



# **Fourth Quarter 2020 Earnings Release**

**February 4, 2021**

# FORWARD LOOKING STATEMENTS & NON-GAAP FINANCIAL MEASURES



Statements in this presentation that are not strictly historical, including statements regarding the future impact of the COVID-19 pandemic on our financial condition and our operations on a consolidated basis and by operating company and product group, the Company's ability to execute on cost reduction measures effectively, the Company's anticipated earnings, business and acquisition opportunities, ability to realize the benefits of the separation of Vontier, timing of acquisitions, dispositions and other transactions, anticipated revenue, anticipated operating margin, anticipated cash flow, economic conditions, future prospects, anticipated impact of geopolitical events, 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: the duration and impact of the COVID-19 pandemic, deterioration of or instability in the economy, the markets we serve, international trade policies and the financial markets, trade relations with China, the phase out of the London Interbank Offered Rate, contractions or lower growth rates and cyclical 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 realize the intended benefits of the separation of Vontier, 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, impact of divestitures, contingent liabilities relating to acquisitions and divestitures, impact of changes to tax laws, 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, risk related to the tax treatment of our separation of Vontier, impact of our indemnification obligation to Vontier, impact of changes to U.S. GAAP, labor matters, and disruptions relating to man-made and natural disasters. 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, 2019 and our Quarterly Report on Form 10-Q for the quarters ended March 27, 2020, June 26, 2020 and September 25, 2020. 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 revenue," "adjusted gross profit," "adjusted gross profit margin (adjusted gross margin)," "adjusted operating profit," "adjusted operating profit margin (adjusted operating margins)," "adjusted net earnings from continuing operations," "adjusted diluted net earnings per share (adjusted EPS)," "core revenue growth (core growth)," "core operating margin expansion (core OMX)," "free cash flow," "adjusted free cash flow," "free cash flow conversion," "adjusted free cash flow conversion," "adjusted gross profit," "adjusted gross profit margin," "adjusted diluted shares outstanding," "adjusted income tax expense," "adjusted effective tax rate," and "adjusted incremental margin," 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 are provided herewith. We have not reconciled forward-looking outlook regarding adjusted incremental margins, adjusted tax rate, adjusted free cash flow conversion, and adjusted diluted shares outstanding because any corresponding GAAP measures and the reconciliations thereto would require us to make estimates or assumptions about unidentified and unknown acquisitions, stock price, "cash expenditures" and similar adjustments during the relevant period. 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.

On October 9, 2020 (the "Distribution Date"), Fortive completed the separation of its Industrial Technologies segment by distributing 80.1% of the outstanding shares of Vontier Corporation ("Vontier"), the entity incorporated to hold such businesses, to Fortive stockholders (the "Separation") on a pro rata basis.

We completed the divestiture of our Automation and Specialty Business ("A&S Business") on October 1, 2018, and accordingly have included the results of the A&S Business as discontinued operations for historical periods. The results presented in this presentation are based on continuing operations.

## Continued Sequential Improvement Led to a Strong Finish to 2020

### Q4 2020

- **Total revenue growth above high end of guidance; core growth turned positive**
  - Improvement across all segments: total revenue growth +LSD at IOS, +LSD at PT, +LDD at AHS
  - Strong support from recurring revenue base - SaaS revenue +Low-Teens
- **Continued to drive margin expansion as top-line improved**
  - Adjusted gross margin 58.5%, +160bps Y/Y
  - Core OMX +130bps Y/Y, with positive core OMX across all segments
- **Strong growth in FCF supported by FBS-driven working capital and cost discipline**
  - Q4 FCF of \$313M (124% of adjusted net earnings); +39% Y/Y
- **Substantial de-leveraging from strong FCF and Vontier separation**
  - Significant net debt reduction from Vontier spin in October and subsequent monetization of 19.9% stake in January
  - Net Debt / TTM EBITDA now ~1.3x

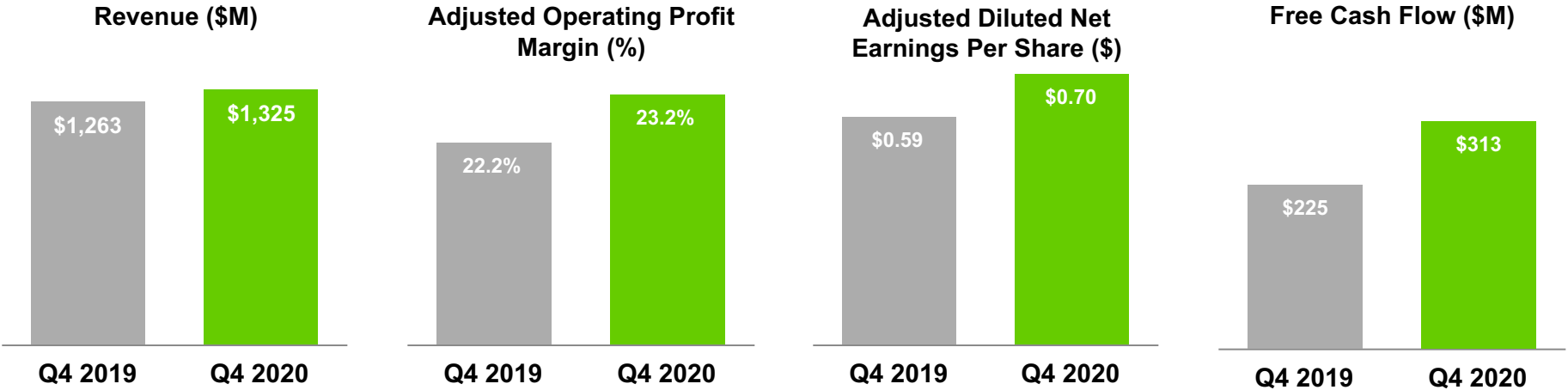
### FY 2020

- **Nimble execution drove strong results in challenging environment**
  - Total growth of +1.5%; SaaS growth +HSD
  - FY 2020 Core OMX +50bps, including +100bps in H2
  - 2020 FCF of \$902M (120% of Adjusted Net Income); +44% Y/Y
  - Strong emphasis on liquidity drove consistent debt paydown through 2020
  - Moved to virtual work; health and safety focus for all employees
- **Portfolio transformation efforts executed with disciplined application of FBS**
  - Completed Vontier spin and enabled monetization of retained stake
  - ASP integration - TSAs largely exited with significant margin lift
  - Driving results at Software businesses - investing in growth and improving net retention
- **Innovation and technology investments for long-term success**
  - Expanded AI/ML capacity with investments in FORT and ehsAI acquisition
  - Supported core R&D programs while innovating to assist in COVID-19 fight
  - Accelerated early stage innovation with investments in Everactive and Pioneer Square Labs partnership

# Q4 2020 FINANCIAL PERFORMANCE



## Summary of Key Financial Items



- **Core growth: 0.7%**
  - Price: 1.4%
- **Acquisitions: 2.6%**
- **FX: 1.6%**
- **Total Growth: 4.9%**

- **Adjusted Margins +100bps Y/Y**
  - Core OMX: 130bps
  - Acquisitions: (30)bps
- **IOS Adjusted Margin: 28.7%**
- **PT Adjusted Margin: 22.2%**
- **AHS Adjusted Margin: 24.1%**

- **Adjusted EPS +18.6% Y/Y**
- **Improving top-line combined with strong OMX to drive earnings growth**

