



Wolfe Global Transportation and Industrials Conference 2024

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May 22, 2024

Forward Looking Statements & Non-GAAP Financial Measures

Statements in this presentation that are not strictly historical, including statements regarding anticipated financial results, global and regional economic conditions, industry trends, geopolitical events, timing of transactions, interest rate and current exchange rate impact, future prospects, shareholder value, 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. These factors include, among other things: deterioration of or instability in the economy, the markets we serve, international trade policies and the financial markets, geopolitical conflicts, security breaches or other disruptions of our information technology systems, any future pandemic, supply chain constraints, our ability to adjust purchases and manufacturing capacity to reflect market conditions, reliance on sole sources of supply, changes in trade relations with China, contractions or lower growth rates and cyclicity of markets we serve, competition, changes in industry standards and governmental regulations, our ability to recruit and retain key employees, 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, 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, geopolitical, including war and sanctions, 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, adverse effects of restructuring activities, risk related to 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 and climate change. 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, 2023. 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 may contain references to financial measures not presented in accordance with generally accepted accounting principles (“GAAP”). We have not reconciled forward looking targets or outlook regarding non-GAAP measures because any corresponding GAAP measures and the reconciliations thereto would require us to make estimates or assumptions with precision about acquisitions, capital and other expenditures and similar adjustments during the relevant period. Information required by Regulation G with respect to historical non-GAAP financial measures are available under the Quarterly Results section of the Fortive Investor Relations website at investors.fortive.com.

All financial metrics relate only to the continuing operations, and all growth or period changes refer to year-over-year comparisons unless otherwise stated. Please refer to the corresponding Form 10-K for the year ended December 31, 2023 for additional details relating to the financial results and performances discussed in this presentation.

Forward looking financial information not otherwise presented as a range reflect assumptions underlying the midpoint of our forward-looking targets.

References to NWC mean the net working capital operational measure determined by the sum of net accounts receivable, inventories and unbilled receivables, less accounts payable and deferred revenue, each calculated in accordance with GAAP. References to adj. FCF Conversion refers to the ratio of Free Cash Flow to adjusted net income.

Fortive - A More Durable Industrial Growth Company

Making Customers Safer and More Productive



Strong start to year;
Raised FY outlook



FBS powering differentiated
operating performance



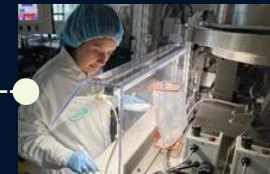
Execution in 2024 reflects
double-digit EPS & FCF growth



