%	(3.5)%	5.4%	2.0%

**Liquidity and Capital Resources**

Our primary liquidity needs are the financing of working capital, capital expenditures and acquisitions. We have historically relied primarily on cash flow from operations, borrowings under our credit facility and from some of our stockholders and the sale of common and preferred stock to provide for our cash needs. In connection with the acquisition of Matcom International Corporation which closed on January 21, 2004, the Company amended its credit facility to increase borrowing capacity from \$35 million to \$80 million and to extend the term to January 21, 2008. The Company used approximately \$15 million from cash-on-hand and the amended credit facility to acquire Matcom International Corporation.

Net cash provided by (used in) operations was \$16.1 million for fiscal 2003, \$5.7 million for fiscal 2002, and \$1.7 million for fiscal 2001. Cash provided by operations in fiscal 2003 was attributable to net income of \$7.4 million plus depreciation, amortization and other non-cash items of \$2.8 million and a decrease in working capital of \$5.9 million. Cash provided by operations in fiscal 2002 was attributable to net income of \$2.5 million plus depreciation, amortization and other non-cash items of \$2.3 million and a decrease in working capital of \$0.9 million. Cash provided by operations in fiscal 2001 was attributable to depreciation and amortization of \$5.2 million and a change in fair value of put warrants of \$1.3 million offset in part by a net loss of \$0.7 million, a decrease in other non-cash charges of \$0.6 million, and an increase of \$3.3 million related to changes in working capital.

Cash used in investing activities was \$1.3 million for fiscal 2003, \$1.7 million for fiscal 2002, and \$2.6 million in fiscal 2001. In fiscal 2003 we invested \$1.3 million in capital assets. In fiscal 2002 we invested \$1.7 million in capital assets. In fiscal 2001, we invested \$2.6 million in capital assets. Investments in capital assets are comprised primarily of computer and office equipment and furniture and fixtures.

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Cash used in financing activities was \$2.4 million in fiscal 2003. Cash provided by financing activities was \$6.4 million for fiscal 2002 and \$1.2 million in fiscal 2001. Cash used in financing activities for fiscal year 2003 was attributable to repayments of bank overdrafts of \$2.2 million, \$0.2 million partial repayment of an outstanding note from the acquisition of Systems Technology Associates (see Acquisitions), and payments for our capital leases of \$0.1 million. Cash provided by financing activities for fiscal year 2002 was attributable to the proceeds from issuances of common stock of \$47.1 million and the issuance of exchangeable notes in the amount of \$4.3 million to the unit holders of SI International, L.L.C., offset by the repayment of all debt in the amount of \$43.4 million, the repurchase of warrants held by the bank in the amount of \$1.4 million and payments on our long term capital leases of \$0.2 million. Cash provided by financing activities in fiscal 2001 was attributable to the proceeds from the issuance of exchangeable notes in the amount of \$5.0 million to the unit holders, including Frontenac VII Limited Partnership and Frontenac Masters VII Limited Partnership, of SI International, L.L.C., our principal stockholder, net borrowings against our line of credit of \$0.2 million and increase in bank overdrafts of \$0.9 million, offset by repayments of notes payable of \$3.5 million and repayments of long-term debt of \$1.4 million.

Cash and cash equivalents as of the end of fiscal 2003, fiscal 2002, and fiscal 2001 were \$23.3 million, \$10.9 million, \$0.5 million, respectively.

Following the closing of our initial public offering on November 12, 2002, we entered into a new \$35.0 million secured revolving credit facility (the 2002 credit facility) with Wachovia Bank, N.A. acting as Administration Agent for a consortium of lenders. We replaced all letters of credit outstanding under our prior credit facility with letters of credit issued under the new facility. For the fiscal years ended December 27, 2003 and December 28, 2002 we did not have any borrowings under the 2002 credit facility. In connection with the acquisition of Matcom International Corporation on January 21, 2004, we amended our credit facility to increase the borrowing capacity from \$35 million to \$80 million and extended the term to January 21, 2008.

The amended credit facility includes a \$30 million term loan and a \$50 million revolving credit facility. Under the term loan, we are required to make three \$1.5 million quarterly principal payments starting on June 30, 2004, eight \$1.875 million quarterly principal payments starting on March 31, 2004, three \$2.25 million quarterly principal payments starting on March 31, 2007, and a final \$3.75 million principal payment on December 31, 2007.

The amended credit facility permits us, subject to our compliance with financial and nonfinancial covenants and customary conditions, to make up to \$50.0 million of revolving credit borrowings and also provides for the issuance of letters of credit, although the amount of available revolving credit borrowings are reduced by the amount of any outstanding letters of credit issued under the facility. See "Risk Factors Our indebtedness and debt service obligations may increase substantially and we will be subject to restriction under debt instruments."

Any borrowings outstanding under the facility will, at our option, bear interest either at floating rates equal to LIBOR plus a spread ranging from 275 to 350 basis points or a specified base rate plus a spread ranging from 175 to 250 basis points, with the exact spread determined upon the basis of our ratio of outstanding indebtedness to our earnings before interest, taxes, and depreciation and amortization expense, as defined in the new credit facility.

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We and each of our existing and future subsidiaries are jointly and severally liable with respect to the payment of all borrowings and other amounts due and performance of all obligations under the new credit facility. The new credit facility is secured by a pledge of substantially all of our current and future tangible and intangible assets, as well as those of our current and future subsidiaries, including accounts receivable, inventory and capital stock of our existing and future subsidiaries. The new credit facility requires us to make mandatory prepayments of outstanding borrowings, with a corresponding reduction in the maximum amount of borrowings available under the facility, with net proceeds from certain insurance recoveries and asset sales, and with 100% of the net proceeds from debt issuances, and with 50% of the net proceeds from certain equity issuances subject to specified exceptions. Also, the new credit facility includes a number of restrictive covenants including, among other things, limitations on our leverage and capital expenditures, limitations on our ability to incur additional indebtedness or liens, requirements that we maintain minimum ratios of cash flow to fixed charges and prohibitions on payment of dividends on our capital stock, limitations on our ability to enter into mergers, acquisitions or sales of our assets, and prohibitions on certain transactions among our subsidiaries and affiliated companies. The new credit facility also contains events of default, including, among other events, any transaction resulting in a new stockholder or group of stockholders acquiring control of our board of directors or ownership of greater than 40% of our outstanding capital stock, any default by us under any material government contract or other material contract to which we are a party, the suspension of our ability to enter into contracts with the federal, state or local governments generally. See "Risks Related to our Business Our indebtedness and debt service obligations may increase substantially and we will be subject to restrictions under debt instruments."

We currently anticipate that cash flow from operations and borrowings available under our new credit facility will be sufficient to meet our presently anticipated capital needs for at least the next twelve months, but may be insufficient to provide funds necessary for any future acquisitions we may make, whether during the next twelve months or thereafter. To the extent that we require additional funds, whether for

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acquisitions or otherwise, we may seek additional equity or debt financing. Such financing may not be available to us on terms that are acceptable to us, if at all, and any equity financing may be dilutive to our stockholders. To the extent that we obtain additional debt financing, our debt service obligations will increase and the relevant debt instruments may, among other things, impose additional restrictions on our operations, require us to comply with additional financial covenants or require us to pledge assets to secure our borrowings.

Financial data for all of our subsidiaries are included in our consolidated financial statements.

### Tabular Disclosure of Contractual Obligations

Our contractual obligations as of December 27, 2003 are as follows (in thousands):

Contractual Obligations	Payment due by period				
	Total	Less than 1 year	1 3 years	3 5 years	More than 5 years
Capital Lease	217	148	69		
Operating Lease	34,506	4,649	8,002	7,331	14,524
<b>Total</b>	<b>34,723</b>	<b>4,797</b>	<b>8,071</b>	<b>7,331</b>	<b>14,524</b>

Purchase obligations related to existing contracts are with the Federal Government and, in the event any contracts are terminated, we would have the ability to submit a termination claim for outstanding purchases.

In connection with our acquisition of Matcom, we borrowed \$30 million in long-term debt repayable as follows: \$4.5 million in 2004, \$15 million during the period 2005-2007, \$10.5 million during the period 2008-2010. As of January 21, 2004, we borrowed an additional \$19 million for the

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acquisition of Matcom under our revolving line of credit, which is reflected as current liabilities on our Balance Sheet.

### Critical Accounting Policies and Estimates

Our significant accounting policies are described in Note 2 to our accompanying consolidated financial statements. We consider the accounting policies related to revenue recognition to be critical to the understanding of our results of operations. Our critical accounting policies also include the areas where we have made what we consider to be particularly difficult, subjective or complex judgments in making estimates, and where these estimates can significantly impact our financial results under different assumptions and conditions. We prepare our financial statements in conformity with accounting principles generally accepted in the United States. As such, we are required to make certain estimates, judgments and assumptions that we believe are reasonable based upon the information available. These estimates, judgments and assumptions affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the periods presented. Actual results could be different from these estimates.

#### *Revenue Recognition*

Our accounting policy regarding revenue recognition is written to comply with the following criteria: (1) a contract has been executed; (2) the contract price is fixed and determinable; (3) delivery of services or products has occurred; and (4) collectibility of the contract price is considered probable and can be reasonably estimated. Compliance with these criteria may require us to make significant judgments and estimates.

For cost reimbursable contracts with fixed fees and fixed price contracts, we estimate the applicable fees earned as costs are incurred or services are provided. This process requires estimation of the contemplated level of effort to accomplish the tasks under contract, the cost of such effort and ongoing assessment towards completing the contract. We utilize a number of management processes to monitor contract performance and revenue estimates, including monthly in-process reviews. For cost reimbursable contracts with performance-based fees, we estimate the applicable fees earned based on historical experience and performance evaluations from our customers. For fixed price contracts that are based on unit pricing, we recognize revenue for the number of units delivered in any given fiscal period. For fixed price contracts that are based on the proportionate performance method and involve a specified number of similar acts, we recognize revenue based on the proportion of those acts completed compared to the number of total specified acts required by the contract. For fixed price contracts that are based on the proportionate performance method and involve a specified number of defined but not similar acts, we recognize revenue based on the proportion of the project's percentage total costs incurred compared to the estimated total costs associated with the entire transaction.

Occasionally, facts may develop that require revisions to estimated total costs or revenues expected. The cumulative effect of any such revisions is recorded in the period in which the facts requiring the revision become known. The full amount of anticipated losses on any contract type are recognized in the period in which they become known.

In addition, certain indirect costs are charged to contracts and paid by the client using provisional, or estimated, indirect rates that are subject to later revision based on government audits. Any costs found to be improperly allocated to a specific contract will not be reimbursed, and any such costs already reimbursed must be refunded.

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**Item 7A. Quantitative and Qualitative Disclosures About Market Risk.**

Historically, our investment positions have been relatively small and short-term in nature. We have typically made investments in a fund with an effective average maturity of fewer than 40 days having a portfolio make-up consisting primarily of commercial paper and notes and variable rate instruments, and to a much smaller extent overnight securities and bank instruments. Since our initial public offering, the board of directors approved an investment policy that requires we invest in relatively short-term, high quality, and high liquidity obligations.

**Item 8. Financial Statements and Supplementary Data.**

The consolidated financial statements of SI International, Inc. are submitted on pages F-1 through F-22 of this report.

**Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure.**

None.

**Item 9A. Controls and Procedures.**

The Company has established and maintains disclosure controls and procedures that are designed to ensure that material information required to be disclosed by SI International in the reports that it files under the Securities Exchange Act of 1934, as amended, is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms, and that such information is accumulated and communicated to the Company's management, including the Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure.

As of December 27, 2003, under the supervision and with the participation of SI International's management, including its Chief Executive Officer and Chief Financial Officer, the Company carried out an evaluation of the effectiveness of the design and operation of disclosure controls and procedures. Based upon that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective, at the reasonable assurance level, as of December 27, 2003, in timely alerting them to material information relating to the Company (including its consolidated subsidiaries) required to be included in SI International's periodic SEC filings.

During the Company's fourth fiscal quarter, there were no significant changes to the Company's internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

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**PART III**

The information required by Items 10, 11, 12, 13 and 14 of Part III of Form 10-K has been omitted in reliance on General Instruction G(3) and is incorporated herein by reference to the definitive proxy statement of SI International, Inc. for its 2004 annual meeting of stockholders to be filed with the SEC pursuant to Regulation 14A promulgated under the Securities Exchange Act of 1934, as amended.

**PART IV**

**Item 15. Exhibits, Financial Statement Schedules and Reports on Form 8-K.**

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(a)

Documents filed as part of this Report

1.

Financial Statements.

A.

Report of Independent Auditors

B.

Consolidated Balance Sheets as of December 27, 2003 and December 28, 2002

C.

Consolidated Statements of Operations for the fiscal years ended December 27, 2003, December 28, 2002 and December 29, 2001

D.

Consolidated Statements of Stockholders' Equity for the fiscal years ended December 27, 2003, December 28, 2002 and December 29, 2001

E.

Consolidated Statements of Cash Flows for the fiscal years ended December 27, 2003, December 28, 2002 and December 29, 2001

F.

Notes to Consolidated Financial Statements

2.

Supplementary Financial Data.

Schedule II Valuation and Qualifying Accounts

3.

Exhibits.

The exhibits required by this item are set forth on the Index to Exhibits attached hereto.

(a)

Reports on Form 8-K

Current Report on Form 8-K on December 18, 2003, disclosing the issuance of a press release announcing that we had entered into a definitive agreement to acquire Matcom International Corporation.

(b)

Exhibits.

See Item 14(a)(3) above.

**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized, on the 10<sup>th</sup> day of March, 2004.

## SI INTERNATIONAL, INC.

By: /s/ RAY J. OLESON

**Ray J. Oleson**  
**Chairman of the Board and**  
**Chief Executive Officer**

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in capacities and on the dates indicated.

<b>Signatures</b>	<b>Title</b>	<b>Date</b>
<u>/s/ RAY J. OLESON</u> <b>Ray J. Oleson</b>	Chairman of the Board and Chief Executive Officer (Principal Executive Officer)	March 10, 2004
<u>/s/ THOMAS E. DUNN</u> <b>Thomas E. Dunn</b>	Executive Vice President, Chief Financial Officer and Treasurer (Principal Financial and Accounting Officer)	March 10, 2004
<u>/s/ CHARLES A. BOWSHER</u> <b>Charles A. Bowsher</b>	Director	March 10, 2004
<u>/s/ JAMES E. CRAWFORD, III</u> <b>James E. Crawford, III</b>	Director	March 10, 2004
<u>/s/ WALTER J. CULVER</u> <b>Walter J. Culver</b>	Vice Chairman and Director	March 10, 2004
<u>/s/ WALTER C. FLORENCE</u> <b>Walter C. Florence</b>	Director	March 10, 2004
<u>/s/ GENERAL R. THOMAS MARSH</u> <b>General R. Thomas Marsh</b> (USAF-Ret.)	Director	March 10, 2004
<u>/s/ EDWARD H. SPROAT</u> <b>Edward H. Sproat</b>	Director	March 10, 2004

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**INDEX TO EXHIBITS**

<b>EXHIBIT NO.</b>	<b>DESCRIPTION</b>
2.1	Agreement and Plan of Merger among the Company, Link Acquisition Corporation, a Delaware corporation and a wholly-owned subsidiary of the Company, Matcom International Corporation, and the stockholders of Matcom International Corporation, dated as of December 17, 2003, as amended by the First Amendment to Agreement and Plan of Merger, dated as of January 21, 2004

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**EXHIBIT  
NO.**

**DESCRIPTION**

- 
- (filed as Exhibit 2.1 to the Company's Current Report on Form 8-K filed January 28, 2004 and incorporated herein by reference). (The appendices and exhibits have been omitted pursuant to Item 601(b)(2) of Regulation S-K. SI International, Inc., hereby undertakes to furnish supplementally to the Securities and Exchange Commission copies of any omitted appendices and exhibits upon request by the Securities and Exchange Commission.)
- 3.1 Second Restated Certificate of Incorporation (filed as Exhibit 3.1 to the Company's Registration Statement on Form S-1/A (File No. 333-87964) filed on October 25, 2002 (the "Third Amendment) and incorporated herein by reference).
  - 3.2 Amended and Restated Bylaws, as amended (filed as Exhibit 3.2 to the Company's Registration Statement on Form S-1/A (File No. 333-87964) filed on November 8, 2002 (the "Fifth Amendment) and incorporated herein by reference).
  - 4.1 Registration Rights Agreement, as amended (filed as Exhibit 4.1 to the Third Amendment and incorporated herein by reference).
  - 4.2 Specimen Certificate of our common stock (filed as Exhibit 4.2 to the Company's Registration Statement on Form S-1/A (File No. 333-87964) filed on November 5, 2002 (the "Fourth Amendment) and incorporated herein by reference).
  - 4.3 Stock Purchase Agreement, as amended (filed as Exhibit 4.3 to the Fifth Amendment and incorporated herein by reference).
  - 4.4 Amendment to Stock Purchase Agreements (filed as Exhibit 4.4 to the Fourth Amendment and incorporated herein by reference).
  - 10.1 Form of 2002 Stock Incentive Plan (filed as Exhibit 10.1 to the Third Amendment and incorporated herein by reference).
  - 10.2 January 2001 Nonqualified Stock Option Plan (filed as Exhibit 10.2 to the Company's Registration Statement on Form S-1/A (File No. 333-87964) filed on June 24, 2002 (the "First Amendment) and incorporated herein by reference).
  - 10.3 SI International, Inc. 2001 Service Award Stock Option Plan (filed as Exhibit 10.3 to the First Amendment and incorporated herein by reference).
  - 10.4 1998 Stock Option Plan (filed as Exhibit 10.5 to the First Amendment and incorporated herein by reference).
  - 10.5 Credit Agreement (filed as Exhibit 10.1 to the Company's Current Report on Form 8-K filed November 12, 2002 and incorporated herein by reference) and amended and restated by amendment no.1 (which includes as an exhibit the revised credit agreement and which is filed herewith).
  - 10.6 Executive Employment Agreement with S. Bradford Antle (filed as Exhibit 10.6 to the Third Amendment and incorporated herein by reference).
  - 10.7 Executive Employment Agreement with Walter J. Culver (filed as Exhibit 10.7 to the Third Amendment and incorporated herein by reference).
  - 10.8 Executive Employment Agreement with Thomas E. Dunn (filed as Exhibit 10.8 to the Third Amendment and incorporated herein by reference).
  - 10.9 Executive Employment Agreement with Thomas E. Lloyd (filed as Exhibit 10.9 to the Third Amendment and incorporated herein by reference).

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- 10.10 Executive Employment Agreement with Ray J. Oleson (filed as Exhibit 10.10 to the Third Amendment and incorporated herein by reference).
  - 10.11 Form of Indemnification Agreement (filed as Exhibit 10.11 to the Third Amendment and incorporated herein by reference).
  - 21.1 Subsidiaries of the registrant (filed herewith).
  - 23.1 Consent of Ernst & Young LLP (filed herewith).
  - 31.1 Certifications of Chief Executive Officer and Chief Financial Officer pursuant to Rule 13a-14(a) as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (filed herewith)
  - 32.1 Certifications of Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes Oxley Act of 2002 (filed herewith).

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INDEX TO FINANCIAL STATEMENTS

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**REPORT OF ERNST & YOUNG LLP, INDEPENDENT AUDITORS**

To the Board of Directors of SI International, Inc.:

We have audited the accompanying consolidated balance sheets of SI International, Inc. (a Delaware corporation) and subsidiaries (as defined in Note 1) as of December 27, 2003 and December 28, 2002, and the related consolidated statements of operations, stockholders' equity and cash flows for the fiscal years ended December 27, 2003, December 28, 2002 and December 29, 2001. Our audits also included the financial statement schedule listed in the index at Item 15. These financial statements and schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of SI International, Inc. and subsidiaries (as defined in Note 1) as of December 27, 2003 and December 28, 2002, and the results of their operations and their cash flows for the fiscal years ended December 27, 2003, December 28, 2002, and December 29, 2001 in conformity with accounting principles generally accepted in the United States. Also, in our opinion, the related financial statement schedule, when considered in relation to the basic financial statements taken as a whole, presents fairly in all material respects the information set forth therein.

As discussed in Note 1 to the consolidated financial statements, effective December 30, 2001, the Company adopted Statement of Financial Accounting Standards No. 142 "Goodwill and Other Intangible Assets."

/s/ Ernst & Young LLP

McLean, Virginia  
February 10, 2004

**SI International, Inc. and Subsidiaries**  
(See Note 1)  
**Consolidated balance sheets**  
**As of December 27, 2003 and December 28, 2002**  
(Amounts in thousands, except share and per share data)

	December 27, 2003	December 28, 2002
<b>Assets</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 23,252	\$ 10,856
Accounts receivable, net	34,007	31,901
Deferred tax asset	2,100	848
Prepaid insurance	1,201	877
Prepaid expenses	835	1,187
Other current assets	461	829
<b>Total current assets</b>	<b>61,856</b>	<b>46,498</b>
<b>Property and equipment, net</b>	<b>3,768</b>	<b>4,542</b>
<b>Goodwill</b>	<b>39,829</b>	<b>39,829</b>
<b>Other assets</b>	<b>1,174</b>	<b>1,446</b>
<b>Total assets</b>	<b>\$ 106,627</b>	<b>\$ 92,315</b>
<b>Liabilities and stockholders' equity</b>		
<b>Current liabilities:</b>		
Accounts payable	\$ 6,300	\$ 6,523
Accrued expenses	2,794	993
Accrued bonus	2,939	
Accrued compensation	2,817	2,721
Accrued vacation	2,858	2,475
Current portion of notes payable	340	480
Current portion of capital lease obligation	125	94
Deferred revenue	3,975	1,074
Other current liabilities		2,201
<b>Total current liabilities</b>	<b>22,148</b>	<b>16,561</b>
<b>Other long-term liabilities</b>	<b>2,932</b>	<b>1,777</b>
<b>Stockholders' equity:</b>		
<b>Common stock</b> \$0.01 par value per share; 50,000,000 shares authorized; 8,451,507 and 8,439,741 shares issued and outstanding as of December 27, 2003 and December 28, 2002, respectively	85	85
Additional paid-in capital	75,704	75,682
Deferred compensation	(340)	(509)
Retained earnings (accumulated deficit)	6,098	(1,281)
<b>Total stockholders' equity</b>	<b>81,547</b>	<b>73,977</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 106,627</b>	<b>\$ 92,315</b>

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The accompanying notes are an integral part of these consolidated statements.

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**SI International, Inc. and Subsidiaries**  
(See Note 1)  
**Consolidated statements of operations**  
For the fiscal years ended December 27, 2003, December 28, 2002, and December 29, 2001  
(Amounts in thousands, except per share data)

	Fiscal Year		
	2003	2002	2001
<b>Revenue</b>	\$ 168,287	\$ 149,351	\$ 146,583
<b>Costs and expenses:</b>			
Direct costs	101,940	91,240	87,071
Indirect costs	51,569	49,404	49,495
Depreciation	2,009	1,988	1,653
Amortization			3,586
<b>Total operating expenses</b>	<b>155,518</b>	<b>142,632</b>	<b>141,805</b>
<b>Income from operations</b>	12,769	6,719	4,778
<b>Interest expense</b>	(606)	(3,319)	(3,451)
<b>Minority interests</b>		(118)	(144)
<b>Change in fair value of put warrants</b>		640	(1,255)
<b>Income (loss) before provision for income taxes</b>	12,163	3,922	(72)
<b>Provision for income taxes</b>	4,784	1,439	657
<b>Net income (loss)</b>	7,379	2,483	(729)
<b>Dividends on redeemable cumulative preferred stock</b>		1,954	2,052
<b>Net income (loss) attributable to common stockholders</b>	<b>\$ 7,379</b>	<b>\$ 529</b>	<b>\$ (2,781)</b>
<b>Earnings (loss) per common share:</b>			
Basic net income (loss) per common share	\$ 0.87	\$ 0.16	\$ (1.06)
Diluted net income (loss) per common share	\$ 0.87	\$ (0.03)	\$ (1.06)
<b>Basic weighted-average shares outstanding</b>	8,446	3,382	2,631
<b>Diluted weighted-average shares outstanding</b>	8,488	3,516	2,631

The accompanying notes are an integral part of these consolidated statements.

**SI International, Inc. and Subsidiaries**  
**(See Note 1)**  
**Consolidated statements of stockholders' equity**  
**For the fiscal years ended December 27, 2003, December 28, 2002, and December 29, 2001**  
**(Amounts in thousands, except share data)**

	Stockholders' equity (deficit)						
	Redeemable cumulative preferred stock		Common stock		Additional	Retained	Total
	Shares	Amount	Shares	Amount	paid-in Capital	earnings accumulated (deficit)	
<b>Balance, December 31, 2000</b>	21,372	\$ 23,128	2,626,469	27	\$ 1,192	\$ (869)	
Issuance of common stock for cash			5,393		48		48
Issuance of SI Telecom minority shares					(27)		(27)
Issuance of SI Telecom warrants					(33)		(33)
Compensatory stock option grants					142	\$ (130)	12

equipment and service revenue, as well as parts, services and solutions were impacted by the downturn in demand for our products and services. Net revenues in our transport

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and stationary refrigeration businesses decreased primarily as a result of the continued heavy truck market in Europe. However, improved activity in the U.S. and Asian refrigeration truck markets during the fourth quarter helped to mitigate the declines in Europe. In addition, container revenues and worldwide bus revenues have begun to improve in the fourth quarter as a result of an increase in end market activity. Worldwide display cases and contracting revenue were also higher. However, we continued slower supermarket capital expenditures in both the U.S. and Europe.

Operating income for the year ended December 31, 2009 increased by \$1,178.7 million compared with the same period of 2008. This increase was a result of a non-cash charge of \$1,240.0 million in the fourth quarter of 2008 related to the impairment of goodwill and other indefinite-lived intangible assets. Excluding the impairment, which had an 18.3 point impact on 2008 operating income, year-over-year operating income decreased 13.1% or \$61.3 million.

Excluding the asset impairment charge of \$1,200.0 million in 2008, operating income for the commercial HVAC business increased \$101.7 million compared with the same period of 2008. This increase only included the results of Trane for the six months and 25 days since the Acquisition Date. The increase had a 21.7% impact to segment operating income. However, operating results were negatively impacted by a significant reduction in volumes and pricing, partially offset by increased productivity and improved material costs.

Included in 2009 operating income within the Trane commercial HVAC business were non-recurring purchase accounting charges primarily related to the amortization of intangible assets. In addition, we recorded \$26.1 million of restructuring charges in 2009 associated with the termination benefits and other costs associated with announced restructuring plans. These charges had a combined 1.7 point impact on the segment's 2009 operating margins. 2008 compared with 2007, we recorded \$48.1 million related to ongoing purchase accounting costs and \$14.6 million related to other business integration costs. In addition, 2008 operating income included \$147.4 million of non-recurring purchase accounting charges associated with the fair value allocation of intangible assets, backlog, inventory and in-process research and development costs. These costs had a 1.7 point impact on the segment's 2008 operating margins.

Operating income in our transport and stationary refrigeration business decreased by \$116.6 million, compared with the same period of 2008, excluding the \$40.0 million asset impairment charge in 2008. This decrease, which had a 34.8% impact on segment operating income, resulted from a decrease in volumes and product mix (\$313 million) and an unfavorable currency impact. This decrease was partially offset by increased productivity (\$127 million) and improved pricing (\$34 million). In addition, we recorded \$11.6 million of restructuring charges in 2009 associated with employee termination benefits and other costs associated with announced restructuring plans.

**2008 vs 2007**

Net revenues for the year ended December 31, 2008 increased by 100.2% or \$3,378.8 million compared with the same period of 2007. The dramatic year-over-year increase was a result of the acquisition of the Trane commercial HVAC business since the Acquisition Date in 2008 operating revenues of \$3,393.8 million for the period. Excluding the results of Trane, net revenues decreased by \$165.0 million, compared with the same period in 2007. The slight decrease in the year-over-year increase was primarily due to lower volumes (4%) offset by a favorable currency impact (3%) and increased prices.

Net revenues for the Trane commercial HVAC businesses decreased in both domestic and international markets. Increased revenues for parts, services and solutions were more than offset by a decline in equipment revenue. Net revenues for our transport and stationary refrigeration business decreased primarily as a result of the decline in the truck market, which decreased refrigerated equipment revenues in North America and Europe. In addition, sea-going container revenues, aftermarket revenues also decreased as a result of slower end market activity. Worldwide

**Stockholders' equity (deficit)**

and contracting revenue decreased due to declines in display case sales to regional s  
U.S. and a sharp decline in the installation business. However, sales of the TriPac® a  
continued to experience substantial growth in 2008.

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Operating income for the year ended December 31, 2008 decreased by \$1,154.4 million from the same period of 2007. In the fourth quarter, we recognized a non-cash charge of \$1,200 million to the impairment of goodwill and other indefinite-lived intangible assets within the segment, which had an 18.3 point impact on operating margins in 2008.

Excluding the asset impairment, the Trane commercial HVAC business added \$149 million to operating income to the segment since the Acquisition Date. Included within operating income are \$149 million in non-recurring purchase accounting charges associated with the fair value adjustments to purchase price to inventory step-up, backlog amortization and in-process research and development costs. In addition, ongoing purchase accounting charges, primarily related to the amortization of intangible assets, were \$48.1 million. Other significant charges associated with the acquisition of \$14.6 million and were primarily related to severance and other business integration costs, which had a combined 3.1 point impact on the segment's operating margins in 2008.

Excluding the asset impairment, operating income in our transport and stationary refrigeration segment for the year ended December 31, 2008 decreased by 16.6% or \$63.7 million, compared to the same period in 2007. During 2008, we recorded \$38.6 million of restructuring charges associated with employee termination benefits and other costs associated with announced restructuring. Other factors contributing to the year-over-year decrease were lower volumes and product mix changes and increased material costs (\$46 million), partially offset by increased productivity and improved pricing (\$44 million) and a favorable currency impact.

***Residential Solutions***

Our Residential Solutions segment provides safety, comfort and efficiency to homes in North America and parts of South America. It offers customers a broad range of product solutions including mechanical and electronic locks, energy-efficient HVAC system solutions, advanced controls, portable security systems and remote home management systems comprised of well-known brands like American Standard, Schlage and Trane.

In the fourth quarter of 2009, we realigned our external reporting structure to eliminate the Residential Conditioning Systems and Services segment, which represented the Trane commercial businesses acquired at the close of business on June 5, 2008 (the Acquisition Date). The Trane residential HVAC business is now incorporated within the newly created Residential Solutions segment, along with our residential security business. Reported results include revenue and operating income from the Trane residential HVAC business for the six months and 25 days since the Acquisition Date in 2008 and for the full year in 2009.

<i>Dollar amounts in millions</i>	2009	% change	2008
Net revenues	\$ 2,001.5	35.8%	\$ 1,473.7
Operating income (loss)	122.9	n/a	(2,037.0) *
Operating margin	6.1%		-138.2%

\* Amount includes a non-cash impairment charge of \$2,110.0 million.

**2009 vs. 2008**

Net revenues for the year ended December 31, 2009 increased by 35.8% or \$527.8 million compared with the same period of 2008, which primarily resulted from the following:

**Stockholders' equity (deficit)**

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Volume/product mix  
Pricing  
Acquisition of Trane residential HVAC business  
Total

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Net revenues in the Trane residential HVAC business increased \$574.1 million compared with the same period of 2008. The increase, which represented 39.0% of the segment's year-over-year increase, was primarily due to the consequence of 2008 reported results only reflecting activity since the Acquisition Date. Net revenues for the Trane residential HVAC business for the year ended December 31, 2009 were \$1,007.1 million, compared with \$433.0 million for the year ended December 31, 2008, due to higher volumes and reduced pricing.

Net revenues in the residential security business decreased by 9.9%, or \$46.3 million, compared with the same period of 2008. The decrease, which had a 3.2% impact on the segment's year-over-year increase, was primarily due to lower volumes and product mix (4%). These reductions were partially offset by improved pricing (1%).

Trane residential HVAC revenues were impacted by continued weakness in the U.S. residential market. However, improved fourth quarter sales to the replacement market helped to mitigate the impact of the market activity. Residential security revenues were impacted by lower same store sales and ongoing weakness in the new homebuilder channel. In the fourth quarter, the impact of the market activity was more than offset by new product revenues and market share gains.

Operating income for the year ended December 31, 2009 increased by \$2,159.9 million compared with the same period of 2008. This increase was a result of a non-cash charge of \$2,110.0 million in the fourth quarter of 2008 related to the impairment of goodwill and other indefinite-lived intangible assets within the Trane residential HVAC business. Excluding the impairment, which had a 1.4% impact on 2008 operating margins, year-over-year operating income increased by 68.0% to \$2,159.9 million.

Excluding the asset impairment charge in 2008, operating income in the Trane residential HVAC business increased \$43.1 million compared with the same period in 2008, which included the impact of the impairment charge. This increase had a 1.4% impact on segment operating income, excluding impairment. However, operating results for the year ended December 31, 2009 were impacted by a reduction in volumes and pricing, offset by increased productivity and improved pricing.

Included in 2009 operating income for the Trane residential HVAC business was \$8.0 million of non-recurring purchase accounting charges primarily related to the amortization of intangible assets. In addition, we recorded \$7.5 million of restructuring charges in 2009 associated with employee termination benefits and other costs associated with announced restructuring plans. These charges had a combined 4.4 point impact on the segment's 2009 operating margins. 2008 compared with 2007 operating income included \$33.0 million related to ongoing purchase accounting costs and \$5.6 million related to other business integration costs. In addition, 2008 operating income included \$11.0 million of non-recurring purchase accounting charges associated with the fair value allocation of intangible assets, backlog, inventory and in-process research and development costs. These costs had a 1.4% impact on the segment's 2008 operating margins.

Operating income in our residential security business increased by 11.7%, or \$6.8 million, compared with the same period of 2008. This increase, which had a 9.3% impact on segment operating income, resulted from increased productivity (\$18 million) and improved pricing (\$10 million), which was partially offset by lower volumes and product mix (\$16 million). In addition, we recorded \$8.0 million of non-recurring purchase accounting charges in 2009 associated with employee termination benefits and other costs associated with announced restructuring plans.

**2008 vs. 2007**

Net revenues for the year ended December 31, 2008 increased by 180.3% or \$948.0 million compared with the same period of 2007. The dramatic year-over-year increase was a result of the acquisition of the Trane residential HVAC business since the Acquisition Date, which totaled \$1,007.1 million.

**Stockholders' equity (deficit)**

period. Excluding the results of Trane, net revenues decreased by 11.3% or \$59.5 million from the same period in 2007. The decrease in year-over-year results were primarily due to lower volume (22%) offset by improved pricing (10%).

