



William Blair Growth Stock Conference

Jim Lico | President & CEO

FORWARD-LOOKING STATEMENTS & NON-GAAP FINANCIAL MEASURES

Statements in this presentation that are not strictly historical, statements regarding the Company's anticipated earnings, business and acquisition opportunities, anticipated revenue growth, anticipated operating margin expansion, anticipated cash flow, economic conditions, future prospects, and any other statements identified by their use of words like “anticipate,” “expect,” “believe,” “outlook,” “guidance,” “target,” or “will” or other words of similar meaning are “forward-looking” statements within the meaning of the federal securities laws. There are a number of important factors that could cause actual results, developments and business decisions to differ materially from those suggested or indicated by such forward-looking statements and you should not place undue reliance on any such forward-looking statements. These factors include, among other things: deterioration of or instability in the economy, the markets we serve and the financial markets, contractions or lower growth rates and cyclicalities of markets we serve, competition, changes in industry standards and governmental regulations, our ability to successfully identify, consummate, integrate and realize the anticipated value of appropriate acquisitions and successfully complete divestitures and other dispositions, our ability to develop and successfully market new products, software, and services and expand into new markets, the potential for improper conduct by our employees, agents or business partners, contingent liabilities relating to acquisitions and divestitures, our compliance with applicable laws and regulations and changes in applicable laws and regulations, risks relating to international economic, political, legal, compliance and business factors, risks relating to potential impairment of goodwill and other intangible assets, currency exchange rates, tax audits and changes in our tax rate and income tax liabilities, the impact of our debt obligations on our operations, litigation and other contingent liabilities including intellectual property and environmental, health and safety matters, our ability to adequately protect our intellectual property rights, risks relating to product, service or software defects, product liability and recalls, risks relating to product manufacturing, our relationships with and the performance of our channel partners, commodity costs and surcharges, our ability to adjust purchases and manufacturing capacity to reflect market conditions, reliance on sole sources of supply, security breaches or other disruptions of our information technology systems, adverse effects of restructuring activities, labor matters, disruptions relating to man-made and natural disasters, impact of our separation from Danaher on our operations or financial results, and impact of our indemnification obligation to Danaher. Additional information regarding the factors that may cause actual results to differ materially from these forward-looking statements is available in our SEC filings, including our Annual Report on Form 10-K for the year ended December 31, 2016. These forward-looking statements speak only as of the date of this presentation and Fortive does not assume any obligation to update or revise any forward-looking statement, whether as a result of new information, future events and developments or otherwise.

This presentation contains references to “adjusted diluted net earnings per share,” “core revenue growth,” “core operating margin expansion (core OMX)” and “free cash flow” which are, in each case, not presented in accordance with generally accepted accounting principles (“GAAP”).

Information required by Regulation G with respect to such non-GAAP financial measures can be found in the “Investors” section our website, www.fortive.com, under the heading “Financial Information” and subheading “Quarterly Earnings.”

The historical non-GAAP financial measures should not be considered in isolation or as a substitute for the GAAP financial measures but should instead be read in conjunction with the corresponding GAAP financial measures.

OUR SHARED PURPOSE

Essential technology for the people who accelerate progress.

**We build
extraordinary teams
for extraordinary results**

**Customer success
inspires our innovation**



**We compete
for shareholders**

**Kaizen
is our way of life**

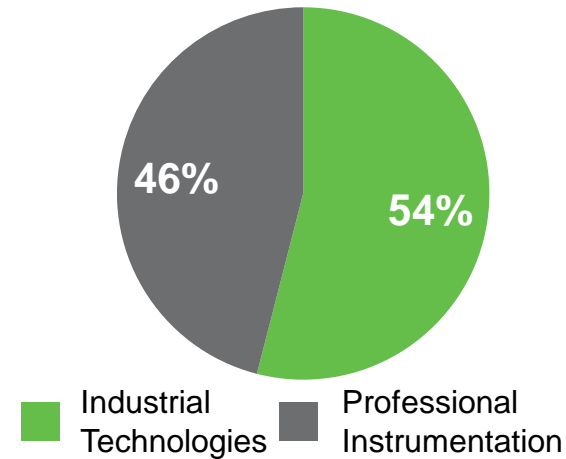
Well Situated to Build an Enduring Culture

