



**Intermec, Inc.**





IN NYSE

Computer Hardware

Market Capitalization USD:

**\$388.55 mm**

**CONCERN LEVEL: AVERAGE**

- 1 The CEO's total remuneration is within the typical market range for the relevant industry and market cap.
- 2 The ratio between the CEO's pay and the median pay of the other named executive officers is 3X or less.
- 3 The CEO's annual cash incentives rose or fell in line with annual performance. 
- 4 The CEO received no more than one annual cash bonus this fiscal year.
- 5 The CEO's equity remuneration reflected the company's share price movement over the last five years.
- 6 The company only pays long-term incentives to the CEO for above median performance against a peer group. 
- 7 The company's dilution from equity incentives is 10 percent or less. 
- 8 Unvested equity lapses when the CEO's employment is terminated. 
- 9 The CEO's potential cash severance payment is capped at two times annual cash remuneration.
- 10 The accrued benefits of the CEO's post-retirement income are within the typical market range for the relevant market cap bracket.

**CEO: Allen J. Lauer**

**Age: 74**

**CEO Since: 2012**

|  | 2009               | 2010               | 2011               |
|--|--------------------|--------------------|--------------------|
| <b>Base Salary</b>   | \$610,731          | \$698,508          | \$720,596          |
| <b>Discretionary Bonus</b>   | \$0                | \$0                | \$0                |
| <b>Annual Cash Incentive</b>                                       | \$0                | \$0                | \$653,941          |
| <b>Benefits and Perquisites</b>                                    | \$59,651           | \$24,062           | \$24,769           |
| <b>TOTAL ANNUAL COMPENSATION</b>                                   | <b>\$670,382</b>   | <b>\$722,570</b>   | <b>\$1,399,306</b> |
| <b>Increase in Post-Retirement Benefits</b>                        | \$0                | \$0                | \$0                |
| <b>Stock Option Awards</b>   | \$584,400          | \$492,346          | \$0                |
| <b>Stock Awards</b>  | \$832,000          | \$2,304,564        | \$1,903,381        |
| <b>TOTAL COMPENSATION</b>  | <b>\$2,086,782</b> | <b>\$3,519,480</b> | <b>\$3,302,687</b> |
| <b>Median of Other Named Executive Officers Total Compensation</b> | \$918,971          | \$1,525,008        | \$1,159,014        |
| <b>Value Realized on Exercise of Stock Option</b>                  | \$0                | \$0                | \$0                |
| <b>Value Realized on Vesting of Stock</b>                          | \$0                | \$189,062          | \$786,617          |
| <b>TOTAL REALIZED EQUITY COMPENSATION</b>                          | <b>\$0</b>         | <b>\$189,062</b>   | <b>\$786,617</b>   |

Proxy Date: 12 Apr 2012

Annual Meeting Date: 22 May 2012

Equity Reserves: 22.19%

Stock Option Run Rate: 1.85%

# Intermec, Inc.

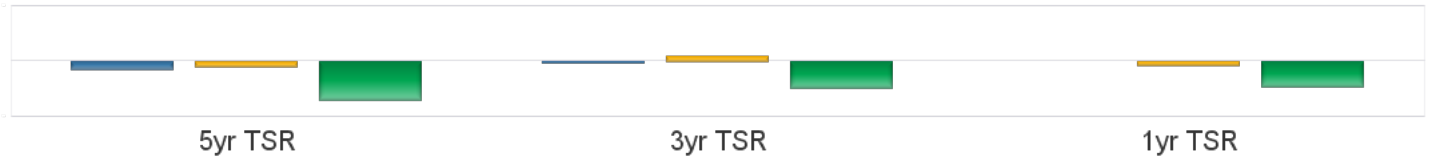
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## Performance Comparison

■ S&P500 ■ Industry ■ IN



## Peer Comparisons (TRBC) =Computer Hardware

### Total Summary CEO Compensation

| Ticker | Company Name              | 2009        | 2010        | 2011        | Market Cap    |
|--------|---------------------------|-------------|-------------|-------------|---------------|
| IN     | Intermec, Inc.            | \$2,086,782 | \$3,519,480 | \$3,302,687 | \$388,545,303 |
| CATM   | Cardtronics, Inc.         | \$250,000   | \$4,875,822 | \$2,043,389 | \$998,253,027 |
| SNX    | SYNNEX Corporation        | \$2,216,450 | \$2,996,412 | \$3,802,443 | \$956,000,429 |
| SCSC   | ScanSource, Inc.          | \$3,623,024 | \$3,529,900 |             | \$802,023,604 |
| SYNA   | Synaptics Incorporated    | \$3,352,891 | \$3,707,845 |             | \$768,536,119 |
| DDD    | 3D Systems Corporation    | \$1,225,732 | \$2,847,699 | \$2,728,038 | \$706,046,536 |
| NSIT   | Insight Enterprises, Inc. | \$6,207,836 | \$5,654,592 | \$3,044,685 | \$685,785,815 |

To insure consistency, peer comparisons are based on a combination of TRBC Industry and Sector classifications and company market caps. Missing peer pay figures for 2011 are due to differences in company filing schedules.

### Pay Peer Group

Amn Healthcare Services Inc, Amylin Pharmaceuticals Inc, Big 5 Sporting Goods Corp, Cadence Design Systems Inc, Callaway Golf Co, Century Aluminum Co, City National Corp, Copart Inc, Deckers Outdoor Corp, Dolby Laboratories, Inc, Dreamworks Animation Skg, Inc, Electronics for Imaginginc, Emeritus Corp\WA\, Equinix Inc, Gencorp Inc, Honeywell International Inc, Hot topic Inc /CA/, International Rectifier Corp /de/, Jakks Pacific Inc, Kaiser Aluminum Corp, Kemet Corp, Macerich Co, Motorola Inc, Multifineline Electronix Inc, Pmi group Inc, Skilled Healthcare Group, Inc, Sunstone Hotel Investors, Inc, Synaptics Inc, Verifone Holdings, Inc, Zebra Technologies Corp.

### Performance Peer Group

NA

## COMPENSATION COMMITTEE MEMBERS

| Director            | Membership | Age | Gender | Tenure | Independence    |
|---------------------|------------|-----|--------|--------|-----------------|
| Larry D. Yost       | Chairman   | 74  | Male   | 10     | Outside Related |
| Eric J. Draut       | Member     | 54  | Male   | 4      | Outside         |
| Gregory K. Hinckley | Member     | 65  | Male   | 8      | Outside         |
| Keith L. Barnes     | Member     | 60  | Male   | 0      | Outside         |
| Lvdia H. Kennard    | Member     | 57  | Female | 9      | Outside         |
| Oren G. Shaffer     | Member     | 69  | Male   | 7      | Outside         |

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