Net revenues for the Trane residential HVAC businesses decreased in all markets. In addition, revenues for our residential security business decreased primarily due to lower volume and lower same store sales at large customers and ongoing weakness in the new homebu

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Operating income for the year ended December 31, 2008 decreased by \$2,081.9 million from the same period of 2007. In the fourth quarter, we recognized a non-cash charge of \$2,100 million due to the impairment of goodwill and other indefinite-lived intangible assets within the HVAC business. Excluding the asset impairment charge, which had a 143.2 point point impact on margins in 2008, year-over-year operating income increased by 62.6% or \$28.1 million.

Excluding the asset impairment, the Trane residential HVAC business added \$15.0 million of operating income to the segment since the Acquisition Date in 2008. This increase contributed to a 10.0% year-over-year increase in overall operating income. Included within operating income are \$10.0 million in non-recurring purchase accounting charges associated with the fair value allocation of inventory step-up, backlog amortization and in-process research and development. Other ongoing purchase accounting charges, primarily related to the amortization of intangible assets, were \$33.0 million. Other significant charges associated with the acquisition were \$5.6 million, primarily related to severance and other business integration costs. These costs had a 1.0% impact on the segment's operating margins in 2008.

Operating income in our residential security business for the year ended December 31, 2008 was 29.2% or \$13.1 million, compared to the same period in 2007. Factors contributing to the increase were improved pricing (\$51 million) and increased productivity (\$16 million), offset by lower volumes and product mix (\$53 million). In addition, we recorded \$6.3 million of non-recurring charges in 2008 associated with employee termination benefits and other costs associated with restructuring plans.

***Industrial Technologies***

Our Industrial Technologies segment provides products, services and solutions that improve efficiency, productivity and operations. It offers our global customers a diverse and comprehensive line of products including compressed air systems, tools, pumps, fluid handling systems, golf vehicles in addition to environmentally friendly micro turbines. This segment includes the Ingersoll Rand market leading brands.

<i>Dollar amounts in millions</i>	2009	% change	2008
Net revenues	\$ 2,181.0	-25.8%	\$ 2,938.3
Operating income	171.8	-51.4%	353.7
Operating margin	7.9%		12.0%
<u>2009 vs 2008</u>			

For the year ended December 31, 2009, net revenues decreased by 25.8% or \$757.3 million with the same period of 2008. The primary drivers of the year-over-year decrease were lower volumes (25%) and an unfavorable currency impact (2%). These reductions were partially offset by improved pricing (1%).

Revenues in the Air and Productivity Solutions business declined in all geographic areas. In the U.S. was a result of volume declines in major industrial, process and fluid handling as well as lower aftermarket results. Non-U.S. revenues were also impacted by volume declines in industrial activity. Club Car revenues sharply decreased in all geographic areas due to weak economic fundamentals in key golf, hospitality and recreation markets. In addition, revenues were impacted by customers deferring golf car replacement by extending their leases. Market growth in low-speed vehicle sales at Club Car helped to offset some of the slow end

**Stockholders' equity (deficit)**

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Operating income decreased by 51.4% or \$181.9 million during 2009. During 2009, million of restructuring charges associated with employee termination benefits and with announced restructuring plans, which had a 1.2 point impact on operating margin decrease was primarily related to lower volumes and product mix (\$263 million), an currency impact (\$20 million) and higher material costs (\$17 million). These reductions offset by increased productivity (\$123 million) and improved pricing (\$16 million).

**Table of Contents****2008 vs 2007**

For the year ended December 31, 2008, net revenues increased by 2.1% or \$61.2 million over the same period of 2007. The primary drivers of the year-over-year increase were in the Air and Solutions business (2%), acquisitions (2%) and a favorable currency impact (1%). The improved results were partially offset by lower volumes and product mix (3%).

The increase in segment revenue was driven by the worldwide increase in the Air and Solutions business. However, lower volumes in all geographic areas in the second half of 2008 were due to the weakening industrial and fluid handling end markets. In addition, slower industrial growth, as well as the deferral of some maintenance by customers more than offset aftermarket revenues declined in all geographic areas compared with 2007 mainly due to weak economic fundamentals in key golf, hospitality and recreation markets. However, the business lost market share in the declining golf market and a softening utility vehicle market.

Operating income decreased by 9.8% or \$38.3 million during 2008. In the fourth quarter, we recorded \$9.6 million of restructuring charges associated with employee termination and other costs associated with announced restructuring plans, which had a 0.4 point impact on operating income. The remaining decrease was primarily related to higher material costs (\$61 million), product mix (\$42 million) and increased spending on new product development (\$13 million). These reductions were partially offset by improved pricing (\$62 million) and increased production volume (\$10 million).

***Security Technologies***

Our Security Technologies segment is a leading global provider of products and services that help environments safe, secure and productive. The segment's market-leading solutions include biometric access control systems and software, locks and locksets, door closers, exit devices and frames as well as time, attendance and personnel scheduling systems. These products are used in a wide range of markets including the commercial construction market, healthcare, retail, manufacturing and other industries as well as educational and governmental facilities. This segment includes the Schlage and Von Duprin brands.

In the fourth quarter of 2009, we realigned our external reporting structure to eliminate the Conditioning Systems and Services segment, which represented the Trane commercial and residential businesses acquired at the close of business on June 5, 2008 (the Acquisition Date). The Trane residential HVAC business is now incorporated within the newly created Residential Services segment, along with our residential security business. As a result, our residential security business is no longer included as a part of our Security Technologies segment, which now represents only our commercial security business.

*Dollar amounts in millions*

	2009	% change	2008
Net revenues	\$ 1,719.1	-16.7%	\$ 2,064.8
Operating income	323.7	663.4%	42.4 *
Operating margin	18.8%		2.1%

\* Amount includes a non-cash impairment charge of \$360.0 million.

**2009 vs 2008**

For the year ended December 31, 2009, net revenues decreased by 16.7% or \$345.7 million over the same period of 2008. The year-over-year decrease was primarily related to

**Stockholders' equity (deficit)**

product mix (17%) and an unfavorable currency impact (2%). These reductions were offset by improved pricing (2%).

The decrease in net revenues was a result of the recent decline in the worldwide construction markets. Revenues were impacted by the decline in new building and remodeling in the United States and Europe.

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Operating income for the year ended December 31, 2009 increased by 663.4% or \$2 million compared with the same period of 2008. This increase was a result of a non-cash charge of \$2 million recognized in the fourth quarter of 2008 related to the impairment of goodwill and indefinite-lived intangible assets and marketable securities within the segment. The point impact on 2008 operating margins.

Excluding the asset impairment charge, operating income for the year ended December 31, 2009 decreased by 19.6% or \$78.7 million, compared with the same period in 2008. The decrease was primarily a result of lower volumes and product mix (\$179 million) and an unfavorable pricing (\$14 million). These reductions were partially offset by increased productivity (\$75 million), improved pricing (\$46 million) and lower material costs (\$15 million). We also recorded \$24.3 million of restructuring charges in 2009 associated with employee termination benefits and other costs with announced restructuring plans.

**2008 vs 2007**

For the year ended December 31, 2008, net revenues increased by 3.9% or \$76.9 million compared with the same period of 2007. The year-over-year increase was primarily related to improved pricing (3%) and a favorable currency impact (1%).

Net revenues increased slightly during the year driven by electronic solutions growth, partially offset by declines in the North American commercial construction market and well as in Europe. The fourth quarter significantly lowered year-over-year revenues.

Operating income decreased by 89.1% or \$346.2 million during 2008. In the fourth quarter, we recognized a non-cash charge of \$360.0 million related to the impairment of goodwill and indefinite-lived intangible assets and marketable securities within the segment. The point impact on operating margins in 2008.

Excluding the impairment charge, operating income for the year ended December 31, 2008 increased by 3.6% or \$13.8 million, compared to the same period in 2007. The increase was primarily due to improved pricing (\$68 million) and productivity gains (\$26 million), which more than offset the impact of a decline in volume (\$22 million), increased material costs (\$16 million) and a negative currency impact (\$1 million). We also recorded \$6.8 million of restructuring charges in 2008 associated with employee termination benefits and other costs associated with announced restructuring plans.

***Discontinued Operations***

The components of discontinued operations for the years ended December 31 are as follows:

<i>In millions</i>	2009	2008
Revenues	\$ -	\$ 15
Pre-tax earnings (loss) from operations	(60.5)	(50)
Pre-tax gain (loss) on sale	1.6	(5)
Tax benefit (expense)	47.3	(1)
Discontinued operations, net	\$ (11.6)	\$ (57)

During 2009, we recorded a tax benefit of \$28 million primarily associated with re-evaluating unrecognized tax benefits, and a tax charge of \$29 million associated with correcting

**Stockholders' equity (deficit)**

accounting errors. See Note 20 to the consolidated financial statements for a further discussion of tax matters.

Pre-tax loss from operations in 2007 includes a non-cash charge of \$449.0 million related to asbestos claims for all pending and estimated future asbestos claims through 2053 as discussed below under Discontinued Operations.



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Discontinued operations by business for the years ended December 31 are as follows:

<i>In millions</i>	2009	2008
Compact Equipment, net of tax	\$ (30.6)	\$ (11.6)
Road Development, net of tax	9.0	(29.8)
Other discontinued operations, net of tax	10.0	(15.6)
Total discontinued operations, net of tax	\$ (11.6)	\$ (57.0)

*Compact Equipment Divestiture*

On July 29, 2007, we agreed to sell our Bobcat, Utility Equipment and Attachments (collectively, Compact Equipment) to Doosan Infracore for gross proceeds of approximately \$1.3 billion, subject to post closing purchase price adjustments. The sale was completed on November 1, 2007. We are currently in the process of resolving the final purchase price adjustments with Doosan Infracore.

Compact Equipment manufactured and sold compact equipment, including skid-steer loaders, mini-excavators and telescopic tool handlers; portable air compressors; light towers; general-purpose light construction equipment; and attachments. We accounted for Compact Equipment as discontinued operations within the income statement.

Net revenues and after-tax earnings of Compact Equipment for the years ended December 31 are as follows:

<i>In millions</i>	2009	2008
Net revenues	\$ -	\$ 15.6
After-tax earnings (loss) from operations	\$7.2	\$(0.6)
Gain (loss) on sale, net of tax	(37.8)	(11.6)
Total discontinued operations, net of tax	\$ (30.6)	\$ (11.6)

*Road Development Divestiture*

On February 27, 2007, we agreed to sell our Road Development business unit to AB Volvo for cash proceeds of approximately \$1.3 billion. The sale was completed on April 30, 2007.

The Road Development business unit manufactured and sold asphalt paving equipment, milling machines and construction-related material handling equipment. We accounted for the Road Development business unit as discontinued operations within the income statement.

Net revenues and after-tax earnings of the Road Development business unit for the years ended December 31 were as follows:

<i>In millions</i>	2009	2008
Net revenues	\$ -	\$ -

**Stockholders' equity (deficit)**

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After-tax earnings (loss) from operations	\$ 0.8	\$
Gain (loss) on sale, net of tax	8.2	(
Total discontinued operations, net of tax	\$ 9.0	\$ (

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**Table of Contents***Other Discontinued Operations*

We also have retained costs from previously sold businesses that mainly include costs for postretirement benefits, product liability and legal costs (mostly asbestos-related). The other discontinued operations for the years ended December 31 were as follows:

<i>In millions</i>	2009	2008
Retained costs, net of tax	\$ 4.4	\$ (1.1)
Net gain (loss) on disposals, net of tax	5.6	
Total discontinued operations, net of tax	\$ 10.0	\$ (1.1)

Retained costs, net of tax for the year ended December 31, 2008 includes \$6.5 million related to an adverse verdict in a product liability lawsuit associated with a previous

During the fourth quarter of 2007, we recorded a non-cash charge of \$449.0 million (after-tax) related to our liability for all pending and estimated future asbestos claims. See Note 23 in the consolidated financial statements for further details on asbestos-related

**Liquidity and Capital Resources**

During the year ended December 31, 2009, we completed a comprehensive financing program that significantly enhanced our liquidity and debt profile. Actions taken include the issuance of long-term debt (Senior Notes and Exchangeable Senior Notes) in April 2009 and the completion of a Trane accounts receivable purchase program in March 2009 with a new accounts receivable purchase program that encompassed originators from all four of our business segments. The proceeds from the debt issuance were used to repay the \$950.0 million outstanding under our senior unsecured revolving credit facility.

We currently believe that our cash and cash equivalents balance, the cash generated from operations, our committed credit lines as well as our expected ability to access the capital markets will be sufficient to meet our operating and capital needs for the foreseeable future.

*Liquidity*

The following table contains several key measures to gauge our financial condition as of the period ended December 31:

<i>In millions</i>	2009	2008
Cash and cash equivalents	\$ 876.7	\$ 511.1
Short-term borrowings and current maturities of long-term debt	876.7	2,319.9
Long-term debt	3,219.9	2,719.9
Total debt	4,096.6	5,039.8
Total Ingersoll-Rand plc shareholders' equity	7,101.8	6,619.9
Total shareholders' equity	7,205.7	6,731.0
Debt-to-total capital ratio	36.2%	44.1%

The large cash and cash equivalents balance at December 31, 2007 is attributable to the sale of the Compact Equipment and the Road Development business units during 2007, which

**Stockholders' equity (deficit)**

of \$6,154.3 million. The lower cash and cash equivalents balance at December 31, 2018, was primarily due to the acquisition of Trane.

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Short-term borrowings and current maturities of long-term debt consisted of the following:

<i>In millions</i>	
Commercial paper program	\$ 3
Senior unsecured bridge loan facility	3
Debentures with put feature	5
Current maturities of long-term debt	5
Other short-term borrowings	8
Total	\$ 8
<i>Commercial Paper Program</i>	

We use borrowings under our commercial paper program for general corporate purposes. As of December 31, 2009, we had no outstanding commercial paper borrowings after paying \$3 million during 2009. We funded these payments primarily using cash generated from operations.

*Senior Unsecured Bridge Loan Facility*

In connection with the Trane acquisition, we entered into a \$3.9 billion senior unsecured bridge loan facility, with a 364-day term. We drew down \$2.95 billion against the bridge loan facility. The proceeds, along with cash on hand and the issuance of \$1.5 billion in commercial paper, were used to fund the cash component of the consideration paid for the acquisition as well as to pay taxes and expenses incurred in connection with the acquisition.

As of December 31, 2008, our outstanding balance of the senior unsecured bridge loan facility was \$196 million after a \$196 million payment in the fourth quarter of 2008. In the first quarter of 2009, we borrowed an additional \$196 million under the facility, increasing the outstanding balance to \$392 million as of March 31, 2009. We repaid the outstanding balance in April 2009 with the proceeds of a long-term debt issuance as discussed below and terminated the facility.

*Debentures with Put Feature*

At December 31, 2007, we had outstanding \$547.9 million of fixed rate debentures with a put feature that allows for early repayment at the option of the holder. These debentures contain a put feature that allows the holder to exercise on each anniversary of the issuance date. If exercised, we are obligated to repay the principal amount, plus accrued and unpaid interest, of the debentures held by the holder. If these options are not fully exercised, the final maturity date of the debentures will range between 2027 and 2028.

In 2008, holders of these debentures chose to exercise the put feature on \$202.2 million of debentures. As a result, approximately \$345.7 million remained outstanding as of December 31, 2008. In 2009, holders of these debentures chose to exercise the put feature on \$2.1 million of debentures. As a result, approximately \$343.6 million remained outstanding as of December 31, 2009. In February 2010, holders of these debentures have the option to exercise the put feature on the remaining \$343.6 million of the outstanding debentures. Based on our cash flow forecast, we believe we will have sufficient liquidity to repay any amounts redeemable as a result of these put features.

*Long-Term Debt*

In August 2008, we filed a universal shelf registration statement with the Securities and Exchange Commission (SEC) for an indeterminate amount of securities for future issuance and sale.

**Stockholders' equity (deficit)**

of long-term debt pursuant to the shelf registration statement through our wholly owned subsidiary, SI International Global Holding Company Limited. This issuance consisted of \$250 million Senior Notes due in 2010, \$600 million 6.000% Senior Notes due in 2013 and \$750 million 6.875% Senior Notes due in 2018. These notes are fully and unconditionally guaranteed by IR-Limited. The net proceeds from this offering were used to reduce the amount outstanding under the senior unsecured bridge loan facility.

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Interest on the fixed rate notes will be paid twice a year. We have the option to redeem in part at any time, and from time to time, prior to their stated maturity date at redemption prices set forth in the debt offering documents. Interest on the floating rate notes will be paid four times a year. All notes are subject to certain customary covenants, however, none of these covenants is considered restrictive to our operations.

*Senior Notes Due 2014*

In April 2009, we issued \$655 million of 9.5% Senior Notes through our wholly-owned subsidiary, Ingersoll-Rand Global Holding Company Limited (IR-Global). The notes are fully and unconditionally guaranteed by each of IR-Ireland, IR-Limited and IR-International. Interest on the fixed rate notes will be paid twice a year in arrears. We have the option to redeem them in whole or in part from time to time, prior to their stated maturity date at redemption prices set forth in the indenture agreement. The notes are subject to certain customary covenants, however, none of these covenants is considered restrictive to our operations.

*Exchangeable Senior Notes Due 2012*

In April 2009, we issued \$345 million of 4.5% Exchangeable Senior Notes through our wholly-owned subsidiary, IR-Global. The notes are fully and unconditionally guaranteed by each of IR-Limited and IR-International. Interest on the exchangeable notes will be paid twice a year in arrears. In addition, holders may exchange their notes at their option prior to November 15, 2011 with specified circumstances set forth in the indenture agreement or anytime on or after November 15, 2011 through their scheduled maturity. Upon exchange, the notes will be paid in cash for the principal amount of the notes to be exchanged, the remainder due on the option feature will be paid in cash, IR ordinary shares or a combination thereof at the option of the Company. The notes are subject to certain customary covenants, however, none of these covenants are considered restrictive to our operations.

We allocated the proceeds of the exchangeable notes between debt and equity, in a manner that maintains our nonconvertible debt borrowing rate. We allocated approximately \$305 million of the proceeds to debt, with the remaining discount of approximately \$40 million (approximately \$35 million of allocated fees) recorded within equity. Additionally, we will amortize the discount over a three-year period.

*Accounts Receivable Purchase Program*

On March 31, 2009, we expanded our existing Trane accounts receivable purchase program with a new accounts receivable purchase program that encompassed originators from various business segments. The increase in originators allowed us to increase the program size to \$325 million. At December 31, 2009, the outstanding balance of eligible trade receivables on the affiliated master special purpose vehicle was \$544.2 million. However, no net interest expense was recorded for any of the three conduits administered by unaffiliated financial institutions. In the future, we expect to terminate the new accounts receivable purchase program prior to its expiration in 2010. See Note 12 to the consolidated financial statements for a further description of the program.

*Pension Plans*

Our investment objectives in managing defined benefit plan assets are to ensure that the pension benefit obligations to all participants and beneficiaries are met as they become due; to provide a return that, over the long-term, minimizes our required contributions at the appropriate level; and to meet any statutory or regulatory requirements.

**Stockholders' equity (deficit)**

We monitor the impact of market conditions on our funding requirements and pension plan assets on a quarterly basis. None of our pension plans have experienced any significant impact on the amount we pay retirees in the plans due to the volatility in the markets. For further details on pension plans, see Note 15 to the consolidated financial statements.



**Table of Contents***Cash Flows*

The following table reflects the major categories of cash flows for the years ended December 31, 2009 and 2008, respectively. For additional details, please see the Consolidated Statements of Cash Flows in the consolidated financial statements.

<i>In millions</i>	2009	2008
Operating cash flow provided by (used in) continuing operations	\$ 1,751.5	\$ 374.3
Investing cash flow provided by (used in) continuing operations	(182.7)	(7,306.4)
Financing cash flow provided by (used in) continuing operations	(1,208.1)	2,760.6

**Operating Activities**

Net cash provided by operating activities from continuing operations was \$1,751.5 million for the year ended December 31, 2009 compared with \$374.3 million in 2008. Prior year operating activities were impacted by a tax payment of approximately \$700 million in the first quarter of 2008 to various taxing authorities primarily associated with the Compact Equipment divestiture. Cash flows from operating activities for the year ended December 31, 2009 include significant improvements in accounts receivable collections and inventory management, in addition to the results of Trane operations.

Net cash provided by operating activities from continuing operations was \$374.3 million for the year ended December 31, 2008 compared with \$826.3 million in 2007. The change was primarily due to tax payments of approximately \$1.1 billion paid to various taxing authorities, \$594.4 million associated with the Compact Equipment divestiture. Tax payments in 2007 were approximately \$200 million. In addition, cash flows from operating activities include Trane cash flows from operations since the Acquisition Date.

**Investing Activities**

Net cash used in investing activities from continuing operations was \$182.7 million for the year ended December 31, 2009 compared with \$7,306.4 million in 2008. The change in investing activities is primarily attributable to cash used for the acquisition of Trane in 2008.

Net cash used in investing activities from continuing operations was \$7,306.4 million for the year ended December 31, 2008 compared with net cash provided by continuing operations of \$826.3 million in 2007. The change is primarily attributable to cash used for the acquisition of Trane in 2008. During the year ended December 31, 2007, net cash proceeds of \$6,154.3 million were generated from the sale of Compact Equipment and the Road Development business unit.

**Financing Activities**

Net cash used in financing activities during the year ended December 31, 2009 was \$1,208.1 million compared with \$2,760.6 million of net cash provided by financing activities during the year ended December 31, 2008. Financing activities is primarily related to the proceeds received from the bridge loan and commercial paper used to finance the acquisition of Trane in June 2008. During the year ended December 31, 2009, we refinanced the bridge loan facility and repaid the amounts outstanding under the commercial paper program.

**Stockholders' equity (deficit)**

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Net cash provided by financing activities from continuing operations was \$2,760.6 million for the year ended December 31, 2008 compared with \$2,568.5 million of net cash used in financing activities for the year ended December 31, 2007. The change in financing activities primarily relates to the outstanding balance of our revolving credit loan facility and commercial paper which were used to finance the acquisition of Truist Financial Corporation. The \$2.0 billion relates to the net proceeds from our long-term debt issuance in August 2008. The year 2008 was impacted by the repurchase of \$2.0 billion of our outstanding shares.

**Table of Contents***Capital Resources*

Based on historical performance and current expectations, we believe our cash and cash equivalents, the cash generated from our operations, our committed credit lines and our access to capital markets will satisfy our working capital needs, capital expenditures and other requirements associated with our operations through at least the next 12 months.

Capital expenditures were \$204.2 million, \$306.0 million and \$119.7 million for 2009, 2008 and 2007, respectively. Our investments continue to improve manufacturing productivity, reduce energy consumption, environmental enhancements and advanced technologies for existing facilities. The capital program for 2010 is estimated to be approximately \$250 million, including amounts for 2009 and 2008 periods. Many of these projects are subject to review and cancellation at our option without substantial charges.

During 2007, we initiated restructuring actions relating to ongoing cost reduction efforts in our sectors. These actions include both workforce reductions as well as the consolidation of manufacturing facilities. In addition, we announced plans to initiate enterprise-wide restructuring in October 2008. These actions include streamlining the footprint of manufacturing facilities and reducing the general and administrative cost base. As of December 31, 2009, we have approximately \$182.1 million of costs associated with these restructuring actions since the beginning of 2008.

For financial market risk impacting the Company, see Item 7A. Quantitative and Qualitative Disclosures About Market Risk.

*Capitalization*

In addition to cash on hand and operating cash flow, we maintain significant credit facilities and commercial paper programs. Our ability to borrow at a cost-effective rate under the commercial paper programs is contingent upon maintaining an investment-grade credit rating. As of December 31, 2009, our credit ratings were as follows:

	Short-term
Moody's	P-2
Standard and Poor's	A-2

*The credit ratings set forth above are not a recommendation to buy, sell or hold securities and are subject to revision or withdrawal by the assigning rating organization. Each rating is issued independently of any other rating.*

In June 2008, we entered into a \$1.0 billion senior unsecured revolving credit facility with a 36-month term. The line is unused and provides support for our commercial paper program as well as for other general corporate purposes.

In addition to the three-year credit facility, we have a committed revolving credit facility of \$1.0 billion, which expires in August 2010. This line is unused and provides support for our commercial paper program as well as for other general corporate purposes. Other available non-revolving credit facilities were \$993.3 million, of which \$823.9 million were unused at December 31, 2009. These facilities provide support for bank guarantees, letters of credit and other general corporate purposes.

**Stockholders' equity (deficit)**

Our public debt does not contain any financial covenants and our revolving credit line has a debt-to-total capital covenant of 65%. As of December 31, 2009, our debt-to-total capital ratio was significantly beneath this limit.

*Guarantees*

As part of the reorganization of IR-New Jersey in 2001, IR-Limited fully and unconditionally guaranteed all of the issued public debt securities of IR-New Jersey. IR-New Jersey unconditionally guaranteed the payment of the

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principal, premium, if any, and interest on IR-Limited's 4.75% Senior Notes due in principal amount of \$300 million. The guarantee is unsecured and provided on an unsecured basis. The guarantee ranks equally in right of payment with all of the existing and future unsecured and unsubordinated debt of IR-New Jersey. In addition, public debt securities issued by IR-Limited Company Limited (IR-Global) are fully and unconditionally guaranteed by IR-Limited Company Limited.

As a part of the reorganization of IR-Limited in 2009, the guarantee structure was updated to reflect the newly created legal structure under which (i) IR-International assumed the obligation to issue or guarantor, as the case may be, and (ii) IR-Ireland and IR-Limited fully and unconditionally guaranteed the obligations under the various indentures covering the currently outstanding debt of IR-International, IR-Global and IR-New Jersey. Neither IR-Ireland nor IR-Limited Company Limited intend to issue guarantees in respect of any indebtedness incurred by Trane.

**Contractual Obligations**

The following table summarizes our contractual cash obligations by required payment period in millions:

	Less than 1 year	1 - 3 years	3 - 5 years	More than 5 years
Short-term debt	\$ 6.6	\$ -	\$ -	\$ -
Long-term debt	868.8 *	377.2 **	1,273.2	
Interest payments on long-term debt	256.9	475.4	382.1	
Purchase obligations	847.4	7.5	3.5	
Operating leases	169.9	242.0	138.2	
Total contractual cash obligations	\$ 2,149.6	\$ 1,102.1	\$ 1,797.0	\$ -

\* Includes \$343.6 million of debt redeemable at the option of the holder. The scheduled maturity dates for these bonds range between 2027 and 2028.

\*\* Includes \$345 million related to the Exchangeable Senior Notes due in 2012. See Note 15 to the consolidated financial statements for additional information.

Future expected obligations under our pension and postretirement benefit plans, including obligations related to environmental and asbestos matters have not been included in the contractual cash obligations table above.

*Pensions*

At December 31, 2009, we had net obligations of \$903.0 million, which consist of net pension liabilities of \$903.0 million, net of pension plan assets of \$1.1 million and current and non-current pension benefit liabilities of \$904.1 million. We have an objective to contribute to the pension plans to ensure adequate funds are available in order to make benefit payments to plan participants and beneficiaries when required. We currently contribute approximately \$85 million to our plans worldwide in 2010. Because the timing of long-term funding requirements for pension obligations are uncertain, they have not been included in the preceding table. See Note 15 to the consolidated financial statements for additional information.

*Postretirement Benefits Other than Pensions*

**Stockholders' equity (deficit)**

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At December 31, 2009, we had postretirement benefit obligations of \$979.4 million. Postretirement benefit costs principally on a pay-as-you-go basis as medical costs are covered retiree populations. Benefit payments, which are net of expected plan participants' contributions and Medicare Part D subsidy, are expected to be approximately \$79 million in 2010 and amounts of long-term funding requirements for postretirement obligations are not included in the preceding table. See Note 15 to the consolidated financial statements for additional information.

*Income Taxes*

At December 31, 2009, we have total unrecognized tax benefits for uncertain tax positions of \$100.0 million and \$80.3 million of related accrued interest and penalties. The liability has been included in the preceding table.

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as we are unable to reasonably estimate the amount and period in which these liabilities will be paid. See Note 20 to the consolidated financial statements for additional information regarding our tax liabilities, including unrecognized tax benefits and IRS tax disputes.

*Environmental and Asbestos Matters*

We are involved in various litigations, claims and administrative proceedings, including environmental and product liability matters. We believe that these liabilities are subject to significant uncertainties inherent in estimating future costs for contingent liabilities, and will likely be incurred over an extended period of time. Because the timing and amounts of potential future cash flows are uncertain, they have been excluded from the preceding table. See Note 23 to the consolidated financial statements for additional information.

See Note 13 and Note 23 for additional information on matters affecting our liquidity.

**Critical Accounting Policies**

Management's Discussion and Analysis of Financial Condition and Results of Operations discusses our consolidated financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States. The preparation of financial statements in accordance with those accounting principles requires management to use judgment in making estimates and assumptions based on the relevant information available at the end of each period. These estimates and assumptions have a significant effect on reported amounts of assets and liabilities, revenues and expenses, as well as the disclosure of contingent assets and liabilities because they result primarily from the need to make estimates and assumptions on matters that are inherently uncertain. Actual results may differ from estimates. The following is a summary of certain accounting estimates and assumptions that we consider critical.

**Allowance for doubtful accounts** The Company has provided an allowance for doubtful accounts receivable which represents the best estimate of probable loss inherent in the Company's accounts receivable portfolio. This estimate is based upon the Company's historical experience derived from its knowledge of its end markets, customer base and products.

**Goodwill and indefinite-lived intangible assets** We have significant goodwill and other intangible assets on our balance sheet related to acquisitions. Our goodwill and other intangible assets are tested and reviewed annually during the fourth quarter for impairment. If there is a significant change in events or circumstances that indicate that the fair value of the asset may be less than the carrying amount of the asset.

Recoverability of goodwill is measured at the reporting unit level and determined using a two-step process. The first step compares the carrying amount of the reporting unit to its estimated fair value. If the estimated fair value of a reporting unit exceeds its carrying amount, goodwill of that reporting unit is not impaired and the second step of the impairment test is not necessary. To the extent that the carrying value of the reporting unit exceeds its estimated fair value, a second step is performed. In the second step, the reporting unit's carrying value of goodwill is compared to the implied fair value of that reporting unit. To the extent that the carrying value exceeds the implied fair value, impairment exists and the carrying amount of goodwill is reduced.

As quoted market prices are not available for our reporting units, the calculation of the implied fair value in step one is based on two valuation techniques, a discounted cash flow model and a market adjusted multiple of earnings and revenues (market approach), with each technique being equally weighted in the calculation. In step 2, the implied fair value of goodwill is determined as the difference between the carrying amount of goodwill and the implied fair value of the reporting unit.

**Stockholders' equity (deficit)**

same manner as the amount of goodwill recognized in a business combination. The of the reporting unit is allocated to all of the assets and liabilities of the reporting unit (including unrecognized intangible assets) as if the reporting unit had been acquired in a business combination. The fair value of the reporting unit, as determined in the first step of the goodwill impairment test, is the price paid to acquire that reporting unit.



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Recoverability of other intangible assets with indefinite useful lives is measured by carrying amount of the intangible assets to the estimated fair value of the respective Any excess of the carrying value over the estimated fair value is recognized as an in to that excess. The calculation of estimated fair value is determined on a relief from (income approach) which is based on the implied royalty paid, at an appropriate disc the use of an asset rather than owning the asset. The present value the after-tax cost relief) indicates the estimated fair value of the asset.

The determination of estimated fair value and the implied fair value of goodwill req make assumptions about estimated cash flows, including profit margins, long-term f rates and terminal growth rates. Management developed these assumptions based on geographic risks unique to each reporting unit.

*2009 Impairment Test*

For our annual impairment testing during the fourth quarter of 2009, we determined the reporting units and indefinite-lived intangible assets exceeded their respective ca

The estimates of fair value are based on the best information available as of the date which primarily incorporates management assumptions about expected future cash f income approach, we assumed a forecasted cash flow period of five years with disco ranging from 11% to 15% and terminal growth rates generally ranging from 2% to 5 approach, management used an adjusted multiple of earnings and revenues based on information of comparable companies. Additionally, management compared the esti value of its reporting units to the Company s overall market capitalization.

For all reporting units except one, the excess of the estimated fair value over carryin as a percentage of carrying value) was a minimum of 15%. The one reporting unit w carrying value less than 15%, reported within the Climate Solutions segment, excees by 8%. This reporting unit has goodwill of approximately \$840 million. A significan discount rate, decrease in the long-term growth rate, or substantial reductions in our volume assumptions could have a negative impact on the estimated fair value of the

*2008 Impairment Test*

Due to the deterioration in the worldwide equity and credit markets and a tightening retail end markets in the fourth quarter of 2008, the Company s market capitalizatio its book value. In addition, the weakening worldwide economic conditions resulted financial performance decline. As a result, the Company updated its impairment test December 31, 2008. Based on the estimated fair value and book value of our reporti recorded an impairment charge in the fourth quarter of 2008 of approximately \$3,71 million after-tax).

The assumptions used represent management s best estimate of fair value. Under th we assumed a forecasted cash flow period of five years with discount rates generally 11%-15% and terminal growth rates generally ranging from 2%-5%. Under the mar management used an adjusted multiple of earnings and revenues based on the mar comparable companies. Additionally, management compared the estimated aggrega reporting units to the Company s overall market capitalization.

**Stockholders' equity (deficit)**

Long-lived assets and finite-lived intangibles Long-lived assets and finite-lived  
reviewed for impairment whenever events or changes in business circumstances  
carrying amount of an asset may not be fully recoverable. Assets are grouped with  
liabilities at the lowest level for which identifiable cash flows can be generated. If  
carrying value of an asset would be recognized whenever anticipated future undi-  
from an asset are less than its carrying

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value. The impairment is measured as the amount by which the carrying value exceeds the fair value of the asset as determined by an estimate of discounted cash flows. The Company believes that its use of estimates and assumptions are reasonable and comply with generally accepted accounting principles. Changes in business conditions could potentially require adjustments to these valuations.

**Loss contingencies** Liabilities are recorded for various contingencies arising in the Company's business, including litigation and administrative proceedings, environmental and product liability, product warranty, worker's compensation and other claims. The Company has recorded reserves in the financial statements related to these matters, which are derived from actuarial estimates and historical and anticipated experience data of similar nature of the reserve, and in certain instances with consultation of legal counsel, insurance brokers, consultants and engineers. Subject to the uncertainties inherent in estimating future losses of various types of liabilities, the Company believes its estimated reserves are reasonable and that the final determination of the liabilities with respect to these matters would have little effect on the financial condition, results of operations, liquidity or cash flows of the Company.