- **FCF: +39% Y/Y**
- **124% Conversion of Adjusted Net Earnings**

# Q4 2020 FINANCIAL PERFORMANCE

## Free Cash Flow Detail

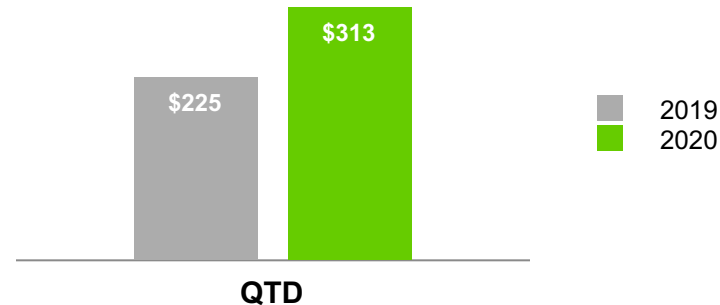
- **Q4 2020:**

- **Free Cash Flow:** \$313 million (+39% versus Prior Year)
- **FCF Conversion:** 124% of Adjusted Net Earnings

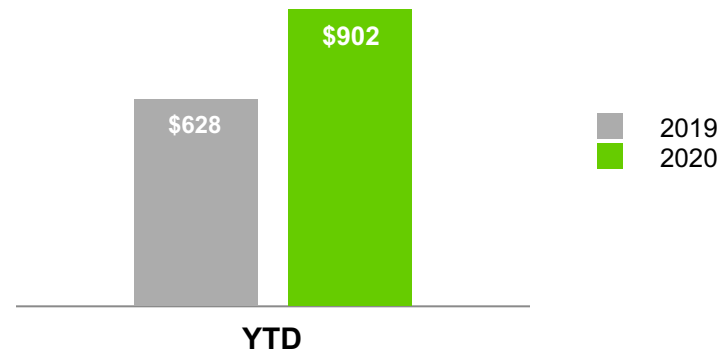
- **Full Year 2020:**

- **Free Cash Flow:** \$902 million (+44% versus Prior Year)
- **FCF Conversion:** 120% of Adjusted Net Earnings

Free Cash Flow (\$M) - Q4 2020



Free Cash Flow (\$M) - FY 2020



## Major Regions Showed Continued Sequential Revenue Improvement

### Asia Pacific

- **Asia Pacific +LSD core**
- **China +HSD core in Q4. Broad-based strength highlighted by:**
  - +Mid-Teens growth at Fluke and ISC; +High-Teens growth at ASP; +Mid-20% growth at Sensing
- **Japan Up Slightly, driven by very strong growth at Fluke and a return to positive Y/Y growth at ASP following a challenging Q3**

### Western Europe

- **Western Europe +HSD core**
  - Strong AHS growth, with +High-Teens growth at Fluke Health Solutions (FHS) and +MSD growth at ASP
  - Tektronix +HSD
- **+LSD growth at IOS driven by Software performance with InteleX +High-Teens and Accruent +Low-30%**
  - Better trends at Fluke, which declined -LSD in Q4

### North America

- **North America Down Slightly core**
  - Highlighted by +Low-Teens growth at Tektronix and +HSD growth at Censis
  - Continued strong SaaS growth across Accruent, Censis, eMaint and InteleX
- **ASP -LSD, with continued growth in Capital equipment offset by lower consumables revenue given slowing of elective procedure volumes**
- **Customer site access issues remained a headwind for service revenue at Accruent, Censis and Gordian**

# Segment Detail

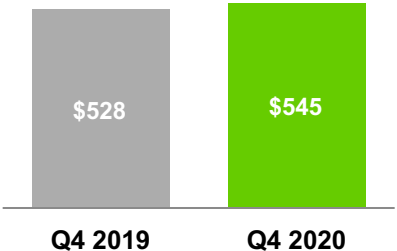
Fluke Returned to Growth; Continued SaaS Strength

- **Fluke revenue increased +LSD:** Continued sequential improvement drove first positive Y/Y revenue quarter since Q2 2019; China +Mid-Teens, W. Europe -LSD, N. America Flat
  - POS trends: China POS +HSD, similar to Q3; W. Europe POS turned positive in Q4; N. America POS still negative but improved sequentially
  - Continued resilience at Fluke Digital Systems (+MSD), driven by +LDD growth for eMaint's SaaS offerings
- **ISC revenue declined -MSD:** Sales and bookings improved in Q4 versus Q3; +Mid-Teens growth in China offset by a -HSD decline in N. America due to continued challenges in Oil & Gas
  - iNet (+LSD) showed relative resilience, with low churn and good bookings to end 2020
  - Intelext (+LDD) continued to perform well; Q4 2020 was a record bookings quarter for Intelext, providing good momentum for 2021
- **Accruent declined -LSD:** Sequential improvement driven by +Mid-Teens growth in SaaS revenue; non-recurring businesses continued to see challenges due to customer site access issues
  - Making good progress bringing down churn and maintained a net retention ratio >100%
  - Seeing good demand for solutions that address digital transformation and return to work / facilities transition
- **Gordian declined -HSD:** Continued pressure from a combination of budget challenges and uncertainty across state and local government and higher education customers, and customer site access issues

Revenue (\$M)

Total Growth: 3.2%

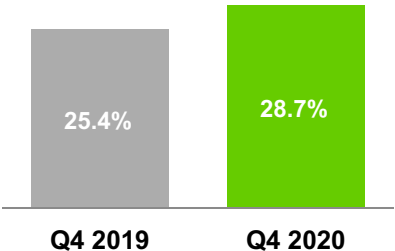
- Core: (0.3)%
- Acquisitions: 1.7%
- FX: 1.8%



Adjusted Operating Profit Margin (%)

Adjusted Operating Profit Margin: 28.7%

- Core OMX: 280bps
- Acquisitions/Divestitures: 50bps





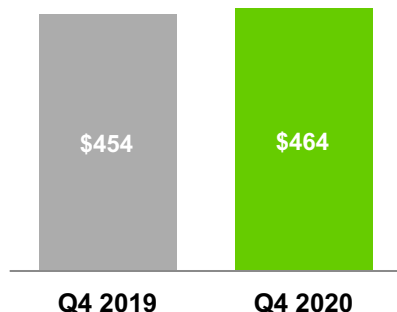
## Better End Market Trends Drove Return to Growth at Tektronix, and Sensing Improvement

- **Tektronix revenue increased +MSD:** Returned to positive Y/Y growth; +Low-Teens growth in North America and +HSD growth in Western Europe partially offset by a -LSD decline in China
  - POS remained negative in N. America and W. Europe, but improved significantly versus Q3; ended Q4 with inventories in a healthy position
  - Strength in Q4 driven by +Low-20% growth in Semis and +Mid-Teens growth in Aerospace & Defense
  - 6 and 8 channel MSO 6 Series scope continued to show strength following its launch in Q3 2020
- **Sensing Tech revenue declined -LSD:** Core growth remained negative Y/Y, but improved sequentially; China +Mid-20%, N. America +Up-Slightly, W. Europe down -LSD
  - Q4 performance more reflective of underlying market demand, with COVID-related tailwinds significantly lower than previous quarters
  - By end market: Q4 highlighted by +Mid-30% growth at Medical, +HSD growth at Semis/Electronics, and +LSD growth at General Industrial, Food & Beverage, and Critical Environments
- **PacSci EMC revenue declined -LSD:** Bookings remained strong but continued to see some COVID-related pressures in its supply chain
  - Entered 2021 in a strong position relative to backlog given continued strong demand

### Revenue (\$M)

#### Total Growth: 2.3%

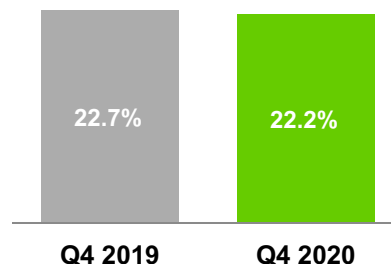
- Core: 0.7%
- Acquisitions: —%
- FX: 1.6%



### Adjusted Operating Profit Margin (%)

#### Adjusted Operating Profit Margin: 22.2%

- Core OMX: 30bps
- Acquisitions/Divestitures: (80)bps
- Due to Tektronix Video divestiture



