



First Quarter 2023 Earnings Presentation

April 2023

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 First Quarter 2023 Results

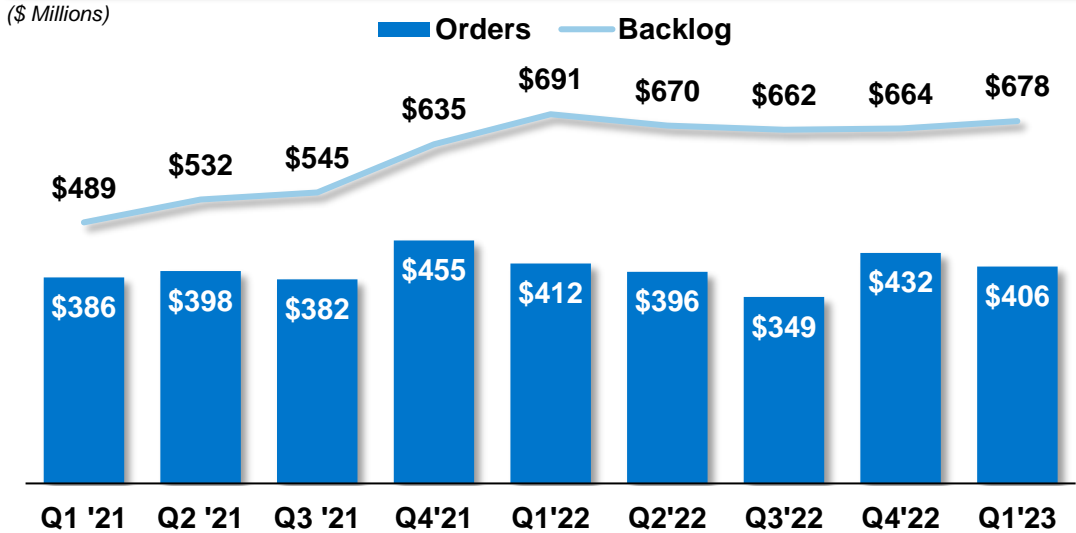
Key Takeaways

- Adjusted EBITDA increased 30% year over year driven by improved price-cost dynamics and a higher mix of recurring revenue at FoodTech
- AeroTech's market fundamentals are robust as evidenced by record orders and backlog
- Double-digit revenue growth was supported by higher shipments as supply chain conditions improved coupled with better pricing and higher FoodTech recurring revenue
- Sequential declines were expected as the first quarter is generally the slowest quarter due to seasonality

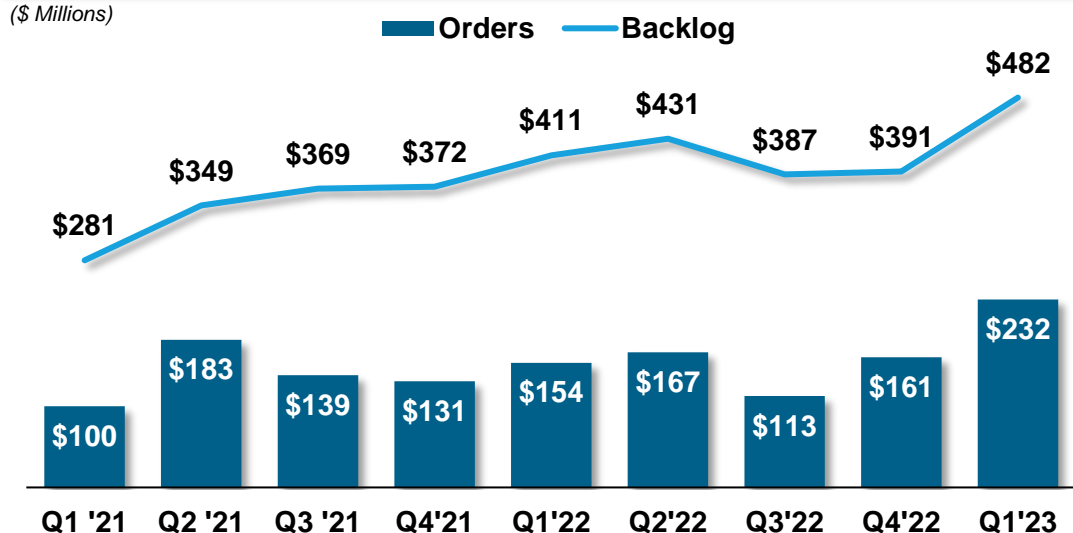
	Q1 2023	YoY	vs. Q4 2022
<i>(\$ Millions Except EPS)</i>			
Orders	\$638	13%	8%
Backlog	\$1,160	5%	10%
Revenue	\$530	13%	(12%)
Net Income	\$26	0%	(32%)
Operating Margin	7.6%	110 bps	(70) bps
Adjusted EBITDA ⁽¹⁾	\$70	30%	(18%)
Adjusted EBITDA Margin	13.2%	170 bps	(110) bps
GAAP EPS	\$0.80	0%	(32%)
Adjusted EPS ⁽¹⁾	\$0.94	7%	(37%)
Free Cash Flow ⁽¹⁾	\$4		

