Appendix

- FY24 Guidance Details
- Reconciliation of Organic Growth
- Adjusted Amounts Reconciliation – Consolidated
- Adjusted Amounts Reconciliation – Segment Operating Income
- Reconciliation of EBITDA to Adjusted EBITDA
- Reconciliation of Gross and Net Debt to Adjusted EBITDA
- Reconciliation of Free Cash Flow Conversion
- Supplemental Sales Information – Global Technology Platforms
- Reconciliation of Forecasted Segment Operating Margin
- Reconciliation of Forecasted EPS
# FY24 Guidance Details

## Sales Growth vs. Prior Year

<table>
<thead>
<tr>
<th>Segment</th>
<th>As Reported</th>
<th>Organic¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diversified Industrial North America</td>
<td>0.0% - 3.0%</td>
<td>~0.5%</td>
</tr>
<tr>
<td>Diversified Industrial International</td>
<td>(5.0%) - (2.0%)</td>
<td>~(3.0%)</td>
</tr>
<tr>
<td>Aerospace Systems</td>
<td>16.5% - 19.5%</td>
<td>~10%</td>
</tr>
<tr>
<td>Parker</td>
<td>2.5% - 5.5%</td>
<td>~1.5%</td>
</tr>
</tbody>
</table>

## Segment Operating Margins

<table>
<thead>
<tr>
<th>Segment</th>
<th>As Reported</th>
<th>Adjusted¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diversified Industrial North America</td>
<td>20.9% - 21.3%</td>
<td>23.1% - 23.5%</td>
</tr>
<tr>
<td>Diversified Industrial International</td>
<td>20.4% - 20.8%</td>
<td>22.9% - 23.3%</td>
</tr>
<tr>
<td>Aerospace Systems</td>
<td>18.2% - 18.6%</td>
<td>24.4% - 24.8%</td>
</tr>
<tr>
<td>Parker</td>
<td>20.0% - 20.4%</td>
<td>23.4% - 23.8%</td>
</tr>
</tbody>
</table>

## Earnings Per Share

<table>
<thead>
<tr>
<th></th>
<th>As Reported</th>
<th>Adjusted¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Midpoint</td>
<td>$19.13</td>
<td>$23.00</td>
</tr>
<tr>
<td>Range</td>
<td>$18.73 - $19.53</td>
<td>$22.60 - $23.40</td>
</tr>
</tbody>
</table>

## Additional Items

<table>
<thead>
<tr>
<th></th>
<th>As Reported and Adjusted¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate G&amp;A</td>
<td>~$240M</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>~$515M</td>
</tr>
<tr>
<td>Other Expense</td>
<td>~$16M - ~$29M</td>
</tr>
<tr>
<td>Reported Tax Rate</td>
<td>~23%</td>
</tr>
<tr>
<td>Diluted Shares Outstanding</td>
<td>~130M</td>
</tr>
</tbody>
</table>

## Detail of Pre-Tax Adjustments to:

<table>
<thead>
<tr>
<th>Segment</th>
<th>Segment Margins</th>
<th>Below Segment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquired Intangible Asset Amortization</td>
<td>~$565M</td>
<td>—</td>
</tr>
<tr>
<td>Business Realignment Charges</td>
<td>~$70M</td>
<td>—</td>
</tr>
<tr>
<td>Integration Costs to Achieve</td>
<td>~$35M</td>
<td>—</td>
</tr>
<tr>
<td>Net Gain on Divestiture</td>
<td>—</td>
<td>($13M)</td>
</tr>
</tbody>
</table>

1. Adjusted numbers include certain non-GAAP financial measures.
## Reconciliation of Organic Growth

(Dollars in thousands)  
(Unaudited)