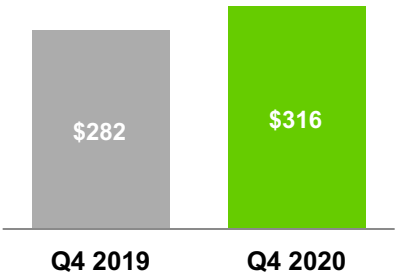
Growth at Fluke Health Solutions and Censis Partially Offset by Elective Procedure Headwind at ASP

- **ASP revenue declined -MSD:** N. America -LSD Y/Y, but continued to see sequential improvement; Strong growth in China (+High-Teens) and W. Europe (+MSD)
  - Consumables continued to be impacted by elective procedure volumes, but partially offset by growth in Capital placements driven by improved sales execution and funnel management
  - Elective procedures in Q4 at ~93% of pre-COVID levels
  - 99% of ASP global revenue now fully under our control and off of TSAs
  - Significant margin lift from continuing to exit TSAs, with ASP margin +300bps Y/Y in Q4
- **Fluke Health Solutions (FHS) revenue increased +MSD:** W. Europe +High-Teens; N. America +Up-Slightly
  - Growth driven by a +LDD increase in Fluke Biomedical
  - Landauer radiation monitoring business +MSD
- **Censis revenue increased +HSD:** Growth highlighted by +LDD growth at Censis SaaS offerings - Seeing good growth in new customer acquisition and upselling of existing customers
  - Growth continued to be negatively impacted by customer site access issues which have affected onsite implementations

Revenue (\$M)

Total Growth: 12.0%

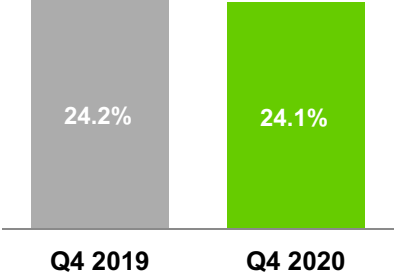
- Core: 2.6%
- Acquisitions: 8.3%
- FX: 1.1%



Adjusted Operating Profit Margin (%)

Adjusted Operating Profit Margin: 24.1%

- Core OMX: 50bps
- Acquisitions/Divestitures: (60)bps



# SIGNIFICANT CSR PROGRESS IN 2020



## Living Our Values Drives Our CSR Initiatives

- **Adoption of Intelix platform driving significant progress across the organization**
  - Transitioned EHS, sustainability and risk assessment process while accelerating data analytics
- **Accelerated Inclusion & Diversity efforts to embed inclusion into all talent process and leadership programs**
  - Expanded commitment to CEO in Action Pledge by joining 2021 Racial Equity Fellowship
  - Employee and Friends Resource Groups focused on improving employee connections across Fortive
  - Scored a perfect 100% for the fourth year in a row on the Human Rights Campaign Corporate Equality Index, a leading, independent evaluation that recognizes our corporate policies for LGBTQ employees
- **Advanced progress toward greenhouse gas reduction goals**
  - Ahead of schedule on achieving reduction targets; expecting to build on momentum to meaningfully enhance goals and targets
  - Issued first GRI Index disclosure and full public CDP Climate Change disclosure
- **Leveraged FBS to standardize and efficiently scale our CSR efforts**
  - Conducted CSR kaizens to accelerate enhanced disclosures across the enterprise
  - Expanded energy kaizen program with transition to virtual
- **Expanded outreach to better serve our communities on a global basis**
  - Provided support through the Fortive Foundation - Donations to Equal Justice Initiative, Feeding America, Direct Relief and American Red Cross
  - Continued our annual Day of Caring with 35,000 hours of service in more than 60 communities

## Key Anticipated Financial Metrics

### FY 2021

- Adjusted diluted net EPS of \$2.40 to \$2.55 (+15% to +22% Y/Y)

- Assumptions:

- Core revenue growth of +4.0% to +7.0%
  - IOS ~5.0% to ~8.0%
  - PT ~4.0% to ~7.0%
  - AHS ~3.0% to ~6.0%
- Total revenue growth of +6.5% to +9.5%
  - IOS ~6.0% to ~9.0%
  - PT ~5.0% to ~8.0%
  - AHS ~8.0% to ~11.0%
- Adjusted operating profit margin of ~22.0% to ~23.0%
  - IOS ~26.0% to ~27.0%
  - PT ~21.0% to ~22.0%
  - AHS ~23.0% to ~24.0%
- Effective tax rate ~14%
- FCF as a percentage of adjusted net income ~105%

### Q1 2021

- Adjusted diluted net EPS of \$0.56 to \$0.60 (+22% to +30% Y/Y)

- Assumptions:

- Core revenue growth of +5.0% to +8.0%
  - IOS ~3.5% to ~6.5%
  - PT ~8.0% to ~11.0%
  - AHS ~3.0% to ~6.0%
- Total revenue growth of +8.0% to +11.0%
  - IOS ~5.0% to ~8.0%
  - PT ~9.5% to ~12.5%
  - AHS ~10.0% to ~13.0%
- Adjusted operating profit margin of ~21.5% to ~22.5%
  - IOS ~26.5% to ~27.5%
  - PT ~20.5% to ~21.5%
  - AHS ~22.5% to ~23.5%
- Effective tax rate ~14%
- FCF as a percentage of adjusted net income ~75%

## Focus on Capital Allocation Priorities and Driving Organic Growth

- **Fortive well prepared for the year - Focusing on growth in an uncertain environment**
  - Macro trends and pace of recovery anticipated to be impacted by COVID-19 rates and vaccination trends
- **Macro assumptions**
  - Increasing vaccine availability over time to drive continued re-opening and improvement of global economic environment
  - Positive impact on major world economies expected from stimulus actions
  - Elective procedure improvements through the year
  - Continued improvement in industrial production trends and capital investment
  - Potential supply chain challenges to remain manageable through continued mitigation strategies
- **De-levered balance sheet provides increased optionality for capital deployment**
  - Strong funnel of acquisition opportunities across all three segments
- **Continuing to invest in innovation, internally and externally**
  - Scaling the Fort and enhancing data analytics offerings for our customers
  - Continued traction in innovation investments (NPIs, Pioneer Square Labs)

# Supplemental Reconciliation Data

# ADJUSTED GROSS PROFIT MARGIN



\$ in millions	Three Months Ended		Year Ended	
	December 31, 2019	December 31, 2020	December 31, 2019	December 31, 2020
<b>Revenue (GAAP)</b>	\$ 1,263.3	\$ 1,324.9	\$ 4,563.9	\$ 4,634.4
Acquisition-Related Fair Value Adjustments to Deferred Revenue	10.8	0.5	54.5	12.9
<b>Adjusted Revenue (Non-GAAP)</b>	\$ 1,274.1	\$ 1,325.4	\$ 4,618.4	\$ 4,647.3
<b>Adjusted Gross Profit</b>				
<b>Gross Profit (GAAP)</b>	\$ 707.1	\$ 762.1	\$ 2,483.2	\$ 2,608.5
Acquisition-Related Fair Value Adjustments to Deferred Revenue and Inventory	10.8	4.5	121.0	27.3
Restructuring	7.6	8.1	7.6	8.1
<b>Adjusted Gross Profit (Non-GAAP)</b>	\$ 725.5	\$ 774.7	\$ 2,611.8	\$ 2,643.9
<b>Adjusted Gross Profit Margin</b>				
<b>Gross Profit (GAAP) Margin</b>	56.0 %	57.5 %	54.4 %	56.3 %
Acquisition-Related Fair Value Adjustments to Deferred Revenue and Inventory	0.3 %	0.4 %	2.0 %	0.4 %
Restructuring	0.6 %	0.6 %	0.2 %	0.2 %
<b>Adjusted Gross Profit Margin (Non-GAAP)</b>	56.9 %	58.5 %	56.6 %	56.9 %