**Asbestos matters** Certain wholly-owned subsidiaries of the Company are named in various asbestos-related lawsuits in state and federal courts. The Company records a liability for anticipated future claims as well as an asset for anticipated insurance settlements. The Company was neither a manufacturer nor producer of asbestos, some of its former products and components from third party suppliers utilized asbestos related components. As a result, the Company records certain income and expenses associated with our asbestos liabilities and insurance recoveries within discontinued operations, net of tax, as they relate to past operations. Income and expenses associated with Trane's asbestos liabilities and insurance recoveries are recorded within continuing operations. Refer to Note 23 of the Company's financial statements for further details of asbestos-related matters.

**Revenue recognition** Revenue is recognized and earned when all of the following conditions are satisfied: (a) persuasive evidence of a sales arrangement exists; (b) price is fixed or determinable; (c) collectability is reasonably assured; and (d) delivery has occurred or service has been rendered. Delivery generally occurs when the title and the risks and rewards of ownership have been transferred to the customer. Revenue from maintenance contracts or extended warranties is recognized on a straight-line basis over the life of the contract, unless another method better represents the costs incurred. The Company enters into agreements that combine the sale of elements, such as equipment, installation and service revenue. For multiple-element contracts, the Company recognizes revenue for delivered elements when the delivered item has been accepted by the customer, fair values of undelivered elements are known, customer acceptance is probable, there are only customary refund or return rights related to the delivered elements, and the sale of certain of our equipment and the related installation sold under construction-type contracts is recorded using the percentage-of-completion method in accordance with GAAP.

**Income taxes** Deferred tax assets and liabilities are determined based on temporary differences between financial reporting and tax bases of assets and liabilities, applying enacted tax rates that are to be in effect for the year in which the differences are expected to reverse. The Company estimates future tax benefits, such as net operating losses and non-U.S. tax credits, to the extent that their realization is considered in its judgment to be more likely than not. The Company regularly reviews the recoverability of its deferred tax assets considering its historic profitability and projected future taxable income, timing of the reversals of existing temporary differences and

**Stockholders' equity (deficit)**

its tax planning strategies. Where appropriate, the Company records a valuation allowance in respect to a future tax benefit. Effective January 1, 2007, the Company adopted the provisions of FASB ASC 740, (740) which prescribes a recognition threshold and measurement process for recording statements uncertain tax positions taken or expected to be taken in a tax return. Add

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provides guidance on the recognition, classification, accounting in interim periods and requirements for uncertain tax positions.

The provision for income taxes involves a significant amount of management judgment and interpretation of relevant facts and laws in the jurisdictions in which the Company operates. Changes in applicable laws, projected levels of taxable income, and tax planning considerations can affect the effective tax rate and tax balances recorded by the Company. In addition, tax authorities can review income tax returns filed by the Company and can raise issues regarding its filing and amount of income or deductions, and the allocation of income among the jurisdictions in which the Company operates. A significant period of time may elapse between the filing of an income tax return and the ultimate resolution of an issue raised by a revenue authority with respect to that return. The Company believes that it has adequately provided for any reasonably foreseeable resolution of such matters. The Company will adjust its estimate if significant events so dictate. To the extent the ultimate results differ from the original or adjusted estimates of the Company, the effect will be reflected in the provision for income taxes in the period that the matter is finally resolved.

**Employee benefit plans** The Company provides a range of benefits to eligible employees, including pensions, postretirement and postemployment benefits. The costs associated with such benefits is dependent on various actuarial assumptions including the expected return on plan assets, compensation increases, employee mortality and health-care cost trend rates. Actuarial valuations are performed to determine expenses in accordance with generally accepted accounting principles in the United States. Actual results may differ from actuarial assumptions and are generally accumulated and amortized into earnings over time. The Company reviews its actuarial assumptions at each measurement date and may adjust its assumptions based on current rates and trends, if appropriate. The discount rate is based on the compensation increase and the expected long-term rates of return on plan assets as of the measurement date. A discount rate reflects a rate at which pension benefits could be settled. For U.S. plans, it is established and based primarily on a study based on the Social Security Administration's Liability index. For non-U.S. plans, it is based upon a review of the current yields on high-quality corporate bonds or the yields of high-quality fixed-income investments available during the life of the plans. The rate of compensation increase is dependent on the future compensation levels. The expected long-term rate of return on plan assets is based on the rate of returns expected on the funds invested or to be invested to provide for the projected benefit obligation. The expected long-term rate of return on plan assets is based on the expected return on plan assets given the plan's investment policy, the types of assets held and the expected return on plan assets allocation. The expected long-term rate of return is determined as of the measurement date. The Company believes that the assumptions utilized in recording its obligations under these plans are reasonable based on input from its actuaries, outside investment advisors and information available to plan sponsors.

Changes in any of the assumptions can have an impact on the net periodic pension cost. Estimated sensitivities to the net periodic pension cost of a 0.25% rate change in the basic assumptions are as follows: the discount rate would increase expense by approximately \$0.8 million and the estimated return on assets assumption would increase expense by approximately \$0.8 million. A 0.25% rate decrease in the discount rate for postretirement benefits would decrease the net periodic postretirement benefit cost by \$0.8 million and a 1.0% increase in the health care cost trend rate would increase the cost by approximately \$2.0 million.

The preparation of financial statements includes the use of estimates and assumptions. The number of amounts included in the Company's consolidated financial statements. If the actual amounts ultimately different from previous estimates, the revisions are included in the Company's financial statements for the period in which the actual amounts become known. Historically, the aggregate difference between the Company's estimates and actual amounts in any year have not had a material effect on the Company's financial statements.

**Stockholders' equity (deficit)**

consolidated financial statements.

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**Table of Contents****Recently Adopted Accounting Pronouncements:**

FASB ASC 715, Compensation – Retirement Benefits, (ASC 715) requires an employer to measure defined benefit plan assets and benefit obligations as of the date of the employer's statement of financial position. The measurement date provisions of ASC 715 are effective for the Company for the fiscal year ending December 31, 2008. The Company has adopted the provisions of ASC 715, which resulted in an after-tax charge to Retained earnings in 2008 of \$6.5 million (\$6.5 million pre-tax) in 2008. Plans acquired during 2008 were not impacted.

Effective January 1, 2007, the Company adopted the provisions of FASB ASC 740, Income Taxes (ASC 740) which prescribes a recognition threshold and measurement process for recording uncertain tax positions taken or expected to be taken in a tax return. As a result of these provisions of ASC 740 as of January 1, 2007, the Company recorded additional reserves previously established reserves, and corresponding decrease in Retained earnings of \$1.5 million.

In September 2006, the FASB issued revised guidance within FASB ASC 820, Fair Value Measurements and Disclosures (ASC 820) to provide a framework for measuring fair value that is based on assumptions market participants would use when pricing an asset or liability. ASC 820 establishes a fair value hierarchy that prioritizes the information to develop those assumptions. ASC 820 guidance expands the disclosures about fair value measurements to include disclosures about the measurements of assets or liabilities within each level of the fair value hierarchy. The provisions of ASC 820 were effective for the Company starting on January 1, 2008. In accordance with these provisions, the Company has delayed its implementation of these provisions for the fair value of goodwill, indefinite-lived intangible assets and nonfinancial long-lived assets and liabilities. Refer to the consolidated financial statements for a full discussion of these provisions of ASC 820.

In February 2007, the FASB issued revised guidance within FASB ASC 825, Financial Instruments (ASC 825) which allows companies the option, at specified election dates, to measure certain assets and liabilities at their current fair value, with the corresponding changes in fair value recognized in the income statement. Additionally, ASC 825 establishes presentation and disclosure requirements designed to facilitate comparisons between companies that use different measurement attributes for similar assets and liabilities. These provisions of ASC 825 are effective for the Company starting on January 1, 2008. As of December 31, 2009, the Company has not elected the option available under ASC 825.

In December 2007, the FASB issued revised guidance to address the financial accounting for business combinations, which can be found in FASB ASC 805, Business Combinations (ASC 805 supersedes SFAS 141, Business Combinations) and retains the fundamental principles set forth therein regarding the purchase method of accounting. However, it expands the requirements for proper recognition and measurement, at fair value, the identifiable assets acquired, liabilities assumed, and any noncontrolling interest in the acquired business. In addition, ASC 805 introduces new accounting guidance on how to recognize and measure contingent consideration, completion of acquisition and restructuring costs. These provisions of ASC 805 are effective for acquisitions made after January 1, 2009.

In December 2007, the FASB issued revised guidance within FASB ASC 810, Consolidations (ASC 810) which clarifies that a noncontrolling interest in a subsidiary represents an ownership interest and should be reported as equity in the consolidated financial statements. In addition, ASC 810 expanded income statement presentation and disclosures that clearly identify and distinguish the interests of the Company and the interests of the non-controlling owners of the subsidiary. This guidance, which relates to noncontrolling interests, is effective for the Company starting on January 1, 2009. Refer to the consolidated financial statements for a discussion on these provisions of ASC 810.

**Stockholders' equity (deficit)**

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In March 2008, the FASB issued revised guidance within FASB ASC 815, Derivatives and Hedging (ASC 815) which amends and expands the disclosures previously required. ASC 815 requires disclosures about objectives and strategies for using derivatives, quantitative disclosures of gains and losses, and the amounts of gains and losses.



## **Table of Contents**

and losses on derivative instruments and disclosures about credit-risk-related continuing derivative agreements. The expanded disclosure requirements found in ASC 815 as modifications made in March 2008 are effective for the Company starting on January 14 to the consolidated financial statements for a discussion of these provisions of ASC

In May 2008, the FASB issued revised guidance within FASB ASC 470, Debt (ASC 470) to allocate between debt and equity the proceeds of the Company's exchangeable debt that reflects the Company's nonconvertible debt borrowing rate. In addition, the Company will amortize any discount into earnings over a period of three years. These provisions of ASC 470 are applicable to the Company during the second quarter of 2009, upon issuance of the Company's notes in April 2009.

### **Recently Issued Accounting Pronouncements:**

In June 2009, the FASB issued revised guidance within ASC 810. These revisions eliminate Interpretation 46(R)'s exceptions to consolidating qualifying special-purpose entities for determining the primary beneficiary, and increase the frequency of required reassessments to determine whether a company is the primary beneficiary of a variable interest entity. A new requirement that any term, transaction, or arrangement that does not have a net effect on an entity's status as a variable interest entity, a company's power over a variable interest entity, or a company's obligation to absorb losses or its right to receive benefits of an entity is required in applying FASB Interpretation 46(R)'s provisions. The elimination of the qualifying special-purpose entity concept and its consolidation exceptions means more entities will be subject to consolidation assessments and reassessments. These provisions of ASC 810 are effective as of the first fiscal year beginning after November 15, 2009, and for interim periods within those fiscal years with earlier adoption prohibited. The Company is currently assessing the potential impact of these provisions on its consolidated financial statements.

In June 2009, the FASB issued revised guidance within FASB ASC 860, Transfers and Receivables (ASC 860). These revisions eliminate the concept of a qualifying special-purpose entity, clarify the conditions for reporting a transfer of a portion of a financial asset as a sale, clarify the criteria, and change the initial measurement of a transferor's interest in transferred financial assets. The provisions of ASC 860 will be effective for transfers of financial assets in fiscal years beginning after November 15, 2009 and in interim periods within those fiscal years with earlier adoption prohibited. The Company is currently assessing the potential impacts, if any, on its consolidated financial statements.

### **Item 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK**

We are exposed to fluctuations in currency exchange rates, interest rates and commodity prices, which could impact our results of operations and financial condition. To manage certain of our risks, we use derivative instruments, primarily forward contracts. Derivative instruments utilized for hedging activities are viewed as risk management tools, involve little complexity and are not entered into for trading or speculative purposes. To minimize the risk of counter party non-performance, derivative instrument agreements are made only through major financial institutions with significant credit ratings. Such derivative instruments.

### **Foreign Currency Exposures**

We have operations throughout the world that manufacture and sell their products in international markets. As a result, we are exposed to movements in exchange rates of our currencies against the U.S. dollar as well as against other currencies throughout the world. We have foreign currency exposures that are associated with purchases and sales and other assets and liabilities at the operating unit level. Exposures that cannot be naturally offset within an operating unit

**Stockholders' equity (deficit)**

amount are hedged with foreign currency derivatives. We also have non-U.S. currency exposures, which we currently do not hedge with any derivative instrument.

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### **Table of Contents**

We evaluate our exposure to changes in currency exchange rates on our foreign currency transactions using a sensitivity analysis. The sensitivity analysis is a measurement of the potential change in value based on a percentage increase or decrease in exchange rates. Based on the fair value of currency derivative instruments in place at December 31, 2009, a hypothetical change in the fair value of those derivative instruments assuming a 10% increase in exchange rates would result in an unrealized gain of approximately \$69.1 million, as compared with an unrealized gain of \$23.9 million at December 31, 2008. These amounts would be offset by changes in the fair value of our foreign currency transactions.

### **Commodity Price Exposures**

We are exposed to volatility in the prices of raw materials used in some of our products. We use commodity price contracts to manage this exposure. We do not have any committed commodity derivative instruments in place at December 31, 2009.

### **Interest Rate Exposure**

Our debt portfolio mainly consists of fixed-rate instruments, and therefore any fluctuations in interest rates would not have a material effect on our results of operations.

**Table of Contents****Item 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**

(a) The following consolidated financial statements and the report thereon of PricewaterhouseCoopers LLP dated February 26, 2010, are presented following Item 15 of this Annual Report. The Consolidated Financial Statements:

Report of independent registered public accounting firm

Consolidated statements of income for the years ended December 31, 2009, 2008 and 2007:

Consolidated balance sheets at December 31, 2009 and 2008

For the years ended December 31, 2009, 2008 and 2007:

Consolidated statements of shareholders' equity

Consolidated statements of cash flows

Notes to consolidated financial statements

Financial Statement Schedule:

Consolidated schedule for the years ended December 31, 2009, 2008 and 2007:

Schedule II Valuation and Qualifying Accounts

(b) The unaudited quarterly financial data for the two years ended December 31, is as follows:

<i>In millions, except per share amounts</i>	2009		
	First Quarter	Second Quarter	Third Quarter
Net revenues	\$ 2,932.9	\$ 3,473.8	\$ 3,473.8
Cost of goods sold	(2,206.4)	(2,540.4)	(2,540.4)
Operating income (loss)	49.9	250.6	250.6
Net earnings (loss)	(21.8)	127.6	127.6
Net earnings (loss) attributable to Ingersoll-Rand plc	(26.7)	122.1	122.1
Earnings (loss) per share attributable to Ingersoll-Rand plc ordinary shareholders:			
Basic	\$ (0.08)	\$ 0.38	\$ 0.38
Diluted	\$ (0.08)	\$ 0.38	\$ 0.38
	2008		
	First Quarter	Second Quarter	Third Quarter

**Stockholders' equity (deficit)**

Net revenues	\$ 2,163.3	\$ 3,080.8	\$ 4,
Cost of goods sold	(1,540.9)	(2,196.1)	(3,
Operating income (loss)	247.0	361.6	
Net earnings (loss)	185.4	262.6	
Net earnings (loss) attributable to Ingersoll-Rand plc	181.6	256.1	
Earnings (loss) per share attributable to Ingersoll-Rand plc ordinary shareholders:			
Basic	\$ 0.66	\$ 0.89	\$
Diluted	\$ 0.66	\$ 0.88	\$

1. 2008 amounts include the results of Trane since the acquisition date (June 5, 2008 to December 31, 2008).
2. The fourth quarter of 2008 includes a one-time, non-cash charge of \$3,710.0 million (after-tax) related to the impairment of assets.

**Table of Contents****Item 9. CHANGES IN AND DISAGREEMENTS WITH INDEPENDENT AUDITORS**  
**ON ACCOUNTING AND FINANCIAL DISCLOSURE**

None.

**Item 9A. CONTROLS AND PROCEDURES*****Disclosure Controls and Procedures***

The Company's management, including its Chief Executive Officer and Chief Financial Officer, conducted an evaluation of the effectiveness of disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934 (the Exchange Act)), as of the end of the period covered by this Annual Report on Form 10-K. In its evaluation, the Chief Executive Officer and Chief Financial Officer concluded as of the end of the period that the disclosure controls and procedures are effective in ensuring that all material information required to be filed in this Annual Report on Form 10-K has been recorded, processed, summarized, and reported when required and the information is accumulated and communicated, as appropriate, to management's decisions regarding required disclosure.

***Management's Report on Internal Control Over Financial Reporting***

The Company's management is responsible for establishing and maintaining adequate internal control over financial reporting as such term is defined under Exchange Act Rules 13a-15(f) and 15d-15(f). Internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies and procedures may deteriorate.

Management has assessed the effectiveness of internal control over financial reporting as of December 31, 2009. In making its assessment, management has utilized the criteria established by the Committee of Sponsoring Organizations (COSO) of the Treadway Commission in *Internal Control - Integrated Framework*. Management concluded that based on its assessment, the Company's internal control over financial reporting was effective as of December 31, 2009.

The effectiveness of the Company's internal control over financial reporting as of December 31, 2009 has been audited by PricewaterhouseCoopers LLP, an independent registered public accounting firm, as stated in their report which appears herein.

***Changes in Internal Control Over Financial Reporting***

There has been no change in the Company's internal controls over financial reporting during the period ended December 31, 2009 that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

**Item 9B. OTHER INFORMATION**

None.

**Stockholders' equity (deficit)**

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**PART III**

The information called for by Part III (Items 10, 11, 12, and 13) of Form 10-K will be included in the Company's Proxy Statement for the Company's 2010 Annual General Meeting of Stockholders. The Company intends to file within 120 days after the close of its fiscal year ended December 31, 2010. The information is hereby incorporated by reference to such Proxy Statement, except that the information regarding the Company's executive officers which follows Item 4 in this Annual Report on Form 10-K is hereby incorporated by reference into Items 10 and 12, respectively, of this Report.

**Item 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES**

The information required by this item is incorporated herein by reference to the information under the caption "Fees of the Independent Auditors" in our 2010 Proxy Statement.



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**PART IV**

**Item 15. EXHIBITS AND FINANCIAL STATEMENTS SCHEDULE**

(a) 1. and 2. Financial statements and financial statement schedule

See Item 8.

3. Exhibits  
The exhibits listed on the accompanying index to exhibits  
this Annual Report on Form 10-K.

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**Table of Contents****INGERSOLL-RAND PLC****INDEX TO EXHIBITS****(Item 15(a))****Description**

Pursuant to the rules and regulations of the Securities and Exchange Commission (the "SEC"), Ingersoll-Rand plc (the "Company") has filed certain agreements as exhibits to this Annual Report. These agreements may contain representations and warranties by the parties. These representations and warranties have been made solely for the benefit of the other party or parties to such agreements. (i) may have been qualified by disclosures made to such other party or parties, (ii) may be qualified by the date of such agreements or such other date(s) as may be specified in such agreements, (iii) may be qualified by more recent developments, which may not be fully reflected in our public disclosures, (iii) may be qualified by the allocation of risk among the parties to such agreements and (iv) may apply materiality standards different from what may be viewed as material to investors. Accordingly, these representations and warranties may not describe our actual state of affairs at the date hereof and should not be relied upon.

## (a) Exhibits

Exhibit No.	Description	Method of Filing
3.1	Memorandum of Association of Ingersoll-Rand plc	Incorporated by reference to Exhibit 3.1 to the Company's Form 8-K (No. 001-34400) filed July 1, 2009.
3.2	Articles of Association of Ingersoll-Rand plc	Incorporated by reference to Exhibit 3.2 to the Company's Form 8-K (No. 001-34400) filed July 1, 2009.
3.3	Certificate of Incorporation of Ingersoll-Rand plc	Incorporated by reference to Exhibit 3.3 to the Company's Form 8-K (No. 001-34400) filed July 1, 2009.
4.1	Second Supplemental Indenture, dated as of April 3, 2009, among the Company, Ingersoll-Rand Global Holding Company Limited and Wells Fargo Bank, N.A., as trustee, to that certain Indenture, dated as of August 12, 2008, among the Company, Ingersoll-Rand Global Holding Company Limited and Wells Fargo Bank, N.A., as trustee	Incorporated by reference to Exhibit 4.1 to Ingersoll-Rand plc's Form 8-K (No. 001-16831) filed July 6, 2009.
4.2	Third Supplemental Indenture, dated as of April 6, 2009, among the Company, Ingersoll-Rand Global Holding	Incorporated by reference to Exhibit 4.2 to Ingersoll-Rand plc's Form 8-K

**Stockholders' equity (deficit)**

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Company Limited and Wells Fargo Bank, N.A., as trustee, to that certain Indenture, dated as of August 12, 2008, among the Company, Ingersoll-Rand Global Holding Company Limited and Wells Fargo Bank, N.A., as trustee

001-16831) filed v  
April 6, 2009.

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4.3	Fourth Supplemental Indenture, dated as of June 29, 2009, among Ingersoll-Rand Global Holding Company Limited, a Bermuda exempted company, Ingersoll-Rand Company Limited, a Bermuda exempted company, Ingersoll-Rand International Holding Limited, a Bermuda exempted company, Ingersoll-Rand plc, an Irish public limited company, and Wells Fargo Bank, N.A., as Trustee, to the Indenture dated as of August 12, 2008	Incorporated by reference to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
4.4	First Supplemental Indenture, dated as of June 29, 2009, among Ingersoll-Rand Company Limited, a Bermuda exempted company, Ingersoll-Rand Company, a New Jersey corporation, Ingersoll-Rand International Holding Limited, a Bermuda exempted company, Ingersoll-Rand plc, an Irish public limited company, and Wells Fargo Bank, N.A., as Trustee, to the Indenture dated as of May 24, 2005	Incorporated by reference to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
4.5	Fifth Supplemental Indenture, dated as of June 29, 2009, among Ingersoll-Rand Company, a New Jersey corporation, Ingersoll-Rand plc, an Irish public limited company, Ingersoll-Rand International Holding Limited, a Bermuda exempted company, and The Bank of New York Mellon, as Trustee, to the Indenture dated as of August 1, 1986	Incorporated by reference to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
4.6	Form of Senior Indenture among Ingersoll-Rand plc, Ingersoll-Rand Company Limited, Ingersoll-Rand Global Holding Company Limited, Ingersoll-Rand International Holding Limited and Wells Fargo Bank, N.A., as Trustee	Incorporated by reference to the Company's Form 10-K (No. 333-161334) filed August 13, 2009.
4.7	Form of Senior Debt Security	Included as part of the Company's Form 10-K (No. 333-161334) filed August 13, 2009.
4.8	Form of Senior Guarantee	Included as part of the Company's Form 10-K (No. 333-161334) filed August 13, 2009.
4.9	Form of Ordinary Share Certificate of Ingersoll-Rand plc	Incorporated by reference to the Company's Form 10-K (No. 333-161334) filed August 13, 2009.
10.1		

**Stockholders' equity (deficit)**

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Herbert L. Henkel Letter, dated February 4, 2009, relating to his benefits under the Ingersoll-Rand Company Elected Officers Supplemental Program II

Incorporated by reference to the Company's Form 10.37 to the Compensation Committee for the fiscal year ended March 31, 2009 (SEC File No. 001-16831) filed with the SEC on March 2, 2009.

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## Stockholders' equity (deficit)

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10.2	Michael W. Lamach Letter, dated February 4, 2009	Incorporated by reference to 10.43 to the Company's Form 10-K for the fiscal year ended December 31, 2009 (File No. 001-16832) filed with the SEC on March 2, 2010.
10.3	Form of IR Stock Option Grant Agreement	Incorporated by reference to 10.55 to the Company's Form 10-K for the fiscal year ended December 31, 2009 (File No. 001-16832) filed with the SEC on March 2, 2010.
10.4	Form of IR Restricted Share Unit Grant Agreement	Incorporated by reference to 10.56 to the Company's Form 10-K for the fiscal year ended December 31, 2009 (File No. 001-16832) filed with the SEC on March 2, 2010.
10.5	Form of IR Performance Share Unit Grant Agreement (for performance years 2009-2010)	Incorporated by reference to 10.57 to the Company's Form 10-K for the fiscal year ended December 31, 2009 (File No. 001-16832) filed with the SEC on March 2, 2010.
10.6	Form of IR Performance Share Unit Grant Agreement (for performance years 2009-2011)	Incorporated by reference to 10.58 to the Company's Form 10-K for the fiscal year ended December 31, 2009 (File No. 001-16832) filed with the SEC on March 2, 2010.
10.7	Amendment No. 1 dated as of March 2, 2009 to the Credit Agreement dated as of June 27, 2008 among the Company; Ingersoll-Rand Global Holding Company Limited; J.P. Morgan Chase Bank, N.A., as Administrative Agent, Citibank, N.A., as Syndication Agent, Bank of America, N.A., Deutsche Bank Securities Inc., The Bank of Tokyo Mitsubishi, Ltd., New York Branch, BNP Paribas and William Street LLC, as Documentation Agents, and J.P. Morgan Securities Inc. and Citigroup Global Markets Inc., as joint lead arrangers and joint bookrunners; and certain lending institutions from time to time parties thereto	Incorporated by reference to 99.1 to the Company's Form 10-K for the fiscal year ended December 31, 2009 (File No. 001-16832) filed with the SEC on March 5, 2010.

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10.8	Amendment No. 1 dated as of March 2, 2009 to the Credit Agreement dated as of June 5, 2008 among the Company; Ingersoll-Rand Global Holding Company Limited; JPMorgan Chase Bank, N.A., as administrative agent; Credit Suisse Securities (USA) LLC and Goldman Sachs Credit Partners L.P., as syndication agents; J.P. Morgan Securities Inc., Credit Suisse Securities (USA) LLC and Goldman Sachs Credit Partners L.P., as joint lead arrangers and joint bookrunners; and the lending institutions from time to time parties thereto	Incorporated by reference to the Company's Form 10-K No. 001-16831) filed March 5, 2009.
10.9	Amendment No. 1 dated as of March 2, 2009 to the Credit Agreement dated as of August 12, 2005, among the Company, Ingersoll-Rand Company and the banks listed therein, and Citicorp USA, Inc., as Syndication Agent, and Bank of America, N.A., Deutsche Bank Securities Inc., The Bank of Tokyo-Mitsubishi, Ltd., New York Branch and UBS Securities LLC, as Documentation Agents, and JPMorgan Chase Bank, N.A., as Administrative Agent, and J.P. Morgan Securities Inc. and Citigroup Global Markets Inc., as Lead Arrangers and Bookrunners	Incorporated by reference to the Company's Form 10-K No. 001-16831) filed March 5, 2009.
10.10	Amendment No. 1 dated as of March 2, 2009 to the Credit Agreement, dated as of June 25, 2004, among the Company, Ingersoll-Rand Company and the banks listed therein, The JPMorgan Chase Bank, as Administrative Agent, Citibank N.A., and Deutsche Bank Securities Inc., as Co-Syndication Agents, and The Bank of Tokyo-Mitsubishi, Ltd, as Documentation Agent, and J.P. Morgan Securities Inc., as Lead Arranger and Bookrunner	Incorporated by reference to the Company's Form 10-K No. 001-16831) filed March 5, 2009.

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10.11	Receivable Interest Purchase Agreement, dated as of March 31, 2009, among IR Receivables Funding Trust, CAFCO, LLC, Enterprise Funding Company LLC and JS Siloed Trust, as Investors, Citibank, N.A., Bank of America, N.A. ( BofA ) and JPMorgan Chase Bank, N.A. ( JPMorgan ), as Banks, Citicorp North America, Inc. ( CNAI ), as Program Agent, CNAI, BofA and JPMorgan as Investor Agents, Ingersoll-Rand Company, as Collection Agent, and the Originators and Intermediate SPVs parties thereto	Incorporated by reference to 10.11 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.12	Initial Purchase and Contribution Agreement, among Hussmann Services Corporation, Thermo King SVC, Inc., Thermo King Corporation, Thermo King De Puerto Rico, Inc., Krack Corporation, Ingersoll-Rand Industrial Refrigeration, Inc., Crystal Refrigeration, Inc., Taylor Industries, Inc., Terry D. Carter Service Co., Inc., Refrigeration Engineering, Inc., Checker Flag Parts, Inc., Hussmann Corporation, Nelson Refrigeration, Inc., Rogers Refrigeration Co., Inc., Refrigeration Service & Design, Inc., WHS Refrigeration Services, Inc., as Sellers, IR Climate Receivables Funding, Inc., as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.12 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.13	Secondary Purchase Agreement, among IR Climate Receivables Funding, Inc., as Seller, IR Receivables Funding Trust, Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.13 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.14	Initial Purchase and Contribution Agreement, among Ingersoll-Rand Company, as Seller, Club Car, Inc., as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.14 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.15	Secondary Purchase and Contribution Agreement, among Club Car, Inc., as Seller, IR Industrial Receivables Funding LLC, as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.15 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.



**Stockholders' equity (deficit)**

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10.16	Tertiary Purchase Agreement, among IR Industrial Receivables Funding LLC, as Seller, IR Receivables Funding Trust, as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.16 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.17	Initial Purchase and Contribution Agreement, among Schlage Lock Company LLC, as Seller, Von Duprin LLC, as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.17 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.18	Secondary Purchase and Contribution Agreement, among Von Duprin LLC, as Seller, IR Security Receivables Funding LLC, as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.18 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.19	Tertiary Purchase Agreement, among IR Security Receivables Funding LLC, as Seller, IR Receivables Funding Trust, as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.19 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.20	Initial Purchase and Contribution Agreement, among Trane U.S. Inc., as Seller, ASI Receivables Funding LLC, as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.20 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.21	Secondary Purchase Agreement, among ASI Receivables Funding LLC, as Seller, and IR Receivables Funding Trust, as Purchaser, and Ingersoll-Rand Company, as Collection Agent	Incorporated by reference to 10.21 to the Company's Form 10-Q for the quarter ended March 31, 2009 (No. 001-16831) filed May 8, 2009.
10.22	Form of Tier 1 Change in Control Agreement	Incorporated by reference to 10.32 to the Company's Form 10-K for the period ended June 30, 2009 (No. 001-34400) filed August 6, 2009.
10.23	Form of Tier 2 Change in Control Agreement	Incorporated by reference to 10.33 to the Company's Form 10-K for the period ended June 30, 2009 (No. 001-34400) filed August 6, 2009.

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10.24	Issuing and Paying Agency Agreement by and among Ingersoll-Rand Global Holding Company Limited, Ingersoll-Rand plc, Ingersoll-Rand Company Limited, Ingersoll-Rand International Holding Limited and JPMorgan Chase Bank, National Association, dated as of July 1, 2009	Incorporated by reference to 10.1 to the Company's Form 10-K (No. 001-34400) filed July 6, 2009.
10.25	Amended and Restated Commercial Paper Dealer Agreement among Ingersoll-Rand Global Holding Company Limited, Ingersoll-Rand Company Limited, Ingersoll-Rand plc, Ingersoll-Rand International Holding Limited and J.P. Morgan Securities Inc., dated as of July 1, 2009	Incorporated by reference to 10.2 to the Company's Form 10-K (No. 001-34400) filed July 6, 2009.
10.26	Amended and Restated Commercial Paper Dealer Agreement among Ingersoll-Rand Global Holding Company Limited, Ingersoll-Rand Company Limited, Ingersoll-Rand plc, Ingersoll-Rand International Holding Limited and Banc of America Securities LLC, dated as of July 1, 2009	Incorporated by reference to 10.3 to the Company's Form 10-K (No. 001-34400) filed July 6, 2009.
10.27	Amended and Restated Commercial Paper Dealer Agreement among Ingersoll-Rand Global Holding Company Limited, Ingersoll-Rand plc, Ingersoll-Rand International Holding Limited and Citigroup Global Markets Inc., dated as of July 1, 2009	Incorporated by reference to 10.4 to the Company's Form 10-K (No. 001-34400) filed July 6, 2009.
10.28	Amended and Restated Commercial Paper Dealer Agreement among Ingersoll-Rand Global Holding Company Limited, Ingersoll-Rand Company Limited, Ingersoll-Rand plc, Ingersoll-Rand International Holding Limited and Deutsche Bank Securities Inc., dated as of July 1, 2009	Incorporated by reference to 10.5 to the Company's Form 10-K (No. 001-34400) filed July 6, 2009.
10.29	Addendum, dated as of July 1, 2009, between Ingersoll-Rand plc and JPMorgan Chase Bank, N.A., as Administrative Agent under the Credit Agreement, to the Credit Agreement dated as of June 27, 2008	Incorporated by reference to 10.1 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.

## Stockholders' equity (deficit)

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10.30	Addendum, dated as of July 1, 2009, between Ingersoll-Rand plc and JPMorgan Chase Bank, N.A., as Administrative Agent under the Credit Agreement, to the Credit Agreement dated as of August 12, 2005	Incorporated by reference to 10.2 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.31	Addendum, dated as of July 1, 2009, between Ingersoll-Rand International Holding Limited and JPMorgan Chase Bank, N.A., as Administrative Agent under the Credit Agreement, to the Credit Agreement dated as of June 27, 2008	Incorporated by reference to 10.3 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.32	Addendum, dated as of July 1, 2009, between Ingersoll-Rand International Holding Limited and JPMorgan Chase Bank, N.A., as Administrative Agent under the Credit Agreement, to the Credit Agreement dated as of August 12, 2005	Incorporated by reference to 10.4 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.33	Deed Poll Indemnity of Ingersoll-Rand plc, an Irish public limited company, as to the directors, secretary and officers and senior executives of Ingersoll-Rand plc and the directors and officers of Ingersoll-Rand plc's subsidiaries	Incorporated by reference to 10.5 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.34	Deed Poll Indemnity of Ingersoll-Rand Company Limited, a Bermuda company, as to the directors, secretary and officers and senior executives of Ingersoll-Rand plc and the directors and officers of Ingersoll-Rand plc's subsidiaries	Incorporated by reference to 10.6 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.35	Ingersoll-Rand Company Incentive Stock Plan of 1995 (amended and restated effective July 1, 2009)	Incorporated by reference to 10.7 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.36	Ingersoll-Rand plc Incentive Stock Plan of 1998 (amended and restated as of July 1, 2009)	Incorporated by reference to 10.8 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.37	IR Executive Deferred Compensation Plan (as amended and restated effective July 1, 2009)	Incorporated by reference to 10.9 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.38	IR Executive Deferred Compensation Plan II (as amended and restated	Incorporated by reference to 10.10 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.

**Stockholders' equity (deficit)**

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effective July 1, 2009)

No. 001-34400) fil  
July 1, 2009.

