
VONTIER
Fourth Quarter 2020
Earnings Release
February 11, 2021

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the federal securities laws. These statements include, but are not limited to statements regarding Vontier Corporation's (the "Company's") business and acquisition opportunities, anticipated revenue growth, anticipated operating margin expansion, anticipated cash flow, and anticipated earnings growth, and any other statements identified by their use of words like "anticipate," "expect," "believe," "outlook," "guidance," or "will" or other words of similar meaning. There are a number of important risks and uncertainties that could cause actual results, developments and business decisions to differ materially from those suggested or indicated by such forward-looking statements and you should not place undue reliance on any such forward-looking statements. These risks and uncertainties include, among other things, the duration and impact of the COVID-19 pandemic, deterioration of or instability in the economy, the markets we serve, international trade policies and the financial markets, contractions or lower growth rates and cyclicality of markets we serve, competition, changes in industry standards and governmental regulations that may adversely impact demand for our products or our costs, 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, impact of divestitures, 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, political, 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, our ability to adjust purchases and manufacturing capacity to reflect market conditions, reliance on sole sources of supply, security breaches or other disruptions of our information technology systems, adverse effects of restructuring activities, impact of changes to U.S. GAAP, labor matters, and disruptions relating to man-made and natural disasters. 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 Information Statement filed with the Form 10-12B/A on September 21, 2020 and our Quarterly Report on Form 10-Q for the quarter ended September 25, 2020. These forward-looking statements represent Vontier's beliefs and assumptions only as of the date of this presentation and Vontier 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.

Non-GAAP Financial Measures

This presentation contains references to “core revenue growth,” “free cash flow,” "free cash flow conversion," “adjusted free cash flow,” “adjusted free cash flow conversion,” “adjusted operating profit,” “adjusted operating profit margin" “adjusted core operating margin expansion,” “adjusted net earnings,” “adjusted diluted net earnings per share,” “adjusted EBITDA,” and “net leverage ratio” financial measures which are, in each case, not presented in accordance with generally accepted accounting principles (“GAAP”).

- Core revenue growth refers to the change of total sales calculated according to GAAP but excluding (1) sales from acquired and divested businesses; (2) the impact of currency translation; and (3) certain other items. References to sales attributable to acquisitions or acquired businesses refers to GAAP sales from acquired businesses recorded prior to the first anniversary of the acquisition less the amount of sales attributable to certain divested businesses or product lines not considered discontinued operations. The portion of sales attributable to the impact of currency translation is calculated as the difference between (a) the period-to-period change in sales (excluding sales from acquired businesses) and (b) the period-to-period change in sales, including foreign operations (excluding sales from acquired businesses) after applying the current period foreign exchange rates to the prior year period. The portion of sales attributable to other items is calculated as the impact of those items which are not directly correlated to sales from existing businesses which do not have an impact on the current or comparable period.
- Free cash flow refers to cash flow from operations calculated according to GAAP but excluding capital expenditures. Free cash flow conversion refers to free cash flow divided by net earnings calculated according to GAAP.
  - Adjusted free cash flow refers to free cash flow adjusted for pro-forma interest expense on debt, net of interest income, and adjusted for standalone and other one-time public company costs. Adjusted free cash flow conversion refers to adjusted free cash flow divided by adjusted net earnings.
- Adjusted operating profit refers to operating profit calculated in accordance with GAAP, but excluding amortization of acquisition-related intangible assets, restructuring costs and asset impairments and is adjusted for standalone and other one-time public company costs. Adjusted operating margin refers to adjusted operating profit divided by GAAP sales. Adjusted core operating margin expansion refers to the change in adjusted operating profit but excluding (1) the impact on operating profit from acquired and divested businesses and (2) the impact of currency translation. References to the impact of acquisitions and divestitures refer to GAAP operating profit from acquired businesses recorded prior to the first anniversary of the acquisition less the amount of operating profit attributable to certain divested businesses or product lines not considered discontinued operations. The portion of operating profit attributable to the impact of currency translation is calculated as the difference between (a) the period-to-period change in operating profit (excluding operating profit from acquired businesses) and (b) the period-to-period change in operating profit, including foreign operations (excluding operating profit from acquired businesses) after applying the current period foreign exchange rates to the prior year period.
- Adjusted net earnings refers to net earnings calculated in accordance with GAAP, but excluding amortization of acquisition-related intangible assets, restructuring costs, transaction-related costs, gains and losses on sales of property, asset impairments and earnings attributable to noncontrolling interests and is adjusted for pro-forma interest expense on debt, net of interest income, and standalone and other one-time public company costs, certain other tax adjustments and applying the Company's overall estimated effective tax rate to the pretax amount of the adjustment, unless the nature of the adjustment and/or the tax jurisdiction in which the adjustment has been recorded requires application of a specific tax rate or tax treatment, in which case the tax effect of such adjustment is estimated by applying such specific tax rate or tax treatment. Adjusted diluted net earnings per share refers to adjusted net earnings divided by the weighted average diluted shares outstanding.
- EBITDA refers to net earnings calculated in accordance with GAAP, excluding, interest, taxes, depreciation, and amortization of acquisition-related intangible assets
  - Adjusted EBITDA refers to EBITDA excluding restructuring costs, asset impairments, transaction-related costs, gains and losses on sales of property, one-time costs related to separation and earnings attributable to non controlling interest.

