



Third Quarter 2022 Earnings Presentation

October 2022

Forward-Looking and Non-GAAP Statements

These slides and the accompanying presentation contain “forward-looking” statements, including statements about management’s expectations regarding trends in the food and air transportation markets, strategic initiatives, including Elevate 2.0, acquisition strategies, long-term goals, and financial framework and guidance, which represent management’s best judgment as of the date hereof, based on currently available information. Actual results may differ materially from those contained in such forward-looking statements.

JBT Corporation’s (the “Company”) most recent Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q, filed with the Securities and Exchange Commission, include information concerning risks and uncertainties, including the factors set forth under “Item 1A. Risk Factors” that may cause actual results to differ from those anticipated by these forward-looking statements. The Company undertakes no obligation to update or revise these forward-looking statements to reflect new events or uncertainties.

Non-GAAP financial measures are provided to enhance investors’ overall understanding of our financial performance by eliminating effects of certain items that are not comparable from one period to the next. In addition, this information is used by management as a basis for evaluating performance and for the planning and forecasting of future periods. The adjustments generally fall within the following categories: restructuring costs, M&A related costs, LIFO expense or benefit, pension-related costs, constant currency adjustments and other major items affecting comparability of our ongoing operating results. This information is not intended to be a substitute for, nor should it be considered in isolation of, financial measures prepared in accordance with U.S. GAAP. The non-GAAP financial measures presented may differ from similarly-titled measures used by other companies. The non-GAAP financial measures are not intended to be used as a substitute for, nor should they be considered in isolation of, financial measures prepared in accordance with U.S. GAAP.

Consolidated JBT Third Quarter 2022 Results

Key Takeaways for Q3 2022 Results

- Achieved record adjusted EBITDA at FoodTech driven by volume increases and improving price/cost realization despite foreign exchange headwinds
- AeroTech recovery continued as demand for its products and services increased from pandemic lows
- Revenue increased versus prior year and sequentially despite greater than expected foreign exchange impact
- FoodTech orders experienced continued softness in Europe coupled with lengthening conversion rates in North America; customers slowed timeline to invest in equipment due to increasing economic uncertainty
- EPS impacted by a \$0.02 per share discrete tax benefit and \$0.10 per share foreign exchange headwind
- YTD free cash flow of \$13 million included an investment in inventory to support revenue growth and help mitigate supply chain risks

	Q3 2022	YoY	vs. Q2 2022
<i>(\$ Millions Except EPS)</i>			
Orders	\$462	(11%)	(18%)
Backlog	\$1,049	15%	(5%)
Revenue	\$555	16%	2%
Operating Margin	8.3%	(20) bps	50 bps
Adjusted EBITDA ⁽¹⁾	\$75	15%	14%
<i>Adjusted EBITDA Margin</i>	<i>13.4%</i>	<i>(30) bps</i>	<i>140 bps</i>
GAAP EPS	\$1.07	18%	3%
Adjusted EPS ⁽¹⁾	\$1.27	25%	12%
YTD FCF ⁽¹⁾⁽²⁾	\$13		



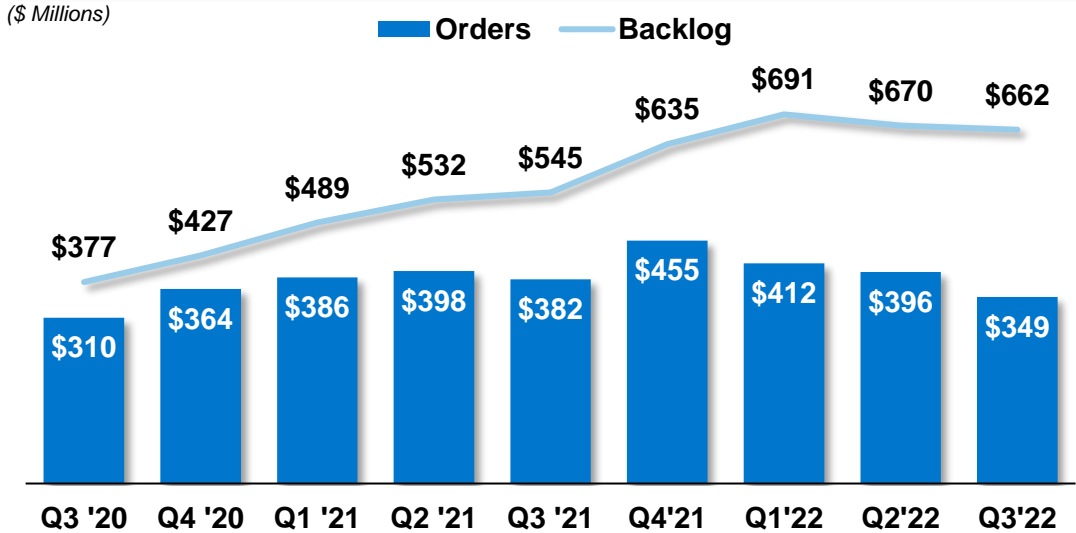
Note: Figures may have immaterial differences due to rounding.