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## Stockholders' equity (deficit)

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10.39	IR-plc Director Deferred Compensation and Stock Award Plan (as amended and restated effective July 1, 2009)	Incorporated by reference to 10.11 to the Company's Form 10-K filed July 1, 2009.
10.40	IR-plc Director Deferred Compensation and Stock Award Plan II (as amended and restated effective July 1, 2009)	Incorporated by reference to 10.12 to the Company's Form 10-K filed July 1, 2009.
10.41	Ingersoll-Rand Company Supplemental Employee Savings Plan (amended and restated effective July 1, 2009)	Incorporated by reference to 10.13 to the Company's Form 10-K filed July 1, 2009.
10.42	Ingersoll-Rand Company Supplemental Employee Savings Plan II (effective January 1, 2005 and amended and restated through July 1, 2009)	Incorporated by reference to 10.14 to the Company's Form 10-K filed July 1, 2009.
10.43	Ingersoll-Rand plc Incentive Stock Plan of 2007 (amended and restated as of July 1, 2009)	Incorporated by reference to 10.15 to the Company's Form 10-K filed July 1, 2009.
10.44	Ingersoll Rand plc Incentive Stock Plan of 2007 - Rules for the Grant of Options to Participants in France (as amended and restated effective July 1, 2009)	Incorporated by reference to 10.16 to the Company's Form 10-K filed July 1, 2009.
10.45	Trane Inc. 2002 Omnibus Incentive Plan (restated to include all amendments through July 1, 2009)	Incorporated by reference to 10.17 to the Company's Form 10-K filed July 1, 2009.
10.46	Trane Inc. Stock Incentive Plan (restated to include all amendments through July 1, 2009)	Incorporated by reference to 10.18 to the Company's Form 10-K filed July 1, 2009.
10.47	Trane Inc. Deferred Compensation Plan (as amended and restated as of July 1, 2009, except where otherwise stated)	Incorporated by reference to 10.19 to the Company's Form 10-K filed July 1, 2009.
10.48	Trane Inc. Supplemental Savings Plan (restated to include all amendments through July 1, 2009)	Incorporated by reference to 10.20 to the Company's Form 10-K filed July 1, 2009.

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10.49	First Amendment to the Ingersoll-Rand Company Supplemental Pension Plan, dated as of July 1, 2009	Incorporated by reference to 10.21 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.50	First Amendment to the Ingersoll-Rand Company Supplemental Pension Plan II, dated as of July 1, 2009	Incorporated by reference to 10.22 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.51	Amendment to the Ingersoll-Rand Company Management Incentive Unit Plan, dated as of June 5, 2009	Incorporated by reference to 10.34 to the Company's Form 10-K for the period ended June 30, 2009 (No. 001-34400) filed August 6, 2009.
10.52	Amendment to the Ingersoll-Rand Company Management Incentive Unit Plan, dated as of July 1, 2009	Incorporated by reference to 10.23 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.53	Second Amendment to the Ingersoll-Rand Company Elected Officer Supplemental Program, dated as of July 1, 2009	Incorporated by reference to 10.24 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.54	First Amendment to the Ingersoll-Rand Company Elected Officer Supplemental Program II through July 1, 2009	Incorporated by reference to 10.25 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.55	Second Amendment to the Ingersoll-Rand Company Estate Enhancement Program, dated as of July 1, 2009	Incorporated by reference to 10.26 to the Company's Form 10-K (No. 001-34400) filed July 1, 2009.
10.56	Michael W. Lamach Letter, dated February 3, 2010	Incorporated by reference to 10.1 to the Company's Form 10-K (No. 001-34400) filed February 5, 2010.
12	Computations of Ratios of Earnings to Fixed Charges	Filed herewith.
21	List of Subsidiaries of Ingersoll-Rand plc	Filed herewith.
23.1	Consent of Independent Registered Public Accounting Firm	Filed herewith.
23.2	Consent of Analysis, Research & Planning Corporation	Filed herewith.

Stockholders' equity (deficit)

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31.1	Certification of Chief Executive Officer Pursuant to Rule 13a-14(a) or Rule 15d-14(a), as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.	Filed herewith.
31.2	Certification of Chief Financial Officer Pursuant to Rule 13a-14(a) or Rule 15d-14(a), as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.	Filed herewith.
32	Certifications of Chief Executive Officer and Chief Financial Officer Pursuant to Rule 13a-14(b) or Rule 15d-14(b) and 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.	Filed herewith.
101	The following materials from the Company's Annual Report on Form 10-K for the year ended December 31, 2009, formatted in XBRL (Extensible Business Reporting Language): (i) the Consolidated Income Statement, (ii) the Consolidated Balance Sheet, (iii) the Consolidated Statement of Shareholders Equity (iv) the Consolidated Statement of Cash Flows, and (v) Notes to Consolidated Financial Statements, tagged as blocks of text.	Furnished herewith.

**Table of Contents****SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, to be signed and authorized.

**INGERSOLL-RAND PLC**

(Registrant)

By: /S/ Michael

(Michael

Chief Ex

Date: February

Pursuant to the requirement of the Securities Exchange Act of 1934, this report has been signed by the following persons on behalf of the registrant and in the capacities and on the dates indicated:

<b>Signature</b>	<b>Title</b>
/S/ Herbert L. Henkel (Herbert L. Henkel)	Chairman of the Board
/S/ Michael W. Lamach (Michael W. Lamach)	President, Chief Executive Officer and Director (Principal Executive Officer)
/S/ Steven R. Shawley (Steven R. Shawley)	Senior Vice President and Chief Financial Officer (Principal Financial Officer)
/S/ Richard J. Weller (Richard J. Weller)	Vice President and Controller (Principal Accounting Officer)
/S/ Ann C. Berzin (Ann C. Berzin)	Director
/S/ John Bruton (John Bruton)	Director
/S/ Jared L. Cohon (Jared L. Cohon)	Director

**Stockholders' equity (deficit)**

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/S/ Gary D. Forsee

(Gary D. Forsee)

Director

/S/ Peter C. Godsoe

(Peter C. Godsoe)

Director

/S/ Edward E. Hagenlocker

(Edward E. Hagenlocker)

Director

/S/ Constance J. Horner

(Constance J. Horner)

Director

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<b>Signature</b>	<b>Title</b>
/S/ Theodore E. Martin (Theodore E. Martin)	Director
/S/ Patricia Nachtigal (Patricia Nachtigal)	Director
/S/ Orin R. Smith (Orin R. Smith)	Director
/S/ Richard J. Swift (Richard J. Swift)	Director
/S/ Tony L. White (Tony L. White)	Director

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**INGERSOLL-RAND PLC**

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Consolidated Statements of Income

Consolidated Balance Sheets

Consolidated Statements of Shareholders' Equity

Consolidated Statements of Cash Flows

Notes to Consolidated Financial Statements

Schedule II - Valuation and Qualifying Accounts

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**Table of Contents****Report of Independent Registered Public Accounting Firm**

To the Shareholders and Board of Directors of Ingersoll-Rand plc:

In our opinion, the consolidated financial statements listed in the accompanying index in all material respects, the financial position of Ingersoll-Rand plc and its subsidiaries as of December 31, 2009 and 2008, and the results of their operations and their cash flow for the three years in the period ended December 31, 2009 in conformity with accounting principles generally accepted in the United States of America. In addition, in our opinion, the financial statement schedule listed in the accompanying index presents fairly, in all material respects, the information when read in conjunction with the related consolidated financial statements. Also in our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2009, based on criteria established in Internal Control—Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). Management is responsible for these financial statements and financial statement schedules, for maintaining effective internal control over financial reporting and for its assessment of internal control over financial reporting, included in the accompanying Management's Report on Internal Control over Financial Reporting. Our responsibility is to express opinion on the consolidated financial statements, on the financial statement schedule, and on the Company's internal control over financial reporting based on our integrated audits. We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require us to plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement and whether effective internal control over financial reporting exists in all material respects. Our audits of the financial statements included examining, on a test basis, supporting the amounts and disclosures in the financial statements, assessing the accounting estimates used and significant estimates made by management, and evaluating the overall financial statement presentation. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and evaluating the design and operating effectiveness of internal control based on the understanding of the internal control over financial reporting that we developed. Our audits also included performing such other procedures as we considered necessary in order to conduct our audits in accordance with the standards of the PCAOB. We believe that our audits provide a reasonable basis for our opinions.

As discussed in Note 3 to the consolidated financial statements, the Company has disclosed uncertain tax positions which it accounts for uncertain tax positions effective January 1, 2007, and the management's report on accounts for its defined benefit pension and other postretirement plans in 2008.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and events, (ii) provide reasonable assurance that transactions are recorded as they occur, and that receipts and expenditures of the company are being made only in accordance with the authorization of management and directors of the company; and (iii) provide reasonable assurance regarding the prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ PricewaterhouseCoopers LLP

**Stockholders' equity (deficit)**

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Charlotte, North Carolina

February 26, 2010

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**Table of Contents****Ingersoll-Rand plc****Consolidated Statements of Income***In millions, except per share amounts*

For the years ended December 31,	2009	2008
Net revenues	\$ 13,195.3	\$ 13,211.3
Cost of goods sold	(9,645.1)	(9,711.1)
Selling and administrative expenses	(2,708.6)	(2,311.1)
Asset impairment	-	(3,711.1)
Operating income (loss)	841.6	(2,511.1)
Interest expense	(302.2)	(2,111.1)
Other, net	19.7	(1,111.1)
Earnings (loss) before income taxes	559.1	(2,711.1)
Benefit (provision) for income taxes	(71.3)	2,111.1
Earnings (loss) from continuing operations	487.8	(2,511.1)
Discontinued operations, net of tax	(11.6)	(1,111.1)
Net earnings (loss)	476.2	(2,611.1)
Less: Net earnings attributable to noncontrolling interests	(24.9)	(1,111.1)
Net earnings (loss) attributable to Ingersoll-Rand plc	\$ 451.3	\$ (2,611.1)
<b>Amounts attributable to Ingersoll-Rand plc ordinary shareholders:</b>		
Continuing operations	\$ 462.9	\$ (2,511.1)
Discontinued operations	(11.6)	(1,111.1)
Net earnings (loss)	\$ 451.3	\$ (2,611.1)
<b>Earnings (loss) per share attributable to Ingersoll-Rand plc ordinary shareholders:</b>		
Basic:		
Continuing operations	\$ 1.45	\$ (1,111.1)
Discontinued operations	(0.04)	(0,111.1)
Net earnings (loss)	\$ 1.41	\$ (1,111.1)
Diluted:		
Continuing operations	\$ 1.41	\$ (1,111.1)
Discontinued operations	(0.04)	(0,111.1)
Net earnings (loss)	\$ 1.37	\$ (1,111.1)

*See accompanying notes to consolidated financial statements.*



**Table of Contents****Ingersoll-Rand plc****Consolidated Balance Sheets***In millions, except share amounts*

December 31,	2009
<b>ASSETS</b>	
<b>Current assets:</b>	
Cash and cash equivalents	\$ 876
Accounts and notes receivable, net	2,120
Inventories	1,193
Other current assets	637
Total current assets	4,827
Property, plant and equipment, net	1,912
Goodwill	6,606
Intangible assets, net	5,042
Other noncurrent assets	1,602
Total assets	\$ 19,991
<b>LIABILITIES AND EQUITY</b>	
<b>Current liabilities:</b>	
Accounts payable	\$ 1,079
Accrued compensation and benefits	492
Accrued expenses and other current liabilities	1,529
Short-term borrowings and current maturities of long-term debt	876
Total current liabilities	3,978
Long-term debt	3,219
Postemployment and other benefit liabilities	1,954
Deferred and noncurrent income taxes	1,933
Other noncurrent liabilities	1,699
Total liabilities	12,783
<b>Shareholders' equity:</b>	
Ingersoll-Rand plc shareholders' equity	
Common shares, \$1 par value (320,616,056 and 370,813,037 shares issued at December 31, 2009 and 2008, respectively, and net of 26,074 and 52,020,439 shares owned by subsidiary at December 31, 2009 and 2008, respectively)	320,616
Capital in excess of par value	2,377
Retained earnings	4,837
Accumulated other comprehensive income (loss)	(434)
Total Ingersoll-Rand plc shareholders' equity	7,101
Noncontrolling interests	103
Total shareholders' equity	7,205
Total liabilities and shareholders' equity	\$ 19,991
<i>See accompanying notes to consolidated financial statements.</i>	

## Stockholders' equity (deficit)

**Table of Contents****Ingersoll-Rand plc****Consolidated Statements of Shareholders' Equity**

	Total shareholders equity	Common stock Amount	Shares	Capital in excess of par value	Retained earnings	Accumulated other comprehensive income (loss)	Non-
<i>In millions, except per share amounts</i>							
Balance at December 31, 2006	\$ 5,478.4	\$ 306.8	306.8	\$ 0.0	\$ 5,456.1	\$ (358.1)	\$
Adoption of FIN 48	(145.6)	-	-	-	(145.6)	-	
Net earnings	3,990.0	-	-	-	3,966.7	-	
Currency translation	418.2	-	-	-	-	411.9	
Change in value of marketable securities and cash flow hedges, net of tax of \$1.7	(2.2)	-	-	-	-	(2.2)	
Pension and OPEB adjustments, net of tax of \$130.0	194.9	-	-	-	-	194.9	
Total comprehensive income							
Shares issued under incentive stock plans	196.6	5.5	5.5	191.1	-	-	
Repurchase of common shares by subsidiary	(1,999.9)	(39.7)	(39.7)	(281.6)	(1,678.6)	-	
Share-based compensation	90.5	-	-	90.5	-	-	
Acquisition (divestiture) of noncontrolling interests	(0.3)	-	-	-	-	-	
Dividends to noncontrolling interests	(5.4)	-	-	-	-	-	
Cash dividends, declared and paid (\$0.72 per share)	(209.8)	-	-	-	(209.8)	-	
Balance at December 31, 2007	8,005.4	272.6	272.6	(0.0)	7,388.8	246.5	\$
Net earnings (loss)	(2,604.8)	-	-	-	(2,624.8)	-	
	(245.8)	-	-	-	-	(238.8)	

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Stockholders' equity (deficit)

Currency translation						
Change in value of marketable securities and cash flow hedges, net of tax of \$2.7	3.5	-	-	-	-	3.5
Pension and OPEB adjustments, net of tax of \$254.8	(463.3)	-	-	-	-	(463.3)
Total comprehensive income						
Effects of measurement date change pursuant to FASB Statement No. 158						
Service cost, interest cost and expected return on plan assets for December 1						
December 31, 2007, net of tax of \$1.4	(2.4)	-	-	-	(2.4)	-
Amortization of net transition obligation, prior service cost and net actuarial losses for December 1						
December 31, 2007, net of tax of \$1.4	-	-	-	-	(1.3)	1.3
Shares issued under incentive stock plans	32.0	0.8	0.8	31.2	-	-
Repurchase of common shares by subsidiary	(2.0)	-	-	(2.0)	-	-
Treasury shares issued as Trane merger consideration	2,035.1	45.4	45.4	1,989.7	-	-
Conversion of Trane options to IR options	184.0	-	-	184.0	-	-
Share-based compensation	43.1	-	-	43.1	-	-
Acquisition of noncontrolling interests	7.7	-	-	-	-	-
Dividends to noncontrolling interests	(17.5)	-	-	-	-	-
Cash dividends, declared and paid (\$0.72 per share)	(212.9)	-	-	-	(212.9)	-

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Stockholders' equity (deficit)

Balance at December 31, 2008	6,762.1	318.8	318.8	2,246.0	4,547.4	(450.8)	\$
Net earnings	476.2	-	-	-	451.3	-	
Currency translation	67.3	-	-	-	-	67.3	
Change in value of marketable securities and cash flow hedges, net of tax of \$0.8	(0.8)	-	-	-	-	(0.8)	
Pension and OPEB adjustments, net of tax of (\$4.6)	(50.0)	-	-	-	-	(50.0)	
Total comprehensive income							
Shares issued under incentive stock plans	27.9	1.8	1.8	26.1	-	-	
Issuance of exchangeable notes	38.7	-	-	38.7	-	-	
Share-based compensation	68.2	-	-	68.2	-	-	
Acquisition of noncontrolling interests	(1.5)	-	-	(0.1)	-	-	
Dividends to noncontrolling interests	(20.2)	-	-	-	-	-	
Cash dividends, declared and paid (\$0.50 per share)	(160.8)	-	-	-	(160.8)	-	
Other	(1.4)	-	-	(1.3)	-	-	
Balance at December 31, 2009	\$ 7,205.7	\$ 320.6	320.6	\$ 2,377.6	\$ 4,837.9	\$ (434.3)	\$

See accompanying notes to consolidated financial statements.

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Table of Contents**Ingersoll-Rand plc****Consolidated Statements of Cash Flows***In millions*

For the years ended December 31,	2009	2008
<b>Cash flows from operating activities:</b>		
Net earnings (loss)	\$ 476.2	\$ (2,605.5)
Loss (income) from discontinued operations, net of tax	11.6	5.5
Adjustments to arrive at net cash provided by (used in) operating activities:		
Asset impairment charge	-	3,711.5
Depreciation and amortization	424.9	451.5
(Gain)/loss on sale of property, plant and equipment	2.5	(1.5)
Equity earnings, net of dividends	3.2	5.5
Stock settled share based compensation	68.3	4.5
Deferred income taxes	(32.0)	(33.5)
Other items	169.5	(3.5)
Changes in other assets and liabilities (Increase) decrease in:		
Accounts and notes receivable	427.2	24.5
Inventories	430.8	12.5
Other current and noncurrent assets	271.7	11.5
Increase (decrease) in:		
Accounts payable	28.1	(20.5)
Other current and noncurrent liabilities	(530.5)	(1,201.5)
Net cash (used in) provided by continuing operating activities	1,751.5	371.5
Net cash (used in) provided by discontinued operating activities	(16.9)	(2.5)
<b>Cash flows from investing activities:</b>		
Capital expenditures	(204.2)	(301.5)
Proceeds from sale of property, plant and equipment	22.2	7.5
Acquisitions, net of cash acquired	-	(7,101.5)
Proceeds from business dispositions, net of cash	-	5.5
Proceeds from sales and maturities of marketable securities	-	1.5
Other	(0.7)	(3.5)
Net cash (used in) provided by continuing investing activities	(182.7)	(7,301.5)
Net cash (used in) provided by discontinued investing activities	-	-
<b>Cash flows from financing activities:</b>		
Proceeds from bridge loan	196.0	2,951.5
Payments of bridge loan	(950.0)	(2,191.5)
Commercial paper program (net)	(998.7)	99.5
Other short-term borrowings (net)	(57.6)	1.5
Proceeds from long-term debt	1,010.3	1,611.5
Payments of long-term debt	(210.5)	(381.5)
Net proceeds (repayments) in debt	(1,010.5)	2,981.5

## Stockholders' equity (deficit)

Settlement of cross currency swap	(26.9)	
Debt issue costs	(16.1)	(2)
Proceeds from exercise of stock options	27.2	1
Excess tax benefit from share based compensation	0.7	1
Dividends paid to noncontrolling interests	(20.2)	(1)
Dividends paid to ordinary shareholders	(160.8)	(21)
Acquisition of noncontrolling interest	(1.5)	
Repurchase of common shares by subsidiary	-	(
Net cash (used in) provided by continuing financing activities	(1,208.1)	2,76
Net cash (used in) provided by discontinued financing activities	-	
<b>Effect of exchange rate changes on cash and cash equivalents</b>	(17.3)	1
Net increase (decrease) in cash and cash equivalents	326.5	(4,18
Cash and cash equivalents beginning of period	550.2	4,73
Cash and cash equivalents end of period	\$ 876.7	\$ 55
<b>Cash paid during the year for:</b>		
Interest, net of amounts capitalized	\$ 209.8	\$ 8
Income taxes, net of refunds	\$ 71.5	\$ 1,05
<i>See accompanying notes to consolidated financial statements.</i>		

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**Table of Contents****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS****NOTE 1 DESCRIPTION OF COMPANY**

Ingersoll-Rand plc (IR-Ireland), an Irish public limited company, and its consolidated Company) is a diversified, global company that provides products, services and solutions for the quality and comfort of air in homes and buildings, transport and protect food and people in homes and commercial properties, and increase industrial productivity and efficiency. The Company's business segments consist of Climate Solutions, Residential Solutions, Industrial Technologies, Security Technologies, each with strong brands and leading positions within their respective markets. The Company generates revenue and cash primarily through the design, manufacture and sale of a diverse portfolio of industrial and commercial products that include well-recognized brand names such as Club Car<sup>®</sup>, Hussmann<sup>®</sup>, Ingersoll-Rand<sup>®</sup>, Schlage<sup>®</sup>, Thermo King<sup>®</sup> and

On July 1, 2009, Ingersoll-Rand Company Limited (IR-Limited), a Bermuda company, completed a reorganization to change the jurisdiction of incorporation of the parent company of Ingersoll-Rand from Bermuda to Ireland. As a result, IR-Ireland replaced IR-Limited as the ultimate parent company on July 1, 2009. All references related to the Company prior to July 1, 2009 relate to IR-Limited.

**NOTE 2 THE REORGANIZATION**

On March 5, 2009, the Company's board of directors approved a reorganization that would change the jurisdiction of incorporation of the parent company from Bermuda to Ireland (the Ireland Reorganization). The first step in the Ireland Reorganization was the establishment of IR-Ireland as a residency in Ireland, which occurred in March 2009. Subsequently, IR-Ireland replaced IR-Limited as the ultimate parent company pursuant to a scheme of arrangement under Bermuda law (the Scheme of Arrangement). Major milestones to complete the Scheme of Arrangement were as follows:

On April 1, 2009, IR-Limited formed IR-Ireland as a direct subsidiary.

On April 20, 2009, IR-Limited petitioned the Supreme Court of Bermuda to approve the Scheme of Arrangement. At a meeting of the Class A common shareholders of IR-Limited to approve the Scheme of Arrangement.

On April 23, 2009, the Supreme Court of Bermuda ordered IR-Limited to seek approval from its Class A common shareholders on the Scheme of Arrangement.

On June 3, 2009, IR-Limited received the requisite approval from its Class A common shareholders.

On June 11, 2009, the Supreme Court of Bermuda issued an order (the Sanction Order) approving the Scheme of Arrangement.

On June 30, 2009, IR-Limited filed the Sanction Order with the Bermuda Registrar of Companies. At 12:01 a.m. on July 1, 2009 (the Transaction Time) the following steps occurred simultaneously:

**Stockholders' equity (deficit)**

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All fractional shares of IR-Limited held of record were cancelled and IR-Limited holder of fractional shares that were cancelled an amount based on the average low trading prices of the IR-Limited Class A common shares on the New York Stock Exchange on June 29, 2009.

All previously outstanding whole Class A common shares of IR-Limited were cancelled.

IR-Limited issued to IR-Ireland 319,166,220 Class A common shares.

IR-Ireland issued 319,166,220 ordinary shares to holders of whole IR-Limited Class A common shares that were cancelled as a part of the Scheme of Arrangement.

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All previously outstanding ordinary shares of IR-Ireland held by IR-Limited were acquired by IR-Ireland and cancelled for no consideration.

As a result of the Ireland Reorganization, IR-Limited became a wholly-owned subsidiary and the Class A common shareholders of IR-Limited became ordinary shareholders. References related to the Company prior to July 1, 2009 relate to IR-Limited.

The Ireland Reorganization did not have a material impact on the Company's financial statements. Ingersoll-Rand plc will continue to be subject to United States Securities and Exchange Commission reporting requirements and prepare financial statements in accordance with U.S. Generally Accepted Accounting Principles (GAAP). Shares of Ingersoll-Rand plc will continue to trade on the New York Stock Exchange under the symbol "IR", the same symbol under which the Ingersoll-Rand Limited Class A common shares previously traded.

See Note 18 for a discussion of the modifications made to the Company's equity-based compensation plans and Note 13 and 25 for a discussion of certain modifications to the indentures governing the Company's outstanding notes, medium-term notes and debentures and the documents relating to the Company's commercial paper program.

**NOTE 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

A summary of significant accounting policies used in the preparation of the accompanying financial statements follows:

**Basis of Presentation:** The accompanying consolidated financial statements reflect the results of operations of the Company and have been prepared in accordance with GAAP as defined by the Financial Accounting Standards Board (FASB) within the FASB Accounting Standards Codification (FASB ASC). In the opinion of management, the accompanying consolidated financial statements contain all adjustments, which include normal recurring adjustments, necessary to present fairly the consolidated results for the periods presented.

The Company adopted the FASB's new standard for accounting for noncontrolling interests effective January 1, 2009. A noncontrolling interest in a subsidiary is considered an ownership interest that is not reported as equity in the consolidated financial statements. As a result, the Company's noncontrolling interests as a component of Total shareholders' equity in the Consolidated Balance Sheet and the earnings attributable to noncontrolling interests are now presented as an adjustment to earnings (loss) used to arrive at Net earnings (loss) attributable to Ingersoll-Rand plc in the Consolidated Statement of Income. Prior to the adoption of this new standard, earnings associated with noncontrolling interests were reported as a component of Other, net.

As discussed in Note 4, the Company acquired Trane Inc. (Trane) at the close of business on December 31, 2008 (the Acquisition Date). The results of operations of Trane have been included in the Consolidated Statements of Income and Cash Flows for the year ended December 31, 2009. The Consolidated Statement of Income and Cash Flows for the year ended December 31, 2008 includes the results of operations of Trane from the Acquisition Date.

Certain reclassifications of amounts reported in prior years have been made to conform to the current classification.

**Reorganization:** IR-Ireland is the successor to IR-Limited following a corporate reorganization that became effective on July 1, 2009 (the Ireland Reorganization). IR-Limited is the successor to Ingersoll-Rand Company, a New Jersey corporation (IR-New Jersey), following a corporate reorganization that occurred on December 31, 2001 (the Bermuda Reorganization). The Ireland Reorganization and the Bermuda Reorganization were accounted for as a reorganization.

**Stockholders' equity (deficit)**

common control and accordingly, did not result in any changes to the consolidated liabilities and shareholders' equity.

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**Principles of Consolidation:** The consolidated financial statements include all major subsidiaries of the Company. Partially-owned equity affiliates are accounted for under the equity method. The Company is also required to consolidate variable interest entities in which the Company holds a majority of the risk to the entities' potential losses or stands to gain from a majority of the entities' expected returns. Intercompany accounts and transactions have been eliminated. The results of operations and cash flows of all discontinued operations have been separately reported and are held for sale for all periods presented.

**Use of Estimates:** The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Estimates are based on factors including the facts and circumstances available at the time the estimates are made, management's experience, risk of loss, general economic conditions and trends, and the assessment of the likelihood of a future outcome. Some of the more significant estimates include accounting for doubtful accounts, useful lives of property, plant and equipment and intangible assets, purchase price allocations, valuation of businesses, valuation of assets including goodwill and other intangible assets, production and sales allowances, pension plans, postretirement benefits other than pensions, taxes, environmental liabilities, product liability, asbestos matters and other contingencies. Actual results could differ from those estimates. Estimates and assumptions are reviewed periodically, and the effects of changes in estimates are reflected in the statement of operations in the period that they are determined.

**Currency Translation:** Assets and liabilities of non-U.S. subsidiaries, where the functional currency is not the U.S. dollar, have been translated at year-end exchange rates, and income and expenses of such subsidiaries have been translated using average exchange rates throughout the year. Adjustments resulting from the process of translating an entity's financial statements into the U.S. dollar have been recorded in a section of the balance sheet within Accumulated other comprehensive income (loss). Items that are denominated in a currency other than an entity's functional currency are subject to exchange rate fluctuations. Exchange rates with the resulting gains and losses recorded within net earnings.

**Cash and Cash Equivalents:** Cash and cash equivalents include cash on hand, demand deposits, and highly liquid investments with original maturities at the time of purchase of three months or less.

**Marketable Securities:** The Company has classified its marketable securities as available-for-sale in accordance with GAAP. Available-for-sale marketable securities are accounted for at fair value with the unrealized gain or loss, less applicable deferred income taxes, recorded within Accumulated other comprehensive income (loss). If any of the Company's marketable securities experience a significant or temporary decline in value as defined by GAAP, a loss is recorded in the Consolidated Statement of Income.

**Inventories:** Depending on the business, U.S. inventories are stated at the lower of cost or market using the last-in, first-out (LIFO) method or the lower of cost or market using the first-in, first-out (FIFO) method. Non-U.S. inventories are primarily stated at the lower of cost or market using the FIFO method. At December 31, 2009 and 2008, approximately 44% and 45%, respectively, of all U.S. inventories were stated on the LIFO method.

**Allowance for Doubtful Accounts:** The Company has provided an allowance for doubtful accounts, which is a reserve which represents the best estimate of probable loss inherent in the Company's accounts receivable portfolio. This estimate is based upon company policy, derived from knowledge of the Company's customer base and products. The Company reserved \$57.6 million and \$52.1 million for doubtful accounts as of December 31, 2009 and 2008, respectively.

Stockholders' equity (deficit)

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**Property, Plant and Equipment:** Property, plant and equipment are stated at cost, less depreciation. Assets placed in service are recorded at cost and depreciated using the straight-line method over the estimated useful life of the asset except for leasehold improvements, which are depreciated over the shorter of their economic useful life or their lease term. The range of useful lives for property, plant and equipment is as follows:

Buildings

Machinery and equipment

Software

Repair and maintenance costs that do not extend the useful life of the asset are charged to expense as incurred. Major replacements and significant improvements that increase asset value and extend useful lives are capitalized.

The Company assesses the recoverability of the carrying value of its property, plant and equipment whenever events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable. Recoverability is measured by a comparison of the carrying amount of the asset to the net undiscounted cash flows expected to be generated by the asset. If the undiscounted cash flows are less than the carrying amount of the asset, an impairment loss is recognized for the amount by which the carrying value of the asset exceeds the fair value of the assets.

**Goodwill and Intangible Assets:** The Company records as goodwill the excess of the purchase price over the fair value of the net assets acquired. Once the final valuation has been performed at the time of acquisition, adjustments may be recorded.

In accordance with GAAP, goodwill and other indefinite-lived intangible assets are tested for impairment annually for impairment during the fourth quarter or whenever there is a significant change in circumstances that indicate that the fair value of the asset may be less than the carrying amount of the asset.

Recoverability of goodwill is measured at the reporting unit level and determined using the impairment test process. The first step compares the carrying amount of the reporting unit to its estimated fair value. If the carrying amount of a reporting unit exceeds its carrying amount, goodwill of that reporting unit is not impaired and the second step of the impairment test is not necessary. To the extent that the carrying amount of the reporting unit exceeds its estimated fair value, a second step is performed. The carrying amount of the reporting unit's carrying value of goodwill is compared to the implied fair value of the reporting unit. To the extent that the carrying value exceeds the implied fair value, impairment exists and the carrying amount of goodwill is reduced to the implied fair value of the reporting unit.

Recoverability of other indefinite-lived intangible assets is measured by a comparison of the carrying amount of the intangible assets to the estimated fair value of the respective intangible assets. To the extent that the carrying value over the estimated fair value is recognized as an impairment loss, the carrying amount of the intangible assets is reduced to the estimated fair value.

Intangible assets such as patents, customer-related intangible assets and other intangible assets with finite useful lives are amortized on a straight-line basis over their estimated economic lives. The weighted-average useful lives approximate the following:

Customer relationships

Trademarks

**Stockholders' equity (deficit)**

Completed technology/patents

Other

\* Excludes intangibles acquired and fully expensed in the year of acquisition.

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Recoverability of intangible assets with finite useful lives is assessed in the same manner as plant and equipment as described above.

**Income Taxes:** Deferred tax assets and liabilities are determined based on temporary differences between financial reporting and tax bases of assets and liabilities, applying enacted tax rates that will be in effect for the year in which the differences are expected to reverse. The Company does not recognize tax benefits, such as net operating losses and non-U.S. tax credits, to the extent that the realization of such benefits is considered in its judgment to be more likely than not. The Company regularly assesses the recoverability of its deferred tax assets considering its historic profitability, projected future taxable income, timing of the reversals of existing temporary differences and the feasibility of various tax strategies. Where appropriate, the Company records a valuation allowance with respect to the deferred tax benefit.

**Product Warranties:** Warranty accruals are recorded at the time of sale and are based on the Company's product warranty terms and historical experience. The Company assesses the adequacy of its warranty accruals and will make adjustments as necessary based on known or anticipated warranty claim activity as such information becomes available.

**Treasury Stock:** The Company, through one of its consolidated subsidiaries, has repurchased common shares from time to time in the open market and in privately negotiated transactions, all authorized by the Board of Directors. These repurchases are based upon current market conditions and the discretion of management. Amounts are recorded at cost and included within the equity section. For the year ended December 31, 2008, common shares owned by the Company were valued at 52.0 million. During 2009, the Company cancelled approximately 52.0 million treasury shares in anticipation of the Ireland Reorganization.

**Revenue Recognition:** Revenue is recognized and earned when all of the following conditions are satisfied: (a) persuasive evidence of a sales arrangement exists; (b) price is fixed or determinable; (c) collectability is reasonably assured; and (d) delivery has occurred or service has been rendered. Delivery generally occurs when the title and the risks and rewards of ownership have been transferred to the customer. Revenue from maintenance contracts or extended warranties is recognized on a straight-line basis over the life of the contract, unless another method is more representative of the costs incurred. The Company enters into agreements that contain multiple elements, including hardware, installation and service revenue. For multiple-element arrangements, the Company recognizes revenue for delivered elements when the delivered item has stand-alone value to the customer, the costs of undelivered elements are known, customer acceptance has occurred, and only customer-specific obligations exist related to the delivered elements. Revenues from certain of our equipment sales and installation sold under construction-type contracts are recorded using the percentage-of-completion method in accordance with GAAP.

**Environmental Costs:** The Company is subject to laws and regulations relating to environmental protection. Environmental expenditures relating to current operations are expensed as incurred, if appropriate. Expenditures relating to existing conditions caused by past operations, which are expected to contribute to current or future revenues, are expensed. Liabilities for remediation costs are recognized when they are probable and can be reasonably estimated, generally no later than the commencement of the feasibility studies or the Company's commitment to a plan of action. The assessment of the probability, which is calculated based on existing technology, does not reflect any offset for possible recoveries from insurance companies, and is not discounted.

**Asbestos Matters:** Certain wholly-owned subsidiaries of the Company are named as defendants in asbestos-related lawsuits in state and federal courts. The Company records a liability for the estimated amount of anticipated future claims as well as an asset for anticipated insurance settlements. As a result of the Company's asbestos matters, it was neither a manufacturer nor producer of asbestos, some of its formerly manufactured products contained asbestos from third party suppliers utilized asbestos related components. As a result, amounts

**Stockholders' equity (deficit)**

are recorded within Discontinued operations, net of tax, except for amounts related to liabilities, which are recorded in continuing operations. Refer to Note 23 for further related matters.

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**Research and Development Costs:** The Company conducts research and development for the purpose of developing and improving new products and services. These expenditures, including qualifying engineering costs, are expensed when incurred. For the years ended December 31, 2008, 2007, and 2006, these expenditures amounted to \$257.4 million, \$204.6 million and \$128.1 million, respectively. The Company also incurs engineering costs that are not considered research and development expenditures.

