

Third Quarter 2016 Earnings Release
October 27, 2016

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," 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, 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, our ability to successfully identify, consummate, integrate and realize the anticipated value of appropriate acquisitions and successfully complete divestitures and other dispositions, contingent liabilities relating to acquisitions and divestitures, our compliance with applicable laws and regulations and changes in applicable laws and regulations, 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, risks relating to product, service or software defects, product liability and recalls, risks relating to product manufacturing, the impact of our debt obligations on our operations and liquidity, 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, labor matters, international economic, political, legal, compliance and business factors, adverse effects of restructuring activities, disruptions relating to man-made and natural disasters, security breaches or other disruptions of our information technology systems, the impact of our separation from Danaher on our operations, the impact of our indemnification obligations to Danaher, any work stoppage, and pension plan costs. 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 Information Statement furnished with the Current Report on Form 8-K filed by us on June 15, 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 net earnings," "adjusted operating profit," "adjusted SG&A," "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 web site, www.fortive.com, under the heading "Financial Information" and subheading "Quarterly Earnings."

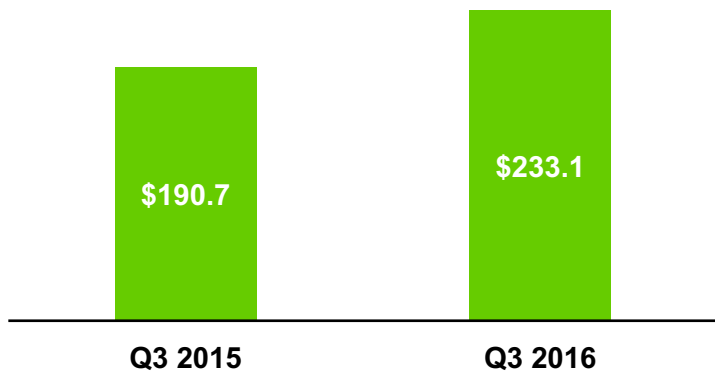
The historical non-GAAP financial measures should not be considered in isolation or as a substitute for the GAAP financial measures but should instead be read in conjunction with the corresponding GAAP financial measures.

Third Quarter 2016 Performance Summary



NON-GAAP ADJUSTED NET EARNINGS

+22.2%



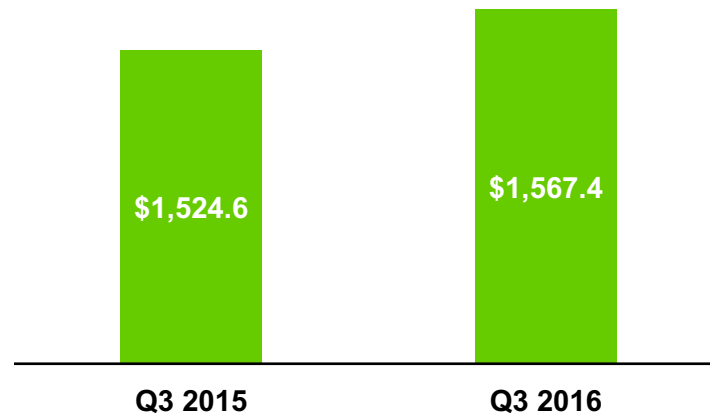
REVENUE

+2.8%

Core +2.7%

Acquisitions* +0.6%

FX -0.5%



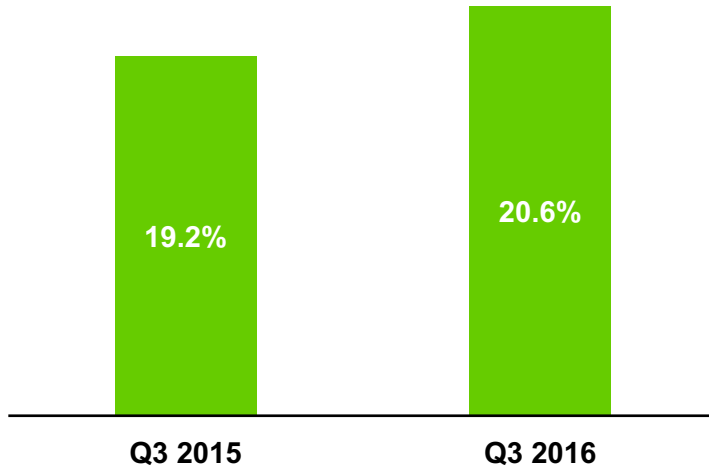
* Includes the impact from acquisitions and the Separation

Third Quarter 2016 Performance Summary



Non-GAAP Adjusted Operating Profit

+140 bps
Core +150 bps
Acquisitions* -10 bps



GROSS MARGINS

Q3 2015 – 49.0%

Q3 2016 – 49.3%

+30 bps

NON-GAAP ADJUSTED SG&A (as a % of Revenue)

Q3 2015 – 23.5%

Q3 2016 – 22.6%

-90 bps

R&D (as a % of Revenue)