FORTIVE OVERVIEW

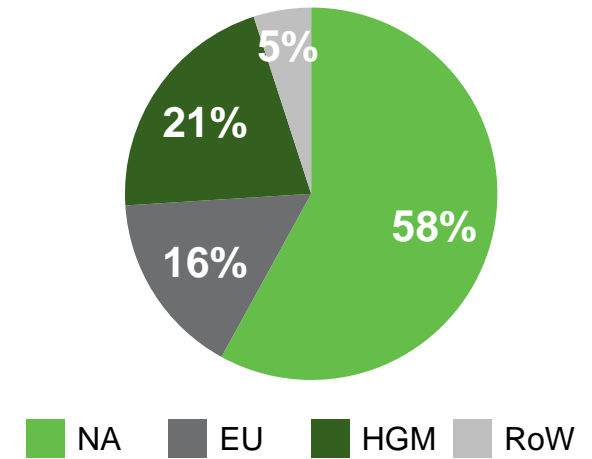
2016 Performance

Revenue	Gross Margin
\$6.2B	~50%
Free Cash Flow	Operating Margin
FCF > NI	~20%

Revenue By Business



Revenue By Geography¹



Business Characteristics

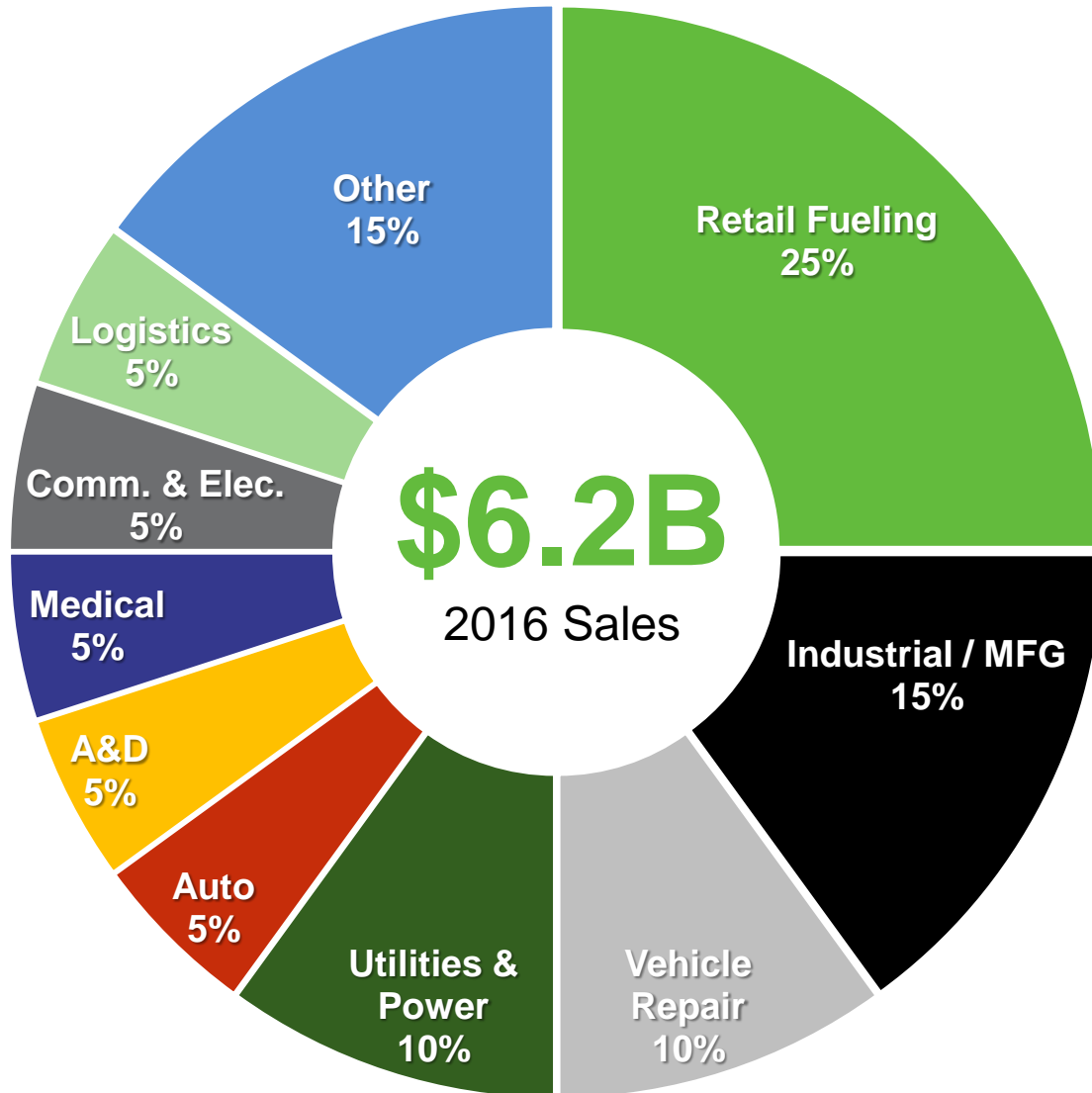
- Fortive Business System is cornerstone of culture and competitive advantage
- Experienced leadership team and Board of Directors
- Economic moat, leading brands and market positions
- Strong cash flow/conversion, capital allocation bias toward M&A
- Investment grade credit rating