(1) Non-GAAP figure. Please see appendix for reconciliation.

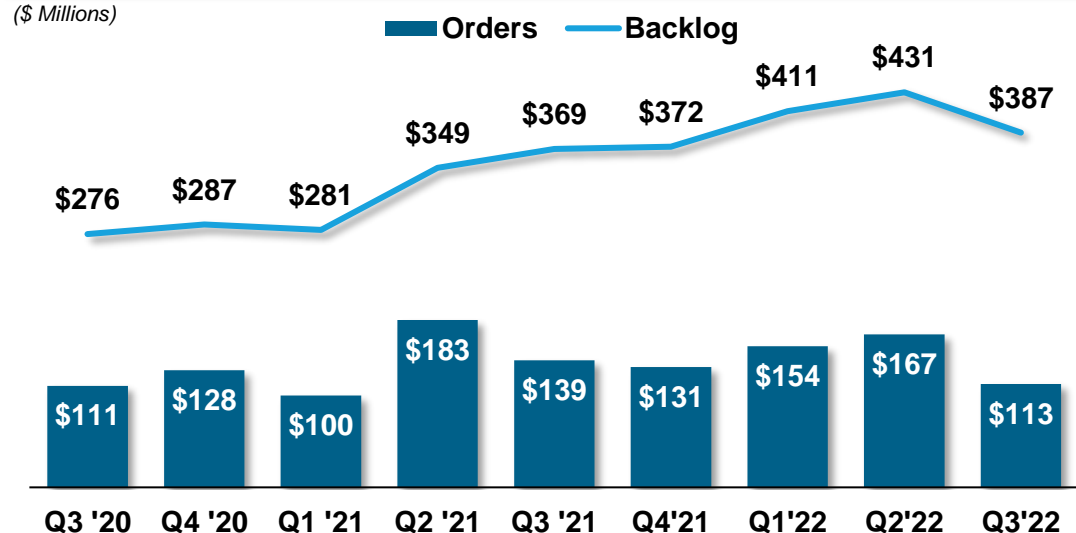
(2) Represents year to date free cash flow for the nine months ended September 30, 2022.

Healthy Backlog & Pipeline

FoodTech



AeroTech



Key Takeaways

- Customer engagement and pipeline opportunities remain strong as JBT offers core technologies and solutions for food and beverage processing; additionally, improving commercial travel trends benefit AeroTech’s products and services
- FoodTech orders impacted in Q3 2022 as slowing North American conversion rates materialized driven by customers delaying investment decisions due to uncertainty from macroeconomic pressures; European demand remained soft as customers dealt with high input costs
- FoodTech quarterly orders of \$349 million, or \$370 million on a constant currency basis, saw strength in poultry, pet food, AGV, and bakery
- As expected, AeroTech quarterly orders of \$113 million declined sequentially and year over year due to large project timing