# ADJUSTED OPERATING PROFIT & ADJUSTED OPERATING PROFIT MARGIN



\$ in millions	Three Months Ended December 31, 2019					Three Months Ended December 31, 2020				
	Intelligent Operating Solutions	Precision Technologies	Advanced Healthcare Solutions	Corporate	Total Fortive	Intelligent Operating Solutions	Precision Technologies	Advanced Healthcare Solutions	Corporate	Total Fortive
<b>Revenue (GAAP)</b>	\$ 527.8	\$ 453.6	\$ 281.9	\$ —	\$ 1,263.3	\$ 544.9	\$ 464.2	\$ 315.8	\$ —	\$ 1,324.9
Acquisition-Related Fair Value Adjustments to Deferred Revenue	8.5	—	2.3	—	10.8	—	—	0.5	—	0.5
<b>Adjusted Revenue (Non-GAAP)</b>	\$ 536.3	\$ 453.6	\$ 284.2	\$ —	\$ 1,274.1	\$ 544.9	\$ 464.2	\$ 316.3	\$ —	\$ 1,325.4
<b>Operating Profit (GAAP)</b>	\$ 74.2	\$ 79.2	\$ 12.0	\$ (25.5)	\$ 139.9	\$ 104.8	\$ 89.0	\$ 18.0	\$ (27.9)	\$ 183.9
Acquisition and Other Transaction Costs	3.9	(0.4)	22.6	—	26.1	0.1	—	14.2	—	14.3
Acquisition-Related Fair Value Adjustments to Deferred Revenue and Inventory	9.6	—	1.2	—	10.8	—	—	4.5	—	4.5
Amortization of Acquisition-Related Intangible Assets	35.8	4.8	33.1	—	73.7	37.7	4.2	35.3	—	77.2
Restructuring	12.9	19.5	—	—	32.4	13.7	9.7	4.2	—	27.6
<b>Adjusted Operating Profit (Non-GAAP)</b>	\$ 136.4	\$ 103.1	\$ 68.9	\$ (25.5)	\$ 282.9	\$ 156.3	\$ 102.9	\$ 76.2	\$ (27.9)	\$ 307.5
<b>Operating Profit Margin (GAAP)</b>	14.1 %	17.5 %	4.3 %		11.1 %	19.2 %	19.2 %	5.7 %		13.9 %
Acquisition and Other Transaction Costs	0.7 %	(0.1)%	8.0 %		2.1 %	— %	— %	4.5 %		1.1 %
Acquisition-Related Fair Value Adjustments to Deferred Revenue and Inventory	1.4 %	— %	0.2 %		0.6 %	— %	— %	1.4 %		0.3 %
Amortization of Acquisition-Related Intangible Assets	6.8 %	1.1 %	11.7 %		5.8 %	6.9 %	0.9 %	11.2 %		5.8 %
Restructuring	2.4 %	4.2 %	— %		2.6 %	2.5 %	2.1 %	1.3 %		2.1 %
<b>Adjusted Operating Profit Margin (Non-GAAP)</b>	25.4 %	22.7 %	24.2 %		22.2 %	28.7 %	22.2 %	24.1 %		23.2 %



# ADJUSTED OPERATING PROFIT & ADJUSTED OPERATING PROFIT MARGIN



\$ in millions	Year Ended December 31, 2019					Year Ended December 31, 2020				
	Intelligent Operating Solutions	Precision Technologies	Advanced Healthcare Solutions	Corporate	Total Fortive	Intelligent Operating Solutions	Precision Technologies	Advanced Healthcare Solutions	Corporate	Total Fortive
<b>Revenue (GAAP)</b>	\$ 1,898.9	\$ 1,808.4	\$ 856.6	\$ —	\$ 4,563.9	\$ 1,883.7	\$ 1,651.3	\$ 1,099.4	\$ —	\$ 4,634.4
Acquisition-Related Fair Value Adjustments to Deferred Revenue	46.6	—	7.9	—	54.5	7.6	—	5.3	—	12.9
<b>Adjusted Revenue (Non-GAAP)</b>	\$ 1,945.5	\$ 1,808.4	\$ 864.5	\$ —	\$ 4,618.4	\$ 1,891.3	\$ 1,651.3	\$ 1,104.7	\$ —	\$ 4,647.3
<b>Operating Profit (GAAP)</b>	\$ 289.0	\$ 324.6	\$ (72.0)	\$ (97.7)	\$ 443.9	\$ 317.8	\$ 321.7	\$ 2.1	\$ (102.2)	\$ 539.4
Acquisition and Other Transaction Costs	12.0	4.0	94.5	—	110.5	0.9	0.1	70.6	—	71.6
Acquisition-Related Fair Value Adjustments to Deferred Revenue and Inventory	47.7	—	73.3	—	121.0	7.8	—	19.5	—	27.3
Amortization of Acquisition-Related Intangible Assets	141.7	20.4	98.9	—	261.0	151.1	17.2	141.6	—	309.9
Restructuring	12.9	19.5	—	—	32.4	13.7	9.7	4.2	—	27.6
<b>Adjusted Operating Profit (Non-GAAP)</b>	\$ 503.3	\$ 368.5	\$ 194.7	\$ (97.7)	\$ 968.8	\$ 491.3	\$ 348.7	\$ 238.0	\$ (102.2)	\$ 975.8
<b>Operating Profit Margin (GAAP)</b>	15.2 %	17.9 %	(8.4)%		9.7 %	16.9 %	19.5 %	0.2 %		11.6 %
Acquisition and Other Transaction Costs	0.6 %	0.2 %	11.0 %		2.4 %	— %	— %	6.4 %		1.5 %
Acquisition-Related Fair Value Adjustments to Deferred Revenue and Inventory	1.9 %	— %	8.4 %		2.5 %	0.4 %	— %	1.6 %		0.6 %
Amortization of Acquisition-Related Intangible Assets	7.5 %	1.2 %	11.5 %		5.7 %	8.0 %	1.0 %	12.9 %		6.7 %
Restructuring	0.7 %	1.1 %	— %		0.7 %	0.7 %	0.6 %	0.4 %		0.6 %
<b>Adjusted Operating Profit Margin (Non-GAAP)</b>	25.9 %	20.4 %	22.5 %		21.0 %	26.0 %	21.1 %	21.5 %		21.0 %

# ADJUSTED OPERATING PROFIT MARGIN



	Three Months Ended December 31, 2020				Year Ended December 31, 2020			
	Intelligent Operating Solutions	Precision Technologies	Advanced Healthcare Solutions	Total Fortive	Intelligent Operating Solutions	Precision Technologies	Advanced Healthcare Solutions	Total Fortive
<b>2019 Adjusted Operating Profit Margin (Non-GAAP)</b>	<b>25.4 %</b>	<b>22.7 %</b>	<b>24.2 %</b>	<b>22.2 %</b>	<b>25.9 %</b>	<b>20.4 %</b>	<b>22.5 %</b>	<b>21.0 %</b>
Core (Non-GAAP)	2.8 %	0.3 %	0.5 %	1.3 %	0.4 %	1.2 %	0.4 %	0.5 %
Acquisitions (Non-GAAP)	0.5 %	(0.8)%	(0.6)%	(0.3)%	(0.3)%	(0.5)%	(1.4)%	(0.5)%
<b>2020 Adjusted Operating Profit Margin (Non-GAAP)</b>	<b>28.7 %</b>	<b>22.2 %</b>	<b>24.1 %</b>	<b>23.2 %</b>	<b>26.0 %</b>	<b>21.1 %</b>	<b>21.5 %</b>	<b>21.0 %</b>