Growth Initiatives

- Drive Digital, IoT
- Capture EMV Market Opportunity (nearer term)
- Expand in High Growth Markets
- Enhance Portfolio Growth

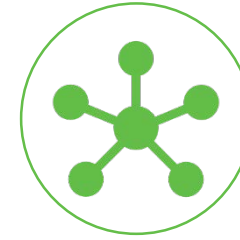
¹ NA is North America (56% in the U.S.), EU is Europe, HGM is High Growth Markets, RoW is Rest of World

DIVERSIFIED PORTFOLIO WITH STRONG SECULAR TRENDS



Estimated end-market split based on 2016 annual sales

Secular Trends



Connected devices, software/SaaS, advanced analytics, condition-based monitoring



Digitalization/increasing vehicle complexity



Productivity, safety and security requirements



Increasing regulatory environment

Portfolio Positioned to Accelerate Growth in Attractive Verticals

FORTIVE TODAY

Professional Instrumentation

Revenue	GM%	OP Margin
\$2.9B	>50%	22%

Field Solutions*



Product Realization*



Sensing Technologies



Industrial Technologies

Revenue	GM%	OP Margin
\$3.3B	>40%	20%

Transportation Technologies



TELETRAC NAVMAN



Automation & Specialty



Franchise Distribution



All financial metrics based on 2016 annual results
*Advanced Instrumentation & Solutions