<table>
<thead>
<tr>
<th>Net Sales</th>
<th>As Reported</th>
<th>Adjusted</th>
<th>As Reported</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>September 30, 2023</td>
<td>September 30, 2023</td>
<td>September 30, 2022</td>
</tr>
<tr>
<td>Diversified Industrial:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>North America</td>
<td>$2,229,906</td>
<td>$2,142,121</td>
<td>$2,131,760</td>
</tr>
<tr>
<td>International</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>784,198</td>
<td>712,163</td>
<td>698,826</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>524,954</td>
<td>533,025</td>
<td>581,623</td>
</tr>
<tr>
<td>Latin America</td>
<td>79,470</td>
<td>80,650</td>
<td>74,564</td>
</tr>
<tr>
<td>International</td>
<td>1,388,622</td>
<td>1,325,838</td>
<td>1,355,013</td>
</tr>
<tr>
<td>Total Diversified Industrial</td>
<td>3,618,528</td>
<td>3,467,959</td>
<td>3,486,773</td>
</tr>
<tr>
<td>Aerospace Systems</td>
<td>1,228,960</td>
<td>864,166</td>
<td>746,002</td>
</tr>
<tr>
<td>Total Parker Hannifin</td>
<td>$4,847,488</td>
<td>$4,332,125</td>
<td>$4,232,775</td>
</tr>
</tbody>
</table>

### As reported  
Currency Divestitures Acquisitions Organic

| Diversified Industrial:        |                     |                   |                     |
| North America                  | 4.6 %               | 0.5 %             | (0.0)%              | 3.6 % | 0.5 % |
| International                  |                     |                   |                     |
| Europe                         | 12.2 %              | 5.4 %             | 0.0 %               | 4.9 % | 1.9 % |
| Asia Pacific                   | (9.7)%              | (2.0)%            | 0.0 %               | 0.7 % | (8.4)%|
| Latin America                  | 6.6 %               | (1.6)%            | 0.0 %               | 0.0 % | 8.2 % |
| International                  | 2.5 %               | 1.9 %             | 0.0 %               | 2.8 % | (2.2)%|
| Total Diversified Industrial   | 3.8 %               | 1.0 %             | (0.0)%              | 3.3 % | (0.5)%|
| Aerospace Systems              | 64.7 %              | 0.5 %             | (3.3)%              | 51.7 %| 15.8 %|
| Total Parker Hannifin          | 14.5 %              | 1.0 %             | (0.6)%              | 11.8 %| 2.3 % |
Adjusted Amounts Reconciliation
Consolidated Statement of Income

(Dollars in thousands, except per share data)
(Unaudited)

<table>
<thead>
<tr>
<th>Quarter-to-Date FY 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Net sales</td>
</tr>
<tr>
<td>Cost of sales</td>
</tr>
<tr>
<td>Selling, general and admin. expenses</td>
</tr>
<tr>
<td>Interest expense</td>
</tr>
<tr>
<td>Income before income taxes</td>
</tr>
<tr>
<td>Income taxes</td>
</tr>
<tr>
<td>Net income</td>
</tr>
<tr>
<td>Diluted earnings per share</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Quarter-to-Date FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Net sales</td>
</tr>
<tr>
<td>Cost of sales</td>
</tr>
<tr>
<td>Selling, general and admin. Expenses</td>
</tr>
<tr>
<td>Interest expense</td>
</tr>
<tr>
<td>Income before income taxes</td>
</tr>
<tr>
<td>Income taxes</td>
</tr>
<tr>
<td>Net income</td>
</tr>
<tr>
<td>Diluted earnings per share</td>
</tr>
</tbody>
</table>

(Adjusted Amounts Reconciliation Consolidated Statement of Income)
## Adjusted Amounts Reconciliation

### Segment Operating Income

(Dollars in thousands)  
(UNAUDITED)