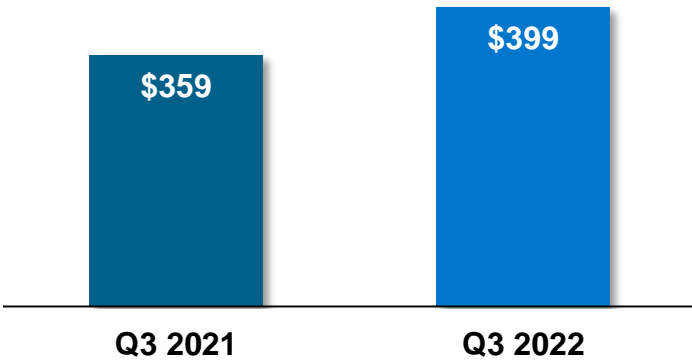


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FoodTech Results

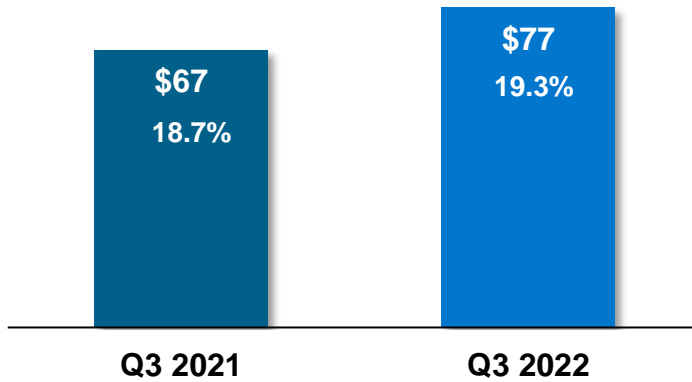
Revenue

(\$ Millions)



Adj. EBITDA ⁽¹⁾ & Margin

(\$ Millions)



Overview

- Revenue increased 11% year over year and was slightly below expectations driven by a larger than expected foreign exchange headwind and a pullback in shorter cycle demand primarily in Europe
- Revenue growth mix: 11% organic, 7% acquisitions, and a (7%) headwind from foreign exchange
 - 47% recurring revenue, which increased \$17 million from Q3 2021 and was consistent with the sequential quarter
- Adjusted EBITDA of \$77 million increased versus prior year and sequentially driven by improved price realizations
- Adjusted EBITDA margin of 19.3% was ahead of expectations driven by price/cost dynamics

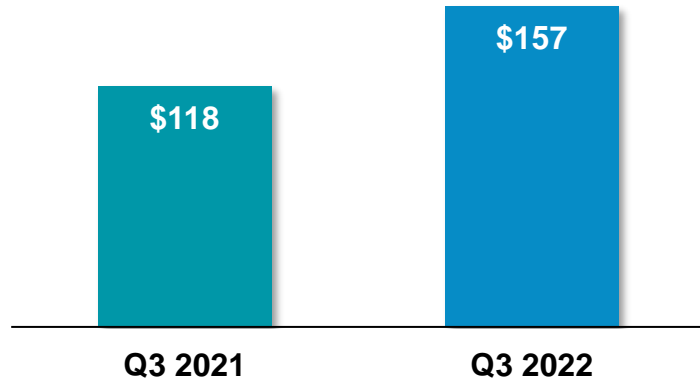


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(1) Non-GAAP figure. Please see appendix for reconciliation.

AeroTech Results

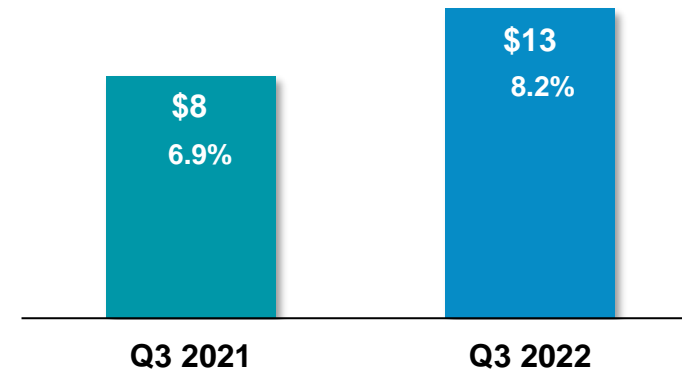
Revenue

(\$ Millions)



Adj. EBITDA ⁽¹⁾ & Margin

(\$ Millions)