Healthy Backlog & Pipeline

FoodTech



AeroTech



Key Takeaways

- FoodTech customer engagement remains healthy despite uncertain macroeconomic conditions; customers are interested in products and solutions that automate production, increase capacity and yield, optimize costs through use of digital tools, and improve sustainability
- Q1 2023 FoodTech orders were \$406 million; on a constant currency basis, FoodTech orders were \$417 million, or slightly above the prior year
- FoodTech experienced demand in convenience meals, ready-to-drink and functional beverages, and fruit and vegetables
- AeroTech achieved record orders of \$232 million, which exceeded previous periods by approximately \$50 million; AeroTech market fundamentals are robust with strong demand from infrastructure and commercial airline markets

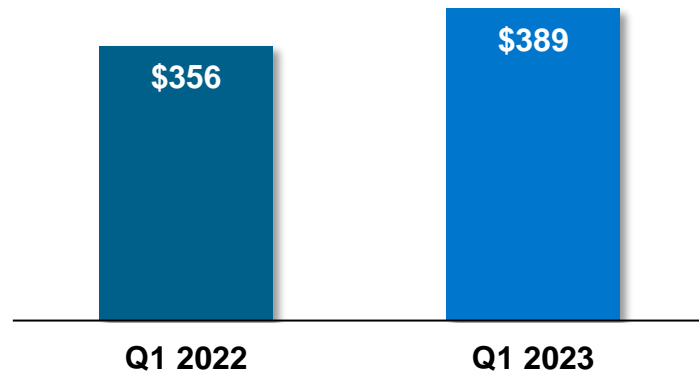


Note: Figures may have immaterial differences due to rounding.

FoodTech Results

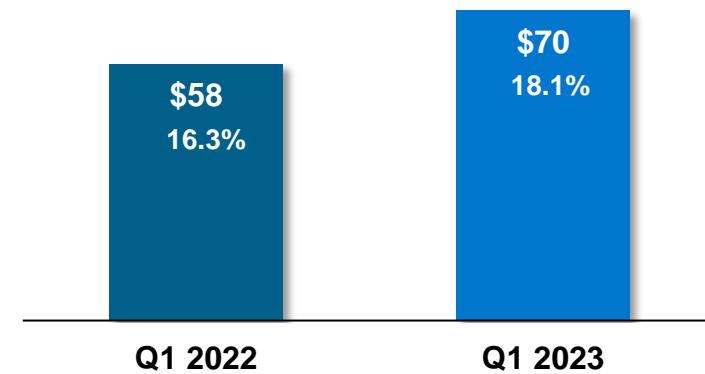
Revenue

(\$ Millions)



Adj. EBITDA ⁽¹⁾ & Margin

(\$ Millions)



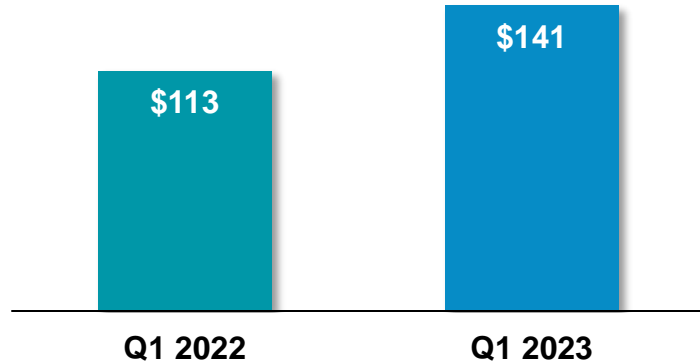
Overview

- Revenue increased 9% year over year and was ahead of guidance driven by higher recurring revenue and timing of shipments as supply chain dynamics improved
- Revenue growth mix: 2% organic, 10% acquisitions, and a (3%) impact from foreign exchange
 - 56% recurring revenue, which increased \$45 million from the prior year
- Adjusted EBITDA of \$70 million increased 21% and was ahead of expectations
- Adjusted EBITDA margin of 18.1% improved 180 basis points driven by improved price-cost and mix