#### Quarter-to-Date FY 2024

<table>
<thead>
<tr>
<th>As Reported</th>
<th>Acquired</th>
<th>Business</th>
<th>Meggitt</th>
<th>Net Gain on</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 30, 2023</td>
<td>Intangible Asset</td>
<td>Realignment</td>
<td>Costs to Achieve</td>
<td>Divestiture</td>
</tr>
<tr>
<td>North America&lt;sup&gt;1&lt;/sup&gt;</td>
<td>$506,053</td>
<td>22.7%</td>
<td>$44,683</td>
<td>$2,584</td>
</tr>
<tr>
<td>International&lt;sup&gt;1&lt;/sup&gt;</td>
<td>300,701</td>
<td>21.7%</td>
<td>23,268</td>
<td>10,055</td>
</tr>
<tr>
<td>Total Diversified Industrial&lt;sup&gt;1&lt;/sup&gt;</td>
<td>806,754</td>
<td>22.3%</td>
<td>67,951</td>
<td>12,639</td>
</tr>
<tr>
<td>Aerospace Systems&lt;sup&gt;1&lt;/sup&gt;</td>
<td>226,260</td>
<td>18.4%</td>
<td>87,569</td>
<td>453</td>
</tr>
<tr>
<td>Total segment operating income</td>
<td>1,033,014</td>
<td>22.3%</td>
<td>155,520</td>
<td>(6,406)</td>
</tr>
<tr>
<td>Corporate administration</td>
<td>55,656</td>
<td>1.1%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Income before interest and other expenses</td>
<td>977,358</td>
<td>20.2%</td>
<td>87,569</td>
<td>1,879</td>
</tr>
<tr>
<td>Income before interest and other expenses</td>
<td>920,435</td>
<td>16.9%</td>
<td>(155,520)</td>
<td>(6,406)</td>
</tr>
</tbody>
</table>

#### Quarter-to-Date FY 2023

<table>
<thead>
<tr>
<th>As Reported</th>
<th>Acquired</th>
<th>Business</th>
<th>Meggitt</th>
<th>Net Gain on</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 30, 2022</td>
<td>Intangible Asset</td>
<td>Realignment</td>
<td>Costs to Achieve</td>
<td>Divestiture</td>
</tr>
<tr>
<td>North America&lt;sup&gt;1&lt;/sup&gt;</td>
<td>$452,986</td>
<td>21.2%</td>
<td>$46,274</td>
<td>$133</td>
</tr>
<tr>
<td>International&lt;sup&gt;1&lt;/sup&gt;</td>
<td>293,940</td>
<td>21.7%</td>
<td>16,805</td>
<td>1,879</td>
</tr>
<tr>
<td>Total Diversified Industrial&lt;sup&gt;1&lt;/sup&gt;</td>
<td>746,926</td>
<td>21.4%</td>
<td>63,079</td>
<td>2,012</td>
</tr>
<tr>
<td>Aerospace Systems&lt;sup&gt;1&lt;/sup&gt;</td>
<td>92,151</td>
<td>12.4%</td>
<td>23,935</td>
<td>1,649</td>
</tr>
<tr>
<td>Total segment operating income</td>
<td>839,077</td>
<td>19.8%</td>
<td>(87,014)</td>
<td>(3,861)</td>
</tr>
<tr>
<td>Corporate administration</td>
<td>51,660</td>
<td>1.2%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Income before interest and other expenses</td>
<td>787,417</td>
<td>18.6%</td>
<td>(87,014)</td>
<td>(3,861)</td>
</tr>
<tr>
<td>Income before interest and other expenses</td>
<td>732,355</td>
<td>17.0%</td>
<td>(87,014)</td>
<td>(3,861)</td>
</tr>
</tbody>
</table>

1. Segment operating income as a percent of sales is calculated on segment sales.  
2. Adjusted amounts as a percent of sales are calculated on as reported sales.
Reconciliation of EBITDA to Adjusted EBITDA

