

#### Citi Global Industrial Tech and Mobility Conference

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Jim Lico, President and CEO

Tami Newcombe, President and CEO, Precision Technologies

# Forward-Looking Statements and 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, our plans to separate into two independent, publicly-traded companies, including the timing and cost related to the planned separation, 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," "quidance," "target", or "will" or other words of similar meaning, are "forward-looking statements" within the meaning of the United States federal securities laws. Factors that could cause actual results to differ materially from those in the forward-looking statements include, among other things: deterioration of or instability in the economy, the markets we serve, geopolitical conditions and conflicts, international trade policies and the financial markets, security breaches or other disruptions of our information technology systems, 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 other countries, contractions or lower growth rates and cyclicality 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 prior or pending separation, 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 and the Quarterly Report on Form 10-Q for the guarter ended September 27, 2024. 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, other than forecasted adjusted EPS, 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 and for forward-looking adjusted EPS are set forth in the appendix to this presentation and the "Investors" section of our website, www.fortive.com, under the heading "Financial Results".

All growth or period changes refer to year-over-year comparisons unless otherwise stated.

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

All financial results corresponding to Ralliant are based solely on the financial results of the PT segment as a reporting segment of Fortive and do not give effect to the planned separation of Ralliant as a standalone, publicly-trade company.



### **Today's Discussion**

Building on a Strong Foundation to Enhance Shareholder Value

#### **Strong Foundation for Growth**

- FTV 5-year track record: +MSD CG, ~600 bps adj. OMX, 18% FCF CAGR
- Record margins and FCF in 2024: 60% GM, AOM 27%, +13% FCF growth
- FBS driving accelerated NPI velocity

### Strategically Well Positioned for 2025

- Stabilizing demand trends and NPIs drive gradual recovery in PT
- Expect PT to return to growth in 2H
- Expected timing of spin accelerated to early 3Q'25



- · Powerful secular trends and industry-leading brands drives MSD through-cycle growth
- · Deep commitment to continuous improvement enables sustainable margin expansion
- Organic growth, coupled with disciplined capital allocation, delivers industry-leading FCF generation





#### Ralliant

#### **Precision Technologies by Engineers, for Engineers**

Attractive Financial Profile

\$2.2B Revenue<sup>1</sup> **52**%

Gross Margin<sup>1</sup>

4%

3-year core growth CAGR<sup>2</sup>

25%

Adj. Op. Margin<sup>1</sup>

Industry-leading Brands

**Tektronix** 



QUALITROL Defining Reliability







**₽** Pacsci ∈mc





#### **Strong Alignment to Secular Growth Drivers**

Contributing to DD Growth in ~35% of Portfolio



Academic Research



Next Gen Semiconductor



Power Electronics



Datacenter



Power Grid



Defense Technologies



Digital Factories



Critical Environments

**Electrification** 

Digitization



## Ralliant Value Creation Algorithm

MSD Through-Cycle Revenue Growth Businesses Aligned to Secular Trends

Accelerated Innovation

Op. Profit Growth > Revenue Growth

Deeply ingrained culture of continuous improvement

Disciplined Capital Deployment

Focus on share repurchases & scalable bolt-ons

Industry-Leading FCF Generation

Working capital discipline Capital-light model

**Delivering Robust Shareholder Returns** 