**Software Costs:** The Company follows the guidance outlined in FASB ASC 350, Intangible Assets, and Other (ASC 350) for all software developed or obtained for internal use, which allows the Company to capitalize certain internal-use software costs once specific criteria are met and subject to amortizing these costs over the software's useful life, which ranges from 2 to 7 years.

**Employee Benefit Plans:** The Company provides a range of benefits to eligible employees, including pensions, postretirement and post-employment benefits. Determining the expense associated with such benefits is dependent on various actuarial assumptions, including the expected return on plan assets, compensation increases, employee mortality and turnover rates, and health-care cost trend rates. Actuaries perform the required calculations to determine the expense in accordance with generally accepted accounting principles in the United States. Actuarial gains and losses from the actuarial assumptions and are generally accumulated and amortized into earnings over several periods. These amounts are generally recognized into Shareholders' equity on an annual basis. The Company reviews its actuarial assumptions at each measurement date and makes modifications to its assumptions based on current rates and trends, if appropriate. In 2008, the Company changed its measurement date for all defined benefit plans from November 30 to December 31, 2008, in accordance with GAAP.

**Loss Contingencies:** Liabilities are recorded for various contingencies arising in the course of the business, including litigation and administrative proceedings, environmental matters, product warranty, worker's compensation and other claims. The Company has recorded liabilities in its financial statements related to these matters, which are developed using input derived from management estimates and historical and anticipated experience data depending on the nature of the contingencies. In certain instances with consultation of legal counsel, internal and external consultants, the Company believes its estimated reserves are reasonable and does not believe the final determination of liabilities with respect to these matters would have a material effect on the financial statements, operations, liquidity or cash flows of the Company for any year.

**Derivative Instruments:** The Company periodically enters into cash flow and other derivative contracts to specifically hedge exposure to various risks related to interest rates, currency rates and commodity pricing. The Company recognizes all derivatives on the consolidated balance sheet as either assets or liabilities. For cash flow designated hedges, the effective portion of the change in the fair value of the derivative contract are recorded in Accumulated other comprehensive income, net of taxes, and are recognized in the income statement at the time earnings are affected by the hedged transaction. For other derivative transactions, the changes in the fair value of the derivative are recognized in the Consolidated Statement of Income.

**Recently Adopted Accounting Pronouncements:**

FASB ASC 715, Compensation - Retirement Benefits, (ASC 715) requires an employer to recognize defined benefit plan assets and benefit obligations as of the date of the employer's statement of financial position. The measurement date provisions of ASC 715 are effective for the Company for the fiscal year ending December 31, 2008. The Company has adopted the measurement date provisions of ASC 715, which resulted in an after-tax charge to Retained earnings in the amount of \$6.5 million (\$6.5 million pre-tax) in 2008. Plans acquired during 2008 were not impacted by the adoption of ASC 715.

**Stockholders' equity (deficit)**

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Effective January 1, 2007, the Company adopted the provisions of FASB ASC 740, 740) which prescribes a recognition threshold and measurement process for recording statements uncertain tax positions taken or expected to be taken in a tax return. As a these provisions of

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ASC 740 as of January 1, 2007, the Company recorded additional liabilities to its preferred stock, other reserves, and corresponding decrease in Retained earnings of \$145.6 million.

In September 2006, the FASB issued revised guidance within FASB ASC 820, *Fair Value Measurements and Disclosures* (ASC 820) to provide a framework for measuring fair value that is based on the assumptions market participants would use when pricing an asset or liability. ASC 820 establishes a fair value hierarchy that prioritizes the information to develop those assumptions. ASC 820 guidance expands the disclosures about fair value measurements to include disclosures about the fair value measurements of assets or liabilities within each level of the fair value hierarchy. The provisions of ASC 820 are effective for the Company starting on January 1, 2008. In accordance with the provisions of ASC 820, the Company has delayed its implementation of these provisions for the fair value of goodwill and indefinite-lived intangible assets and nonfinancial long-lived assets and liabilities. For a full discussion of these provisions of ASC 820, see Note 14.

In February 2007, the FASB issued revised guidance within FASB ASC 825, *Financial Instruments* (ASC 825) which allows companies the option, at specified election dates, to measure certain assets and liabilities at their current fair value, with the corresponding changes in fair value recognized in the income statement. Additionally, ASC 825 establishes presentation and disclosure requirements designed to facilitate comparisons between companies that use different measurement attributes for similar assets and liabilities. These provisions of ASC 825 are effective for the Company starting on January 1, 2008. As of December 31, 2009, the Company has elected the option available under ASC 825.

In December 2007, the FASB issued revised guidance to address the financial accounting for business combinations, which can be found in FASB ASC 805, *Business Combinations*. ASC 805 supersedes SFAS 141, *Business Combinations* and retains the fundamental principles set forth therein regarding the purchase method of accounting. However, it expands the requirements for proper recognition and measurement, at fair value, the identifiable assets acquired, liabilities assumed, and any noncontrolling interest in the acquired business. In addition, ASC 805 introduces new accounting guidance on how to recognize and measure contingent consideration, completion of acquisition and restructuring costs. These provisions of ASC 805 are effective for acquisitions completed after January 1, 2009.

In December 2007, the FASB issued revised guidance within FASB ASC 810, *Consolidations* (ASC 810) which clarifies that a noncontrolling interest in a subsidiary represents an ownership interest and should be reported as equity in the consolidated financial statements. In addition, ASC 810 expanded income statement presentation and disclosures that clearly identify and distinguish the interests of the Company and the interests of the non-controlling owners of the subsidiary. The provisions of ASC 810 that relate to noncontrolling interests in consolidated financial statements, is effective for acquisitions completed starting on January 1, 2009.

In March 2008, the FASB issued revised guidance within FASB ASC 815, *Derivatives and Hedging* (ASC 815), which amends and expands the disclosures previously required. ASC 815 expands the disclosures about objectives and strategies for using derivatives, quantitative disclosures about the amounts of gains and losses on derivative instruments and disclosures about credit-risk and other contingent features in derivative agreements. The expanded disclosure requirements as they relate to the modifications made in March 2008 are effective for the Company starting on January 1, 2009. See Note 14 for a discussion of these provisions of ASC 815.

In May 2008, the FASB issued revised guidance within FASB ASC 470, *Debt* (ASC 470) which allows us to allocate between debt and equity the proceeds of the Company's exchangeable debt that reflects the Company's nonconvertible debt borrowing rate. In addition, the Company is required to amortize any discount into earnings over a period of three years. These provisions of ASC 470 are applicable to the Company during the second quarter of 2009, upon issuance of the

**Stockholders' equity (deficit)**

notes in April 2009.

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**Table of Contents****Recently Issued Accounting Pronouncements:**

In June 2009, the FASB issued revised guidance within ASC 810. These revisions eliminate the exceptions to consolidating qualifying special-purpose entities for determining the primary beneficiary, and increase the frequency of required reassessments to determine whether a company is the primary beneficiary of a variable interest entity. A new requirement that any term, transaction, or arrangement that does not have a significant effect on an entity's status as a variable interest entity, a company's power over a variable interest entity, or a company's obligation to absorb losses or its right to receive benefits of an entity is included in applying FASB Interpretation 46(R)'s provisions. The elimination of the qualifying special-purpose entity concept and its consolidation exceptions means more entities will be subject to consolidation assessments and reassessments. These provisions of ASC 810 are effective as of the first fiscal year beginning after November 15, 2009, and for interim periods within those fiscal years with earlier adoption prohibited. The Company is currently assessing the potential impact of these provisions on its consolidated financial statements.

In June 2009, the FASB issued revised guidance within FASB ASC 860, "Transfers and Servicing" (ASC 860). These revisions eliminate the concept of a qualifying special-purpose entity, clarify the conditions for reporting a transfer of a portion of a financial asset as a sale, clarify the criteria, and change the initial measurement of a transferor's interest in transferred financial assets. The provisions of ASC 860 will be effective for transfers of financial assets in fiscal years beginning after November 15, 2009 and in interim periods within those fiscal years with earlier adoption prohibited. The Company is currently assessing the potential impacts, if any, on its consolidated financial statements.

**NOTE 4 ACQUISITION OF TRANE INC.**

At the close of business on June 5, 2008 (the Acquisition Date), the Company completed the acquisition of 100% of the outstanding common shares of Trane. Trane, formerly American Standard, provides systems and services that enhance the quality and comfort of the air in buildings around the world. Trane's systems and services have leading positions in the residential, institutional and industrial markets, a reputation for reliability, high quality, innovation and a powerful distribution network.

The Company paid a combination of (i) 0.23 of an IR-Limited Class A common share for each outstanding share of Trane common stock, without interest, for each outstanding share of Trane common stock. The total value of the acquisition was approximately \$9.6 billion, including change in control payments and other costs of the transaction. The Company financed the cash portion of the acquisition with a combination of cash on hand, commercial paper and a 364-day senior unsecured bridge loan facility.

The components of the purchase price were as follows:

*In billions*

Cash consideration

Stock consideration (Issuance of 45.4 million IR-Limited Class A common shares)

Estimated fair value of Trane stock options converted to 7.4 million IR-Limited Class A common shares

Transaction costs

Total

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The Company allocated the purchase price of Trane to the estimated fair value of assets and liabilities assumed upon acquisition in accordance with Statement of Financial Accounting Standards (SFAS) No. 141, Business Combinations (SFAS 141). The following table summarizes the Trane assets acquired and liabilities assumed at the Acquisition Date.

*In millions*

## Current assets:

Cash and cash equivalents  
Accounts and notes receivable  
Inventories  
Other current assets  
Total current assets

## Property, plant and equipment

Goodwill  
Intangible assets  
Other noncurrent assets  
Total assets

## Current liabilities:

Accounts payable  
Accrued compensation and benefits  
Accrued expenses and other current liabilities  
Short-term borrowings and current maturities of long-term debt  
Total current liabilities

## Long-term debt

Postemployment and other benefit liabilities  
Deferred income taxes  
Other noncurrent liabilities  
Minority interests  
Total liabilities and minority interests  
Net assets acquired

Cash and cash equivalents, accounts and notes receivable, accounts payable and accrued compensation and benefits were stated at their historical carrying values, which approximate their fair value due to the short-term nature of these assets and liabilities.

Inventories were recorded at fair value, based on computations which considered market value, the future estimated selling price of the inventory, the cost to dispose of the inventory, and the replacement cost of the inventory, where applicable.

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The Company recorded intangible assets based on their estimated fair value, and consisted of the following:

<i>In millions</i>	<i>Useful life</i>
Tradenames	Indefinite
Customer relationships	17 - 18 Years
Completed technology/patents	5 - 15 Years
In-process research and development	Expense
License agreement	7 Years
Backlog	1 - 6 Months
Total	

The Company has allocated \$3,418.0 million to tradenames, primarily related to the acquisition of Trane. Management considered many factors in the determination that it will account for the tradenames as an indefinite lived intangible asset, including the current market leadership position of the Company and its recognition worldwide in the industry. Therefore, in accordance with ASC 350, the tradenames will not be amortized, but instead will be tested for impairment at least annually (and more frequently if certain indicators are present).

In addition, the Company assigned \$26.0 million to in-process research and development, which was expensed at the date of acquisition in accordance with GAAP. The expenses are included in selling and administrative expenses.

The excess of the purchase price over the amounts allocated to specific assets and liabilities was recorded in goodwill, and amounted to \$5,525.8 million. The premium in the purchase price paid for the acquisition of Trane reflects the establishment of a business offering high value-added products, systems and services necessary for delivering solutions across the temperature spectrum for stationary and transport applications worldwide. The Company anticipates realizing synergies from operational and cost synergies. Anticipated synergies include purchase material savings, operational rationalization and procurement leverage, improvement in manufacturing costs and administrative costs. Longer term, the Company expects to benefit from synergies resulting from revenue expansion, leverage of distribution channels and cross selling through certain products.

In addition, Trane will be able to leverage the Company's global footprint to enhance its U.S.-based revenue generation. Lastly, the combined business will improve the Company's position regarding Hussmann and Thermo King brands with Trane's position as a leader in the residential climate control industry. These combined factors primarily contributed to the excess of the fair value of the net tangible assets acquired.

The following unaudited pro forma information for the year ended December 31, 2008, assumes the acquisition of Trane occurred as of the beginning of the period presented:

<i>In millions</i>	<i>2008</i>
Net revenues	\$ 16,300.0
Earnings from continuing operations attributable to Ingersoll-Rand plc common shareholders	(2,500.0)

In addition, for the year ended December 31, 2008, the Company has included \$91.8 million increase to interest expense associated with the borrowings to fund (a) the cash portion of the purchase price and (b) the out-of-pocket transaction costs associated with the acquisition.

Stockholders' equity (deficit)

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For the year ended December 31, 2008, the Company recognized a pre-tax, non-cash charge of \$1.2 billion related to the impairment of goodwill and indefinite-lived assets, which is reflected in the pro forma results presented above. For a further discussion of impairment related matters, see Note 5 in the consolidated financial statements.

The unaudited pro forma information does not purport to be indicative of the results that would have been achieved had the operations been combined during the periods presented, but rather to be a projection of future results or trends.

**NOTE 5 ASSET IMPAIRMENT**

The Company has significant goodwill and indefinite-lived intangible assets related to its acquisitions. The Company's goodwill and other indefinite-lived intangible assets are tested and reviewed for impairment during the fourth quarter or when there is a significant change in events or circumstances that indicate that the fair value of an asset may be less than the carrying amount of the asset.

**2008 Impairment Test**

Due to the deterioration in the worldwide equity and credit markets and a tightening of retail end markets in the fourth quarter of 2008, the Company's market capitalization fell below its book value. In addition, the weakening worldwide economic conditions resulted in a decline in the Company's projected 2009 financial performance to decline. As a result, the Company updated its impairment testing through December 31, 2008.

The following table summarizes by reportable segment, the asset impairment charges recognized:

<i>In millions</i>	Goodwill	Intangible Assets	Mar Sec
Climate Solutions	\$ 840.0	\$ 400.0	\$
Residential Solutions	1,656.0	454.0	
Security Technologies	344.0	6.0	
Total	\$ 2,840.0	\$ 860.0	\$
<i>Goodwill</i>			

Recoverability of goodwill impairment is measured at the reporting unit level and determined through a two step process. The first step compares the carrying amount of the reporting unit to its estimated fair value. If the estimated fair value of a reporting unit exceeds its carrying amount, goodwill impairment is not recognized and the second step of the impairment test is not necessary. If the carrying amount of the reporting unit exceeds its estimated fair value, a second step impairment test is performed wherein the reporting unit's carrying value of goodwill is compared to the implied fair value of the reporting unit. To the extent that the carrying value exceeds the implied fair value, impairment exists and is recognized.

The calculation of estimated fair value is based on two valuation techniques, a discounted cash flow model (income approach) and a market adjusted multiple of earnings and revenues (market approach), with each method being equally weighted in the calculation. The implied fair value of the reporting unit is determined in the same manner as the amount of goodwill recognized in a business combination. The estimated fair value of the reporting unit is allocated to all of the assets and liabilities of the reporting unit (including any unrecognized intangible assets) as if the reporting unit had been acquired in a business combination and the fair value of the reporting unit, as determined in the first step of the goodwill impairment test, was the price paid to acquire that reporting unit.

**Stockholders' equity (deficit)**

Based on the estimated fair value and book value of our reporting units, the Company recorded an impairment charge to goodwill in the fourth quarter of 2008 of approximately \$2,84

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**Table of Contents***Indefinite-lived Intangible Assets*

Recoverability of other indefinite-lived intangible assets (i.e. Tradenames) is measured as a percentage of the carrying amount of the intangible assets to the estimated fair value of the respective assets. Any excess of the carrying value over the estimated fair value is recognized as an impairment charge equal to that excess.

The calculation of estimated fair value is determined on a relief from royalty method (i.e. the "relief from royalty" approach), which is based on the implied royalty paid, at an appropriate discount rate, of an asset rather than owning the asset. The present value of the after-tax cost savings from the relief from royalty indicates the estimated fair value of the asset.

Based on the estimated fair value and book value of our Tradenames, the Company recorded an impairment charge to certain tradenames in the fourth quarter of 2008 of approximately \$10.0 million.

*Marketable Securities*

Investments in marketable securities are recorded at cost and subsequently measured at fair value. Investments are periodically reviewed at the individual security level to determine if any decline in value is considered to be other than temporary.

In the fourth quarter of 2008, the Company determined that its investment in certain marketable securities was other than temporarily impaired by approximately \$10.0 million. This impairment was based on the current trading value of the publicly listed marketable security in addition to other factors of the operating business environment in which the security is held.

**2009 Impairment Test**

In the fourth quarter of 2009, the Company performed its annual impairment test on its indefinite-lived intangible assets. As a result, the Company determined that the fair value of its units and indefinite-lived intangible assets exceeded their respective carrying values. No impairment charges were recorded during 2009.

**NOTE 6 RESTRUCTURING ACTIVITIES**

Restructuring charges recorded during the year ended December 31, 2009, 2008 and 2007 are as follows:

<i>In millions</i>	2009	2008	2007
Climate Solutions	\$ 37.7	\$ 8.9	\$ 27.1
Residential Solutions			24.5
Industrial Technologies			13.2
Security Technologies			
Corporate and Other			
Total	\$ 111.4	\$ 53.1	\$ 58.3
Cost of goods sold	\$ 58.3	\$ 53.1	
Selling and administrative			

Stockholders' equity (deficit)

<hr/>	Total	\$	111.4	\$
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The changes in the restructuring reserve were as follows:

<i>In millions</i>	Climate Solutions	Residential Solutions	Industrial Technologies	Security Technologies	Corporate and Other
December 31, 2007	\$ 20.8	\$ -	\$ 0.7	\$ 4.0	\$ -
Additions	50.2	11.9	9.6	6.8	-
Purchase accounting	2.8	0.4	-	-	-
Cash and non-cash uses	(32.9)	(4.3)	(7.6)	(4.2)	(0.1)
Currency translation	0.6	-	-	0.2	-
December 31, 2008	41.5	8.0	2.7	6.8	-
Additions	37.7	10.9	27.1	26.3	-
Reversals	-	(2.0)	-	(1.8)	-
Cash and non-cash uses	(59.3)	(9.1)	(25.5)	(13.4)	(0.1)
Currency translation	(3.6)	-	-	0.3	-
December 31, 2009	\$ 16.3	\$ 7.8	\$ 4.3	\$ 18.2	\$ -

During the first three quarters of 2008, the Company incurred costs of approximately \$110 million associated with various restructuring activities as a part of an ongoing effort to increase operating leverage across multiple lines of business. In October 2008, the Company announced an enterprise-wide restructuring program necessitated by the severe economic downturn. This program included streamlining the footprint of manufacturing facilities and reducing the general and administrative base across all sectors of the company. Projected costs totaled \$110 million when the program was announced, of which \$71 million was incurred during the fourth quarter of 2008.

During the year ended December 31, 2009, the Company expanded the scope of the restructuring program. Since the beginning of the fourth quarter of 2008, the Company has incurred approximately \$182.1 million associated with these restructuring actions. As of December 31, 2009, approximately \$54.9 million accrued for workforce reductions and the consolidation of manufacturing facilities.

Restructuring actions taken in the Climate Solutions sector include the closure of one manufacturing facility in Asia and workforce reductions in all regions. As of December 31, 2009, the Climate Solutions sector had incurred approximately \$87 million since the fourth quarter of 2008.

Restructuring actions taken in the Residential Solutions sector include general workforce reductions and a revised organizational structure within the sector. As of December 31, 2009, the Residential Solutions sector had incurred approximately \$19 million since the fourth quarter of 2008.

Restructuring actions taken in the Industrial Technologies sector include the consolidation of manufacturing facilities in the Americas and general workforce reductions across all regions. As of December 31, 2009, the Industrial Technologies sector had incurred approximately \$10 million since the fourth quarter of 2008.

Restructuring actions taken in the Security Technologies sector include the consolidation of manufacturing facilities in the Americas region and general workforce reductions in all regions. As of December 31, 2009, the Security Technologies sector had incurred approximately \$10 million since the fourth quarter of 2008.

**Stockholders' equity (deficit)**

Corporate costs primarily related to the consolidation of administrative offices in the December 31, 2009, the corporate costs totaled approximately \$15 million since the 2008.

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**Table of Contents****NOTE 7 MARKETABLE SECURITIES**

At December 31, marketable securities were as follows:

<i>In millions</i>	2009				
	Amortized cost or	Unrealized	Fair	Amortized	
	cost	gains	value	cost or	
	cost		value	cost	
Long-term marketable securities:					
Equity securities	\$ 6.7	\$ 5.1	\$ 11.8	\$ 6.7	
Total	\$ 6.7	\$ 5.1	\$ 11.8	\$ 6.7	

Long-term marketable securities are included within Other noncurrent assets in the Balance Sheet.

During 2008, the Company's long-term marketable securities experienced other than temporary declines in value as defined by GAAP. The Company recognized a loss of approximately \$10 million on investments within the Security Technologies segment in the fourth quarter of 2008, which is included in Asset impairment on the Consolidated Statement of Income. For a further discussion of the related matters, see Note 5 in the consolidated financial statements.

**NOTE 8 INVENTORIES**

At December 31, the major classes of inventory were as follows:

<i>In millions</i>	2009
Raw materials	\$ 35.0
Work-in-process	22.0
Finished goods	70.0
	1,270.0
LIFO reserve	(8.0)
Total	\$ 1,199.0

**NOTE 9 PROPERTY, PLANT AND EQUIPMENT**

At December 31, the major classes of property, plant and equipment were as follows:

<i>In millions</i>	2009
Land	\$ 122.0
Buildings	760.0
Machinery and equipment	1,875.0
Software	453.0
	3,210.0
Accumulated depreciation	(1,298.0)
Total	\$ 1,912.0

Depreciation expense for the years ended December 31, 2009, 2008 and 2007 was \$201.2 million and \$112.3 million, which include amounts for software amortization of \$35.5 million and \$17.5 million, respectively.

**Stockholders' equity (deficit)**

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During 2009, the Company purchased property, plant and equipment totaling approximately \$1.5 million, with a corresponding increase in liabilities. This represents a non-cash investing activity not included in the statement of cash flows until the property, plant and equipment is placed in service in accordance with GAAP.

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**Table of Contents****NOTE 10 GOODWILL**

The changes in the carrying amount of goodwill are as follows:

<i>In millions</i>	Climate Solutions	Residential Solutions	Industrial Technologies	Security Technologies
December 31, 2007	\$ 2,613.8	\$ 74.9	\$ 371.9	\$ 93.8
Acquisitions and adjustments *	3,275.8	2,255.2	5.4	2.1
Currency translation	(37.9)	-	(7.5)	(4.1)
Impairment	(839.8)	(1,656.2)	-	(34.1)
December 31, 2008	5,011.9	673.9	369.8	56.7
Acquisitions and adjustments *	(12.5)	8.4	-	-
Currency translation	(21.1)	-	3.1	-
December 31, 2009	\$ 4,978.3	\$ 682.3	\$ 372.9	\$ 56.7

\* Includes adjustments related to final purchase price allocation adjustments.

The Company records as goodwill the excess of the purchase price over the fair value of the net assets acquired. Once the final valuation has been performed for each acquisition, adjustments are recorded.

In June 2008, the Company acquired the Trane commercial HVAC business and the Trane residential HVAC businesses and recorded \$5.5 billion of goodwill associated with the transaction. The goodwill for the Trane commercial HVAC business are reported within the Climate Solutions segment and the residential HVAC business is reported within the Residential Solutions segment. See Note 10 for a discussion regarding goodwill associated with the acquisition of Trane.

As a result of the annual impairment testing in the fourth quarter of 2008, the Company recorded a pre-tax, non-cash charge of \$2,840.0 million related to the impairment of goodwill. The Company does not have any accumulated impairment losses subsequent to the adoption of SFAS No. 142. See Note 5 for a discussion regarding Other Intangible Assets other than the amounts recorded in 2008. See Note 5 for a discussion regarding impairment related matters.

In the fourth quarter of 2009, the Company reduced its goodwill by approximately \$1.2 billion in the Climate Solutions and Residential Solutions segments related to the acquisition of Trane. The adjustments primarily relate to an overstatement of net deferred tax liabilities established in the purchase accounting and represent accounting errors. The Company does not believe these errors are material to any of its previously issued financial statements and therefore, no adjustments were made to prior period amounts.

**NOTE 11 INTANGIBLE ASSETS**

The following table sets forth the gross amount and accumulated amortization of the Company's intangible assets at December 31:

<i>In millions</i>	2009
Customer relationships	\$ 2,358.0

Stockholders' equity (deficit)

Completed technologies/patents	204
Other	188
Trademarks (finite-lived)	111
Total gross finite-lived intangible assets	2,861
Accumulated amortization	(533)
Total net finite-lived intangible assets	2,328
Trademarks (indefinite-lived)	2,714
Total	\$ 5,042

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At December 31, 2009, the Company had \$5.0 billion of intangible assets. The Company amortizes its intangible assets with finite useful lives on a straight-line basis over their estimated useful lives in accordance with GAAP. Indefinite-lived intangible assets are not subject to amortization and are tested for impairment at least annually (more frequently if certain indicators are present).

Intangible asset amortization expense for 2009, 2008 and 2007 was \$156.4 million, \$25.2 million, respectively. The increase in 2008 is attributable to the Company's acquisition of Trane on June 5, 2008, which includes \$125.0 million of non-recurring amortization expense representing the value allocation of purchase price to backlog and in-process research and development. The non-recurring amortization expense is included in Accumulated amortization and the asset is included in Other in the above table. See Note 4 for a further discussion on the acquisition of Trane.

Estimated amortization expense on existing intangible assets is approximately \$163 million over the next five fiscal years.

**NOTE 12 ACCOUNTS RECEIVABLE PURCHASE AGREEMENTS**

In connection with the acquisition of Trane, the Company acquired Trane's accounts receivable purchase agreement (the Trane Facility) in the U.S. As part of this Facility, Trane formed a special purpose vehicle (SPE) for the sole purpose of buying and selling receivables generated by Trane. Trane, without recourse, transferred all eligible accounts receivable to the SPE, which, in turn, transferred ownership interests in them to a conduit administered by the participating bank. The assets were not available to pay the claims of Trane or any of its subsidiaries.

The undivided interests in the receivables sold to the conduit as a part of the Trane Facility were removed from the balance sheet since they met the applicable criteria under GAAP. The receivables retained by the Company were recorded at its allocated carrying amount less an appropriate reserve for doubtful accounts, in the balance sheet as of December 31, 2009. If the consideration received was less than the allocated carrying value of the receivables, the difference was recognized at the time of sale.

On March 31, 2009, the Company entered into new accounts receivable purchase agreements (the Expanded IR Facility), to expand the existing accounts receivable purchase agreements. The Expanded IR Facility superseded the Trane Facility. As of December 31, 2009, there are no interests in the Trane Facility retained by the Company related to the Trane Facility.

Under the Expanded IR Facility, the Company continuously sold, through certain conduits, purpose vehicles, designated pools of eligible trade receivables to an affiliated master special purpose vehicle (MSPV) which, in turn, sold undivided ownership interests to three conduits and unaffiliated financial institutions.

The maximum purchase limit of the three conduits was \$325.0 million. The Company's fees on the aggregate amount of the liquidity commitments of the financial institutions (which was 102% of the maximum purchase limit) and an additional program fee on the amounts purchased under the facility by the conduits to the extent funded through the issuance of commercial paper or other securities.

The MSPV was not designed to be a qualifying SPE since the MSPV transferred all of its undivided ownership interests in the accounts receivables it held to the conduits. The Company concluded that the MSPV was a variable interest entity (VIE) whereby the Company is the primary beneficiary and subsequently consolidated the MSPV. Accordingly, accounts receivable balances were not removed from the balance sheet until the undivided ownership interests

**Stockholders' equity (deficit)**

the conduits. The remaining trade receivables transferred into the MSPV but not sold remained in Accounts and notes receivable, net. The interests in the receivables retained were exposed to the first risk of loss for any uncollectible amounts in the

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receivables sold under the facility. The Company provided no other forms of continuing involvement related to the undivided interests transferred to the conduits. Although the special purpose vehicles were consolidated by the Company, they were separate corporate entities with their assets and liabilities separate from the Company and thus not available to satisfy claims of the Company.

The following is a summary of receivables sold to the financing facilities:

<i>In millions</i>	December 31, 2009
Outstanding balance of receivables sold to SPE	\$ 544.2
Net balance of interest in the receivables retained	544.2
Net interests sold to conduits	

At December 31, 2009, the outstanding balance of eligible trade receivables sold to the conduits was \$544.2 million. However, no net interests have been sold to any of the three conduit or unaffiliated financial institutions.

The Company serviced, administered and collected the receivables on behalf of the conduits and received a servicing fee of 0.75% per annum on the outstanding balance of receivables. As the Company estimated that the fee it received from the conduits, in addition to the ancillary fees received, were adequate compensation for its obligation to service the receivables, the fair value was zero and no servicing assets or liabilities were recognized.

During the year ended December 31, 2009, the Company recorded a cash outflow of \$544.2 million within cash flow from operations, which represented the decrease in the net receivables sold to the conduits.

The Company records as a loss on sale the difference between the receivables sold and the cash received. The loss on sale recorded for the years ended December 31, 2009 and 2008 was \$0 and \$0, respectively.

<i>In millions</i>	
Loss on sale of receivables	\$ 0

**NOTE 13 DEBT AND CREDIT FACILITIES**

At December 31, short-term borrowings and current maturities of long-term debt consisted of the following:

<i>In millions</i>	
Commercial paper program	\$ 200
Senior unsecured bridge loan facility	500
Debentures with put feature	500
Current maturities of long-term debt	500
Other short-term borrowings	500
Total	\$ 2,000

The weighted-average interest rate for total short-term borrowings and current maturities of long-term debt at December 31, 2009 and 2008 was 5.4% and 4.8%, respectively.

**Stockholders' equity (deficit)**

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At December 31, long-term debt excluding current maturities consisted of:

<i>In millions</i>	2009
Senior floating rate notes due 2010	\$
7.625% Senior notes due 2010	
4.50% Exchangeable senior notes due 2012	31
6.000% Senior notes due 2013	59
9.50% Senior notes due 2014	65
5.50% Senior notes due 2015	19
4.75% Senior notes due 2015	29
6.875% Senior notes due 2018	74
9.00% Debentures due 2021	12
7.20% Debentures due 2010-2025	11
6.48% Debentures due 2025	14
Other loans and notes, at end-of-year average interest rates of 5.85% in 2009 and 5.68% in 2008, maturing in various amounts to 2017	1
Total	\$ 3,21

The fair value of the Company's debt at December 31, 2009 and 2008 was \$4,459.6 million, respectively. The fair value of long-term debt was primarily based upon quoted market prices.

At December 31, 2009, long-term debt retirements are as follows:

<i>In millions</i>
2010
2011
2012
2013
2014
Thereafter
Total

*Commercial Paper Program*

The Company uses borrowings under our commercial paper program for general corporate purposes. As of December 31, 2009, the Company had no outstanding commercial paper borrowings. During 2009, the Company drew down \$998.7 million during 2009. The Company funded these payments primarily through cash flows from operations.

*Senior Unsecured Bridge Loan Facility*

In connection with the Trane acquisition, the Company entered into a \$3.9 billion senior unsecured bridge loan facility, with a 364-day term. The Company drew down \$2.95 billion against the bridge loan facility in June 2008. The proceeds, along with cash on hand and the issuance of \$1.6 billion of commercial paper, were used to fund the cash component of the consideration paid for the acquisition, as well as to pay related fees and expenses incurred in connection with the acquisition.

In addition, the Company repaid \$2.0 billion of the outstanding balance of the bridge loan facility during the third quarter of 2008. The Company used a combination of cash flows from operations and cash on hand, in addition to the \$1.6 billion in proceeds received from the issuance of long-term debt, to fund the repayment.

**Stockholders' equity (deficit)**

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December 31, 2008, the outstanding balance of the senior unsecured bridge loan facility was \$196 million after a \$196 million payment in the fourth quarter of 2008. In the first quarter of 2009, the Company borrowed an additional \$196 million under the facility, increasing the outstanding balance to \$392 million. The Company repaid the outstanding balance of \$392 million as of March 31, 2009. The Company repaid the outstanding balance with proceeds from the long-term debt issuance as discussed below and terminated the facility.

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**Table of Contents***Debentures with Put Feature*

At December 31, 2008, the Company had outstanding \$345.7 million of fixed rate debentures that require early repayment at the option of the holder. These debentures contain a put feature that holders may exercise on each anniversary of the issuance date. If exercised, the Company will repay in whole or in part, at the holder's option, the outstanding principal amount (plus accrued and unpaid interest) of the debentures held by the holder. If these options are not exercised, the maturity dates would range between 2027 and 2028.

In 2009, holders of these debentures chose to exercise the put feature on \$2.1 million of debentures. As a result, the Company had \$343.6 million debentures outstanding at December 31, 2009.

*Senior Notes Due 2014*

In April 2009, the Company issued \$655 million of 9.5% Senior Notes through its wholly-owned subsidiary, Ingersoll-Rand Global Holding Company Limited (IR-Global). The notes are unconditionally guaranteed by each of IR-Ireland, IR-Limited and Ingersoll-Rand International Limited (IR-International), another wholly-owned indirect subsidiary of IR-Limited. Interest on the notes will be paid twice a year in arrears. The Company has the option to redeem the notes in part at any time, and from time to time, prior to their stated maturity date at redemption prices set forth in the indenture agreement. The notes are subject to certain customary covenants, however, none of the covenants are considered restrictive to the Company's operations.

*Exchangeable Senior Notes Due 2012*

In April 2009, The Company issued \$345 million of 4.5% Exchangeable Senior Notes through its wholly-owned subsidiary, IR-Global. The notes are fully and unconditionally guaranteed by IR-Ireland, IR-Limited and IR-International. Interest on the exchangeable notes will be paid in arrears. Holders may exchange their notes at their option prior to November 15, 2011 with specified circumstances set forth in the indenture agreement or anytime on or after November 15, 2011 through their scheduled maturity in April 2012. Upon exchange, the notes will be paid in cash, the Company's ordinary shares or a combination thereof at the option of the Company. The notes are subject to certain customary covenants, however, none of the covenants are considered restrictive to the Company's operations.

The Company allocated approximately \$305 million of the gross proceeds to debt, with a discount of approximately \$40 million (approximately \$39 million after allocated fees and expenses). Additionally, the Company will amortize the discount into earnings over a three-year period.

*Other Debt*

In August 2008, the Company filed a universal shelf registration statement with the Securities and Exchange Commission (SEC) for an indeterminate amount of securities for future issuance of up to \$1.6 billion of long-term debt pursuant to the shelf registration statement. This issuance includes \$250 million Senior Floating Rate Notes due in 2010, \$600 million 6.000% Senior Notes due in 2012 and \$750 million 6.875% Senior Notes due in 2018. These notes are fully and unconditionally guaranteed by IR-Limited, which directly owns 100% of the subsidiary issuer, IR Global Holding Company Limited. The net proceeds from the offering were used to partially reduce the amount of debt outstanding under the senior unsecured bridge loan facility.