AeroTech Results

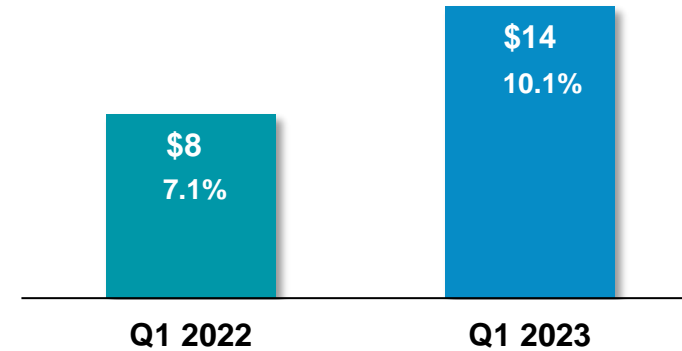
Revenue

(\$ Millions)



Adj. EBITDA ⁽¹⁾ & Margin

(\$ Millions)

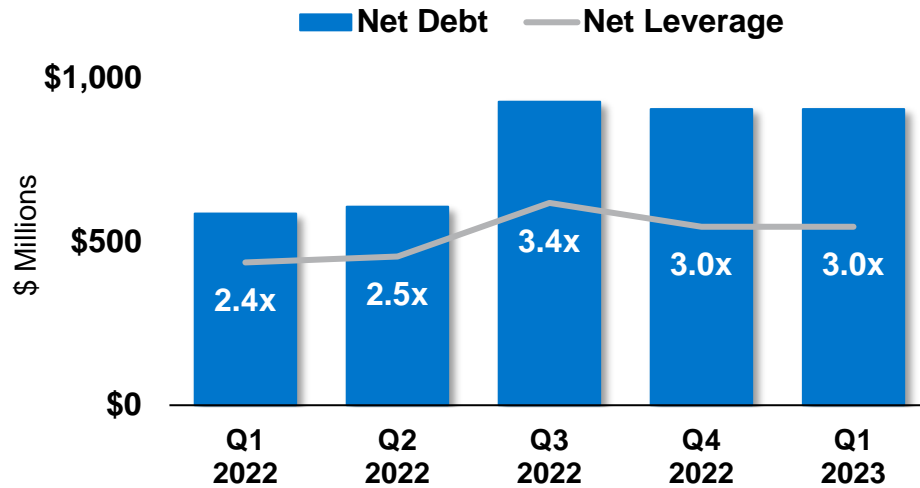


Overview

- Revenue increased 25% year over year driven by higher equipment volume and improved pricing
 - 39% recurring revenue, which increased \$6 million from the prior year
- Adjusted EBITDA of \$14 million increased \$6 million, or 79%, and was in line with expectations
- Adjusted EBITDA margin of 10.1% improved 300 basis points supported by improved price-cost and volume leverage on fixed costs

Strong Balance Sheet to Support JBT Initiatives

Net Debt and Net Leverage Ratio ⁽¹⁾



Key Metrics as of March 31, 2023

Total Net Debt / TTM Pro Forma Adj. EBITDA ⁽²⁾	3.0x
Financial Liquidity ⁽³⁾	\$543M
Free Cash Flow ⁽²⁾	\$4M

Key Takeaways

- Approximately \$650 million of outstanding debt (as of March 31, 2023) is at low-cost, fixed rates with remainder of debt at variable rates
- Free cash flow of \$4 million included investment in inventory to support JBT's revenue growth
- Forecast to achieve 2023 free cash flow conversion of greater than 100% as inventory turns are expected to improve throughout the year
- Ample liquidity to support strategic initiatives

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.

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

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

2023 Guidance

FoodTech

	Q2 2023	FY 2023
Total revenue (YoY%)	5 – 10%	5 – 9%
Operating profit margin	12.5 – 13.25%	13 – 14%
Adj. EBITDA margin ⁽¹⁾	18.0 – 18.75%	18.5 – 19.5%

AeroTech

	Q2 2023	FY 2023
Total revenue (YoY%)	4 – 7%	12 – 14%
Operating profit margin	10.0 – 11.0%	11.25 – 11.75%
Adj. EBITDA margin ⁽¹⁾	10.75 – 11.75%	12.0 – 12.5%