Q3 2015 – 6.3%

Q3 2016 – 6.1%

-20 bps

* Includes the impact from acquisitions and the Separation

Third Quarter 2016 Performance Summary



\$M	FY 2014	FY 2015	Q3 2015	Q3 2016	YTD 2015	YTD 2016
Operating Cash Flow	\$947	\$1,009	\$236	\$332	\$621	\$819
Cap Ex	103	120	35	29	87	90
Free Cash Flow	\$844	\$889	\$201	\$303	\$534	\$729

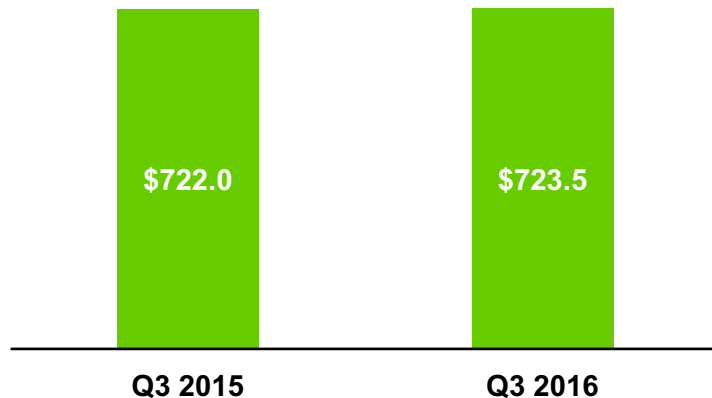
Third Quarter 2016

Professional Instrumentation



Revenue

+0.2%
Core +0.7%
Acquisitions* -0.1%
FX -0.4%

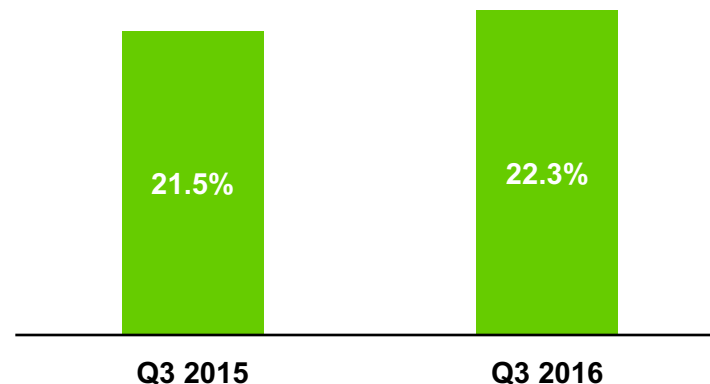


* Includes the impact from acquisitions and the Separation



Non-GAAP Adjusted Operating Profit

+80 bps
Core +110 bps
Acquisitions* -30 bps

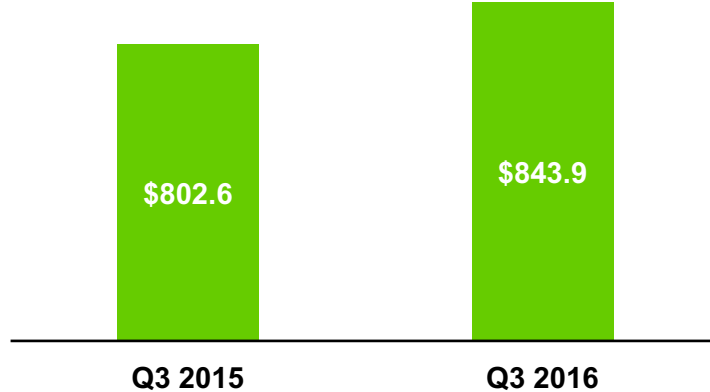


Third Quarter 2016 Industrial Technologies



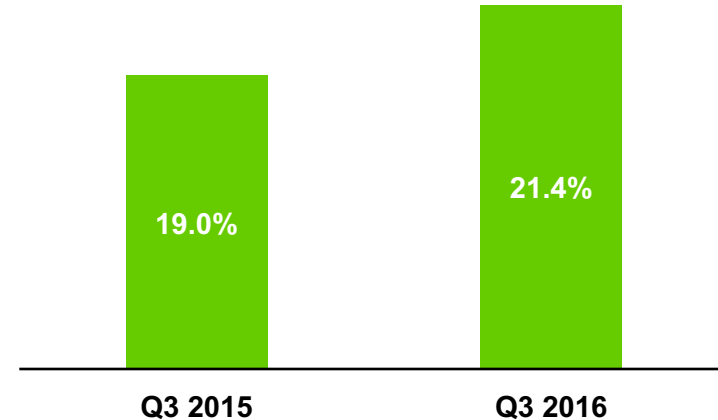
Revenue

+5.1%
Core +4.7%
Acquisitions* +0.9%
FX -0.5%



Non-GAAP Adjusted Operating Profit

+240 bps
Core +230 bps
Acquisitions* +10 bps



* Includes the impact from acquisitions and the Separation



TELETRAC NAVMAN



HENGSTLER

Jacobs Vehicle Systems™

GUIDANCE

Q & A



FORTIVE