# INCREMENTAL ADJUSTED OPERATING PROFIT MARGIN



\$ in millions	Three Months Ended December 31, 2019					Three Months Ended December 31, 2020				
	Intelligent Operating Solutions	Precision Technologies	Advanced Healthcare Solutions	Corporate	Total Fortive	Intelligent Operating Solutions	Precision Technologies	Advanced Healthcare Solutions	Corporate	Total Fortive
<b>Revenue (GAAP)</b>	\$ 527.8	\$ 453.6	\$ 281.9	\$ —	\$ 1,263.3	\$ 544.9	\$ 464.2	\$ 315.8	\$ —	\$ 1,324.9
Acquisition-Related Fair Value Adjustments to Deferred Revenue	8.5	—	2.3	—	10.8	—	—	0.5	—	0.5
<b>Adjusted Revenue (Non-GAAP)</b>	\$ 536.3	\$ 453.6	\$ 284.2	\$ —	\$ 1,274.1	\$ 544.9	\$ 464.2	\$ 316.3	\$ —	\$ 1,325.4
<b>Operating Profit (GAAP)</b>	\$ 74.2	\$ 79.2	\$ 12.0	\$ (25.5)	\$ 139.9	\$ 104.8	\$ 89.0	\$ 18.0	\$ (27.9)	\$ 183.9
Acquisition and Other Transaction Costs	3.9	(0.4)	22.6	—	26.1	0.1	—	14.2	—	14.3
Acquisition-Related Fair Value Adjustments to Deferred Revenue and Inventory	9.6	—	1.2	—	10.8	—	—	4.5	—	4.5
Amortization of Acquisition-Related Intangible Assets	35.8	4.8	33.1	—	73.7	37.7	4.2	35.3	—	77.2
Restructuring	12.9	19.5	—	—	32.4	13.7	9.7	4.2	—	27.6
<b>Adjusted Operating Profit (Non-GAAP)</b>	\$ 136.4	\$ 103.1	\$ 68.9	\$ (25.5)	\$ 282.9	\$ 156.3	\$ 102.9	\$ 76.2	\$ (27.9)	\$ 307.5
<b>Operating Profit Margin (GAAP)</b>	14.1 %	17.5 %	4.3 %		11.1 %	19.2 %	19.2 %	5.7 %		13.9 %
Acquisition and Other Transaction Costs	0.7 %	(0.1)%	8.0 %		2.1 %	— %	— %	4.5 %		1.1 %
Acquisition-Related Fair Value Adjustments to Deferred Revenue and Inventory	1.4 %	— %	0.2 %		0.6 %	— %	— %	1.4 %		0.3 %
Amortization of Acquisition-Related Intangible Assets	6.8 %	1.1 %	11.7 %		5.8 %	6.9 %	0.9 %	11.2 %		5.8 %
Restructuring	2.4 %	4.2 %	— %		2.6 %	2.5 %	2.1 %	1.3 %		2.1 %
<b>Adjusted Operating Profit Margin (Non-GAAP)</b>	25.4 %	22.7 %	24.2 %		22.2 %	28.7 %	22.2 %	24.1 %		23.2 %

## Incremental Adjusted Operating Profit Margin<sup>(a)</sup>

Year-over-year change in Adjusted Revenue (Non-GAAP)	51.3
Year-over-year change in Adjusted Operating Profit (Non-GAAP)	24.6

**Q4 2020 Incremental Adjusted Operating Profit Margin (Non-GAAP)<sup>(a)</sup>** **48.0 %**

(a) Incremental adjusted operating profit margin is calculated as the increase in adjusted operating profit between two periods, divided by the increase in adjusted revenue between the same two periods.

# ADJUSTED NET EARNINGS FROM CONTINUING OPERATIONS



\$ in millions

	Three Months Ended		Year Ended	
	December 31, 2019	December 31, 2020	December 31, 2019	December 31, 2020
<b>Net Earnings Attributable to Common Stockholders from Continuing Operations (GAAP) <sup>(a)</sup></b>	<b>\$ 57.5</b>		<b>\$ 199.1</b>	
Dividends on the mandatory convertible preferred stock to apply if-converted method <sup>(a)</sup>	17.2		69.0	
<b>Net Earnings from Continuing Operations (GAAP)</b>	<b>\$ 74.7</b>	<b>\$ 1,251.6</b>	<b>\$ 268.1</b>	<b>\$ 1,452.2</b>
Pretax amortization of acquisition-related intangible assets in the three months (\$77 million pretax, \$66 million after tax) and year ended (\$310 million pretax, \$263 million after tax) December 31, 2020, and in the three months (\$74 million pretax, \$62 million after tax) and year ended (\$261 million pretax, \$220 million after tax) December 31, 2019	73.7	77.2	261.0	309.9
Pretax acquisition and other transaction costs in the three months (\$14 million pretax, \$12 million after tax) and year ended (\$72 million pretax, \$61 million after tax) December 31, 2020, and in the three months (\$26 million pretax, \$22 million after tax) and year ended (\$111 million pretax, \$93 million after tax) December 31, 2019	26.1	14.3	110.5	71.6
Pretax acquisition-related fair value adjustments to deferred revenue and inventory related to significant acquisitions in the three months (\$5 million pretax, \$4 million after tax) and year ended (\$27 million pretax, \$23 million after tax) December 31, 2020, and in the three months (\$11 million pretax, \$9 million after tax) and year ended (\$121 million pretax, \$102 million after tax) December 31, 2019	10.8	4.5	121.0	27.3
Pretax losses from equity method investments in the three months (\$1 million pretax, \$1 million after tax) and year ended (\$4 million pretax, \$4 million after tax) December 31, 2020, and in the three months (\$3 million pretax, \$3 million after tax) and year ended (\$4 million pretax, \$3 million after tax) December 31, 2019	3.4	0.9	3.9	4.3
Unrealized gain on our retained investment in Vontier common stock in the three months and year ended December 31, 2020	—	(1,119.2)	—	(1,119.2)
Pretax (gain) loss on the disposition of the Tektronix Video Business in the three months (\$0 million pretax, \$0 million after tax) and year ended (\$41 million pretax, \$34 million after tax) December 31, 2019	0.4	—	(40.8)	—
Pretax non-cash interest expense associated with our 0.875% convertible notes in the three months (\$9 million pretax, \$7 million after tax) and year ended (\$34 million pretax, \$29 million after tax) December 31, 2020, and in the three months (\$8 million pretax, \$7 million after tax) and year ended (\$28 million pretax, \$24 million after tax) December 31, 2019	8.4	8.6	28.1	34.1
Pretax discrete restructuring charges in the three months (\$28 million pretax, \$23 million after tax) and year ended (\$28 million pretax, \$23 million after tax) December 31, 2020, and in the three months (\$32 million pretax, \$27 million after tax) and year ended (\$32 million pretax, \$27 million after tax) December 31, 2019	32.4	27.6	32.4	27.6
Pretax gain on the disposition of assets in the year (\$5 million pretax, \$5 million after tax) ended December 31, 2020	—	—	—	(5.3)
Tax effect of the adjustments reflected above <sup>(b)</sup>	(25.5)	(20.1)	(82.2)	(70.8)
Non-cash discrete tax expense adjustment resulting from the Separation of Vontier	7.5	7.5	27.0	20.2
<b>Adjusted Net Earnings from Continuing Operations (Non-GAAP)</b>	<b>\$ 211.9</b>	<b>\$ 252.9</b>	<b>\$ 729.0</b>	<b>\$ 751.9</b>

(a) The MCPS were dilutive for the three months and year ended December 31, 2020 and the "if-converted" method was applied in calculating earnings per share. As such, no additional shares were assumed to be converted and net earnings per share for both respective periods was calculated using net earnings from continuing operations. The MCPS were anti-dilutive for the three months and year ended December 31, 2019, and as such GAAP net earnings per share was calculated using net earnings from continuing operations attributable to common stockholders.

(b) The dividend on the MCPS is not tax deductible and therefore the tax effect of the adjustments includes only the amortization of acquisition-related intangible assets, acquisition and other transaction costs, acquisition-related fair value adjustments to deferred revenue and inventory, losses from equity method investments, the gain on the disposition of the Tektronix Video Business, the gain from the disposition of assets, discrete restructuring charges, and the non-cash interest expense associated with the 0.875% convertible notes. The unrealized gain on the fair value change in Vontier common stock had no tax effect.