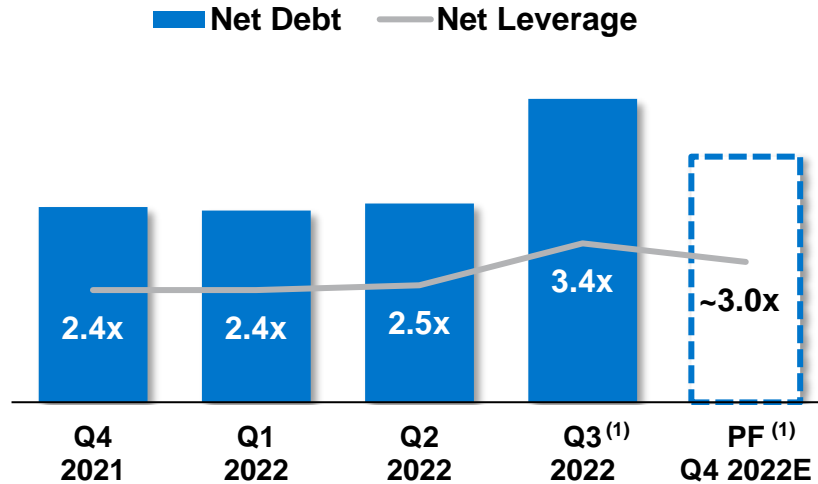


Overview

- Revenue increased 32% year over year as market recovery continued; revenue was slightly ahead of expectations driven by timing of shipments for mobile equipment
 - 36% recurring revenue, representing an \$11 million increase from Q3 2021
- Adjusted EBITDA of \$13 million increased versus prior year and sequentially driven by higher volume and improving price/cost dynamics
- Adjusted EBITDA margin of 8.2% improved 60 basis points sequentially but was below expectations due to lower productivity from supply chain and labor constraints as well as material cost inflation

Strong Balance Sheet to Support JBT Initiatives

Net Debt and Net Leverage Ratio



Key Metrics as of September 30, 2022

Total Net Debt / TTM Pro Forma Adj. EBITDA ⁽²⁾	3.4x
Financial Liquidity ⁽³⁾	\$425M
Free Cash Flow ⁽²⁾ - YTD	\$13M

Capital Deployment Priorities

- Q4 free cash flow generation and continued improvement in EBITDA expected to reduce net leverage to approximately 3.0x by year end
- Ample liquidity from credit facility to support operations and strategic initiatives
- Focus on capital investments in digital, product innovation, R&D, and operational improvements
- Maintain historical dividend
- Continue to grow through a disciplined and highly strategic M&A program
- Share repurchases to offset dilution of incentive compensation

Note: Figures may have immaterial differences due to rounding.

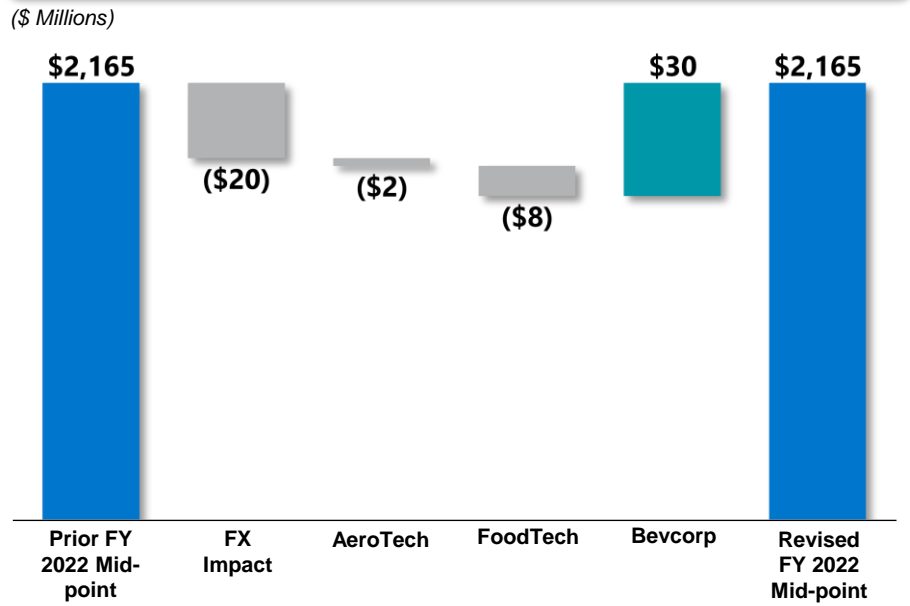
(1) Net leverage ratio represents net debt to TTM pro forma adjusted EBITDA, which is inclusive of EBITDA related to acquisitions in the prior twelve months. Q4 2022E represents anticipated net debt and net leverage ratio.