<table>
<thead>
<tr>
<th>(Dollars in thousands)</th>
<th>Three Months Ended</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>2023</td>
<td>% of</td>
<td>2022</td>
<td>% of</td>
</tr>
<tr>
<td>(Unaudited)</td>
<td></td>
<td>$4,847,488</td>
<td>100.0%</td>
<td>$4,232,775</td>
<td>100.0%</td>
</tr>
<tr>
<td>Net sales</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>$651,072</td>
<td>13.4%</td>
<td>$388,037</td>
<td>9.2%</td>
<td></td>
</tr>
<tr>
<td>Income taxes</td>
<td>169,363</td>
<td>3.5%</td>
<td>115,308</td>
<td>2.7%</td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>84,867</td>
<td>1.8%</td>
<td>66,967</td>
<td>1.6%</td>
<td></td>
</tr>
<tr>
<td>Amortization</td>
<td>155,520</td>
<td>3.2%</td>
<td>87,014</td>
<td>2.1%</td>
<td></td>
</tr>
<tr>
<td>Interest expense</td>
<td>134,468</td>
<td>2.8%</td>
<td>117,794</td>
<td>2.8%</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,195,290</td>
<td>24.7%</td>
<td>775,120</td>
<td>18.3%</td>
<td></td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business realignment charges</td>
<td>13,092</td>
<td>0.3%</td>
<td>3,861</td>
<td>0.1%</td>
<td></td>
</tr>
<tr>
<td>Meggitt costs to achieve</td>
<td>6,406</td>
<td>0.1%</td>
<td>11,991</td>
<td>0.3%</td>
<td></td>
</tr>
<tr>
<td>Acquisition-related expenses</td>
<td></td>
<td>0.0%</td>
<td>160,258</td>
<td>3.8%</td>
<td></td>
</tr>
<tr>
<td>Loss on deal-contingent forward contracts</td>
<td>-</td>
<td>0.0%</td>
<td>389,992</td>
<td>9.2%</td>
<td></td>
</tr>
<tr>
<td>Amortization of inventory step-up to FV</td>
<td>-</td>
<td>0.0%</td>
<td>18,558</td>
<td>0.4%</td>
<td></td>
</tr>
<tr>
<td>Gain on divestitures</td>
<td></td>
<td>-0.3%</td>
<td>(372,930)</td>
<td>-8.8%</td>
<td></td>
</tr>
<tr>
<td>EBITDA - Adjusted</td>
<td></td>
<td>$1,201,528</td>
<td>24.8%</td>
<td>$986,650</td>
<td>23.3%</td>
</tr>
</tbody>
</table>

| EBITDA margin                      | 24.7%              | 18.3% |
| EBITDA margin - Adjusted           | 24.8%              | 23.3% |
Reconciliation of Gross and Net Debt / Adjusted EBITDA

(Unaudited)
(Dollars in thousands)

<table>
<thead>
<tr>
<th></th>
<th>September 30, 2022</th>
<th>September 30, 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Notes payable and long-term debt payable within one year</td>
<td>$1,725,077</td>
<td>$3,594,425</td>
</tr>
<tr>
<td>Long-term debt</td>
<td>12,238,900</td>
<td>8,596,063</td>
</tr>
<tr>
<td>Add: Deferred debt issuance costs</td>
<td>87,934</td>
<td>70,406</td>
</tr>
<tr>
<td>Total gross debt</td>
<td>$14,051,911</td>
<td>$12,260,894</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$502,307</td>
<td>$448,926</td>
</tr>
<tr>
<td>Marketable securities and other investments</td>
<td>19,504</td>
<td>7,930</td>
</tr>
<tr>
<td>Total cash</td>
<td>$521,811</td>
<td>$456,856</td>
</tr>
<tr>
<td>Net debt (Gross debt less total cash)</td>
<td>$13,530,100</td>
<td>$11,804,038</td>
</tr>
<tr>
<td>TTM Net Sales</td>
<td>$16,331,574</td>
<td>$19,679,907</td>
</tr>
<tr>
<td>Net income</td>
<td>$1,252,760</td>
<td>$2,346,571</td>
</tr>
<tr>
<td>Income tax</td>
<td>293,066</td>
<td>650,183</td>
</tr>
<tr>
<td>Depreciation</td>
<td>258,530</td>
<td>335,316</td>
</tr>
<tr>
<td>Amortization</td>
<td>321,693</td>
<td>569,219</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>313,696</td>
<td>590,568</td>
</tr>
<tr>
<td>TTM EBITDA</td>
<td>$2,439,745</td>
<td>$4,491,857</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business realignment charges</td>
<td>15,604</td>
<td>35,937</td>
</tr>
<tr>
<td>Costs to achieve</td>
<td>15,555</td>
<td>89,854</td>
</tr>
<tr>
<td>Acquisition-related costs</td>
<td>203,786</td>
<td>6,036</td>
</tr>
<tr>
<td>Loss on deal-contingent forward contracts</td>
<td>1,405,418</td>
<td>0</td>
</tr>
<tr>
<td>Gain on divestitures</td>
<td>(372,930)</td>
<td>(13,260)</td>
</tr>
<tr>
<td>Amortization of inventory step-up to FV</td>
<td>18,358</td>
<td>91,623</td>
</tr>
<tr>
<td>Net loss on divestitures</td>
<td>0</td>
<td>10,927</td>
</tr>
<tr>
<td>Russia liquidation</td>
<td>20,057</td>
<td>0</td>
</tr>
<tr>
<td>TTM Adjusted EBITDA</td>
<td>$3,745,593</td>
<td>$4,712,974</td>
</tr>
<tr>
<td>Gross Debt/TTM Adjusted EBITDA</td>
<td>3.8</td>
<td>2.6</td>
</tr>
<tr>
<td>Net Debt/TTM Adjusted EBITDA</td>
<td>3.6</td>
<td>2.5</td>
</tr>
</tbody>
</table>
Reconciliation of Free Cash Flow Conversion