# ADJUSTED DILUTED NET EPS



	Three Months Ended <sup>(a)</sup>		Year Ended <sup>(a)</sup>	
	December 31, 2019	December 31, 2020	December 31, 2019	December 31, 2020
<b>Diluted Net Earnings Per Share from Continuing Operations (GAAP) <sup>(b)</sup></b>	<b>\$ 0.17</b>	<b>\$ 3.47</b>	<b>\$ 0.59</b>	<b>\$ 4.05</b>
Dividends on the mandatory convertible preferred stock to apply if-converted method	0.05	—	0.20	—
Assumed dilutive impact on the Diluted Net Earnings Per Share Attributable to Common Stockholders if the MCPS Converted Shares had been outstanding	(0.01)	—	(0.04)	—
Pretax amortization of acquisition-related intangible assets in the three months (\$77 million pretax, \$66 million after tax) and year ended (\$310 million pretax, \$263 million after tax) December 31, 2020, and in the three months (\$74 million pretax, \$62 million after tax) and year ended (\$261 million pretax, \$220 million after tax) December 31, 2019	0.21	0.21	0.73	0.86
Pretax acquisition and other transaction costs in the three months (\$14 million pretax, \$12 million after tax) and year ended (\$72 million pretax, \$61 million after tax) December 31, 2020, and in the three months (\$26 million pretax, \$22 million after tax) and year ended (\$111 million pretax, \$93 million after tax) December 31, 2019	0.07	0.04	0.31	0.20
Pretax acquisition-related fair value adjustments to deferred revenue and inventory related to significant acquisitions in the three months (\$5 million pretax, \$4 million after tax) and year ended (\$27 million pretax, \$23 million after tax) December 31, 2020, and in the three months (\$11 million pretax, \$9 million after tax) and year ended (\$121 million pretax, \$102 million after tax) December 31, 2019	0.03	0.01	0.34	0.08
Pretax losses from equity method investments in the three months (\$1 million pretax, \$1 million after tax) and year ended (\$4 million pretax, \$4 million after tax) December 31, 2020, and in the three months (\$3 million pretax, \$3 million after tax) and year ended (\$4 million pretax, \$3 million after tax) December 31, 2019	0.01	—	0.01	0.01
Unrealized gain on our retained investment in Vontier common stock in the three months and year ended December 31, 2020	—	(3.10)	—	(3.12)
Pretax (gain) loss on the disposition of the Tektronix Video Business in the three months (\$0 million pretax, \$0 million after tax) and year ended (\$41 million pretax, \$34 million after tax) December 31, 2019	—	—	(0.11)	—
Pretax non-cash interest expense associated with our 0.875% convertible notes in the three months (\$9 million pretax, \$7 million after tax) and year ended (\$34 million pretax, \$29 million after tax) December 31, 2020, and in the three months (\$8 million pretax, \$7 million after tax) and year ended (\$28 million pretax, \$24 million after tax) December 31, 2019	0.02	0.02	0.08	0.09
Pretax discrete restructuring charges in the three months (\$28 million pretax, \$23 million after tax) and year ended (\$28 million pretax, \$23 million after tax) December 31, 2020, and in the three months (\$32 million pretax, \$27 million after tax) and year ended (\$32 million pretax, \$27 million after tax) December 31, 2019	0.09	0.08	0.09	0.08
Pretax gain on the disposition of assets in the year (\$5 million pretax, \$5 million after tax) ended December 31, 2020	—	—	—	(0.01)
Tax effect of the adjustments reflected above <sup>(c)</sup>	(0.07)	(0.06)	(0.23)	(0.20)
Non-cash discrete tax expense adjustment resulting from the Separation of Vontier	0.02	0.02	0.08	0.06
<b>Adjusted Diluted Net Earnings Per Share from Continuing Operations (Non-GAAP)</b>	<b>\$ 0.59</b>	<b>\$ 0.70</b>	<b>\$ 2.03</b>	<b>\$ 2.09</b>

(a) Each of the per share adjustments below was calculated assuming the MCPS Converted Shares had been outstanding. The 0.875% convertible notes did not have an impact on the adjusted diluted shares outstanding.

(b) The MCPS were dilutive for the three months and year ended December 31, 2020 and accordingly the "if-converted" method was applied in calculating earning per share. As such, no additional shares were assumed to be converted and net earnings per share for both respective periods was calculated using net earnings from continuing operations. The MCPS were anti-dilutive for the three months and year ended December 31, 2019, and as such GAAP net earnings per share was calculated using net earnings from continuing operations attributable to common stockholders.

(c) The dividend on the MCPS is not tax deductible and therefore the tax effect of the adjustments includes only the amortization of acquisition-related intangible assets, acquisition and other transaction costs, acquisition-related fair value adjustments to deferred revenue and inventory, losses from equity method investments, the gain on the disposition of the Tektronix Video Business, the gain from the disposition of assets, discrete restructuring charges, and the non-cash interest expense associated with the 0.875% convertible notes. The unrealized gain on the fair value change in Vontier common stock had no tax effect.

The sum of the components of adjusted diluted net earnings per share from continuing operations may not equal due to rounding.

# ADJUSTED DILUTED SHARES OUTSTANDING



(shares in millions)	Three Months Ended		Year Ended	
	December 31, 2019	December 31, 2020	December 31, 2019	December 31, 2020
Average common diluted stock outstanding	340.1	360.7	340.0	359.0
MCPS Converted Shares <sup>(a)</sup>	18.3	—	18.3	—
<b>Adjusted average common stock and common equivalent shares outstanding</b>	<b>358.4</b>	<b>360.7</b>	<b>358.3</b>	<b>359.0</b>

(a) The MCPS were dilutive for the three months and year ended December 31, 2020 and the "if-converted" method was applied to the average common diluted stock outstanding. Therefore, no additional shares were assumed to be converted for both the three months and year ended December 31, 2020. The MCPS were anti-dilutive for the three months and year ended December 31, 2019 and the number of MCPS Converted Shares assumes the conversion of all 1.38 million shares applying the "if-converted" method and using an average 20-day VWAP of \$75.19 as of December 31, 2019. The 0.875% convertible notes did not have an impact on the adjusted diluted shares outstanding.