(2) Non-GAAP figure. Please see appendix for reconciliation.

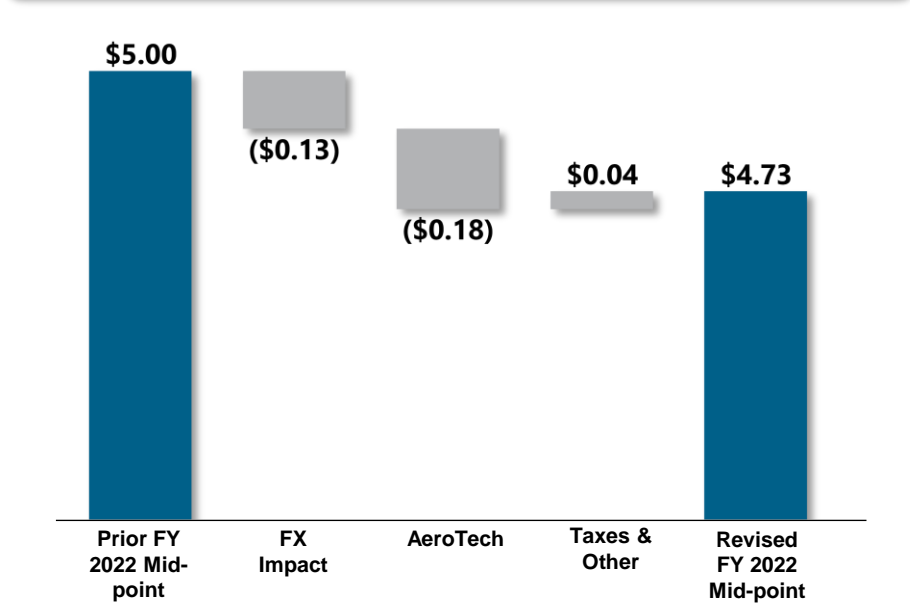
(3) Financial liquidity is defined as cash plus borrowing capacity under our credit facilities.

Full Year 2022 Revised Guidance vs. Previous Guidance

FY 2022 Revenue vs. Previous Guidance ⁽¹⁾



FY 2022 Adj. EPS vs. Previous Guidance ⁽¹⁾



Revised Guidance Highlights

- Dollar strengthened more than previous forecast, and guidance assumes similar levels through the end of the year
- AeroTech’s continued supply chain and labor constraints impact productivity and timing of margin improvement
- Excluding Bevcorp, FoodTech volume down slightly due to slowing demand in shorter cycle products, which is offset by margin improvement
- Bevcorp was not included in previous guidance; Bevcorp’s anticipated \$30 million revenue contribution and accretive adjusted EBITDA margin is offset by higher interest expense and depreciation and amortization



Note: Figures may have immaterial differences due to rounding.
 (1) Both revised and previous guidance based on mid-point of provided ranges.

Full Year 2022 Guidance

FoodTech

	FY 2022
Total Revenue Growth (YoY)	13.25 – 13.75%
Operating Profit Margin	13.0 – 13.3%
Adj. EBITDA Margin ⁽¹⁾	18.0 – 18.3%

AeroTech

	FY 2022
Total Revenue Growth (YoY)	23 – 24%
Operating Profit Margin	7.75 – 8.25%
Adj. EBITDA Margin ⁽¹⁾	8.5 – 9.0%

Corporate, EPS, & Other

	FY 2022
Total JBT Revenue Growth (YoY)	15.75 – 16.25%
Corporate Expense (% Sales)	~2.9%
Interest Expense	~\$15M
Tax Rate (Excl. Discrete Items)	21 – 22%
GAAP EPS	\$4.05 – \$4.20
Adjusted EPS ⁽¹⁾	\$4.65 – \$4.80