(Unaudited)  
(Dollars in thousands)

<table>
<thead>
<tr>
<th></th>
<th>2023</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>$651,072</td>
<td>$388,037</td>
</tr>
<tr>
<td>Cash Flow from Operations</td>
<td>$649,959</td>
<td>$457,358</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>(97,746)</td>
<td>(83,555)</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>$552,213</td>
<td>$373,803</td>
</tr>
<tr>
<td>Free Cash Flow Conversion (Free Cash Flow / Net Income)</td>
<td>85%</td>
<td>96%</td>
</tr>
</tbody>
</table>
### Supplemental Sales Information

**Global Technology Platforms**

<table>
<thead>
<tr>
<th>(Unaudited)</th>
<th>Three Months Ended September 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2023</td>
</tr>
<tr>
<td><strong>Net sales</strong></td>
<td></td>
</tr>
<tr>
<td>Diversified Industrial:</td>
<td></td>
</tr>
<tr>
<td>Motion Systems</td>
<td>$942,314</td>
</tr>
<tr>
<td>Flow and Process Control</td>
<td>1,181,461</td>
</tr>
<tr>
<td>Filtration and Engineered Materials</td>
<td>1,494,753</td>
</tr>
<tr>
<td>Aerospace Systems</td>
<td>1,228,960</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$4,847,488</td>
</tr>
</tbody>
</table>
Reconciliation of Forecasted Segment Operating Margin

(Unaudited)
(Amounts in percentages)  

<table>
<thead>
<tr>
<th>Fiscal Year 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forecasted segment operating margin</td>
</tr>
<tr>
<td>Adjustments:</td>
</tr>
<tr>
<td>Business realignment charges</td>
</tr>
<tr>
<td>Costs to achieve</td>
</tr>
<tr>
<td>Acquisition-related intangible asset amortization expense</td>
</tr>
<tr>
<td>Adjusted forecasted segment operating margin</td>
</tr>
</tbody>
</table>
## Reconciliation of EPS

(Unaudited)

(Amounts in dollars)

<table>
<thead>
<tr>
<th>Fiscal Year 2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forecasted earnings per diluted share $18.73 to $19.53</td>
</tr>
</tbody>
</table>

**Adjustments:**

- Business realignment charges 0.53
- Costs to achieve 0.27
- Acquisition-related intangible asset amortization expense 4.36
- Net gain on divestitures (0.10)
- Tax effect of adjustments\(^1\) (1.19)

**Adjusted forecasted earnings per diluted share** $22.60 to $23.40

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1. This line item reflects the aggregate tax effect of all non-tax adjustments reflected in the preceding line items of the table. We estimate the tax effect of each adjustment item by applying our overall effective tax rate for continuing operations to the pre-tax amount, unless the nature of the item and/or the tax jurisdiction in which the item has been recorded requires application of a specific tax rate or tax treatment, in which case the tax effect of such item is estimated by applying such specific tax rate or tax treatment.