# FORECASTED ADJUSTED DILUTED NET EPS FROM CONTINUING OPERATIONS



	Three Months Ending April 2, 2021 <sup>(a)</sup>		Year Ending December 31, 2021 <sup>(a)</sup>	
	Low	High	Low	High
<b>Forecasted Diluted Net Earnings Per Share from Continuing Operations Attributable to Common Stockholders</b>	<b>\$ 0.18</b>	<b>\$ 0.22</b>	<b>\$ 1.37</b>	<b>\$ 1.52</b>
Anticipated dividends on mandatory convertible preferred stock in the three months ending April 2, 2021 (\$17 million) and year ending December 31, 2021 (\$35 million)	0.05	0.05	0.10	0.10
Anticipated dilutive impact on Forecasted Diluted Net Earnings Per Share from Continuing Operations if the MCPS Converted Shares (19.4 million shares in the three months ending April 2, 2021 and 9.7 million shares in the year ending December 31, 2021) had been outstanding	(0.02)	(0.02)	(0.04)	(0.04)
Anticipated pretax amortization of acquisition-related intangible assets in the three months ending April 2, 2021 (\$77 million pretax (or \$0.21 per share), \$68 million after tax (or \$0.18 per share)) and year ending December 31, 2021 (\$309 million pretax (or \$0.85 per share), \$267 million after tax (or \$0.74 per share))	0.21	0.21	0.85	0.85
Anticipated pretax significant acquisition and other transaction costs in the three months ending April 2, 2021 (\$6 million pretax (or \$0.02 per share), \$6 million after tax (or \$0.02 per share)) and year ending December 31, 2021 (\$14 million pretax (or \$0.04 per share), \$12 million after tax (or \$0.04 per share))	0.02	0.02	0.04	0.04
Anticipated pretax fair value adjustments to deferred revenue and inventory related to significant acquisitions in the three months ending April 2, 2021 (\$6 million pretax (or \$0.02 per share), \$5 million after tax (or \$0.02 per share)) and year ending December 31, 2021 (\$8 million pretax (or \$0.02 per share), \$7 million after tax (or \$0.02 per share))	0.02	0.02	0.02	0.02
Anticipated pretax losses from equity method investments in the three months ending April 2, 2021 (\$2 million pretax (or \$0.01 per share), \$2 million after tax (or \$0.01 per share)) and year ending December 31, 2021 (\$6 million pretax (or \$0.02 per share), \$5 million after tax (or \$0.02 share))	0.01	0.01	0.02	0.02
Anticipated pretax non-cash interest from 0.875% convertible notes in the three months ending April 2, 2021 (\$14 million pretax (or \$0.04 per share), \$12 million after tax (or \$0.04 per share)) and the year ending December 31, 2021 (\$36 million pretax (or \$0.10 per share), \$32 million after tax (or \$0.09 per share))	0.04	0.04	0.10	0.10
Anticipated loss on debt extinguishment, net of the realized gain on Vontier common stock before it was transferred to lenders in exchange for the debt in the three months ending April 2, 2021 (\$36 million pretax (or \$0.10 per share), \$32 million after tax (or \$0.09 per share)) and the year ending December 31, 2021 (\$36 million pretax (or \$0.10 per share), \$31 million after tax (or \$0.09 per share))	0.10	0.10	0.10	0.10
Tax effect of the adjustments reflected above <sup>(b)</sup>	(0.05)	(0.05)	(0.16)	(0.16)
<b>Forecasted Adjusted Diluted Net Earnings Per Share from Continuing Operations</b>	<b>\$ 0.56</b>	<b>\$ 0.60</b>	<b>\$ 2.40</b>	<b>\$ 2.55</b>

(a) Each of the per share adjustments for the three months ending April 2, 2021 was calculated assuming the MCPS Converted Shares had been outstanding for the entire period. The adjustments for the year ending December 31, 2021 reflect the conversion of the MCPS on July 1, 2021.

(b) The MCPS are not tax deductible and therefore the tax effect of the adjustments includes only the amortization of acquisition-related intangible assets, acquisition and other transaction costs, acquisition-related fair value adjustments to deferred revenue and inventory, losses from equity method investments, non-cash interest from 0.875% convertible notes, and the loss on debt extinguishment.

The sum of the components of forecasted adjusted diluted net earnings per share from continuing operations may not equal due to rounding.

# FREE CASH FLOW CONVERSION RATIO



*\$ in millions*

	Three Months Ended			Year Ended		
	December 31, 2019	December 31, 2020	% Change	December 31, 2019	December 31, 2020	% Change
<b>Operating Cash Flows from Continuing Operations (GAAP)</b>	\$ 247.1	\$ 329.4	33.3 %	\$ 702.0	\$ 977.7	39.3 %
Less: purchases of property, plant & equipment (capital expenditures) from continuing operations (GAAP)	(21.9)	(16.8)		(74.5)	(75.7)	
<b>Free Cash Flow from Continuing Operations (Non-GAAP)</b>	\$ 225.2	\$ 312.6	38.8 %	\$ 627.5	\$ 902.0	43.7 %
<b>Net Earnings from Continuing Operations (GAAP)</b>	\$ 74.7	\$ 1,251.6		\$ 268.1	\$ 1,452.2	
<b>Free Cash Flow Conversion Ratio (Non-GAAP)</b>	301 %	25 %		234 %	62 %	



# ADJUSTED FREE CASH FLOW CONVERSION RATIO



\$ in millions	Three Months Ended			Year Ended		
	December 31, 2019	December 31, 2020	% Change	December 31, 2019	December 31, 2020	% Change
<b>Operating Cash Flows from Continuing Operations (GAAP)</b>	\$ 247.1	\$ 329.4	33.3 %	\$ 702.0	\$ 977.7	39.3 %
Less: purchases of property, plant & equipment (capital expenditures) from continuing operations (GAAP)	(21.9)	(16.8)		(74.5)	(75.7)	
<b>Free Cash Flow from Continuing Operations (Non-GAAP)</b>	\$ 225.2	\$ 312.6	38.8 %	\$ 627.5	\$ 902.0	43.7 %
<b>Adjusted Net Earnings from Continuing Operations (Non-GAAP)</b>	\$ 211.9	\$ 252.9		\$ 729.0	\$ 751.9	
<b>Adjusted Free Cash Flow Conversion Ratio (Non-GAAP)</b>	106 %	124 %		86 %	120 %	

# CORE REVENUE GROWTH



Components of Revenue Growth	Three Months Ended December 31, 2020	Year Ended December 31, 2020
<i>Total Fortive</i>		
<b>Total Revenue Growth (GAAP)</b>	<b>4.9 %</b>	<b>1.5 %</b>
Core (Non-GAAP)	0.7 %	(5.9)%
Acquisitions (Non-GAAP)	2.6 %	7.3 %
Impact of currency translation (Non-GAAP)	1.6 %	0.1 %
<i>Intelligent Operating Solutions</i>		
<b>Total Revenue Growth (GAAP)</b>	<b>3.2 %</b>	<b>(0.8)%</b>
Core (Non-GAAP)	(0.3)%	(7.2)%
Acquisitions (Non-GAAP)	1.7 %	6.4 %
Impact of currency translation (Non-GAAP)	1.8 %	— %
<i>Precision Technologies</i>		
<b>Total Revenue Growth (GAAP)</b>	<b>2.3 %</b>	<b>(8.7)%</b>
Core (Non-GAAP)	0.7 %	(7.7)%
Acquisitions (Non-GAAP)	— %	(1.3)%
Impact of currency translation (Non-GAAP)	1.6 %	0.3 %
<i>Advanced Healthcare Solutions</i>		
<b>Total Revenue Growth (GAAP)</b>	<b>12.0 %</b>	<b>28.3 %</b>
Core (Non-GAAP)	2.6 %	0.6 %
Acquisitions (Non-GAAP)	8.3 %	27.8 %
Impact of currency translation (Non-GAAP)	1.1 %	(0.1)%

# ADJUSTED EFFECTIVE TAX RATE



\$ in millions	Three Months Ended		Year Ended	
	December 31, 2019	December 31, 2020	December 31, 2019	December 31, 2020
Earnings before income taxes from continuing operations	\$ 93.1	\$ 1,264.1	\$ 336.7	\$ 1,507.7
Income tax expense	(18.4)	(12.5)	(68.6)	(55.5)
<b>Effective tax rate (GAAP)</b>	<b>19.8 %</b>	<b>1.0 %</b>	<b>20.4 %</b>	<b>3.7 %</b>
<b>Earnings before income taxes from continuing operations (GAAP)</b>	<b>\$ 93.1</b>	<b>\$ 1,264.1</b>	<b>\$ 336.7</b>	<b>\$ 1,507.7</b>
Pretax amortization of acquisition-related intangible assets	73.7	77.2	261.0	309.9
Pretax acquisition and other transaction costs	26.1	14.3	110.5	71.6
Pretax acquisition-related fair value adjustments to deferred revenue and inventory related to significant acquisitions	10.8	4.5	121.0	27.3
Pretax losses from equity method investments	3.4	0.9	3.9	4.3
Pretax unrealized gain on our retained investment in Vontier common stock	—	(1,119.2)	—	(1,119.2)
Pretax non-cash interest expense associated with our 0.875% convertible notes	8.4	8.6	28.1	34.1
Pretax (gain) loss on the disposition of Tektronix Video Business	0.4	—	(40.8)	—
Pretax discrete restructuring charges	32.4	27.6	32.4	27.6
Pretax gain from disposition of assets	—	—	—	(5.3)
<b>Pretax Adjusted Net Earnings (Non-GAAP)</b>	<b>\$ 248.3</b>	<b>\$ 278.0</b>	<b>\$ 852.8</b>	<b>\$ 858.0</b>
Tax effect of the adjustments reflected above	(25.5)	(20.1)	(82.2)	(70.8)
Non-cash discrete tax expense adjustment resulting from the Separation of Vontier	7.5	7.5	27.0	20.2
<b>Adjusted income tax expense (Non-GAAP)</b>	<b>\$ (36.4)</b>	<b>\$ (25.1)</b>	<b>\$ (123.8)</b>	<b>\$ (106.1)</b>
<b>Adjusted effective tax rate (Non-GAAP)</b>	<b>14.7 %</b>	<b>9.0 %</b>	<b>14.5 %</b>	<b>12.4 %</b>