Additional Modeling Details

- FoodTech total revenue growth of 13.25 – 13.75% is comprised of 12.5 – 13.0% organic growth, approximately 6.5% from acquisitions, and approximately (6%) foreign exchange headwind
- FoodTech adjusted EBITDA margin excludes approximately \$6 - 7 million in M&A related costs for Bevcorp and Alco
- Corporate expense excludes approximately \$8 million in M&A related costs, \$7 million in LIFO expense, and \$3 million in restructuring expense



Appendix

Non-GAAP Reconciliations

Non-GAAP Financial Measures

- *Free cash flow:* We define free cash flow as cash provided by operating activities, less capital expenditures, plus proceeds from sale of fixed assets and pension contributions. For free cash flow purposes, we consider contributions to pension plans to be more comparable to payment of debt, and therefore exclude these contributions from the calculation of free cash flow.
- *Adjusted net income and Adjusted diluted earnings per share:* We adjust earnings for restructuring expense, LIFO expense or benefit, M&A related costs, which include integration costs and the amortization of inventory step-up from business combinations, advisory and transaction costs for both potential and completed M&A transactions and strategy (“M&A related costs”), and impacts from remeasurements of deferred taxes.
- *EBITDA and Adjusted EBITDA:* We define EBITDA as earnings before income taxes, interest expense and depreciation and amortization. We define Adjusted EBITDA as EBITDA before restructuring, LIFO expense or benefit, pension expense other than service cost, and M&A related costs.
- *Segment Adjusted Operating Profit and Segment Adjusted EBITDA:* We report segment operating profit, which is the measure of segment profit or loss required to be disclosed in accordance with GAAP. We adjust segment operating profit for restructuring, and M&A related costs. We calculate segment Adjusted EBITDA by subtracting depreciation and amortization from segment adjusted operating profit.

Reconciliation of Operating Profit to Adjusted EBITDA

(In millions)	JBT Consolidated				
	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021
Net income	\$ 34.2	\$ 33.4	\$ 25.6	\$ 31.6	\$ 29.3
Income tax provision	8.0	6.3	2.9	1.9	9.0
Interest expense, net	3.6	2.5	2.1	2.4	2.1
Depreciation and amortization	20.1	19.2	19.9	20.2	20.0
EBITDA	\$ 65.9	\$ 61.4	\$ 50.5	\$ 56.1	\$ 60.4
Restructuring related costs					
Restructuring expense	1.5	0.8	0.5	2.5	1.1
Inventory impairment due to restructuring	-	-	0.2	0.2	-
Pension expense (income), other than service cost	0.1	-	-	(1.4)	0.1
M&A related cost ⁽¹⁾	4.4	1.9	2.6	0.7	3.6
LIFO expense ⁽²⁾	2.8	1.2	0.3	0.4	-
Adjusted EBITDA	\$ 74.7	\$ 65.3	\$ 54.1	\$ 58.5	\$ 65.2
Total revenue	\$ 555.4	\$ 542.3	\$ 469.2	\$ 497.6	\$ 477.4
Adjusted EBITDA %	13.4%	12.0%	11.5%	11.8%	13.7%

(1) M&A related costs include integration costs, amortization of inventory step-up from business combinations, earn out adjustments to fair value, advisory and transaction costs for both potential and completed M&A transactions and strategy.

(2) Beginning in the second quarter of 2022, we made a change to the adjusted operating earnings and adjusted net income measures to exclude the impact of last-in first-out (“LIFO”) expense or benefit because it reduces volatility that is not reflective of our operations, and allows for better comparability to our peers. Prior year adjusted operating earnings and adjusted net income figures have been revised to align with this change in presentation.