Consolidated

	Q2 2023	FY 2023
Total revenue (YoY%)	5 – 9%	7 – 10%
Net income (\$ millions)	\$29 – \$34	\$145 – \$161
Adj. EBITDA ⁽¹⁾ (\$ millions)	\$77 – \$85	\$330 – \$360
GAAP EPS	\$0.90 – \$1.05	\$4.50 – \$5.00
Adjusted EPS ⁽¹⁾	\$1.10 – \$1.25	\$5.00 – \$5.50

Additional Modeling Details

Q2 2023

- FoodTech adjusted EBITDA margin excludes approximately \$1 million in M&A related costs
- Corporate expense excludes approximately \$2 - \$3 million in M&A related costs, \$2 million in LIFO expense, and \$3 million in restructuring expense

Full Year 2023

- FoodTech total year-over-year revenue growth is comprised of 1 – 4% organic growth and 4 – 5% growth from acquisitions
- FoodTech adjusted EBITDA margin excludes approximately \$3 million in M&A related costs
- FoodTech is expected to incur \$8 – \$9 million in depreciation and amortization related to OmniBlu™
- Corporate expense excludes approximately \$8 million in M&A related costs, \$8 – \$9 million in LIFO expense, and \$4 million in restructuring expense
- Consolidated capex is estimated to be \$60 – \$70 million with \$12 – \$14 million of OmniBlu capitalized development costs



Note: Figures may have immaterial differences due to rounding.
⁽¹⁾ Non-GAAP figures. Please see appendix for reconciliation.



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)	Three Months Ended March 31,	
	2023	2022
Net income	\$ 25.6	\$ 25.6
Income tax provision	7.0	2.9
Interest expense, net	7.2	2.1
Depreciation and amortization	23.9	19.9
EBITDA	\$ 63.7	\$ 50.5
Restructuring related costs ⁽¹⁾	0.6	0.7
Pension expense, other than service cost	0.2	-
M&A related cost ⁽²⁾	3.4	2.6
LIFO expense ⁽³⁾	2.2	0.3
Adjusted EBITDA	<u>\$ 70.1</u>	<u>\$ 54.1</u>
Total revenue	\$ 529.5	\$ 469.2
Adjusted EBITDA %	13.2%	11.5%

(1) Includes restructuring expense as well as any charges reported in cost of products for restructuring related inventory write-offs.

(2) 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.

(3) 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)	Three Months Ended March 31, 2023	
	FoodTech	AeroTech
Operating profit	\$ 46.3	\$ 13.2
M&A related costs	2.2	-
Adjusted operating profit	48.5	13.2
Depreciation and amortization	21.7	1.1
Adjusted EBITDA	<u>\$ 70.2</u>	<u>\$ 14.3</u>

(In millions)	Three Months Ended March 31, 2022	
	FoodTech	AeroTech
Operating profit	\$ 39.9	\$ 6.8
Restructuring related costs	0.2	-
M&A related costs	0.3	-
Adjusted operating profit	40.4	6.8
Depreciation and amortization	17.7	1.2
Adjusted EBITDA	<u>\$ 58.1</u>	<u>\$ 8.0</u>

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

(In millions, except per share data)	Three Months Ended	
	March 31,	
	2023	2022
Net Income	\$ 25.6	\$ 25.6
Non-GAAP adjustments		
Restructuring related costs	0.6	0.7
M&A related cost	3.4	2.6
LIFO expense	2.2	0.3
Impact on tax provision from Non-GAAP adjustments	(1.7)	(1.0)
Adjusted net income	<u>\$ 30.1</u>	<u>\$ 28.2</u>
Net income	\$ 25.6	\$ 25.6
Total shares and dilutive securities	32.1	32.1
Diluted earnings per share from net income	<u>\$ 0.80</u>	<u>\$ 0.80</u>
Adjusted net income	\$ 30.1	\$ 28.2
Total shares and dilutive securities	32.1	32.1
Adjusted diluted earnings per share from net income	<u>\$ 0.94</u>	<u>\$ 0.88</u>

Reconciliation of Cash Provided by Operating Activities to Free Cash Flow

(In millions)	Q1 2023		FY 2022	FY 2021	FY 2020	FY 2019
	YTD	TTM				
Cash provided by operating activities	\$ 21.6	\$ 124.8	\$ 142.3	\$ 225.7	\$ 252.0	\$ 110.6
Less: Capital expenditures	17.9	78.8	87.6	54.1	34.3	37.9
Plus: Proceeds from disposal of assets	0.1	1.2	1.2	5.7	1.5	2.1
Plus: Pension contributions	0.3	1.8	3.5	13.1	12.5	8.0
Free cash flow	<u>\$ 4.1</u>	<u>\$ 49.0</u>	<u>\$ 59.4</u>	<u>\$ 190.4</u>	<u>\$ 231.7</u>	<u>\$ 82.8</u>
Net income	\$ 25.6	\$ 130.7	\$ 130.7	\$ 118.4	\$ 108.8	\$ 129.0
<i>Free cash flow %</i>	<i>16%</i>	<i>37%</i>	<i>45%</i>	<i>161%</i>	<i>213%</i>	<i>64%</i>