Strong Brands, Leading Market Positions in Attractive Industrial Verticals

FBS DRIVES OUR BUSINESS

Core Value Drivers

Shareholders

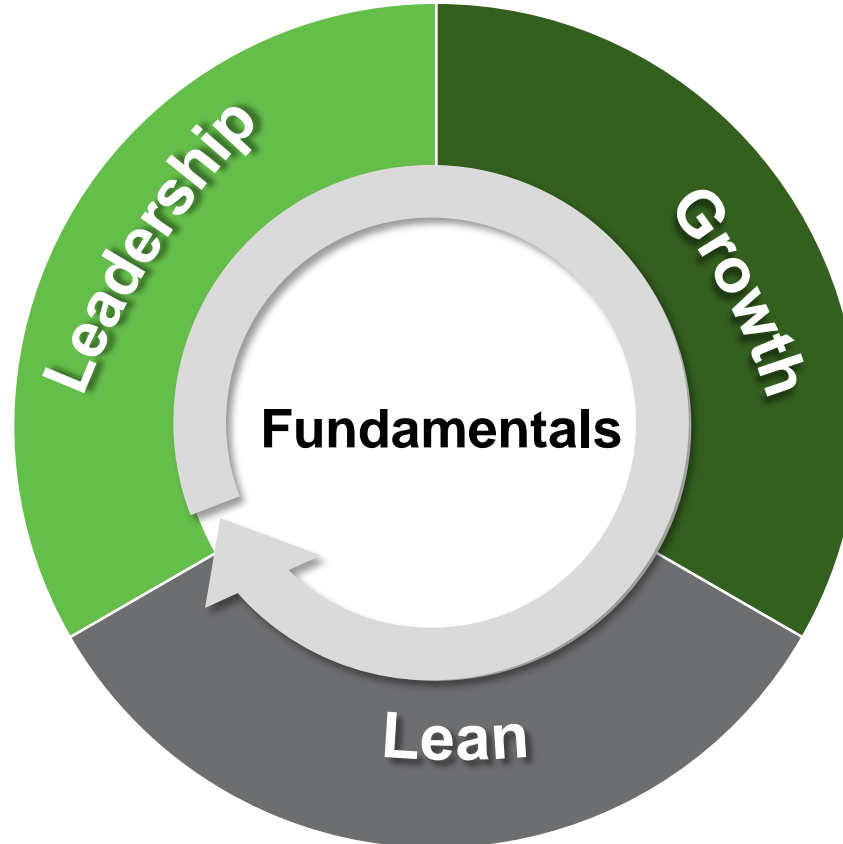
- Core Growth
- Cash Flow
- OMX
- ROIC

Customers

- Quality (External PPM)
- On-time Delivery

Employees

- Internal fill rate
- Turnover



FBS Selected Tools

Growth Tools

- Voice of Customer
- Speed Design Review
- Lean Software
- Transformative Marketing
- Funnel Management
- Digital Marketing