Reconciliation of Segment Operating Profit to Adjusted EBITDA

(In millions)	<u>For the three months ended September 30, 2022</u>		<u>For the nine months ended September 30, 2022</u>	
	<u>FoodTech</u>	<u>AeroTech</u>	<u>FoodTech</u>	<u>AeroTech</u>
Operating profit	\$ 57.3	\$ 11.6	\$ 147.4	\$ 28.4
Inventory impairment due to restructuring	-	-	0.2	-
M&A related costs	1.9	-	2.4	-
Adjusted operating profit	59.2	11.6	150.0	28.4
Depreciation and amortization	17.8	1.2	52.7	3.6
Adjusted EBITDA	<u>\$ 77.0</u>	<u>\$ 12.8</u>	<u>\$ 202.7</u>	<u>\$ 32.0</u>

(In millions)	<u>For the three months ended September 30, 2021</u>		<u>For the nine months ended September 30, 2021</u>	
	<u>FoodTech</u>	<u>AeroTech</u>	<u>FoodTech</u>	<u>AeroTech</u>
Operating profit	\$ 48.9	\$ 7.0	\$ 141.9	\$ 29.0
M&A related costs	0.3	-	1.1	-
Adjusted operating profit	49.2	7.0	143.0	29.0
Depreciation and amortization	17.9	1.2	51.1	3.2
Adjusted EBITDA	<u>\$ 67.1</u>	<u>\$ 8.2</u>	<u>\$ 194.1</u>	<u>\$ 32.2</u>

Reconciliation of Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share

(In millions)

	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021
Net Income	\$ 34.2	\$ 33.4	\$ 25.6	\$ 31.6	\$ 29.3
Non-GAAP adjustments					
Restructuring related costs					
Restructuring expense	1.5	0.8	0.5	2.5	1.1
Inventory impairment due to restructuring	-	-	0.2	0.2	-
M&A related cost	4.4	1.9	2.6	0.7	3.6
LIFO expense	2.8	1.2	0.3	0.4	-
Impact on tax provision from Non-GAAP adjustments	(2.2)	(1.1)	(1.0)	(1.1)	(1.1)
Impact on tax provision from remeasurement of a deferred tax liability	-	-	-	(4.6)	-
Adjusted net income	\$ 40.7	\$ 36.2	\$ 28.2	\$ 29.7	\$ 32.9
Net income	\$ 34.2	\$ 33.4	\$ 25.6	\$ 31.6	\$ 29.3
Total shares and dilutive securities	32.1	32.1	32.1	32.1	32.1
Diluted earnings per share from net income	\$ 1.07	\$ 1.04	\$ 0.80	\$ 0.99	\$ 0.91
Adjusted net income	\$ 40.7	\$ 36.2	\$ 28.2	\$ 29.7	\$ 32.9
Total shares and dilutive securities	32.1	32.1	32.1	32.1	32.1
Adjusted diluted earnings per share from net income	\$ 1.27	\$ 1.13	\$ 0.88	\$ 0.93	\$ 1.02

Reconciliation of Cash Provided by Operating Activities to Free Cash Flow

(In millions)

	Q3 2022			FY 2021	FY 2020	FY 2019	FY 2018	FY 2017
	QTD	YTD	TTM					
Cash provided by operating activities	\$ 29.8	\$ 74.6	\$ 137.0	\$ 225.7	\$ 252.0	\$ 110.6	\$ 154.6	\$ 106.3
Less: Capital expenditures	\$ 21.3	\$ 65.7	85.9	54.1	34.3	37.9	39.8	37.9
Plus: Proceeds from disposal of assets	\$ 0.3	\$ 0.9	4.6	5.7	1.5	2.1	2.9	2.2
Plus: Pension contributions	\$ 0.2	\$ 2.9	3.7	13.1	12.5	8.0	19.5	11.2
Free cash flow	\$ 9.0	\$ 12.7	\$ 59.4	\$ 190.4	\$ 231.7	\$ 82.8	\$ 137.2	\$ 81.8
Net income	\$ 34.2	\$ 93.2	\$ 119.9	\$ 118.4	\$ 108.8	\$ 129.0	\$ 104.1	\$ 80.5
Free cash flow %	26%	14%	50%	161%	213%	64%	132%	102%