# SUPPLEMENTAL INFORMATION: CORE REVENUE GROWTH BY SEGMENT FORTIVE

Components of Revenue Growth	Three Months Ended March 27, 2020	Three Months Ended June 26, 2020	Three Months Ended September 25, 2020	Three Months Ended December 31, 2020	Year Ended December 31, 2020
<i>Total Fortive</i>					
<b>Total Revenue Growth (GAAP)</b>	<b>13.0 %</b>	<b>(10.9)%</b>	<b>0.8 %</b>	<b>4.9 %</b>	<b>1.5 %</b>
Core (Non-GAAP)	(7.2)%	(14.4)%	(3.6)%	0.7 %	(5.9)%
Acquisitions (Non-GAAP)	21.3 %	4.6 %	3.7 %	2.6 %	7.3 %
Impact of currency translation (Non-GAAP)	(1.1)%	(1.1)%	0.7 %	1.6 %	0.1 %
<i>Intelligent Operating Solutions</i>					
<b>Total Revenue Growth (GAAP)</b>	<b>2.8 %</b>	<b>(10.0)%</b>	<b>0.2 %</b>	<b>3.2 %</b>	<b>(0.8)%</b>
Core (Non-GAAP)	(7.0)%	(17.9)%	(4.7)%	(0.3)%	(7.2)%
Acquisitions (Non-GAAP)	11.2 %	9.3 %	4.0 %	1.7 %	6.4 %
Impact of currency translation (Non-GAAP)	(1.4)%	(1.4)%	0.9 %	1.8 %	— %
<i>Precision Technologies</i>					
<b>Total Revenue Growth (GAAP)</b>	<b>(12.7)%</b>	<b>(19.1)%</b>	<b>(4.9)%</b>	<b>2.3 %</b>	<b>(8.7)%</b>
Core (Non-GAAP)	(9.5)%	(16.1)%	(5.4)%	0.7 %	(7.7)%
Acquisitions (Non-GAAP)	(2.5)%	(2.3)%	(0.4)%	— %	(1.3)%
Impact of currency translation (Non-GAAP)	(0.7)%	(0.7)%	0.9 %	1.6 %	0.3 %
<i>Advanced Healthcare Solutions</i>					
<b>Total Revenue Growth (GAAP)</b>	<b>220.2 %</b>	<b>2.9 %</b>	<b>11.8 %</b>	<b>12.0 %</b>	<b>28.3 %</b>
Core (Non-GAAP)	6.0 %	(4.3)%	1.5 %	2.6 %	0.6 %
Acquisitions (Non-GAAP)	215.6 %	8.5 %	10.3 %	8.3 %	27.8 %
Impact of currency translation (Non-GAAP)	(1.4)%	(1.3)%	— %	1.1 %	(0.1)%

# SUPPLEMENTAL INFORMATION: CORE REVENUE GROWTH BY SEGMENT FORTIVE

Components of Revenue Growth	Three Months Ended March 29, 2019	Three Months Ended June 28, 2019	Three Months Ended September 27, 2019	Three Months Ended December 31, 2019	Year Ended December 31, 2019
<i>Total Fortive</i>					
<b>Total Revenue Growth (GAAP)</b>	<b>7.9 %</b>	<b>26.1 %</b>	<b>23.7 %</b>	<b>22.2 %</b>	<b>20.1 %</b>
Core (Non-GAAP)	1.6 %	0.1 %	(1.3)%	(2.2)%	(0.5)%
Acquisitions (Non-GAAP)	9.0 %	28.0 %	26.2 %	25.0 %	22.2 %
Impact of currency translation (Non-GAAP)	(2.7)%	(2.0)%	(1.2)%	(0.6)%	(1.6)%
<i>Intelligent Operating Solutions</i>					
<b>Total Revenue Growth (GAAP)</b>	<b>23.9 %</b>	<b>24.9 %</b>	<b>18.2 %</b>	<b>16.1 %</b>	<b>20.5 %</b>
Core (Non-GAAP)	5.3 %	1.9 %	(2.1)%	(0.1)%	1.1 %
Acquisitions (Non-GAAP)	21.9 %	25.4 %	21.6 %	16.9 %	21.2 %
Impact of currency translation (Non-GAAP)	(3.3)%	(2.4)%	(1.3)%	(0.7)%	(1.8)%
<i>Precision Technologies</i>					
<b>Total Revenue Growth (GAAP)</b>	<b>(2.7)%</b>	<b>(2.6)%</b>	<b>(5.1)%</b>	<b>(9.0)%</b>	<b>(4.9)%</b>
Core (Non-GAAP)	(0.6)%	(0.9)%	(1.7)%	(5.6)%	(2.2)%
Acquisitions (Non-GAAP)	— %	— %	(2.5)%	(3.1)%	(1.5)%
Impact of currency translation (Non-GAAP)	(2.1)%	(1.7)%	(0.9)%	(0.3)%	(1.2)%
<i>Advanced Healthcare Solutions</i>					
<b>Total Revenue Growth (GAAP)</b>	<b>(4.6)%</b>	<b>199.9 %</b>	<b>221.0 %</b>	<b>249.0 %</b>	<b>165.4 %</b>
Core (Non-GAAP)	(3.4)%	(2.3)%	4.8 %	7.2 %	1.5 %
Acquisitions (Non-GAAP)	2.1 %	204.7 %	218.0 %	243.3 %	166.2 %
Impact of currency translation (Non-GAAP)	(3.3)%	(2.5)%	(1.8)%	(1.5)%	(2.3)%

# SUPPLEMENTAL INFORMATION: CORE REVENUE GROWTH BY SEGMENT FORTIVE

## Components of Revenue Growth

	Year Ended December 31, 2018
<i>Total Fortive</i>	
<b>Total Revenue Growth (GAAP)</b>	<b>16.3 %</b>
Core (Non-GAAP)	4.0 %
Acquisitions (Non-GAAP)	11.5 %
Impact of currency translation (Non-GAAP)	0.8 %
<i>Intelligent Operating Solutions</i>	
<b>Total Revenue Growth (GAAP)</b>	<b>42.6 %</b>
Core (Non-GAAP)	7.4 %
Acquisitions (Non-GAAP)	34.3 %
Impact of currency translation (Non-GAAP)	0.9 %
<i>Precision Technologies</i>	
<b>Total Revenue Growth (GAAP)</b>	<b>3.0 %</b>
Core (Non-GAAP)	2.1 %
Acquisitions (Non-GAAP)	— %
Impact of currency translation (Non-GAAP)	0.9 %
<i>Advanced Healthcare Solutions</i>	
<b>Total Revenue Growth (GAAP)</b>	<b>1.9 %</b>
Core (Non-GAAP)	3.3 %
Acquisitions (Non-GAAP)	(1.2)%
Impact of currency translation (Non-GAAP)	(0.2)%



**FORTIVE**