At December 31, 2008, the Company's committed revolving credit facilities totaled \$750 million expired in June 2009, and was not renewed. At December 31, 2009, the Company had no revolving credit facilities.

**Stockholders' equity (deficit)**

committed revolving credit facilities totaled \$2.25 billion, of which \$1.25 billion expires in June 2011 and \$1.0 billion expires in June 2011. These lines are unused and provide support for the commercial paper program as well as for other general corporate purposes. In addition, non-U.S. lines of credit were \$993.3 million, of which \$823.9 million were unused as of December 31, 2009. These lines provide support for bank guarantees, letters of credit and other general corporate purposes.

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**Table of Contents***Modifications Relating to the Reorganization*

In connection with the Ireland Reorganization discussed in Note 2, on July 1, 2009 (the Transaction Time), IR-Limited completed the transfer of all the outstanding shares of IR-International, whereupon IR-International assumed the obligations of IR-Limited as guarantor, as the case may be, under the indentures governing the Company's outstanding medium-term notes and debentures. IR-Ireland and IR-Limited also fully and unconditionally guaranteed the payment obligations of IR-International, IR-Global and Ingersoll-Rand Company, a wholly-owned indirect subsidiary of IR-Limited incorporated in New Jersey, as the issuers of debt securities under these indentures. Neither IR-Ireland nor IR-Limited provides any guarantees in respect of any indebtedness incurred by Trane. In addition, any securities of the Company that were convertible, exchangeable or exercisable into Class A common stock became convertible, exchangeable or exercisable, as the case may be, into the ordinary shares of IR-Ireland.

On July 1, 2009, IR-Global amended and restated its commercial paper program (the Program) pursuant to which IR-Global may issue, on a private placement basis, unsecured commercial paper notes up to a maximum aggregate amount outstanding at any time of \$2.25 billion. Under the Commercial Paper Program, IR-Global may issue notes from time to time, and the proceeds of such financing will be used for general corporate purposes. Each of IR-Ireland, IR-Limited and IR-International has provided an irrevocable and unconditional guarantee for the notes issued under the Commercial Paper Program.

Pursuant to the terms of the credit facility entered into on August 12, 2005 and our credit facilities entered into on June 27, 2008 (the Credit Facilities), at the Transaction Time, IR-Ireland and IR-Limited became guarantors to such Credit Facilities. In connection therewith, IR-Ireland and IR-Limited entered into Addendums on July 1, 2009 to become parties to the Credit Facilities.

**NOTE 14 FINANCIAL INSTRUMENTS**

In the normal course of business, the Company uses various financial instruments, including derivatives, to manage risks associated with interest rate, currency rate, commodity and share-based compensation exposures. These financial instruments are not used for trading purposes.

On the date a derivative contract is entered into, the Company designates the derivative as a cash flow hedge of a forecasted transaction, a cash flow hedge of a recognized asset or liability, or as an undesignated derivative. The Company formally documents its hedge relationships, including identification of the derivative instruments and the hedged items, as well as its risk management objectives and strategies for undertaking the hedge transaction. This process includes identifying the instruments that are designated as hedges to specific assets, liabilities or forecasted transactions.

The Company also assesses both at the inception and at least quarterly thereafter, whether the instruments used in cash flow hedging transactions are highly effective in offsetting the changes in fair value of the hedged item. Any ineffective portion of a derivative instrument's change in fair value is recorded in the income statement in the period of change. If the hedging relationship ceases to be highly effective, it becomes probable that a forecasted transaction is no longer expected to occur, the derivative instrument will be undesignated and any future gains and losses on the derivative instrument will be recorded in the income statement.

The fair market value of derivative instruments are determined through market-based pricing. Such prices may not be representative of the actual gains or losses that will be recorded when these instruments are sold or due to future fluctuations in the markets in which they are traded.

Stockholders' equity (deficit)

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*Currency and Commodity Hedging Instruments*

The notional amounts of the Company's currency derivatives, excluding the cross currency swaps described below, were \$884.8 million and \$920.4 million at December 31, 2009 and 2008, respectively. At December 31, 2009 and 2008, a loss of \$1.5 million and a gain of \$7.6 million, net of tax, respectively, was included in

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Accumulated other comprehensive income (AOCI) related to the fair value of the Company's currency derivatives designated as accounting hedges. The amount expected to be reclassified into earnings over the next twelve months is \$1.5 million. The actual amounts that will be reclassified into earnings over the next twelve months may differ from this amount as a result of changes in market conditions. Gains and losses associated with the Company's currency derivatives not designated as hedges are recorded in earnings as they occur. At December 31, 2009, the maximum term of the Company's currency derivatives is 18 months.

As a result of the acquisition of Trane in June 2008, the Company assumed a cross currency swap with notional principal of \$100 million, fixed in U.S. dollars, the currency cash flows on the £60.0 million 8.25% senior notes matured on June 1, 2009 along with the cross currency swap. The cross currency swap will be accounted for as a foreign currency cash flow hedge, which allowed for deferral of gains or losses within AOCI until settlement. The deferred gain remaining in AOCI related to the cross currency swap was released into earnings upon maturity.

The Company had no commodity derivatives outstanding as of December 31, 2009. The fair value of the Company's commodity derivatives was \$21.3 million at December 31, 2008. In 2008, the Company discontinued the use of hedge accounting for the commodity hedges at which time the Company recognized into the income statement all deferred gains and losses related to the commodity hedges at the time of discontinuance. All further gains and losses associated with the commodity derivatives were recorded in earnings as changes in fair value occurred.

*Other Hedging Instruments*

During the third quarter of 2008, the Company entered into interest rate locks for the notional amount of approximately \$1.4 billion of Senior Notes due in 2013 and 2018. These interest rate locks met the criteria to be accounted for as cash flow hedges of a forecasted transaction. Consequently, the changes in fair value of the interest rate locks were deferred in AOCI. No further gain or loss will be deferred in AOCI related to these interest rate locks as the contracts were effectively terminated upon issuance of the underlying debt. However, the amount of AOCI associated with these interest rate locks at the time of termination will be recognized into interest expense over the term of the notes. At December 31, 2009 and 2008, \$12.6 million and \$14.4 million, respectively, of deferred losses remained in AOCI related to these interest rate locks. The amount expected to be reclassified into interest expense over the next twelve months is \$1.8 million.

In August 2006, the Company entered into two total return swaps (the Swaps) which were accounted for as equity instruments used to hedge the Company's exposure to changes in its share-based compensation. The aggregate notional amount of the Swaps was approximately \$52.6 million. On July 1, 2007, the Company terminated a portion of the Swaps for net cash proceeds of \$3.8 million. The remaining portion of the Swaps on August 6, 2007, for net cash proceeds of \$13.1 million. Gains and losses associated with the Swaps were recorded within Selling and administrative expenses.

In March 2005, the Company entered into interest rate locks for the forecasted issuance of Senior Notes due 2015. These interest rate locks met the criteria to be accounted for as cash flow hedges of a forecasted transaction. Consequently, the changes in fair value of the interest rate locks were deferred in AOCI. No further gain or loss will be deferred in AOCI related to these interest rate locks as the contracts were effectively terminated upon issuance of the underlying debt. However, the amount of AOCI associated with these interest rate locks at the time of termination will be recognized into interest expense over the term of the notes. At December 31, 2009 and 2008, \$6.5 million and \$6.5 million, respectively, of deferred losses remained in AOCI related to these interest rate locks. The amount expected to be reclassified into interest expense over the next twelve months is \$1.1 million.

**Stockholders' equity (deficit)**

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The following table presents the fair values of derivative instruments included within the Balance Sheet as of December 31, 2009:

<i>In millions</i>		
Derivatives designated as accounting hedges:		
Currency derivatives		\$
Derivatives not designated as accounting hedges:		
Currency derivatives		
Total derivatives		\$

Asset and liability derivatives included in the table above are recorded within Other Accrued expenses and other current liabilities, respectively, on the Consolidated Balance Sheet.

The following table represents the amounts associated with derivatives designated as accounting hedges included in the Consolidated Statement of Income and AOCI for the year ended December 31, 2009:

	Amount of gain (loss) deferred in AOCI	Location of gain (loss) reclassified from AOCI and recognized into earnings Other, net
<i>In millions</i>		
Currency derivatives	(7.1)	Other, net
Interest rate locks	-	Interest expense
Total	\$ (7.1)	

The following table represents the amounts associated with derivatives not designated as accounting hedges included in the Consolidated Statement of Income for the year ended December 31, 2009:

	Location of gain (loss)
<i>In millions</i>	
Currency derivatives	Other, net
Commodity derivatives	Other, net
Total	

\* The gains and losses associated with the Company's undesignated currency derivatives are offset in the Consolidated Statement of Income by changes in the fair value of the underlying transactions.

*Concentration of Credit Risk*

The counterparties to the Company's forward contracts consist of a number of international financial institutions. The Company could be exposed to losses in the event of nonperformance by the counterparties. However, credit ratings of and concentration of the Company's financial institutions are monitored on a continuous basis and present no significant credit risk to the Company.

*Fair Value of Financial Instruments*

**Stockholders' equity (deficit)**

The carrying value of cash and cash equivalents, accounts receivable, short-term bonds, and accounts payable are a reasonable estimate of their fair value due to the short-term nature of these instruments.

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**Table of Contents****NOTE 15 PENSIONS AND POSTRETIREMENT BENEFITS OTHER THAN***Pension Plans*

The Company has noncontributory pension plans covering substantially all non-Trane employees and maintains a pension plan for non-collectively bargained U.S. employees of Trane. Non-collectively bargained U.S. employees may elect to participate and receive a credit equal to 3% of eligible pay. In 2010, non-collectively bargained U.S. employees of Trane began to participate in the pension plan for U.S. non-collectively bargained employees. In addition, the Company maintains pension plans for Trane U.S. collectively bargained employees. Certain non-U.S. employees, including Trane employees, are covered by pension plans.

Most of the Company's pension plans for U.S. non-collectively bargained employees are based on a final average pay formula. The Company's U.S. collectively bargained pension plans, including those covering employees of Trane, generally provide benefits based on a flat benefit. Non-U.S. plans provide benefits based on earnings and years of service. The Company also maintains additional other supplemental benefit plans for officers and other key employees.

In 2008, the Company adopted the measurement date provision of ASC 715 which requires the measurement of plan assets and benefit obligations as of the date of the year-end financial statements. The Company recorded a one-time after-tax pension charge of \$1.2 million to Retained Earnings (approximately \$1.5 million pre-tax) as a result of changing the measurement date from November 30<sup>th</sup> to December 31<sup>st</sup>.

As a result of the acquisition of Trane in the second quarter of 2008, the Company assumed pension obligations of \$67.7 million, which consisted of noncurrent pension assets of \$1.4 million and noncurrent pension benefit liabilities of \$69.1 million. In connection with the sale of Equipment and the Road Development business unit during 2007, the Company settled pension benefits for all current and former employees related to these divestitures. In 2008, the Company's U.S. plans and the U.K. plan were remeasured as of the sale dates.

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The following table details information regarding the Company's pension plans at December 31, 2009.

<i>In millions</i>	2009
Change in benefit obligations:	
Benefit obligation at beginning of year	\$ 3,217.6
Service cost	65.2
Interest cost	197.3
Employee contributions	2.1
Acquisitions	-
Amendments	9.1
Actuarial (gains) losses	290.1
Benefits paid	(227.1)
Currency translation	63.1
Curtailments and settlements	(21.1)
Adjustment due to adoption of ASC 715 measurement date provisions	-
Other, including expenses paid	3.1
Benefit obligation at end of year	\$ 3,598.3
Change in plan assets:	
Fair value at beginning of year	\$ 2,363.1
Actual return on assets	403.1
Company contributions	113.1
Employee contributions	2.1
Acquisitions	-
Benefits paid	(227.1)
Currency translation	49.1
Settlements	(11.1)
Adjustment due to adoption of ASC 715 measurement date provisions	-
Other, including expenses paid	3.1
Fair value of assets end of year	\$ 2,695.3
Funded status:	
Plan assets less than the benefit obligations	\$ (903.0)
Amounts included in the balance sheet:	
Other noncurrent assets	\$ 1.1
Accrued compensation and benefits	(11.1)
Post employment and other benefit liabilities	(892.0)
Net amount recognized	\$ (903.0)

It is the Company's objective to contribute to the pension plans to ensure adequate funding of the plans to make benefit payments to plan participants and beneficiaries when required. However, certain plans are not or cannot be funded due to either legal or tax requirements in certain jurisdictions. As of December 31, 2009, approximately six percent of our projected benefit obligations are not or cannot be funded that cannot be funded.

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The pretax amounts recognized in Accumulated other comprehensive income (loss)

<i>In millions</i>	Net transition obligation	Prior service cost	Net actuarial losses
December 31, 2008	\$ (0.3)	\$ (42.7)	\$ (1,103.5)
Current year changes recorded to Accumulated other comprehensive income (loss)	-	(9.3)	(63.5)
Amortization reclassified to earnings	0.2	8.5	59.5
Settlements/curtailments reclassified to earnings	-	1.8	9.5
Currency translation and other	-	-	(20.5)
December 31, 2009	\$ (0.1)	\$ (41.7)	\$ (1,123.5)

Weighted-average assumptions used:

Benefit obligations at December 31, 2009 2,000

Discount rate:

U.S. plans 5.0%

Non-U.S. plans 5.0%

Rate of compensation increase:

U.S. plans 4.0%

Non-U.S. plans 4.0%

The accumulated benefit obligation for all defined benefit pension plans was \$3,442.7 million at December 31, 2009 and 2008, respectively. The projected benefit obligation, and fair value of plan assets for pension plans with accumulated benefit obligations more than plan assets were \$3,529.6 million, \$3,382.7 million and \$2,620.0 million, respectively, as of December 31, 2009, and \$3,194.8 million, \$3,066.0 million and \$2,620.0 million, respectively, as of December 31, 2008.

Pension benefit payments are expected to be paid as follows:

<i>In millions</i>
2010
2011
2012
2013
2014
2015 - 2019

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## Stockholders' equity (deficit)

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The components of the Company's pension related costs for the years ended December 31, 2009 and 2008 are as follows:

<i>In millions</i>	2009	2008
Service cost	\$ 65.4	\$ 58.2
Interest cost	197.2	187.5
Expected return on plan assets	(178.4)	(230.1)
Net amortization of:		
Prior service costs	8.5	0.1
Transition amount	0.2	0.1
Plan net actuarial losses	59.4	100.0
Net periodic pension benefit cost	152.3	135.8
Net curtailment and settlement (gains) losses	2.0	0.0
Net periodic pension benefit cost after net curtailment and settlement (gains) losses	\$ 154.3	\$ 135.8
Amounts recorded in continuing operations	\$ 142.9	\$ 142.9
Amounts recorded in discontinued operations	11.4	(7.1)
Total	\$ 154.3	\$ 135.8

The curtailment and settlement losses in 2009 are associated with restructuring of operations. The curtailment and settlement losses in 2008 are associated with lump sum distributions from pension benefit plans for officers and other key employees. The curtailment and settlement losses in 2007 are associated with the divestiture of Compact Equipment and the Road Development unit.

Pension expense for 2010 is projected to be approximately \$167 million, utilizing the same assumptions as used in calculating the pension benefit obligations at the end of 2009. The amounts expected for 2010 are: net periodic pension cost during the year ended 2010 for the net transition obligation of \$0.1 million, and plan net actuarial losses are \$0.1 million, \$8.8 million and \$56.9 million, respectively.

Weighted-average assumptions used:

Net periodic pension cost for the year ended December 31,	2009	2008
Discount rate:		
U.S. plans		
For the period January 1 to April 30	6.25%	6.25%
For the period May 1 to November 30 *	6.25%	6.25%
For the period December 1 to December 31	6.25%	6.25%
Non-U.S. plans		
For the period January 1 to April 30	6.50%	6.50%
For the period May 1 to November 30 *	6.50%	6.50%
For the period December 1 to December 31	6.50%	6.50%
Rate of compensation increase:		
U.S. plans	4.00%	4.00%
Non-U.S. plans		
For the period January 1 to April 30	4.50%	4.50%
For the period May 1 to November 30 *	4.50%	4.50%

**Stockholders' equity (deficit)**

For the period December 1 to December 31	4.50%	4
Expected return on plan assets:		
U.S. plans	7.75%	8
Non-U.S. plans	7.25%	7
* Trane plans were valued at acquisition date assuming 6.75% for the discount rate, compensation increase and 8.25% for the expected return on plan assets		

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The expected long-term rate of return on plan assets reflects the average rate of return on funds invested or to be invested to provide for the benefits included in the projected benefit plan. The expected long-term rate of return on plan assets is based on what is achievable under the investment policy, the types of assets held and target asset allocations. The expected long-term rate of return is determined as of the measurement date. The Company reviews each plan annually to determine the appropriate expected long-term rate of return and target asset allocations to determine the appropriate expected long-term rate of return on assets to be used.

The Company's investment objectives in managing its defined benefit plan assets are to provide a total return that, over the long-term, minimizes required company contributions, maintains appropriate levels of risk; and to meet any statutory and regulatory requirements. Key management decisions reviewed regularly are asset allocations and investment management. Asset/liability modeling (ALM) studies are used as the basis for global asset allocations and are updated as required.

Based on ALM studies, the Company has set its target strategic global asset allocations to be broadly 40% equities and 60% debt and real estate. Asset allocations are reviewed annually and appropriate adjustments are made as necessary.

The fair values of the Company's pension plan assets at December 31, 2009 by asset class are as follows:

	Fair value measurement	
<i>In millions</i>	Level 1	Level 2
Cash and cash equivalents	\$ 28.1	\$ 23.3
Equity investments:		
Common and preferred stocks <sup>(a)</sup>	94.9	-
Commingled funds - equity specialty <sup>(b)</sup>	-	1,141.2
	94.9	1,141.2
Fixed income investments:		
U.S. government and agency obligations <sup>(c)</sup>	-	405.8
Corporate and non-U.S. bonds	-	497.2
Asset-backed and mortgage-backed securities	-	230.3
Commingled funds - fixed income specialty <sup>(d)</sup>	21.5	233.4
Other fixed income <sup>(e)</sup>	-	-
	21.5	1,366.7
Derivatives	-	(1.0)
Real estate <sup>(f)</sup>	-	-
Other <sup>(g)</sup>	-	-
Total assets at fair value	\$ 144.5	\$ 2,530.2
Receivables and payables, net		
Net assets available for benefits		

<sup>(a)</sup> This class represents developed market equities of actively managed funds. Investments include common stocks, preferred stocks and American Depository Receipts.

<sup>(b)</sup> This class includes commingled funds managed by investment managers that focus on equity investments. It includes both indexed and actively managed funds.

<sup>(c)</sup> This class represents U.S. treasuries and state and municipal bonds.

**Stockholders' equity (deficit)**

- (d) This class comprises commingled funds actively managed by investment managers investing in fixed income securities.
- (e) This class includes insurance contracts with guaranteed income portion as well as other investments.
- (f) This class includes several private equity funds that invest in real estate. It includes investment funds and funds-of-funds.
- (g) This investment comprises the Company's non-significant foreign pension plan. It includes insurance contracts.

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See Note 16 for additional information related to the fair value hierarchy defined by Fair Value Measurements and Disclosures (ASC 820).

The Company made contributions to its pension plans of \$113.5 million in 2009, \$6 and \$25.5 million in 2007. The Company currently projects that it will contribute approximately \$10 million to its plans worldwide in 2010. The Company's policy allows it to fund an amount in excess of or less than the pension cost expensed, subject to the limitations imposed by applicable regulations. The Company anticipates funding the plans in 2010 in accordance with the requirements required by funding regulations or the laws of each jurisdiction.

Most of the Company's U.S. employees are covered by savings and other defined contribution plans. Employer contributions are determined based on criteria specific to the individual plan. In 2009, the Company contributed approximately \$86.0 million (including \$50.6 million for Trane plans), \$78.8 million for Trane plans), and \$47.8 million in 2009, 2008 and 2007, respectively. The Company also made contributions relating to non-U.S. defined contribution plans and other non-U.S. benefit plans. In 2009, the Company contributed approximately \$16.3 million (including \$3.8 million for Trane plans), \$16.3 million (including \$3.8 million for Trane plans) and \$11.4 million in 2009, 2008 and 2007, respectively.

*Postretirement Benefits Other Than Pensions*

The Company sponsors several postretirement plans that cover certain eligible employees, including certain Trane employees since the Acquisition Date. These plans provide for health and dental benefits, and, in some instances, life insurance benefits. Postretirement health plans generally are contributory and contributions are adjusted annually. Generally, life insurance plans for retirees are noncontributory. The Company funds the postretirement benefit costs principally on a cash basis.

In 2008, the Company adopted the measurement date provision of ASC 715 which requires the measurement of plan assets and benefit obligations as of the date of the year-end financial statements. The Company recorded a one-time after-tax charge for postretirement benefits of \$2.5 million to Retained earnings (\$4.7 million pre-tax) as a result of changing the measurement date from November 30<sup>th</sup> to December 31<sup>st</sup>.

As a result of the acquisition of Trane in the second quarter of 2008, the Company assumed obligations for retirement benefits other than pensions in the amount of \$268.9 million. The Company settled its obligation for postretirement benefits for all current and former employees of these divestitures. In addition, the Company's U.S. postretirement plan was remeasured as of the Acquisition Date.



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The following table details information regarding the Company's postretirement plan.

<i>In millions</i>	2009
Change in benefit obligations:	
Benefit obligation at beginning of year	\$ 9
Service cost	
Interest cost	
Plan participants' contributions	
Actuarial (gains) losses	
Benefits paid, net of Medicare Part D subsidy *	(
Settlements/curtailments	
Adjustments due to adoption of ASC 715 measurement date provision	
Acquisition	
Amendments	
Other	
Benefit obligations at end of year	\$ 9

\* Amounts are net of Medicare Part D subsidy of \$5.5 and \$9.5 million in 2009 and 2008, respectively

Funded status:	
Plan assets less than benefit obligations	\$ (9)
Amounts included in the balance sheet:	
Accrued compensation and benefits	\$ (
Postemployment and other benefit liabilities	(9)
Total	\$ (9)
The pretax amounts recognized in Accumulated other comprehensive income (loss)	

<i>In millions</i>	Prior service gains	Net actuarial losses
Balance at December 31, 2008	\$ 10.8	\$ (19)
Current year changes recorded to Accumulated other comprehensive income (loss)	(3.0)	(3)
Amortization reclassified to earnings	(3.2)	1
Settlements/curtailments reclassified to earnings	(0.4)	(
Currency translation and other	(0.1)	(
Balance at December 31, 2009	\$ 4.1	\$ (21)

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## Stockholders' equity (deficit)

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The components of net periodic postretirement benefit (income) cost for the years ended December 31, 2009 and 2008 were as follows:

<i>In millions</i>	2009	2008
Service cost	\$ 9.0	\$ 7.3
Interest cost	55.8	49.7
Net amortization of prior service gains	(3.2)	(3.4)
Net amortization of net actuarial losses	11.6	16.2
Net periodic postretirement benefit cost	73.2	69.8
Net curtailment and settlement (gains) losses	(0.5)	-
Net periodic postretirement benefit (income) cost after net curtailment and settlement (gains) losses	\$ 72.7	\$ 69.8
Amounts recorded in continuing operations	\$ 43.9	\$ 38.4
Amounts recorded in discontinued operations	28.8	31.4
Total	\$ 72.7	\$ 69.8

The curtailment and settlement gains and losses in 2009 are associated with the restructuring of operations. The curtailment and settlement gains and losses in 2007 are associated with the divestiture of Compact Equipment and the Road Development business unit. Postretirement cost for 2007 is expected to be \$76 million. Amounts expected to be recognized in net periodic postretirement benefit cost for 2010 for prior service gains and plan net actuarial losses are \$2.9 million and \$16.6 million, respectively.

Assumptions:	2009	
Weighted-average discount rate assumption to determine:		
Benefit obligations at December 31	5.50%	
Net periodic benefit cost		
For the period January 1 to April 30	6.25%	
For the period May 1 to November 30 *	6.25%	
For the period December 1 to December 31	6.25%	
Assumed health-care cost trend rates at December 31:		
Current year medical inflation	9.25%	1%
Ultimate inflation rate	5.00%	
Year that the rate reaches the ultimate trend rate	2021	
* Trane plans were valued assuming a 6.50% discount rate at the acquisition date.		

A 1% change in the medical trend rate assumed for postretirement benefits would have the following effects at December 31, 2009:

<i>In millions</i>	1% Increase
Effect on total of service and interest cost components	\$ 2.0
Effect on postretirement benefit obligation	40.9

**Stockholders' equity (deficit)**

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Benefit payments for postretirement benefits, which are net of expected plan participant contributions and Medicare Part D subsidy, are expected to be paid as follows:

*In millions*

2010

2011

2012

2013

2014

2015 - 2019

**NOTE 16 FAIR VALUE MEASUREMENTS**

ASC 820 establishes a framework for measuring fair value that is based on the inputs used to determine the fair value of an asset or liability and establishes a fair value hierarchy based on those inputs. The Company adopted this provision of ASC 820 on January 1, 2008. The Company has delayed its implementation of the provision of ASC 820 for the fair value of indefinite-lived intangible assets and nonfinancial long-lived assets as allowed under the fair value hierarchy outlined in ASC 820 is comprised of three levels that are described below:

Level 1 Inputs based on quoted prices in active markets for identical assets or liabilities.

Level 2 Inputs other than Level 1 quoted prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that can be corroborated by observable market data for substantially the full term of the asset or liability.

Level 3 Unobservable inputs based on little or no market activity and that require the use of significant judgment to determine the fair value of the assets and liabilities.

The fair value hierarchy requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. Observable inputs are obtained from independent sources and can be validated by a third party, whereas unobservable inputs reflect assumptions that are based on what a third party would use in pricing an asset or liability based on the best information available under the circumstances. A financial instrument's categorization within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement.

Assets and liabilities measured at fair value on a recurring basis at December 31, 2014:

<i>In millions</i>	Fair value measurements		
	Level 1	Level 2	Level 3
<i>Assets:</i>			
Cash and cash equivalents	\$ 876.7	\$ -	\$ -
Marketable securities	11.8	-	-
Derivative instruments	-	7.3	-

**Stockholders' equity (deficit)**

Benefit trust assets	17.6	147.7	
Total	\$ 906.1	\$ 155.0	\$
<i>Liabilities:</i>			
Derivative instruments	\$ -	\$ 7.9	\$
Benefit liabilities	18.6	178.5	
Total	\$ 18.6	\$ 186.4	\$

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See Note 15 for disclosure of fair value measurements related to the Company's per

ASC 820 defines fair value as the exchange price that would be received to sell an asset or transfer a liability (an exit price) in the principal or most advantageous market for that asset or liability in an orderly transaction between market participants on the measurement date. The Company measures the fair value of its financial assets and liabilities using the following methodologies:

*Cash and cash equivalents* These amounts include cash on hand, demand deposits, and highly liquid investments with original maturities at the time of purchase of three months or less and are held in U.S. and non-U.S. currencies.

*Marketable securities* These securities include investments in publicly traded equity securities of non-U.S. companies held by non-U.S. subsidiaries of the Company. The fair value is determined for the securities based on observable market prices quoted on public stock exchanges.

*Derivatives instruments* These instruments include forward contracts related to foreign currencies. The fair value of the derivative instruments are determined based on market prices that uses inputs from actively quoted currency markets that are readily accessible and observable.

*Benefit trust assets* These assets include money market funds and insurance contracts. The underlying for the benefit assets. The fair value of the assets is based on market prices quoted in a readily accessible and observable market.

*Benefit liabilities* These liabilities include deferred compensation and executive stock options. The fair value is based on the underlying investment portfolio of the deferred compensation plan and the specific benefits guaranteed in a death benefit contract with each executive. Effective January 1, 2008, the Company also adopted the provisions of FASB ASC 825, *Derivatives and Hedging - Instruments* (ASC 825) that allow companies the option, at specified election dates, to measure their assets and liabilities at their current fair value, with the corresponding changes in fair value to be recognized in the income statement. Additionally, ASC 825 establishes presentation and disclosure requirements designed to facilitate comparisons between companies that use different measurement attributes for similar assets and liabilities. As of December 31, 2009, the Company has elected to utilize the fair value option on any of its financial assets or liabilities.

**NOTE 17 SHAREHOLDERS' EQUITY**

Ingersoll-Rand Company Limited, a Bermuda Company (IR-Limited), was the successor to Ingersoll-Rand Company, a New Jersey Company (IR-New Jersey) following a corporate reorganization that became effective on December 31, 2001 (the Bermuda Reorganization). Upon completion of the reorganization, all shares of IR-New Jersey common stock were cancelled and all previous holders were issued one share of Class A common shares. The Bermuda Reorganization was accounted for as a reorganization under common control and accordingly, did not result in any changes to the consolidated balance sheet assets, liabilities and shareholders' equity.

**Stockholders' equity (deficit)**

Ingersoll-Rand plc, an Irish public limited company (IR-Ireland), is the successor to IR-Limited following a corporate reorganization that became effective on July 1, 2009 (the Ireland Reorganization). Upon consummation, the shares of IR-Limited Class A common shares were cancelled and new shares were issued to the IR-Limited Class A common shareholders. The Ireland Reorganization was a reorganization of entities under common control and accordingly, did not result in a change in the consolidated amounts of assets, liabilities and shareholders' equity. See Note 2 for more information about the Ireland Reorganization.

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**Table of Contents***Common Stock*

At December 31, 2009, a reconciliation of common shares is as follows:

*In millions*

December 31, 2008

Shares issued under incentive plans

December 31, 2009

The authorized share capital of IR-Ireland is \$1,175,010,000, consisting of (1) 1,175,010,000 common shares, par value \$1.00 per share, and (2) 10,000,000 preference shares, par value \$0.01 per share. As of December 31, 2009 or 2008, 10,000,000 preference shares were outstanding at December 31, 2009 or 2008.

*Treasury Stock*

The Company treats common shares of the parent owned by a subsidiary as treasury stock. Treasury stock is recorded at cost and included in the Shareholders' equity section. At December 31, 2009, the total number of common shares of IR-Limited owned by the Company amounted to 97.4 million. As a result of the acquisition of Trane in June 2008, the Company issued 45.4 million IR-Limited Common Shares to fund the equity portion of the consideration. In June 2009, IR-Limited cancelled 45.4 million shares in anticipation of the Ireland Reorganization that became effective in July 2009.

*Accumulated Other Comprehensive Income (Loss)*

The components of Accumulated other comprehensive income (loss) are as follows:

<i>In millions</i>	2009
Foreign currency translation adjustment	\$ 504.3
Change in fair value of derivatives qualifying as cash flow hedges, net of tax	(8.6)
Unrealized loss on marketable securities, net of tax	(4.7)
Pension and postretirement obligation adjustments, net of tax	(925.3)
Accumulated other comprehensive income (loss)	\$ (434.3)

**NOTE 18 SHARE-BASED COMPENSATION**

The Company records share-based compensation awards using a fair value method and recognizes compensation expense for an amount equal to the fair value of the share-based payments in its consolidated financial statements.

On June 3, 2009, the shareholders of the Company approved the amendment and restatement of the Incentive Stock Plan of 2007, which authorizes the Company to issue stock options and other share-based incentives. As a result, the total number of shares authorized by the plan increased to 27.0 million, of which 15.0 million remains available as of December 31, 2009 for incentive awards.

*Modifications Relating to the Reorganization*

In connection with the Ireland Reorganization discussed in Note 2, on July 1, 2009, the existing obligations of IR-Limited under the equity incentive plans and other similar



**Stockholders' equity (deficit)**

plans of Ingersoll Rand (collectively, the Plans), including all awards issued thereunder. The Plans were amended by IR-Limited to provide (1) that ordinary shares of IR-Ireland are available or used to measure benefits as appropriate under the Plans, in lieu of the ordinary shares of IR-Limited, including upon exercise of any options or share appreciation rights; (2) vesting of restricted stock units or performance units issued under those Plans; and (3) appropriate substitution of IR-Ireland for IR-Limited in those Plans.

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**Table of Contents***Stock Options / Restricted Stock Units*

On February 12, 2009, the Compensation Committee of the Company's Board of Directors changed to the Company's equity grant approach whereby options are no longer used as the primary equity vehicle for eligible participants; instead a mix of options and restricted stock units (RSUs) are utilized. The RSUs vest ratably over three years and any accrued dividends will be paid at the time of vesting. As a result of this change, eligible participants received (i) stock options, (ii) RSUs, or (iii) a combination of both stock options and RSUs under the Company's Incentive Plan.

The average fair value of the stock options granted for the year ended December 31, 2009, was estimated to be \$5.82 per share and \$11.56 per share, respectively, using the Black-Scholes option-pricing model. The following assumptions were used:

	2009
Dividend yield	1.97%
Volatility	43.19%
Risk-free rate of return	1.76%
Expected life	5.10 years

The fair value of each of the Company's stock option awards is expensed on a straight-line basis over the required service period, which is generally the three-year vesting period of the options. For stock options granted to retirement eligible employees, the Company recognizes expense for the options at the grant date. Expected volatility is based on the historical volatility of the Company's stock. The risk-free rate of return is based on the yield curve of a zero-coupon Treasury bond on the date the award is granted with a maturity equal to the expected life of the award. Historical data is used to estimate forfeitures within the Company's valuation model. The expected life of the stock option awards is derived from historical experience and the average time that awards are expected to be outstanding.

Changes in options outstanding under the plans for the years 2007, 2008 and 2009 are as follows:

	Shares subject to option	Weighted- average exercise price	Aggregate intrinsic value (millions)
December 31, 2006	19,164,942	31.54	
Granted	3,528,225	43.77	
Exercised	(5,386,093)	29.70	
Cancelled	(882,183)	41.16	
December 31, 2007	16,424,891	34.25	
Granted	5,088,599	40.48	
Trane options exchanged for IR options	7,408,134	18.50	
Exercised	(685,508)	26.56	
Cancelled	(1,020,889)	39.84	
December 31, 2008	27,215,227	31.11	
Granted	4,165,032	17.34	
Exercised	(1,543,323)	21.45	
Cancelled	(1,978,853)	31.99	
Outstanding December 31, 2009	27,858,083	\$ 29.54	\$ 23.1

**Stockholders' equity (deficit)**

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Exercisable December 31, 2009                      20,030,794        \$        29.68        \$        15

As part of the acquisition of Trane, 7.4 million Trane options were converted at the time of the acquisition into options to acquire shares of IR-Limited Class A common shares based on the terms set forth in the merger agreement.

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The following table summarizes information concerning currently outstanding and exercisable options.