Leverage Ratio Calculations

(In millions)	<u>As of</u> <u>September 30, 2022</u>		
Total debt	\$ 979.8		
Cash and cash equivalents	(52.6)		
Net debt	<u>927.2</u>		
Other items considered debt under the credit agreement	20.5		
Consolidated total indebtedness ⁽¹⁾	<u>\$ 947.7</u>		
Trailing twelve months Adjusted EBITDA	\$ 252.6		
Proforma EBITDA of recent acquisitions ⁽²⁾	23.3		
Trailing twelve months pro forma Adjusted EBITDA	<u>275.9</u>		
Other adjustments net to earnings under the credit agreement	(2.9)		
Consolidated EBITDA ⁽¹⁾	<u>\$ 273.0</u>		
Bank total net leverage ratio (Consolidated Total Indebtedness / Consolidated EBITDA)	<table border="1" style="width: 100%;"><tr><td style="width: 80%;"></td><td style="text-align: center;">3.5x</td></tr></table>		3.5x
	3.5x		
Total net debt to trailing twelve months pro forma Adjusted EBITDA	<table border="1" style="width: 100%;"><tr><td style="width: 80%;"></td><td style="text-align: center;">3.4x</td></tr></table>		3.4x
	3.4x		

(1) As defined in the credit agreement

(2) Pro forma EBITDA related to the acquisitions in the prior twelve months.

Recurring vs. Non-recurring Revenue

(In millions)	Three Months Ended September 30, 2022		Nine Months Ended September 30, 2022	
	JBT	JBT	JBT	JBT
	FoodTech	AeroTech	FoodTech	AeroTech
Type of Good or Service				
Recurring ⁽¹⁾	185.9	56.2	541.4	161.2
Non-recurring ⁽¹⁾	213.0	100.4	607.9	256.6
Total	398.9	156.6	1,149.3	417.8
% of recurring	47%	36%	47%	39%

(1) Aftermarket parts and services and revenue from lease and long-term service contracts are considered recurring revenue. Non-recurring revenue includes new equipment and installation.

Reconciliation of Diluted Earning Per Share Guidance to Adjusted Diluted Earnings Per Share Guidance

(In cents)	<u>Guidance Q4 2022</u>	<u>Guidance Full Year 2022</u>
Diluted earnings per share from net income	\$1.15 - \$1.30	\$4.05 - \$4.20
Non-GAAP adjustments:		
Restructuring related costs ⁽¹⁾	-	0.09
M&A related costs ⁽²⁾	0.17	0.45
LIFO expense ⁽³⁾	0.08	0.22
Impact on tax provision from Non-GAAP adjustments ⁽⁴⁾	(0.05)	(0.16)
Adjusted diluted earnings per share from net income	<u>\$1.35 - \$1.50</u>	<u>\$4.65 - \$4.80</u>

(1) Restructuring related costs is estimated to be approximately \$3 million for the full year 2022. The mid-point amount has been divided by our estimate of 32.1 million total shares and dilutive securities to derive earnings per share.

(2) M&A related costs are estimated to be approximately \$5-6 million and \$14-15 million for the fourth quarter 2022 and full year 2022, respectively. The mid-point amount has been divided by our estimate of 32.1 million total shares and dilutive securities to derive earnings per share.

(3) LIFO expense is estimated to be approximately \$2-3 million and \$7 million for the fourth quarter 2022 and full year 2022, respectively. The mid-point amount has been divided by our estimate of 32.1 million total shares and dilutive securities to derive earnings per share.

(4) Impact on tax provision was calculated using the Company's effective tax rate of approximately 21-22%.

Reconciliation of Operating Profit Margin Guidance to Adjusted EBITDA Margin Guidance

(In percents)	Guidance Q4 2022		Guidance Full Year 2022	
	JBT FoodTech	JBT AeroTech	JBT FoodTech	JBT AeroTech
Operating profit	13.75 - 14.50 %	11.00 - 12.00 %	13.00 - 13.30 %	7.75 - 8.25 %
M&A related cost ⁽¹⁾	~ 0.75	-	~ 0.50	-
Adjusted operating profit	14.50 - 15.25	11.00 - 12.00	13.50 - 13.80	7.75 - 8.25
Depreciation and amortization	~ 4.50	~ 0.75	~ 4.50	~ 0.75
Adjusted EBITDA %	19.00 - 19.75 %	11.75 - 12.75 %	18.00 - 18.30 %	8.50 - 9.00 %

(1) Guidance includes M&A related costs which include integration costs, amortization of inventory step-up from business combinations, earn out adjustments to fair value, advisory and transaction costs for both potential and completed M&A transactions and strategy.