Lean Tools

- Lean Conversion
- Fortive Materials System
- Fortive Reliability System

Leadership

- Policy Deployment
- Accelerated Leadership Program
- Talent for Growth process

Note: "OMX" is Operating Margin Expansion; "WC" is Working Capital

FBS is the Cornerstone of our Culture and Competitive Advantage

KEY GROWTH DRIVERS

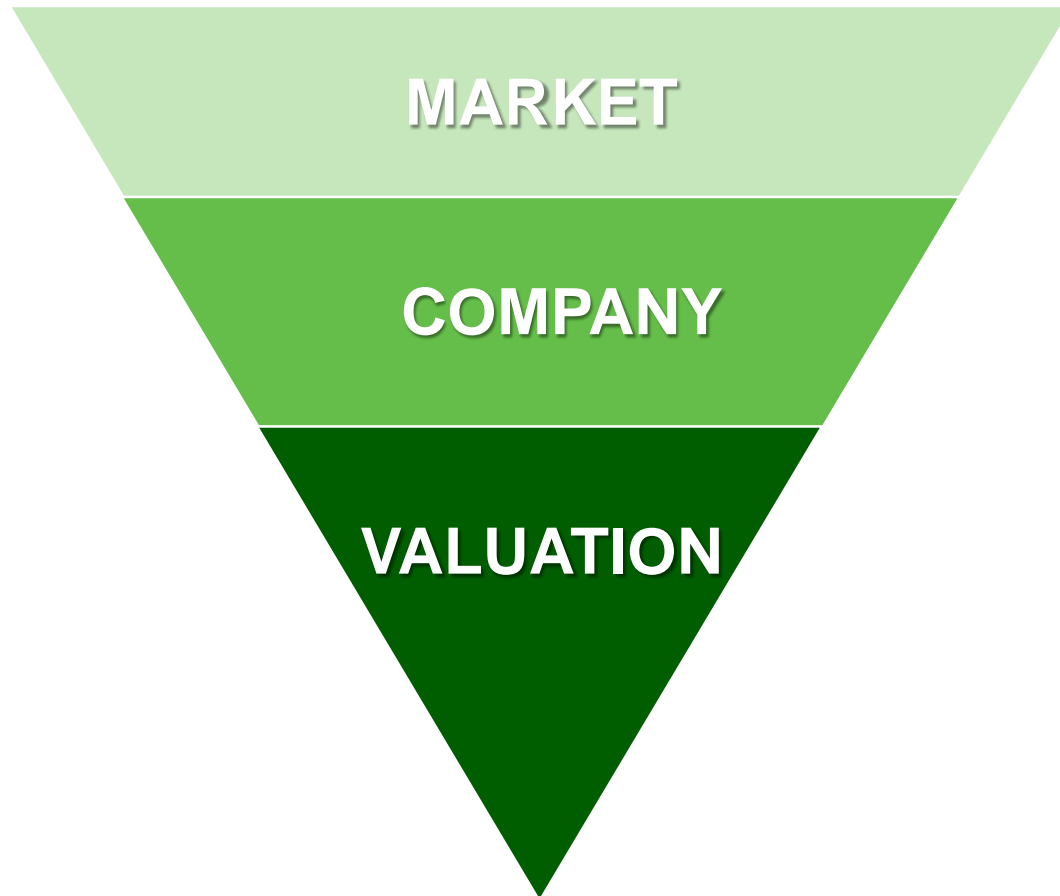


Advantaged by Multiple Growth Drivers

SUCCESSFUL M&A PLAYBOOK

M&A Considerations

What We Look For



Attractive Markets

- Secular/structural growth drivers
- Runway for future M&A

Company Profile

- Competitive market position with potential to increase share, become leading player
- Strong brand and/or channel
- Higher margin businesses / strong margin potential

Value Creation

- Significant FBS opportunities, sustainability
- Combination of value and growth deals
- ROIC hurdles

ENHANCE PORTFOLIO GROWTH



Professional Instrumentation

- Mobile Worker
- Maintenance Workflow
- IoT / Sensor Proliferation
- Enabling Technology / Product Realization



Industrial Technologies

- Autonomous Vehicles / Vehicle as a Mobile Device
- Urbanization / Smart City
- Smart Factory



Attractive Megatrends

- Aging Population / Health
- Food / Water Sustainability
- Economy of Convenience / Supply Chain
- Environmental Stewardship

ORPAK ACQUISITION OVERVIEW



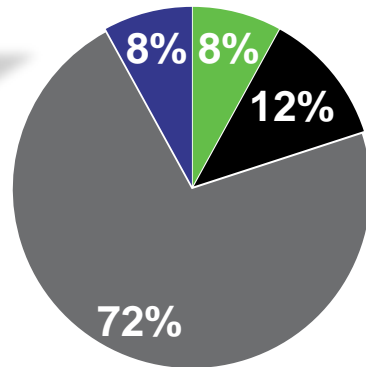
Delivering Hardware, Software and Services To Enhance the Entire Retail Fuel Network and Fleet Management Value Chains