Range of exercise price	Options outstanding			Options exercisable at December 31, 2009
	Number outstanding at December 31, 2009	Weighted-average remaining life	Weighted-average exercise price	
\$ 0.00 - \$ 10.00	111,804	0.7	\$ 8.62	111,804
10.01 - 20.00	8,273,001	5.4	14.57	4,420,993
20.01 - 30.00	3,502,277	3.7	22.89	3,495,277
30.01 - 40.00	11,759,090	5.0	37.24	9,777,400
40.01 - 50.00	4,047,245	6.9	43.20	2,143,322
50.01 - 60.00	164,666	6.9	52.50	81,998
\$ 4.76 - \$ 55.22	27,858,083	5.2	\$ 29.54	20,030,794

At December 31, 2009, there was \$28.2 million of total unrecognized compensation cost related to non-vested shares of options granted under the plan, which is related to unvested shares of non-eligible employees. This compensation will be recognized over the required service period, generally the three-year vesting period. The aggregate intrinsic value of options exercisable at December 31, 2009 and 2008 was \$16.5 million and \$9.2 million, respectively.

Generally, stock options vest ratably over a three-year period from their date of grant to the end of ten years.

On February 12, 2009, the Company granted annual RSU awards. The fair value of the Company's RSU awards is measured as the grant-date price of the Company's shares on a straight-line basis over the three year vesting period. For RSUs granted to retirement-eligible employees, the Company recognizes expense for the fair value of the RSUs at the grant date. RSUs are expensed over a three-year period.

The following table summarizes RSU activity during the year ended December 31, 2009:

Outstanding and unvested at December 31, 2008	RSUs	-
Granted		921,180
Vested		(6,520)
Cancelled		(49,900)
Outstanding and unvested at December 31, 2009		864,760

At December 31, 2009, there was \$7.9 million of total unrecognized compensation cost related to non-vested shares of options granted under the plan, which is related to unvested shares of non-retirement-eligible employees. This compensation will be recognized over the required service period, generally the three-year vesting period.

**Table of Contents***SARs*

All SARs outstanding as of December 31, 2009 are vested and expire ten years from the date of grant. All SARs exercised are settled with the Company's ordinary shares.

The following table summarizes the information for currently outstanding SARs:

	Shares subject to exercise	Weighted- average exercise price	Aggregated intrinsic value (millions)
December 31, 2006	1,693,754	\$ 33.11	
Granted	-	-	
Exercised	(476,400)	30.31	
Cancelled	(47,377)	34.72	
December 31, 2007	1,169,977	33.99	
Granted	-	-	
Exercised	(40,636)	27.98	
Cancelled	(55,869)	37.85	
December 31, 2008	1,073,472	34.02	
Granted	-	-	
Exercised	(29,038)	22.73	
Cancelled	(73,662)	36.18	
Outstanding December 31, 2009	970,772	\$ 34.19	\$

Exercisable December 31, 2009	970,772	\$ 34.19	\$
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Note: The Company did not grant SARs during 2007, 2008, and 2009 and does not expect to grant SARs in the future.

*Performance Shares*

The Company has a Performance Share Program (PSP) for key employees. The program awards shares based on performance against pre-established objectives. The target award level is a percentage of the number of the Company's ordinary shares. All PSP awards are settled in the form of ordinary shares.

On February 12, 2009, the Compensation Committee determined the PSP awards for the year 2008. In doing so, primary emphasis was placed on financial objectives in light of the current economic environment. The 2008 PSP awards have a one-year vesting period.

On October 4, 2008, the Compensation Committee approved certain changes to the incentive compensation programs to be implemented beginning with the 2009 performance period. Under these changes, the performance period under the Company's PSP Program was changed to a three-year period starting with year 2009 in order to increase the long-term nature of incentives for PSP participants. In addition, these PSP awards are based on the Company's relative performance compared to the industrial group of companies in the S&P 500 Index over the three-year period. To transition between the previous one-year PSP program and the revised three-year program, there is a one-time PSP award with a two-year performance period for 2008 which is based on the Company's EPS growth relative to the industrial group of companies in the S&P 500 Index and the publicly announced Trane acquisition synergy savings.

Stockholders' equity (deficit)

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**Table of Contents***Deferred Compensation*

The Company allows key employees to defer a portion of their eligible compensation in investment choices, including ordinary share equivalents. Any amounts invested in ordinary share equivalents will be settled in ordinary shares at the time of distribution.

*Other Plans*

The Company maintains a shareholder-approved Management Incentive Unit Award plan, participating key employees were awarded incentive units. When dividends are paid on ordinary shares, phantom dividends are awarded to unit holders, one-half of which is paid in cash and the other half of which is credited to the participants' accounts in the form of ordinary share equivalents. The fair value of the actual incentive units is never paid to participants, and only the fair value of a share equivalent is paid in cash upon the participants' retirement. The number of ordinary share equivalents credited to participants' accounts at December 31, 2009 is 109,480.

The Company has issued stock grants as an incentive plan for certain key employees with varying vesting periods. All stock grants are settled with the Company's ordinary shares. As of December 31, 2009, there were 278,802 stock grants outstanding, all of which were vested.

*Compensation Expense*

Share-based compensation expense is included in Selling and administrative expenses. The following table summarizes the expenses recognized:

<i>In millions</i>	2009
Stock options	\$ 36.8
RSUs	6.6
Performance shares	22.4
Deferred compensation	2.7
SARs and other	2.4
Pre-tax expense	70.9
Tax benefit	27.1
After tax expense	\$ 43.8
Amounts recorded in continuing operations	\$ 43.8
Amounts recorded in discontinued operations	-
Total	\$ 43.8

**NOTE 19 OTHER, NET**

At December 31, the components of Other, net were as follows:

<i>In millions</i>	2009
Interest income	\$ 13.3
Currency gain (loss)	(36.1)

**Stockholders' equity (deficit)**

Earnings from equity investments	8.1
Other	34.4
Other, net	\$ 19.7
<p>Included in currency exchange gains (losses) above is a \$24 million charge recorded of 2009, associated with the recent devaluation in the Venezuelan Bolivar. At Decem Company remeasured its foreign currency receivables and payables associated with Bolivar at the parallel</p>	

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rate of 6.0 Bolivars for each U.S. dollar, based on the Company's inability to settle through the official government channels in an expeditious manner. Previously, the Company remeasured all foreign currency transactions at the official rate of 2.15 Bolivars for each U.S. dollar. In addition, effective January 1, 2010, Venezuela has been designated highly inflationary under the U.S. Consumer Price Index/National Consumer Price Index reached cumulative three-year inflation of 100% during the fourth quarter of 2009. As such, all future foreign currency fluctuations will be recorded in income.

In the fourth quarter of 2009, the Company recorded income of approximately \$25 million related to a favorable settlement with an insurance carrier associated with a portion of the Company's asbestos obligation, which is included in other in the table above.

**NOTE 20 INCOME TAXES**

Earnings (loss) before income taxes for the years ended December 31 were taxed in the following jurisdictions:

<i>In millions</i>	2009	2008
United States	\$ (305.5)	\$ (3,564.5)
Non-U.S.	864.6	808.5
Total	\$ 559.1	\$ (2,756.0)

The components of Provision (benefit) for income taxes for the years ended December 31 are as follows:

<i>In millions</i>	2009	2008
Current tax expense (benefit):		
United States	\$ (24.2)	\$ (127.5)
Non U.S.	127.5	(103.3)
Total:	103.3	(103.3)
Deferred tax expense (benefit):		
United States	7.8	(39.8)
Non U.S.	(39.8)	(32.0)
Total:	(32.0)	(32.0)
Total tax expense (benefit):		
United States	(16.4)	(167.3)
Non U.S.	87.7	(135.3)
Total	\$ 71.3	\$ (302.6)

The Provision (benefit) for income taxes differs from the amount of income taxes determined by applying the applicable U.S. statutory income tax rate to pretax income, as a result of the following differences:

	Percent of Pretax Income
Statutory U.S. rate	2009 35.0%
Increase (decrease) in rates resulting from:	

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Stockholders' equity (deficit)

Non-U.S. operations	(21.4)
State and local income taxes, net of U.S. tax	9.7
Non-deductible impairment charge	-
Tax reserves (including uncertain tax position reserves)	(3.5)
Provision to return and other true-up adjustments	(6.4)
Other adjustments	(0.6)
Effective tax rate	12.8%

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Tax incentives, in the form of tax holidays, have been granted in certain jurisdictions for industrial development. The expiration of these tax holidays varies by country. The holiday relates to the Company's qualifying locations in Ireland, which were granted through 2010. The benefit for the tax holidays for the year ended December 31, 2009 was \$4.1 million and \$4.1 million, respectively.

At December 31, a summary of the deferred tax accounts were as follows:

<i>In millions</i>	2009
Deferred tax assets:	
Inventory and accounts receivable	\$ 40
Fixed assets and intangibles	10
Postemployment and other benefit liabilities	92
Product liability	29
Other reserves and accruals	26
Net operating losses and credit carryforwards	95
Other	10
Gross deferred tax assets	2,60
Less: deferred tax valuation allowances	(35)
Deferred tax assets net of valuation allowances	\$ 2,25
Deferred tax liabilities:	
Inventory and accounts receivable	\$ (5)
Fixed assets and intangibles	(2,36)
Postemployment and other benefit liabilities	(2)
Other reserves and accruals	(13)
Other	(9)
Gross deferred tax liability	(2,53)
Net deferred tax assets (liabilities)	\$ (27)

At December 31, 2009, no deferred taxes have been provided for any portion of the undistributed earnings of the Company's subsidiaries, since these earnings have been reinvested in these subsidiaries, and it is not possible to estimate the amount of additional taxes which may be payable upon distribution.

At December 31, 2009, the Company had the following operating loss and tax credits available to offset taxable income in prior and future years:

<i>In millions</i>	Amount
U.S. Federal net operating loss carryforwards	\$ 1,38
U.S. Federal credit carryforwards	7
U.S. State net operating loss carryforwards	3,31
Non-U.S. net operating loss carryforwards	1,25
Non-U.S. credit carryforwards	

The U.S. state net operating loss carryforwards were incurred in various jurisdictions, predominantly in California, Texas, and New York. The non-U.S. net operating loss carryforwards were incurred in various jurisdictions, predominantly in Germany, the Netherlands, Spain, Switzerland and the United Kingdom.

**Stockholders' equity (deficit)**

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Activity associated with the Company's valuation allowance is as follows:

<i>In millions</i>	2009	
Beginning balance	\$ 247.8	\$
Increase to valuation allowance	167.1	
Decrease to valuation allowance	(17.8)	
Other deductions	(4.9)	
Write off against valuation allowance	(41.3)	
Acquisition and purchase accounting	(38.9)	
Accumulated other comprehensive income (loss)	41.7	
Ending balance	\$ 353.7	\$

Effective January 1, 2007, the Company adopted the provisions of FASB ASC 740, 740) which prescribes a recognition threshold and measurement process for recording statements uncertain tax positions taken or expected to be taken in a tax return. Add provides guidance on the recognition, classification, accounting in interim periods a requirements for uncertain tax positions. As a result of adopting these provisions of January 1, 2007, the company recorded additional liabilities to its previously establi corresponding decrease in retained earnings of \$145.6 million.

The Company has total unrecognized tax benefits of \$525.1 million and \$589.6 mill December 31, 2009, and December 31, 2008, respectively. The amount of unrecogn if recognized, would affect the effective tax rate are \$453.4 million as of December reconciliation of the beginning and ending amount of unrecognized tax benefits is as

<i>In millions</i>	2009	2008
Beginning balance	\$ 589.6	\$ 3
Additions based on tax positions related to the current year	25.2	
Additions based on tax positions related to acquisitions	-	1
Additions based on tax positions related to prior years	80.5	
Reductions based on tax positions related to prior years	(121.8)	(
Reductions related to settlements with tax authorities	(33.4)	
Reductions related to lapses of statute of limitations	(18.9)	
Translation (gain)/loss	3.9	
Ending balance	\$ 525.1	\$ 5

In connection with Trane's spin-off of WABCO, Trane and WABCO entered into a agreement for the allocation of pre spin-off taxes. Of the total unrecognized tax ben at December 31, 2009, WABCO has agreed to indemnify Trane for \$28.3 million, w an other long-term receivable account.

The Company records interest and penalties associated with the uncertain tax positio Provision for income taxes. The Company had reserves associated with interest and of \$80.3 million and \$91.3 million at December 31, 2009, and December 31, 2008, year ended December 31, 2009 and December 31, 2008, the Company recognized \$ million, respectively, in interest and penalties net of tax related to these uncertain ta

It is reasonably possible that the total amount of unrecognized tax benefits could cha months as a result of settlements of ongoing tax examinations resulting in a decreas \$8.2 million in the unrecognized tax benefits.

**Stockholders' equity (deficit)**

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The provision for income taxes involves a significant amount of management judgment and interpretation of relevant facts and laws in the jurisdictions in which the Company operates. Changes in applicable laws, projected levels of taxable income and tax planning considerations can affect the Company's effective tax rate and tax balances recorded by the Company. In addition, tax authorities can review income tax returns filed by the Company and can raise issues regarding its filing of returns and the amount of income or deductions, and the allocation of income among the jurisdictions in which the Company operates. A significant period of time may elapse between the filing of an income tax return and the ultimate resolution of an issue raised by a revenue authority with respect to the Company's tax returns. In the normal course of business the Company is subject to examination by taxing authorities in various jurisdictions around the world, including such major jurisdictions as Brazil, Canada, Germany, Ireland, Italy, Japan, Korea, Mexico, the United States. In general, the examination of the Company's material tax returns is completed within 18 months of the filing of the returns, with certain matters being resolved through appeals and litigation.

The Internal Revenue Service (IRS) has completed the examination of the Company's tax returns through the 2000 tax year and has issued a notice proposing adjustments. The adjustment relates to the disallowance of certain capital losses. In order to reduce the expense associated with this matter, the Company made a payment of \$217 million in the third quarter of 2007, which reduced the Company's total liability for uncertain tax positions by \$1.1 billion. In the third quarter of 2008, the Company made an additional payment of \$55.1 million, which reduced the potential penalty assessment plus accrued interest on this matter. During the fourth quarter of 2008, the Company reached a settlement of this matter with the IRS which resulted in no additional charges.

On July 20, 2007, the Company received a notice from the IRS containing proposed adjustments to the Company's tax filings in connection with an audit of the 2001 and 2002 tax years. The IRS proposed to contest the validity of the Company's reincorporation in Bermuda. The most significant adjustments proposed by the IRS involve treating the entire intercompany debt incurred in connection with the Company's reincorporation in Bermuda as equity. As a result of this recharacterization, the IRS disallowed the deduction of interest paid on the debt and imposed dividend withholding tax on interest payments denominated as interest. The IRS also asserted an alternative argument that the intercompany debt is respected as debt. In that circumstance the IRS proposed to ignore the intercompany debt and to which the interest was paid and impose 30% withholding tax on interest payments as if they were made directly to a company that was not eligible for a reduced rate of withholding tax under a U.S. income tax treaty. The IRS asserted under this alternative argument that the Company owes additional taxes with respect to 2002 of approximately \$84 million plus interest. If all of these positions were upheld in their entirety the Company would be required to pay additional taxes and charges. The Company strongly disagreed with the view of the IRS and filed a protest with the IRS in the third quarter of 2007.

On January 12, 2010, the Company received an amended notice from the IRS eliminating the alternative position that the intercompany debt incurred in connection with the Company's reincorporation in Bermuda should be treated as equity. However, the IRS continues to assert the alternative position that the intercompany debt is not respected as debt and proposes adjustments to the Company's 2001 and 2002 tax filings. In addition, the IRS issued a notice on January 19, 2010, that it is assessing penalties of 30% on the asserted underpayments described above.

The Company has and intends to continue to vigorously contest these proposed adjustments. The Company, in consultation with its outside advisors, carefully considered the form and substance of the Company's intercompany financing arrangements including the actions necessary to maximize the tax benefits of the applicable U.S. income tax treaties. The Company believes that these arrangements are in accordance with the laws of the relevant jurisdictions including the United States and that the entities involved should be respected and that the interest payments qualify for the U.S. tax benefits claimed.

**Stockholders' equity (deficit)**

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Although the outcome of this matter cannot be predicted with certainty, based upon the strength of its position, the Company believes that it is adequately reserved for this matter. If the Company moves forward to resolve this matter with the IRS, it is reasonably possible that the adjustments established may be adjusted within the next 12 months. However, the Company does not believe that the ultimate resolution will have a material adverse impact on its future results of operations or its financial position. At this time, the IRS has not proposed any similar adjustments for years subsequent to 2009. However, if all or a portion of these adjustments proposed by the IRS are ultimately determined to also affect subsequent tax years.

The Company believes that it has adequately provided for any reasonably foreseeable tax disputes, but will adjust its reserves if events so dictate in accordance with GAAP. If the ultimate results differ from the original or adjusted estimates of the Company, the difference will be recorded in the provision for income taxes.

During 2009, the Company identified certain accounting errors associated with its prior period income tax balance sheet accounts. The Company corrected these errors in 2009, which resulted in a tax benefit for the year of \$13 million recorded to continuing operations, of which \$10 million was recorded in the fourth quarter, and a tax charge for the year of \$29 million recorded to discontinued operations. The Company does not believe that the accounting errors are material to 2009 or to the Company's previously issued financial statements. As a result, the Company did not adjust any prior period financial statements.

In addition, during the fourth quarter of 2009, the Company recorded a tax charge of \$42 million (net of federal benefit) associated with increasing its deferred tax asset valuation allowance for state net operating losses. In addition, the Company wrote-off foreign tax credit carryforwards and recorded a tax charge of \$42 million in the third quarter of 2009.

**NOTE 21 DIVESTITURES AND DISCONTINUED OPERATIONS**

The components of discontinued operations for the years ended December 31 are as follows:

<i>In millions</i>	2009	2008
Revenues	\$ -	\$ -
Pre-tax earnings (loss) from operations	(60.5)	
Pre-tax gain (loss) on sale	1.6	
Tax benefit (expense)	47.3	
Discontinued operations, net	\$ (11.6)	\$ -

During 2009, the Company recorded a tax benefit of \$28 million primarily associated with the recognition of a liability for unrecognized tax benefits, and a tax charge of \$29 million associated with the recognition of immaterial accounting errors. See Note 20 for a further description of these tax matters.

Pre-tax loss from operations in 2007 includes a non-cash charge of \$449.0 million recorded to discontinued operations for the Company's liability for all pending and estimated future asbestos claims through 2007. See Note 20 for a further description of these tax matters in Other Discontinued Operations.

Discontinued operations by business for the years ended December 31 are as follows:

**Stockholders' equity (deficit)**

*In millions*

	2009	2008
Compact Equipment, net of tax	\$ (30.6)	\$ (30.6)
Road Development, net of tax	9.0	(9.0)
Other discontinued operations, net of tax	10.0	(10.0)
Total discontinued operations, net of tax	\$ (11.6)	\$ (49.6)

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**Table of Contents***Compact Equipment Divestiture*

On July 29, 2007, the Company agreed to sell its Bobcat, Utility Equipment and Attachments (collectively, Compact Equipment) to Doosan Infracore for gross proceeds of approximately \$1.3 billion, subject to post-closing purchase price adjustments. The sale was completed on November 1, 2007. The Company and Doosan Infracore are currently in the process of resolving the final purchase price adjustments with Doosan Infracore.

Compact Equipment manufactured and sold compact equipment, including skid-steer loaders, track loaders, mini-excavators and telescopic tool handlers; portable air compressors; trenchers; trench shields; light towers; general-purpose light construction equipment; and attachments. The Company accounted for Compact Equipment as discontinued operations within the income statement.

Net revenues and after-tax earnings of Compact Equipment for the years ended December 31 are as follows:

<i>In millions</i>	2009	2008
Net revenues	\$ -	\$ -
After-tax earnings (loss) from operations	\$ 7.2	\$ (1.2)
Gain (loss) on sale, net of tax	(37.8)	(37.8)
Total discontinued operations, net of tax	\$ (30.6)	\$ (39.0)

*Road Development Divestiture*

On February 27, 2007, the Company agreed to sell its Road Development business unit (publ) for cash proceeds of approximately \$1.3 billion. The sale was completed on April 1, 2007.

The Road Development business unit manufactured and sold asphalt paving equipment, milling machines and construction-related material handling equipment. The Company accounted for the Road Development business unit as discontinued operations within the income statement.

Net revenues and after-tax earnings of the Road Development business unit for the years ended December 31 were as follows:

<i>In millions</i>	2009	2008
Net revenues	\$ -	\$ -
After-tax earnings (loss) from operations	\$ 0.8	\$ (0.2)
Gain (loss) on sale, net of tax	8.2	(2.0)
Total discontinued operations, net of tax	\$ 9.0	\$ (2.2)

*Other Discontinued Operations*

The Company also has retained costs from previously sold businesses that mainly include postretirement benefits, product liability and legal costs (mostly asbestos-related). The Company accounted for other discontinued operations for the years ended December 31 as follows:

**Stockholders' equity (deficit)**

<i>In millions</i>	2009	20
Retained costs, net of tax	\$ 4.4	\$ (
Net gain (loss) on disposals, net of tax	5.6	
Total discontinued operations, net of tax	\$ 10.0	\$ (

During the fourth quarter of 2007, the Company recorded a non-cash charge of \$44 million after-tax) related to the Company's liability for all pending and estimated through 2053. Refer to Note 23 for further details on asbestos-related matters.

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**Table of Contents****NOTE 22 EARNINGS PER SHARE (EPS)**

Basic EPS is calculated by dividing Net earnings (loss) attributable to Ingersoll-Rand by the weighted-average number of common shares outstanding for the applicable period. Diluted EPS is calculated after adjusting the denominator of the basic EPS calculation for the effect of potentially dilutive common shares, which in the Company's case, includes shares issuable under incentive compensation plans and the effects of the Exchangeable Senior Notes issued in April 2008. The following table summarizes the weighted-average number of common shares outstanding used in the diluted earnings per share calculations:

<i>In millions</i>	2009
Weighted-average number of basic shares	321.1
Shares issuable under incentive stock plans	2.9
Exchangeable Senior Notes	5.1
Weighted-average number of diluted shares	329.1

Anti-dilutive shares	17.6
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As the Company experienced a net loss in 2008, the Company did not include the 17.6 million shares issuable under incentive stock plans in the calculation of diluted EPS as the result would have had an antidilutive effect on EPS.

**NOTE 23 COMMITMENTS AND CONTINGENCIES**

The Company is involved in various litigations, claims and administrative proceedings related to environmental and product liability matters. Amounts recorded for identified liabilities are estimates, which are reviewed periodically and adjusted to reflect additional information when it becomes available. Subject to the uncertainties inherent in estimating future liabilities, management believes that the liability which may result from these legal proceedings will not have a material adverse effect on the financial condition, results of operations, liquidity or capital resources of the Company.

*Environmental Matters*

The Company continues to be dedicated to an environmental program to reduce the generation of hazardous materials during the manufacturing process and to remediate environmental concerns. As to the latter, the Company is currently engaged in site remediation activities to address environmental cleanup from past operations at current manufacturing facilities.

The Company is sometimes a party to environmental lawsuits and claims and has received notices of potential violations of environmental laws and regulations from the Environmental Protection Agency and similar state authorities. It has also been identified as a potentially responsible party for cleanup costs associated with off-site waste disposal at federal Superfund and state remediation sites. In all such sites, there are other PRPs and, in most instances, the Company's involvement is limited to its share of cleanup costs.

In estimating its liability, the Company has assumed it will not bear the entire cost of cleanup at any site to the exclusion of other PRPs who may be jointly and severally liable. The ability of other parties to participate has been taken into account, based generally on the parties' financial condition and their historical contributions on a per site basis. Additional lawsuits and claims involving environmental matters may be filed in the future.

**Stockholders' equity (deficit)**

likely to arise from time to time in the future.

During 2009, we spent \$10.8 million for environmental remediation at sites present or leased by us. As of December 31, 2009 and 2008, the Company has recorded reserves for environmental matters of \$93.3 million and \$100.9 million, respectively. The Company expects these expenditures and accrual levels will continue and may increase over time. Given the nature of environmental laws, regulations and technology, the ultimate cost of future remediation is uncertain.

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**Table of Contents***Asbestos Matters*

Certain wholly-owned subsidiaries of the Company are named as defendants in asbestos-related lawsuits filed in state and federal courts. In virtually all of the suits, a large number of other companies are named as defendants. The vast majority of those claims has been filed against either the Company (IR-New Jersey) or Trane and generally allege injury caused by exposure to asbestos fibers contained in certain historical products sold by IR-New Jersey or Trane, primarily products used in railroad brake shoes. Neither IR-New Jersey nor Trane was a producer or manufacturer of these products; however, some formerly manufactured products utilized asbestos-containing components and packings purchased from third-party suppliers.

Prior to the fourth quarter of 2007, the Company recorded a liability (which it periodically reviewed) for its actual and anticipated future asbestos settlement costs projected seven years into the future. The Company did not record a liability for future asbestos settlement costs beyond the seven-year period covered by its reserve because such costs previously were not reasonably estimable and are further detailed below.

In the fourth quarter of 2007, the Company again reviewed its history and experience with asbestos-related litigation and determined that it had now become possible to make a reasonable estimate of its total liability for pending and unasserted potential future asbestos-related claims. This determination was based upon the Company's analysis of developments in asbestos-related litigation, including the substantial and continuing decline in the filing of non-malignancy claims against the Company, the establishment in many jurisdictions of inactive or deferral dockets for such claims, the reduction in the number of non-malignancy claims because of changes in the legal and judicial treatment of such claims, and the increasing focus of the asbestos litigation upon malignancy claims, primarily those involving mesothelioma, a cancer with a known historical and predictable future annual incidence rate. The Company's substantial accumulated experience with respect to the resolution of malignancy claims, particularly mesothelioma claims, filed against it.

Accordingly, in the fourth quarter of 2007, the Company retained Dr. Thomas Vasquez, a professional research & planning corporation (collectively, "ARPC") to assist it in calculating the Company's total liability for pending and unasserted future asbestos-related claims. ARPC is an expert in performing complex calculations such as this. ARPC has been involved in numerous asbestos-related valuations of current and future liabilities, and its valuation methodology is widely accepted by numerous courts.

The methodology used by ARPC to project the Company's total liability for pending and unasserted potential future asbestos-related claims relied upon and included the following factors:

- ARPC's interpretation of a widely accepted forecast of the population likely to be occupationally exposed to asbestos;

- epidemiological studies estimating the number of people likely to develop asbestos-related diseases such as mesothelioma and lung cancer;

- the Company's historical experience with the filing of non-malignancy claims and its historical ratio between the numbers of non-malignancy and lung cancer claims filed against the Company;

**Stockholders' equity (deficit)**

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ARPC's analysis of the number of people likely to file an asbestos-related claim against the Company based on such epidemiological and historical data and the Company's recent three-year claims history;

an analysis of the Company's pending cases, by type of disease claimed;

an analysis of the Company's most recent three-year history to determine the frequency and resolution value of claims, by type of disease claimed;

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an adjustment for inflation in the future average settlement value of claims, inflation rate, adjusted downward to 1.5% to take account of the declining value resulting from the aging of the claimant population;

an analysis of the period over which the Company has and is likely to resolve claims against it in the future.

Based on these factors, ARPC calculated a total estimated liability of \$755 million to resolve all pending and unasserted potential future claims through 2053, which is ARPC's estimate of the time it will take to resolve asbestos-related claims. This amount is not discounted for the time-value of money, and excludes the Company's defense fees (to be expensed by the Company as they are incurred). After considering ARPC's assets listed above, in the fourth quarter of 2007, the Company increased its recorded liability for asbestos claims by \$538 million, from \$217 million to \$755 million.

In addition, during the fourth quarter of 2007, the Company recorded an \$89 million charge for probable asbestos-related insurance recoveries to \$250 million. This represents a charge by the Company for previously paid and settled claims and the probable reimbursements received. The Company's estimated liability for pending and future claims. In calculating this amount, the Company considered the amount of insurance available, gaps in coverage, allocation methodology, ratings and creditworthiness of the insurers, the amounts already recovered from and settlements with insurers, and the terms of existing settlement agreements with insurers.

During the fourth quarter of 2007, the Company recorded a non-cash charge to earnings of \$449 million (\$277 million after-tax), which is the difference between the amount of the charge and the amount of the recovery. This charge is the difference between the amount of the charge and the amount that the Company expects to recover from insurance settlements to that increased liability.

In connection with our acquisition of Trane, the Company requested ARPC to assist in Trane's asbestos-related valuations of current and future liabilities. As required by ARPC, the Company is required to record the assumed asbestos obligations and associated insurance-related assets at the Acquisition Date. The Company estimated that the assumed asbestos obligations and associated insurance-related assets at the Acquisition Date to be \$494 million and \$494 million, respectively. These amounts were estimated based on certain assumptions and factors, including those described above.

Trane continues to be in litigation against certain carriers whose policies it believes cover asbestos claims. The insurance carriers named in this suit have challenged Trane's settlement with the carriers. Trane filed the action in April 1999 in the Superior Court of New Jersey, Middlesex County, against various primary and lower layer excess insurance carriers, seeking coverage for environmental claims (the NJ Litigation). The NJ Litigation was later expanded to also seek coverage for asbestos-related liabilities from twenty-one primary and lower layer excess carriers and underwriting. Environmental claims against the insurers in the NJ Litigation have been resolved on a non-prejudice for later resolution. On September 19, 2005, the court granted Trane's motion for summary judgment on insurance coverage for asbestos-related liabilities against 16 additional insurers and added their policies to the NJ Litigation. The court also required the parties to submit all contested issues to mediation. Trane engaged in its first mediation session with the NJ Litigation defendants in 2006 and has engaged in active discussions since that time.

Trane has now settled with the majority of the insurers in the NJ Litigation, collectively representing approximately 95% of its recorded asbestos-related liability insurance receivable as of December 31, 2010. Most, although not all, of Trane's settlement agreements constitute coverage

**Stockholders' equity (deficit)**

arrangements, in which the insurer signatories agree to reimburse Trane for specific  
for asbestos bodily injury claims and Trane agrees to certain claims-handling protocols.  
insurer signatories certain releases and indemnifications.

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More specifically, effective August 26, 2008, Trane entered into a coverage-in-place agreement (the "August 26 Agreement") with the following five insurance companies or groups: 1) Hartford Financial Services Group, Inc. (Hartford); 2) Allstate (solely in its capacity as successor-in-interest to Northbrook Excess & Surplus Insurance Company); 3) Dairyland Insurance Company; and 4) AIG. In addition, on September 15, 2008, Trane entered into a settlement agreement with Mt. McKinley Insurance Company and Everest Re Group, Ltd. (Everest Re), both members of the Everest Re group, resolving all claims in the NJ Litigation arising from policies issued by those companies (the "Everest Re Agreement"). The Everest Re Agreement includes a number of elements, including policy buy-outs and partial buy-outs in exchange for certain releases, along with coverage-in-place features similar to those contained in the August 26 Agreement, in exchange for certain releases and indemnifications by Trane. Further, on January 26, 2009, Trane entered into a coverage-in-place agreement with Columbia Casualty Company, Continental Insurance Company and Continental Insurance Company (the "CNA Agreement"), and agreed to a dismissal of its environmental claims against CNA. Trane also has reached a coverage-in-place agreement with Century Indemnity Company and International Insurance Company (the "Century-International Agreement"). The Century-International Agreement has an initial term of three years which renews automatically for successive three year terms unless either Trane or the Century-International Agreement elect to forward to the other party a notice of non-renewal. Most recently, effective January 26, 2009, Trane reached an agreement with certain London market insurance companies (the "LMC Agreement") which resolved all claims against the policies at issue. The LMC Agreement provides for the reimbursement by the insurer signatories of a portion of Trane's costs for asbestos litigation, based on the attainment of certain aggregate indemnity and defense payment thresholds, for certain releases and indemnifications from Trane. Trane also reached agreement with Harper Insurance Company (Harper), a party to the LMC Agreement, in 2009 with Harper's obligations to Trane under the LMC Agreement and for certain releases and indemnifications from Trane in exchange for a one-time cash payment by Harper. Trane remains in settlement negotiations with the few insurer defendants in the NJ Litigation not encompassed by the LMC Agreement, the Everest Re Agreement, the CNA Agreement, the Century-International Agreement, and the Harper Agreement. In addition to its pursuit of coverage from its solvent insurers, Trane also is pursuing claims against the estates of insolvent insurers in connection with its asbestos bodily injury claims.

The amounts recorded by the Company for asbestos-related liabilities and insurance recoveries are based on currently available information. The Company's actual liabilities or insurance recoveries may be significantly higher or lower than those recorded if assumptions used in the Company's calculations vary significantly from actual results. Key variables in these assumptions include the number and type of new claims to be filed each year, the average cost of resolution of each such new claim, the resolution of coverage issues with insurance carriers, and the solvency risk with respect to the Company's insurance carriers. Furthermore, predictions of these variables are subject to greater uncertainty as the projection period lengthens. Other factors that may affect the Company's liability include uncertainties surrounding the litigation process, changes in jurisdiction to jurisdiction and from case to case, reforms that may be made by state or federal legislation, and the passage of state or federal tort reform legislation.

The aggregate amount of the stated limits in insurance policies available to the Company for asbestos-related claims acquired over many years and from many different carriers, is substantial. However, limitations in that coverage, primarily due to the considerations described above, may result in the projected total liability to claimants substantially exceeding the probable recovery.

From receipt of its first asbestos claims more than twenty five years ago to December 31, 2008, the Company has resolved (by settlement or dismissal) approximately 256,000 claims arising from its legacy Ingersoll Rand businesses. The total amount of all settlements paid by the Company (including insurance recoveries) and by its insurance carriers is approximately \$410 million, for an average payment per resolved claim of \$1,595. The average payment per claim resolved during

**Stockholders' equity (deficit)**

December 31, 2009 was \$12,136. Because claims are frequently filed and settled in amount and timing of settlements, as well as the number of open claims, can fluctuate period to period.

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The table below provides additional information regarding asbestos-related claims filed against legacy Ingersoll Rand businesses, excluding those filed against Trane, reflecting updated information for the last three years.

	2007
Open claims January 1	105,363
New claims filed	5,399
Claims settled	(4,993)
Claims dismissed *	(1,473)
Open claims December 31	104,296

\* The significant increase in dismissals in 2008 is attributed to the dismissal of large and/or inactive cases in Mississippi and New York. This amount reflects the Company's resolution of higher value malignancy claims, particularly mesothelioma claims, rather than non-malignancy claims, which are more heavily represented in the Company's historical claims.