Leverage Ratio Calculations

(In millions)

	<u>Q1 2023</u>
Total debt	\$ 957.3
Cash and cash equivalents	(45.7)
Net debt	<u>911.6</u>
Other items considered debt under the credit agreement	<u>18.7</u>
Consolidated total indebtedness ⁽¹⁾	<u><u>\$ 930.3</u></u>
Trailing twelve months Adjusted EBITDA	\$ 295.7
Proforma EBITDA of recent acquisitions ⁽²⁾	9.5
Trailing twelve months pro forma Adjusted EBITDA	<u>305.2</u>
Other adjustments net to earnings under the credit agreement	<u>(3.4)</u>
Consolidated EBITDA ⁽¹⁾	<u><u>\$ 301.8</u></u>
Bank total net leverage ratio (Consolidated Total Indebtedness / Consolidated EBITDA)	3.1x
Total net debt to trailing twelve months pro forma Adjusted EBITDA	3.0x

(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

	Three Months Ended March 31, 2023	
(In millions)	<u>FoodTech</u>	<u>AeroTech</u>
Type of Good or Service		
Recurring ⁽¹⁾	\$ 219.3	\$ 54.5
Non-recurring ⁽¹⁾	169.2	86.5
Total	<u>\$ 388.5</u>	<u>\$ 141.0</u>
<i>% of recurring</i>	<i>56%</i>	<i>39%</i>

(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 Q2 2023</u>	<u>Guidance Full Year 2023</u>
Diluted earnings per share from net income	\$0.90 - \$1.05	\$4.50 - \$5.00
Non-GAAP adjustments:		
Restructuring related costs ⁽¹⁾	0.10	0.11
M&A related costs ⁽²⁾	0.10	0.31
LIFO expense ⁽³⁾	0.06	0.24
Impact on tax provision from Non-GAAP adjustments ⁽⁴⁾	(0.06)	(0.16)
Adjusted diluted earnings per share from net income	<u>\$1.10 - \$1.25</u>	<u>\$5.00 - \$5.50</u>

(1) Restructuring related costs is estimated to be approximately \$3 million and \$4 million for the second quarter and full year 2023, 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.

(2) M&A related costs for FoodTech are estimated to be approximately \$1 million and \$3 million for the second quarter and full year 2023, respectively. M&A related costs for Corporate are estimated to be approximately \$2 - \$3 million and \$8 million for the second quarter and full year 2023, 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 million and \$8-9 million for the second quarter 2023 and full year 2023, 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 22-23%.

Reconciliation of Net Income Guidance to Adjusted EBITDA Guidance

(In millions)	Guidance Q2 2023	Guidance Full Year 2023
Net income	\$29.0 - \$34.0	\$145.0 - \$161.0
Income tax provision	8.0 - 9.5	40.0 - 47.0
Interest expense, net	7.0 - 7.5	~27.0
Depreciation and amortization	~25.0	95.0 - 100.0
EBITDA	69.0 - 76.0	307.0 - 335.0
Restructuring related costs	~3.0	~4.0
Pension expense, other than service cost	-	0.0 - 1.0
M&A related cost	3.0 - 4.0	~11.0
LIFO expense	~2.0	8.0 - 9.0
Adjusted EBITDA	<u>\$77.0 - \$85.0</u>	<u>\$330.0 - \$360.0</u>

Reconciliation of Operating Profit Margin Guidance to Adjusted EBITDA Margin Guidance

(In percents)	Guidance Q2 2023		Guidance Full Year 2023	
	FoodTech	AeroTech	FoodTech	AeroTech
Operating profit	12.50 - 13.25 %	10.00 - 11.00 %	13.00 - 14.00 %	11.25 - 11.75 %
M&A related cost ⁽¹⁾	~ 0.25	-	~ 0.25	-
Adjusted operating profit	12.75 - 13.50	10.00 - 11.00	13.25 - 14.25	11.25 - 11.75
Depreciation and amortization	~ 5.25	~ 0.75	~ 5.25	~ 0.75
Adjusted EBITDA %	18.00 - 18.75 %	10.75 - 11.75 %	18.50 - 19.50 %	12.00 - 12.50 %

(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.