Market

TAM: \$600M
Growth: HSD

2016 Revenue

~\$90M



■ NA ■ EU ■ HGM ■ ROW
~65% Recurring

Customer Base

- Oil companies and convenience store retailers
- Fleet operators

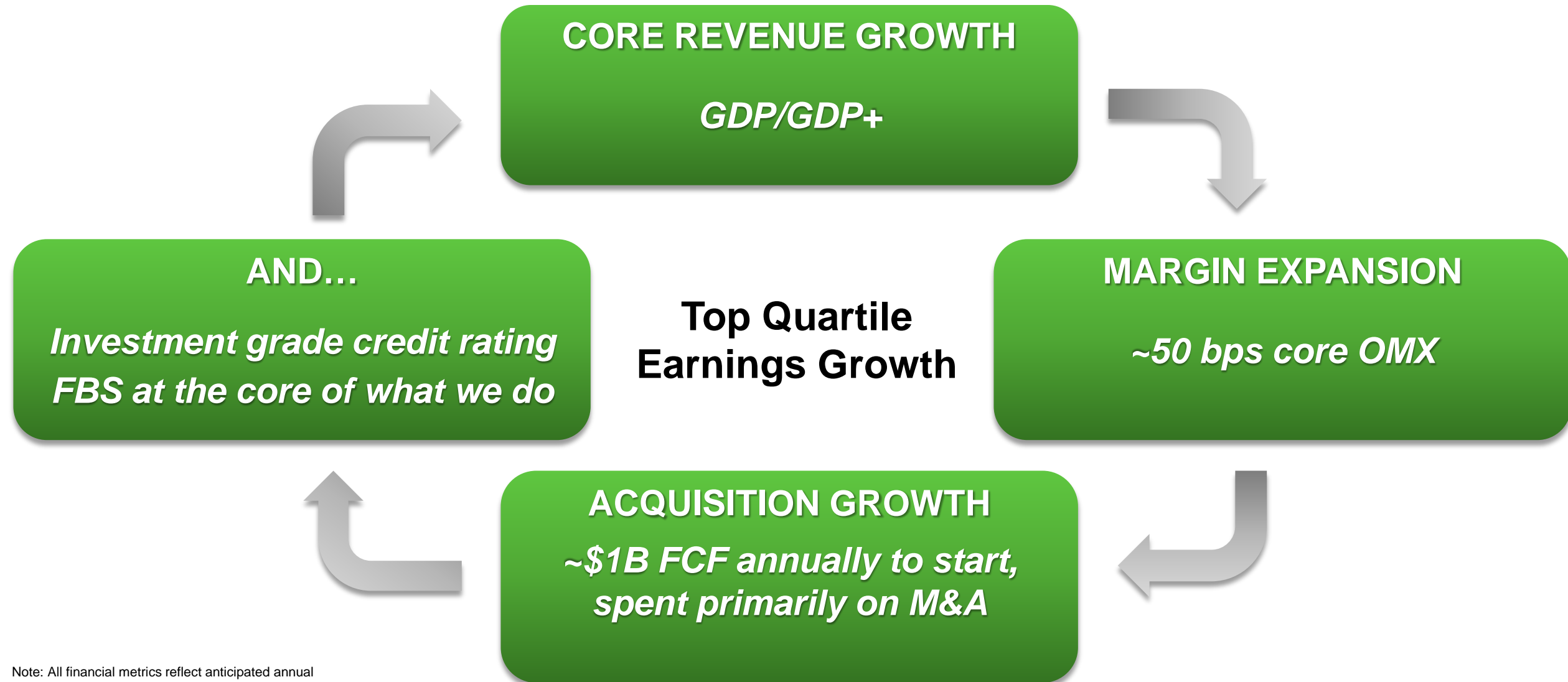
Secular Growth Drivers

- Increasing fueling network complexity in high growth markets requires end-to-end systems with cloud-based analytics
- Regulation – environmental, safety, security and payment forcing automation upgrades
- Fleets adopting RFID-based authorization to reduce fraud

All financial metrics based on 2016 annual results

Strong System Technology Accelerates HGM Penetration

THE FORTIVE FORMULA



Note: All financial metrics reflect anticipated annual performance unless otherwise indicated

INVEST WITH US



Outstanding Portfolio With Market-leading Brands And Strong Secular Drivers

Deep Experience In Fortive Business System Drives Sales Growth, Margin Expansion And Talent Development

Strong Capital Structure, Superior FCF Generation, And Proven Playbook That Allows For Substantial M&A To Drive Long-term Value Creation



FORTIVE