From receipt of the first asbestos claim more than twenty years ago through December 31, 2009, the Company has resolved approximately 86,646 (by settlement or dismissal) claims arising from legacy Trane business. The Company and its insurance carriers have paid settlements of approximately \$1.1 billion on these claims, which represents an average payment per resolved claim of approximately \$12,500. As of December 31, 2009, there were 92,298 open claims pending against Trane. Because claims are frequently filed and settled in large groups, the amount and timing of settlements, as well as the number of open claims, can fluctuate significantly from period to period.

The table below provides additional information regarding asbestos-related claims filed against legacy Trane businesses, reflecting updated information for the last three years.

	2007
Open claims January 1	114,420
New claims filed	3,055
Claims settled	(787)
Claims dismissed	(5,477)
Open claims December 31	111,211

At December 31, 2009, over 91 percent of the open claims against the Company are inactive claims, many of which have been placed on inactive or deferral dockets and the vast majority of which have little or no settlement value against the Company, particularly in light of recent court decisions and judicial treatment of such claims.

At December 31, 2009, the Company's liability for asbestos related matters and the value of asbestos-related insurance recoveries totaled \$1,113.1 million and \$424.2 million, respectively, compared to \$1,195.2 million and \$423.8 million at December 31, 2008.

The (costs) income associated with the settlement and defense of asbestos related claims and the value of asbestos-related insurance recoveries were as follows:

*In millions*

2009

**Stockholders' equity (deficit)**

Continuing operations	\$	13.8	\$
Discontinued operations		(1.5)	
Total	\$	12.3	\$

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The Company records certain income and expenses associated with its asbestos liabilities and corresponding insurance recoveries within discontinued operations, as they relate to certain businesses, primarily Ingersoll-Dresser Pump, which was sold in 2000. Income and expenses with Trane's asbestos liabilities and corresponding insurance recoveries are recorded in discontinued operations.

*The European Commission Investigation*

In November 2004, Trane was contacted by the European Commission as part of a reorganization investigation into possible infringement of European Union competition law relating to the sale of bathroom fixtures and fittings in certain European countries. On March 28, 2007, a number of other companies, received a Statement of Objections from the European Commission. The Statement of Objections, an administrative complaint, alleges infringements of European Union competition rules by numerous bathroom fixture and fittings companies, including Trane and its former European subsidiaries engaged in the Bath and Kitchen business. These former subsidiaries were transferred (i) to WABCO on July 31, 2007 as part of a legal reorganization in the spinoff of Trane's Vehicle Control Systems business and (ii) to Bain Capital Partners on July 31, 2007 in connection with the sale of Trane's Bath & Kitchen business. Trane and certain of its European subsidiaries will be jointly and severally liable for any fines that result from the investigation. However, pursuant to an Indemnification and Cooperation Agreement among Trane and certain of its subsidiaries (Indemnification Agreement), American Standard Europe BVBA (renamed WABCO Europe BVBA) (WABCO Europe), which is a subsidiary of WABCO following the reorganization, is responsible for, and will indemnify Trane and its subsidiaries (including certain subsidiaries engaged in the Bath and Kitchen business) and their respective affiliates against, any fines or penalties resulting from the investigation. Trane and the charged subsidiaries responded to the European Commission's Statement of Objections on November 12, 2007 and July 31, 2007, respectively. A hearing with the European Commission regarding the Statement of Objections was conducted from November 12-14, 2007, in Brussels, Belgium. Trane, WABCO Europe and other former Trane subsidiaries participated in the hearing. Trane, however, did not participate in the hearing.

In 2006, the European Commission adopted new fining guidelines (2006 Guidelines) and its intention to apply these guidelines in all cases in which a Statement of Objections is issued. In September 2006. In applying the 2006 Guidelines, the Commission retains considerable discretion in calculating the fine although the European Union regulations provide for a cap on the maximum fine equal to ten percent of Trane's worldwide revenue attributable to all of its products and services sold prior to the year in which the fine is imposed. If the maximum fine is levied in 2010, the maximum fine could be as high as \$1.1 billion based on Trane's last full fiscal year of worldwide revenue. Trane's ability to pay all of its product lines owned at the time the Statement of Objections was issued, subject to a 20 percent reduction for leniency of at least 20 percent provided WABCO Europe, as the leniency recipient, fulfilled all conditions set forth in the European Commission's leniency notice. WABCO Europe's Form 10-K for the fiscal year ended December 31, 2009, that its ability to satisfy its obligations under the Indemnification Agreement is contingent on its funding capability at the time of payment. WABCO Europe's ability to be affected by, among other things, its ability to access its then existing credit facilities, its ability to obtain alternative sources of financing, its ability to obtain some payment relief from the Commission or its ability to obtain a suspension of the payment obligation from the Commission, will be determined by the First Instance.

*Oil for Food Program*

As previously reported, on November 10, 2004, the Securities and Exchange Commission issued an Order directing that a number of public companies, including the Company, provide information relating to their participation in transactions under the United Nations Oil for Food Program. Upon receipt of the Order, the Company undertook a thorough review of its participation in the Oil for Food Program, provided the SEC with information responsive to the Order and provided a

**Stockholders' equity (deficit)**

information requested by the SEC. During a March 27, 2007 meeting with the SEC, representative of the Department of Justice (DOJ) was also present, the Company began concerning the resolution of this matter with both the SEC and DOJ. On October 31, 2007, the Company announced it had reached settlements with the SEC and DOJ relating to this matter. In connection with the settlements, the Company paid a total of \$6.7 million in penalties, interest and disallowed profits. The Company has consented to the entry of a civil injunction in the SEC act

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entered into a three-year deferred prosecution agreement ( DPA ) with the DOJ. Under the Company has implemented and will continue to implement improvements to its policies that are consistent with its longstanding policy against improper payments. In the past, the Government noted that the Company thoroughly cooperated with the investigation and had conducted its own complete investigation of the conduct at issue, promptly and in good faith, and took prompt remedial measures.

Additionally, we have reported to the DOJ and SEC certain matters involving Trane relating to the Oil for Food Program, and which raise potential issues under the FCPA and applicable anti-corruption laws. With respect to these matters, we have conducted a thorough investigation, which began in earnest promptly after our acquisition of Trane in June 2007. We had reported to the SEC and DOJ potential FCPA issues relating to one of our business units, and we have reported back to them and shared our audit report, which indicated no FCPA issues. With respect to that same business in China, we have discussed with the DOJ and SEC certain matters which raises potential FCPA issues. We have had preliminary discussions concerning these matters with the SEC and DOJ, to be followed by further discussions about them and possibly other matters which raise potential FCPA concerns. These matters (and others which may arise or of which we are aware in the future) may be deemed to violate the FCPA and other applicable anti-corruption laws. Such determinations could subject us to, among other things, further enforcement actions by the DOJ (if, for example, the DOJ deems us to have violated the DPA), securities litigation, and a loss of investor confidence, any one of which could adversely affect our business performance and market value of our stock.

*Warranty Liability*

The following represents the changes in the Company's product warranty liability for the year ended December 31, 2010:

<i>In millions</i>		2010
Balance at beginning of year		\$ 6.6
Reductions for payments		(2.2)
Accruals for warranties issued during the current period		2.2
Changes for accruals related to preexisting warranties		
Acquisitions		
Translation		
Balance at end of the year		\$ 6.6
<i>Other Commitments and Contingencies</i>		

Certain office and warehouse facilities, transportation vehicles and data processing equipment are leased by the Company. Total rental expense was \$194.9 million in 2009, \$144.8 million in 2008, and \$119.9 million in 2007. Minimum lease payments required under non-cancelable operating leases in excess of one year for the next five years and thereafter, are as follows: \$169.9 million in 2011, \$104.4 million in 2012, \$76.8 million in 2013, \$61.4 million in 2014, and \$50.0 million thereafter.

Trane has commitments and performance guarantees, including energy savings guarantees, totaling \$157.5 million extending from 2010-2030. These guarantees are provided under long-term maintenance contracts related to its air conditioning equipment and system controls. The Company has experienced one insignificant loss under such arrangements and considers the risk of any significant future losses to be remote.

**Stockholders' equity (deficit)**

The Company also has other contingent liabilities of \$3.6 million. These liabilities p  
performance bonds, guarantees and stand-by letters of credit associated with the prior  
from divested businesses as well as existing loan guarantees and residual values of e

As part of the reorganization of IR-New Jersey in 2001, IR-Limited fully and uncon  
all of the issued public debt securities IR-New Jersey. IR-New Jersey unconditional  
payment of the principal, premium, if any, and interest on IR-Limited s 4.75% Sen  
in aggregate principal

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amount of \$300 million. The guarantee is unsecured and provided on an unsubordinated basis. The guarantee ranks equally in right of payment with all of the existing and future unsecured debt of IR-New Jersey. In addition, public debt securities issued by IR-Limited and IR-Global are fully and unconditionally guaranteed by IR-Limited.

As a part of the reorganization of IR-Limited in 2009, the guarantee structure was updated to reflect the newly created legal structure under which (i) IR-International assumed the obligations of the issuer or guarantor, as the case may be, and (ii) IR-Ireland and IR-Limited fully and unconditionally guaranteed the obligations under the various indentures covering the currently outstanding debt of IR-International, IR-Global and IR-New Jersey. Neither IR-Ireland nor IR-Limited intend to issue guarantees in respect of any indebtedness incurred by Trane.

**NOTE 24 BUSINESS SEGMENT INFORMATION**

The accounting policies of the operating segments are the same as those described in Note 2. The only significant accounting policies except that the operating segments' results are prepared on a basis that is consistent with the manner in which the Company disaggregates financial information for internal review and decision making. The Company largely evaluates performance based on operating income and operating margins. Intercompany sales between segments are considered net sales.

The Company has divested various businesses over the past few years as it moves to become a global diversified industrial enterprise. During 2007, the Company sold its Bobcat, Trane and Attachments business units as well as its Road Development business unit. Segment results for all years has been revised to exclude the results of these divestitures.

Each reportable segment is based primarily on the types of products it generates. The results of the segments have been aggregated as required by GAAP.

In the fourth quarter of 2009, the Company realigned its external reporting structure to better reflect our corporate and business strategies and to promote additional productivity. The Company's segments are now as follows: Climate Solutions, Residential Solutions, Industrial Technologies and Security Technologies. As part of the change, the Company eliminated the Conditioning Systems and Services segment which represented the acquired Trane business. The two new reportable segments, the Climate Solutions segment and the Residential Solutions segment, were created.

A description of the Company's reportable segments is as follows:

The Climate Solutions segment delivers energy-efficient refrigeration and Heating, Ventilation and Conditioning (HVAC) solutions throughout the world. Encompassing the transport and commercial refrigeration markets as well as the commercial HVAC markets, this segment offers a wide range of products, services and solutions to manage controlled temperature environments. The segment includes the market leading brands of Hussmann, Thermo King and Trane.

The Residential Solutions segment provides safety, comfort and efficiency to homes in North America and parts of South America. It offers customers a broad range of products and solutions including mechanical and electronic locks, energy-efficient HVAC systems, security systems, advanced controls, portable security systems and remote home management systems. The segment is comprised of well-known brands like American Standard, Schlage and Trane.

The Industrial Technologies segment provides products, services and solutions that improve the efficiency, productivity and operations. It offers our global customers a diverse and comprehensive range of products including compressed air systems, tools, pumps, fluid handling systems, gas turbines, and vehicles in addition to environmentally friendly micro turbines. This segment includes

Stockholders' equity (deficit)

Ingersoll Rand market leading brands.

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The Security Technologies segment is a leading global provider of products and services that help users make their work environments safe, secure and productive. The segment's market-leading products include access control systems, biometric access control systems, locks and locksets, door closers, floor closers, exit devices, fire alarm pull stations and frames, portable security devices, decorative hardware, cabinet hardware as well as door and window hardware, and personnel scheduling systems. These products serve a wide range of markets including commercial and residential housing market, healthcare, retail, maritime, transport and infrastructure, and educational and governmental facilities. This segment includes the CISA, LCN, Schlegel and other brands.

A summary of operations by reportable segments for the years ended December 31,

<i>Dollar amounts in millions</i>	2009	2008
<b>Climate Solutions</b>		
Revenues	\$ 7,293.7	\$ 6,750.0
Operating income (loss)	406.9	(771.0)
Operating income (loss) as a percentage of revenues	5.6%	-11.4%
Depreciation and amortization	211.0	265.0
Capital expenditures	93.6	146.0
<b>Residential Solutions</b>		
Revenues	2,001.5	1,473.0
Operating income	122.9	(2,037.0)
Operating income as a percentage of revenues	6.1%	-138.2%
Depreciation and amortization	108.4	65.0
Capital expenditures	43.5	59.0
<b>Industrial Technologies</b>		
Revenues	2,181.0	2,938.0
Operating income	171.8	353.0
Operating income as a percentage of revenues	7.9%	12.0%
Depreciation and amortization	43.3	41.0
Capital expenditures	23.0	52.0
<b>Security Technologies</b>		
Revenues	1,719.1	2,064.0
Operating income	323.7	42.0
Operating income as a percentage of revenues	18.8%	2.1%
Depreciation and amortization	39.3	42.0
Capital expenditures	25.9	25.0
Total revenues	\$ 13,195.3	\$ 13,227.0
Operating income (loss) from reportable segments	1,025.3	(2,412.0)
Unallocated corporate expense	(183.7)	(161.0)
Total operating income (loss)	\$ 841.6	\$ (2,573.0)
Total operating income (loss) as a percentage of revenues	6.4%	-19.5%
Depreciation and amortization from reportable segments	402.0	414.0
Unallocated depreciation and amortization	22.9	38.0
Total depreciation and amortization	\$ 424.9	\$ 453.0

**Stockholders' equity (deficit)**

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Capital expenditures from reportable segments	186.0	285
Corporate capital expenditures	18.2	21
Total capital expenditures	\$ 204.2	\$ 306

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Revenues by destination and long-lived assets by geographic area for the years ended as follows:

<i>In millions</i>	2009	2008
<b>Revenues</b>		
United States	\$ 8,227.8	\$ 7,700.0
Non-U.S.	4,967.5	5,500.0
Total	\$ 13,195.3	\$ 13,200.0

<i>In millions</i>	2009
<b>Long-lived assets</b>	
United States	\$ 3,302.0
Non-U.S.	941.0
Total	\$ 4,244.0

**NOTE 25 GUARANTOR FINANCIAL INFORMATION**

Ingersoll-Rand plc, an Irish public limited company (IR-Ireland), is the successor to Company Limited, a Bermuda company (IR-Limited), following a corporate reorganization effective on July 1, 2009 (the Ireland Reorganization). IR-Limited is the successor to Company, a New Jersey corporation (IR-New Jersey), following a corporate reorganization on December 31, 2001 (the Bermuda Reorganization). Both the Ireland Reorganization and the Bermuda Reorganization were accounted for as a reorganization of entities under common control and, accordingly, did not result in any changes to the consolidated amounts of assets, liabilities, or stockholders' equity.

As a part of the Bermuda Reorganization, IR-Limited issued non-voting, Class B common stock to IR-New Jersey and certain IR-New Jersey subsidiaries in exchange for a \$3.6 billion note payable to certain IR-New Jersey subsidiaries. The note, which is due in 2011, has a fixed rate of 11% per annum payable semi-annually and imposes certain restrictive covenants upon IR-Limited. At December 31, 2009, \$1.0 billion of the original \$3.6 billion note remains outstanding. IR-Limited contributed the note to a wholly owned subsidiary, which subsequently transferred portions of the note to several other subsidiaries, all of which are included in the Other Subsidiaries. Accordingly, the subsidiaries of IR-Limited remain creditors of IR-New Jersey.

In addition, as part of the Bermuda Reorganization, IR-Limited fully and unconditionally guaranteed the issued public debt securities of IR-New Jersey. IR-New Jersey unconditionally guaranteed the payment of the principal, premium, if any, and interest on IR-Limited's 4.75% Senior Notes in the aggregate principal amount of \$300 million. The guarantee is unsecured and payable on an unsubordinated basis. The guarantee ranks equally in right of payment with all of the other unsecured and unsubordinated debt of IR-New Jersey.

During 2008, the Company revised the guarantor financial statements for all periods to reflect Ingersoll-Rand Global Holding Company Limited (IR-Global) as a stand-alone subsidiary. IR-Global issued public debt that is guaranteed by IR-Limited.

As part of the Ireland Reorganization, the guarantor financial statements were further revised to reflect IR-Ireland as the ultimate parent company and Ingersoll-Rand International Holding Company (IR-International) as a stand-alone subsidiary. In addition, the guarantee structure was revised to reflect the newly created legal structure under which (i) IR-International assumed the obligation to guarantee the debt as issuer or guarantor, as the case may be, and (ii) IR-Ireland and IR-Limited fully and unconditionally guaranteed the debt.

**Stockholders' equity (deficit)**

guaranteed the obligations under the various indentures covering the currently outstanding IR-International, IR-Global and IR-New Jersey. Neither IR-Ireland nor IR-Limited Liability to issue guarantees in respect of any indebtedness

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incurred by Trane. Also as part of the Ireland Reorganization, IR-Limited transferred IR-Global to IR-International in exchange for a note payable that initially approximated \$10.8 billion, which was then immediately reduced by the settlement of net intercompany payable on December 31, 2009, \$10.8 billion remains outstanding.

The condensed consolidating financial statements present the investments of IR-Ireland, IR-Global, IR-International and IR-New Jersey and their subsidiaries using the equity method of accounting. Intercompany investments in the non-voting Class B common shares are accounted for on the cost method and are reduced by intercompany dividends. In accordance with generally accepted accounting principles, the amounts related to the issuance of the Class B shares have been reflected as a reduction of Total shareholders' equity. The notes payable continue to be reflected on the balance sheet of IR-New Jersey and are enforceable in accordance with their terms.

See Note 13 and 23 for a further discussion on the public debt issuance and related matters.

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The following condensed consolidated financial information for IR-Ireland, IR-Limited, IR-International and IR-New Jersey, and all their other subsidiaries is included so that the statements of IR-Ireland, IR-Limited, IR-International, IR-Global and IR-New Jersey can be filed with the U.S. Securities and Exchange Commission.

**Condensed Consolidating Income Statement**

For the year ended December 31, 2009

<i>In millions</i>	IR Ireland	IR Limited	IR International	IR Global Holding	IR New Jersey	Other Subsidiaries	Con Adj
	\$	\$	\$	\$	\$	\$	\$
Net revenues					643.7	12,551.6	
Cost of goods sold		(0.7)			(534.0)	(9,110.4)	
Selling and administrative expenses	(6.3)	(35.5)		(1.3)	(288.3)	(2,377.2)	
Operating income	(6.3)	(36.2)		(1.3)	(178.6)	1,064.0	
Equity earnings in affiliates (net of tax)	361.8	223.4	203.7	903.2	107.2	(2.2)	
Interest expense		(7.8)	(7.8)	(186.7)	(53.4)	(46.5)	
Intercompany interest and fees		(18.7)	(126.5)	(69.8)	(117.6)	332.6	
Other, net		(4.3)	1.0	(299.5)	152.1	(92.0)	
Earnings (loss) before income taxes	355.5	156.4	70.4	345.9	(90.3)	1,255.9	
Benefit (provision) for income taxes	0.6				68.0	(139.9)	
Continuing operations	356.1	156.4	70.4	345.9	(22.3)	1,116.0	
Discontinued operations, net of tax					(50.5)	38.9	
Net earnings (loss)	356.1	156.4	70.4	345.9	(72.8)	1,154.9	
Less: Net earnings attributable to noncontrolling interests							(63.4)
Net earnings (loss) attributable to Ingersoll-Rand plc	\$ 356.1	\$ 156.4	\$ 70.4	\$ 345.9	\$ (72.8)	\$ 1,091.5	\$

**Table of Contents****Condensed Consolidating Income Statement**

For the year ended December 31, 2008

<i>In millions</i>	IR Limited	IR Global Holding	IR New Jersey	Other Subsidiaries	Consol Adjust
Net revenues	\$ -	\$ -	\$ 898.5	\$ 12,328.9	\$
Cost of goods sold	-	-	(664.3)	(9,083.8)	
Selling and administrative expenses	(41.7)	(0.5)	(292.0)	(2,008.9)	
Asset impairment	-	-	-	(3,710.0)	
Operating income (loss)	(41.7)	(0.5)	(57.8)	(2,473.8)	
Equity earnings in affiliates (net of tax)	(2,468.4)	(1,266.3)	106.7	(288.5)	3,
Interest expense	(15.5)	(108.9)	(73.2)	(47.8)	
Intercompany interest and fees	(95.8)	(168.2)	(353.9)	617.9	
Other, net	(8.1)	26.9	105.8	(71.3)	
Earnings (loss) before income taxes	(2,629.5)	(1,517.0)	(272.4)	(2,263.5)	3,
Benefit (provision) for income taxes	-	(0.6)	67.4	141.8	
Continuing operations	(2,629.5)	(1,517.6)	(205.0)	(2,121.7)	3,
Discontinued operations, net of tax	4.7	-	(83.5)	21.4	
Net earnings (loss)	(2,624.8)	(1,517.6)	(288.5)	(2,100.3)	3,
Less: Net earnings attributable to noncontrolling interests	-	-	-	(10.1)	
Net earnings (loss) attributable to Ingersoll-Rand plc	\$ (2,624.8)	\$ (1,517.6)	\$ (288.5)	\$ (2,110.4)	\$ 3,

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**Table of Contents****Condensed Consolidating Income Statement**

For the year ended December 31, 2007

<i>In millions</i>	IR				Consolidated
	IR Limited	IR Global Holding	New Jersey	Other Subsidiaries	
Net revenues	\$ -	\$ -	\$ 911.9	\$ 7,851.2	\$ (8,762.3)
Cost of goods sold	-	-	(629.2)	(5,642.8)	(6,272.0)
Selling and administrative expenses	(32.7)	(0.6)	(302.3)	(1,097.7)	(1,433.3)
Operating income (loss)	(32.7)	(0.6)	(19.6)	1,110.7	(102.2)
Equity earnings in affiliates (net of tax)	4,038.4	3,234.2	873.1	765.2	(8,762.3)
Interest expense	(39.8)	-	(69.9)	(26.5)	(136.2)
Intercompany interest and fees	(53.8)	(155.4)	(684.0)	893.2	(1,000.0)
Other, net	54.6	2.9	71.4	(18.6)	109.3
Earnings (loss) before income taxes	3,966.7	3,081.1	171.0	2,724.0	(8,762.3)
Benefit (provision) for income taxes	-	-	167.8	(372.2)	(204.4)
Continuing operations	3,966.7	3,081.1	338.8	2,351.8	(8,762.3)
Discontinued operations, net of tax	-	-	426.4	2,816.2	3,242.6
Net earnings (loss)	\$ 3,966.7	\$ 3,081.1	\$ 765.2	\$ 5,168.0	\$ (8,762.3)
Less: Net earnings attributable to noncontrolling interests	-	-	-	(103.4)	(103.4)
Net earnings (loss) attributable to Ingersoll-Rand plc	\$ 3,966.7	\$ 3,081.1	\$ 765.2	\$ 5,064.6	\$ (8,658.9)

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**Table of Contents****Condensed Consolidating Balance Sheet**

December 31, 2009

<i>In millions</i>	IR Ireland	IR Limited	IR International	IR Global Holding	IR New Jersey	Other Subsidiaries	Co
Current assets:							
Cash and cash equivalents	\$ 0.6	\$	\$	\$ 81.8	\$ 175.5	\$ 618.8	\$
Accounts and notes receivable, net	0.1				187.1	1,933.0	
Inventories					39.1	1,154.1	
Other current assets	0.7	1.4			519.2	115.9	
Accounts and notes receivable affiliates	26.1	294.5	17.0	2,734.0	1,777.5	48,967.4	
Total current assets	27.5	295.9	17.0	2,815.8	2,698.4	52,789.2	
Investment in affiliates	7,188.5	6,437.4	15,785.3	13,413.2	7,611.2	66,558.4	
Property, plant and equipment, net	0.1				213.3	1,699.4	
Intangible assets, net					72.4	11,576.4	
Other noncurrent assets			1.1	20.3	1,129.3	451.4	
Total assets	\$ 7,216.1	\$ 6,733.3	\$ 15,803.4	\$ 16,249.3	\$ 11,724.6	\$ 133,074.8	\$
Current liabilities:							
Accounts payable and accruals	\$ 6.0	\$	\$ 1.8	\$ 52.2	\$ 325.7	\$ 2,715.8	\$
Short term borrowings and current maturities of long-term debt				250.0	351.2	275.5	
Accounts and note payable affiliates	4.4	6.0	4,523.8	6,407.0	3,952.7	38,535.1	
Total current liabilities	10.4	6.0	4,525.6	6,709.2	4,629.6	41,526.4	
Long-term debt			299.3	2,318.9	388.9	212.8	
Note payable affiliate			10,789.4		1,047.4		
Other noncurrent		9.0	3.8	339.5	2,301.3	3,273.1	

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Stockholders' equity (deficit)

liabilities

Total liabilities 10.4 15.0 15,618.1 9,367.6 8,367.2 45,012.3

Shareholders equity:

Total shareholders equity 7,205.7 6,718.3 185.3 6,881.7 3,357.4 88,062.5

Total liabilities and equity

\$ 7,216.1 \$ 6,733.3 \$ 15,803.4 \$ 16,249.3 \$ 11,724.6 \$ 133,074.8

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**Table of Contents****Condensed Consolidating Balance Sheet**

December 31, 2008

<i>In millions</i>	IR Limited	IR Global Holding	IR New Jersey	Other Subsidiaries	Consol Adjus
<b>Current assets:</b>					
Cash and cash equivalents	\$ -	\$ 1.1	\$ 8.6	\$ 540.5	\$
Accounts and notes receivable, net	-	-	224.7	2,287.4	
Inventories	-	-	71.4	1,543.7	
Other current assets	5.0	3.3	166.5	547.5	
Accounts and notes receivable affiliates	442.1	1,911.5	4,370.0	36,804.4	(4)
Total current assets	447.1	1,915.9	4,841.2	41,723.5	(4)
Investment in affiliates	10,185.5	12,337.4	7,420.0	65,156.2	(9)
Property, plant and equipment, net	-	-	161.9	1,806.6	
Intangible assets, net	-	-	72.6	11,761.6	
Other noncurrent assets	(3.0)	12.1	742.3	970.7	
Total assets	\$ 10,629.6	\$ 14,265.4	\$ 13,238.0	\$ 121,418.6	\$ (13)
<b>Current liabilities:</b>					
Accounts payable and accruals	\$ 0.5	\$ 37.4	\$ 194.0	\$ 2,929.1	\$
Short term borrowings and current maturities of long-term debt	-	1,752.7	353.2	244.5	
Accounts and note payable affiliates	3,409.8	5,230.6	5,526.5	29,070.7	(4)
Total current liabilities	3,410.3	7,020.7	6,073.7	32,244.3	(4)
Long-term debt	299.2	1,598.7	395.7	480.1	
Note payable affiliate	-	-	1,047.4	-	(
Other noncurrent liabilities	158.0	2.9	2,194.7	3,521.7	
Total liabilities	3,867.5	8,622.3	9,711.5	36,246.1	(4)
<b>Shareholders' equity:</b>					
Total shareholders' equity	6,762.1	5,643.1	3,526.5	85,172.5	(9)
Total liabilities and equity	\$ 10,629.6	\$ 14,265.4	\$ 13,238.0	\$ 121,418.6	\$ (13)

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**Table of Contents****Condensed Consolidating Statement of Cash Flows**

For the year ended December 31, 2009

<i>In millions</i>	IR Ireland	IR Limited	IR International	IR Global Holding	IR New Jersey	Other Subsidiaries
Net cash (used in) provided by continuing operating activities	\$ (6.2)	\$ (48.3)	\$ (6.8)	\$ (188.0)	\$ 46.7	\$ 1,000.0
Net cash (used in) provided by discontinued operating activities	-	-	-	-	(50.5)	-
Cash flows from investing activities:						
Capital expenditures	(0.1)	-	-	-	(24.5)	(1,000.0)
Proceeds from sale of property, plant and equipment	-	-	-	-	-	-
Acquisitions, net of cash	-	-	-	-	-	-
Proceeds from business dispositions	-	-	-	-	-	-
Proceeds from the sale of marketable securities	-	-	-	-	-	-
Other, net	-	-	-	-	-	-
Net cash (used in) provided by continuing investing activities	(0.1)	-	-	-	(24.5)	(1,000.0)
Net cash (used in) provided by discontinued investing activities	-	-	-	-	-	-
Cash flows from financing activities:						
Net change in debt	-	-	-	(752.7)	(8.8)	(1,000.0)
Debt issue costs	-	-	-	(16.1)	-	-
Settlement of cross currency swap	-	-	-	-	-	-
Net inter-company (payments) proceeds	50.9	239.2	6.8	1,028.1	192.8	(1,000.0)
Proceeds from the exercise of stock options	-	27.2	-	-	-	-
Excess tax benefit from stock-based compensation	-	0.7	-	-	-	-
	-	-	-	-	-	-



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Stockholders' equity (deficit)

Dividends paid to noncontrolling interests						
Dividends (paid) received	(44.0)	(218.8)	-	9.4	11.2	
Acquisition of noncontrolling interests	-	-	-	-	-	
Repurchase of common shares by subsidiary	-	-	-	-	-	
Net cash (used in) provided by continuing financing activities	6.9	48.3	6.8	268.7	195.2	(1,
Net cash (used in) provided by discontinued financing activities	-	-	-	-	-	
Effect of exchange rate changes on cash and cash equivalents	-	-	-	-	-	
Net (decrease) increase in cash and cash equivalents	0.6	-	-	80.7	166.9	
Cash and cash equivalents beginning of period	-	-	-	1.1	8.6	
Cash and cash equivalents end of period	\$ 0.6	\$ -	\$ -	\$ 81.8	\$ 175.5	\$

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**Table of Contents****Condensed Consolidating Statement of Cash Flows**

For the year ended December 31, 2008

<i>In millions</i>	IR Limited	IR Global Holding	IR New Jersey	Othe Subsidiar
Net cash (used in) provided by continuing operating activities	\$ (74.2)	\$ (82.4)	\$ (708.3)	\$ 1,23
Net cash (used in) provided by discontinued operating activities	-	-	(2.6)	(2)
Cash flows from investing activities:				
Capital expenditures	-	-	(31.0)	(27)
Proceeds from sale of property, plant and equipment	-	-	(8.4)	8
Acquisitions, net of cash	-	-	-	(7,10
Proceeds from business dispositions	-	-	21.7	3
Proceeds from the sale of marketable securities	-	-	8.0	(
Other	-	-	(7.9)	(2
Net cash (used in) provided by continuing investing activities	-	-	(17.6)	(7,28
Net cash (used in) provided by discontinued investing activities	-	-	-	
Cash flows from financing activities:				
Net change in debt	-	3,351.4	(209.7)	(15
Debt issue costs	-	(23.0)	-	
Net inter-company (payments) proceeds	516.6	(5,275.8)	365.5	4,39
Proceeds from the exercise of stock options	18.5	-	-	
Excess tax benefit from stock-based compensation	-	-	19.5	(
Dividends paid to noncontrolling interests	-	-	-	(1
Dividends (paid) received	(461.5)	53.8	16.4	17
Repurchase of common shares by subsidiary	-	(2.0)	-	
Net cash (used in) provided by continuing financing activities	73.6	(1,895.6)	191.7	4,39
Net cash (used in) provided by discontinued financing activities	-	-	-	
Effect of exchange rate changes on cash and cash equivalents	-	-	-	1
	(0.6)	(1,978.0)	(536.8)	(1,66

**Stockholders' equity (deficit)**

Net (decrease) increase in cash and cash equivalents				
Cash and cash equivalents beginning of period	0.6	1,979.1	545.4	2,210.1
Cash and cash equivalents end of period	\$ -	\$ 1.1	\$ 8.6	\$ 546.5

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**Table of Contents****Condensed Consolidating Statement of Cash Flows**

For the year ended December 31, 2007

<i>In millions</i>	IR Limited	IR Global Holding	IR New Jersey	Othe Subsidiar
Net cash (used in) provided by continuing operating activities	\$ (100.0)	\$ -	\$ (457.8)	\$ 1,38
Net cash (used in) provided by discontinued operating activities	-	-	(37.0)	11
Cash flows from investing activities:				
Capital expenditures	-	-	(24.7)	(9
Proceeds from sale of property, plant and equipment	-	-	4.6	
Acquisitions, net of cash	-	-	(0.6)	(2
Proceeds from business dispositions	-	-	3,076.7	3,07
Proceedes from the sale of marketable securities	-	-	-	
Other	-	-	(0.3)	2
Net cash (used in) provided by continuing investing activities	-	-	3,055.7	2,99
Net cash (used in) provided by discontinued investing activities	-	-	(4.7)	(5
Cash flows from financing activities:				
Net change in debt	(378.0)	-	(49.4)	(12
Net inter-company (payments) proceeds	776.2	3,924.1	(2,088.6)	(2,61
Proceeds from the exercise of stock options	160.2	-	-	
Excess tax benefit from stock-based compensation	-	-	29.1	
Dividends paid to noncontrolling interests	-	-	-	(
Dividends (paid) received	(459.5)	54.9	16.4	17
Repurchase of common shares by subsidiary	-	(1,999.9)	-	
Net cash (used in) provided by continuing financing activities	98.9	1,979.1	(2,092.5)	(2,55
Net cash (used in) provided by discontinued financing activities	-	-	-	5

**Stockholders' equity (deficit)**

Effect of exchange rate changes on cash and cash equivalents				
Net (decrease) increase in cash and cash equivalents	(1.1)	1,979.1	463.7	1,93
Cash and cash equivalents beginning of period	1.7	-	81.7	27
Cash and cash equivalents end of period	\$ 0.6	\$ 1,979.1	\$ 545.4	\$ 2,21

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**INGERSOLL-RAND PLC**

**VALUATION AND QUALIFYING ACCOUNTS**

**FOR THE YEARS ENDED DECEMBER 31, 2009, 2008 AND**

(Amounts in millions)

**Allowances for Doubtful Accounts:**

**Balance December 31, 2006**

Additions charged to costs and expenses

Deductions \*

Business acquisitions and divestitures, net

Currency translation

**Balance December 31, 2007**

Additions charged to costs and expenses

Deductions \*

Business acquisitions and divestitures, net

Currency translation

Other

**Balance December 31, 2008**

Additions charged to costs and expenses

Deductions \*

Currency translation

Other

**Balance December 31, 2009**

(\* ) Deductions include accounts and advances written off, less recoveries.

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**INGERSOLL-RAND PLC**

**VALUATION AND QUALIFYING ACCOUNTS**

**FOR THE YEARS ENDED DECEMBER 31, 2009, 2008 AND**

(Amounts in millions)

**Reserve for LIFO:**

**Balance December 31, 2006**

Additions  
Reductions

**Balance December 31, 2007**

Additions  
Reductions

**Balance December 31, 2008**

Additions  
Reductions

**Balance December 31, 2009**

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