**INTELLIGENT
OPERATING
SOLUTIONS (IOS)**



**PRECISION
TECHNOLOGIES (PT)**



**ADVANCED
HEALTHCARE
SOLUTIONS (AHS)**

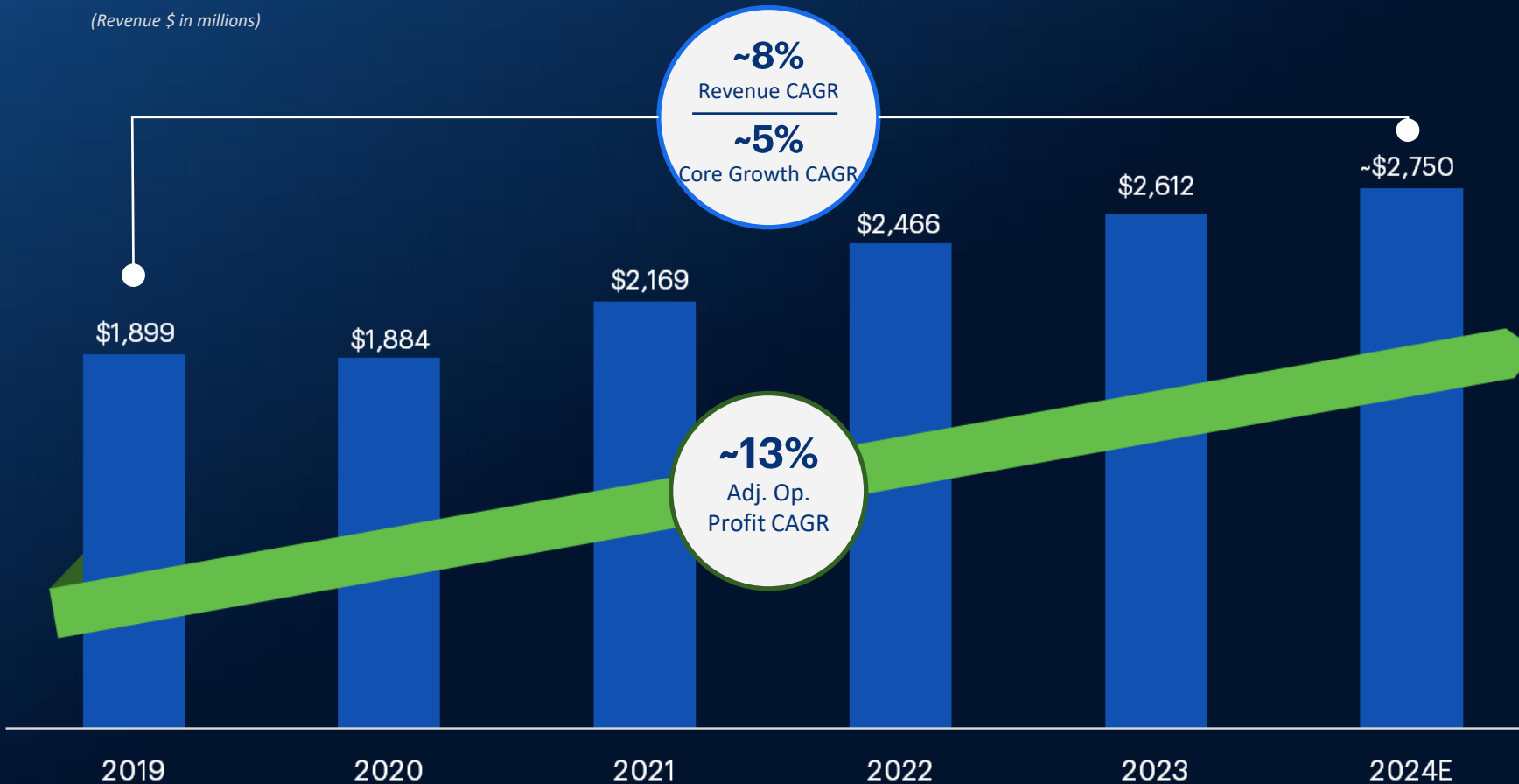
We are enhancing safety and productivity across vital sectors - from manufacturing to healthcare - with innovations that deliver more value for customers and sustainable growth for Fortive

IOS Strategic Transformation

Into a Higher Growth, Higher Margin Segment

INTELLIGENT OPERATING SOLUTIONS

(Revenue \$ in millions)



~\$30B
TAM

>\$800M
annualized software
revenue*

~33%
recurring revenue*

>700 bps
adj. OMX since 2019*

*Based on mid-point of FY 2024 guidance

Winning in Digital Transformation

Accelerating AI Enablement

TRANSFORMING **SPACE** ...



Gordian Cloud Platform

Best-in-industry construction cost database and provider network



ServiceChannel Marketplace

... **PEOPLE** ...



Intelex Health & Safety Management

SaaS-based solution enabling improved tracking of safety data and reduction in incident rates



Industrial Scientific iNet Monitoring & Analytics

... AND **ASSET** MANAGEMENT



Fluke eMaint MMS

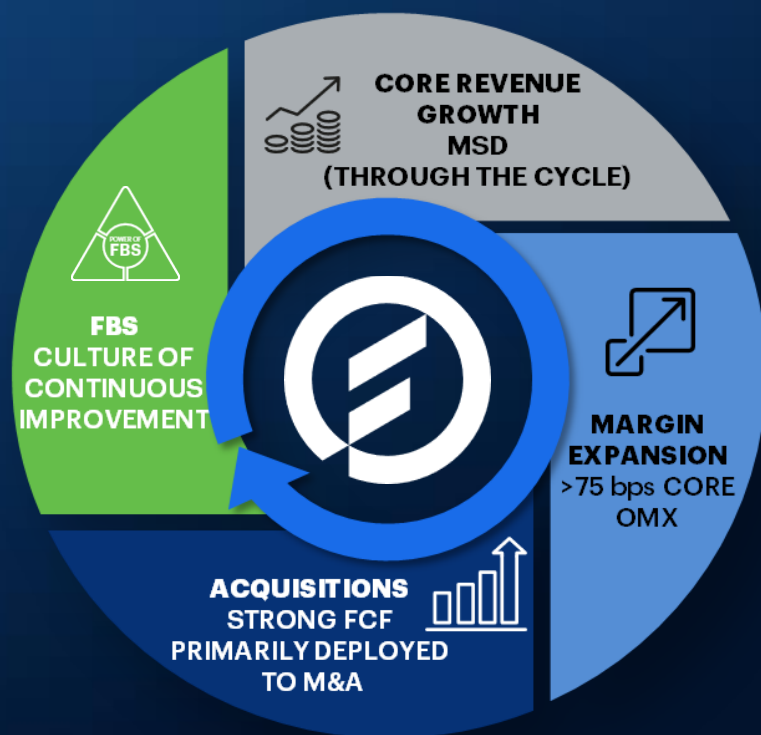


Accruent RedEye EDMS

Cloud-based document management to simplify records, enhance efficiency and improve compliance.

On the Path to Achieving Long Term Targets

Differentiating Performance and Value Creation

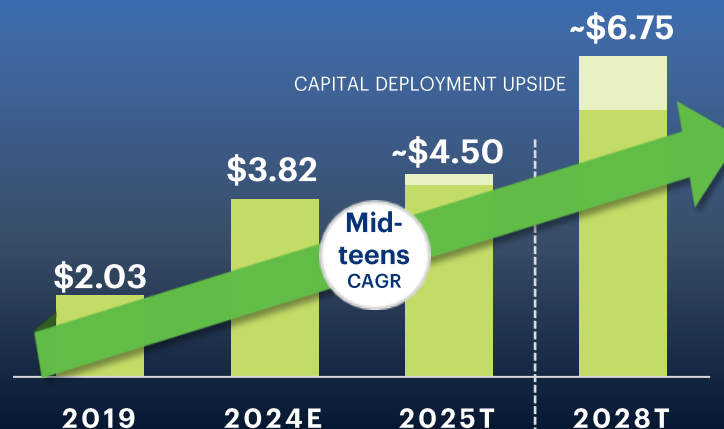


DURABLE, HIGH-GROWTH COMPOUNDING

~2X

EPS growth 2023 to 2028

ADJ. EARNINGS PER SHARE

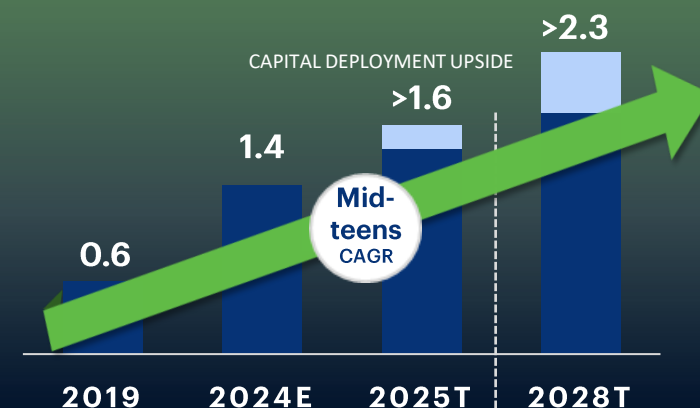


CREATING SHAREHOLDER VALUE

~2X

FCF growth 2023 to 2028
~\$8B FCF to deploy in next 5 years

ANNUAL FREE CASH FLOW (\$B)



Figures on this page beyond 2024 represent management's strategic targets, 2024 represents midpoint of current guide



FORTIVE