The Company has not reconciled the forward-looking statements regarding core revenue growth, adjusted core operating margin expansion and adjusted free cash flow conversion because both the corresponding GAAP measures and the reconciliation thereto would require the Company to make estimates or assumptions about unknown currency impact, unidentified acquisitions and similar adjustments during the relevant period that could not be determined without unreasonable effort. The historical non-GAAP financial measures should not be considered in isolation or as a substitute for the GAAP financial measures but should instead be read in conjunction with the corresponding GAAP financial measures. Further information with respect to and reconciliations of such non-GAAP financial measures to the nearest GAAP financial measure can be found attached to this presentation.

We report our financial results in accordance with GAAP. However, we present certain non-GAAP measures, as described above, which are not recognized financial measures under GAAP, because we believe they assist investors and analysts in comparing our operating performance across reporting periods on a consistent basis by excluding items that we do not believe are indicative of our core operating performance. Management believes these measure are helpful in highlighting trends in our operating results, while other measures can differ significantly depending on long-term strategic decisions regarding capital structure and allocation, the tax jurisdictions in which companies operate and capital investments and acquisitions.

Q4 Summary

Strong finish to 2020 as VBS continues to drive outstanding cash flow conversion, core revenue growth and margin expansion

- **Adj. EPS $0.87, +21%** driven by better-than-expected core revenue growth and strong OMX
- Adj. FCF of $207M, +7% and **Adj. FCF conversion of 141%** driven by strong earnings growth and working capital efficiency
- **Adj. Core OMX +240 bps** driven by strong topline growth and continued cost management
- **Core revenue growth 8.5%** driven by DD growth at GVR (EMV and Mexico regulatory drivers) and Matco
  - **Core revenue growth excluding EMV +HSD**
- **Backlog +40%** driven by GVR (EMV acceleration) and Matco (continued COVID impact on supply chain)
- Balance sheet flexibility with **significant available M&A capacity**

Continue to position portfolio for the future and invest ahead for profitable growth opportunities

- Prioritizing strategic investments and structural cost actions to drive profitable growth and operational improvements
- **Profitable growth initiatives + price actions expected to more than offset FY21 earnings impact from EMV + inflation**

Initiating 2021 guidance; tale of two halves

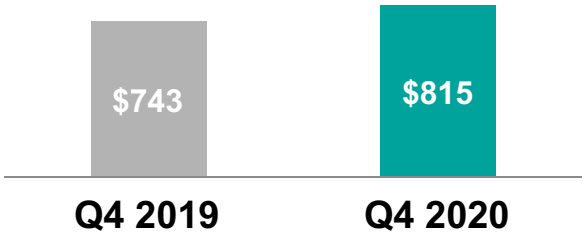
- Expect a more favorable view of the 2021 EMV headwind of $100 to $150 million
- **Expect FY core revenue growth excluding EMV +MSD**
- **Expect 1H Adj. EPS growth > 20%; 2H Adj. EPS down mid-teens %**
- Adj. FCF conversion ~ 95% on timing of tax payments + working capital headwinds resulting from a very strong 2020 performance

Note: Adjusted EPS, Adjusted Free Cash Flow, Adjusted Free Cash Flow Conversion, Adjusted Core Operating Margin Expansion and Core Revenue Growth are non-GAAP financial metrics. For a reconciliation to the most comparable GAAP metrics, see appendix.

Q4 2020 Financial Performance

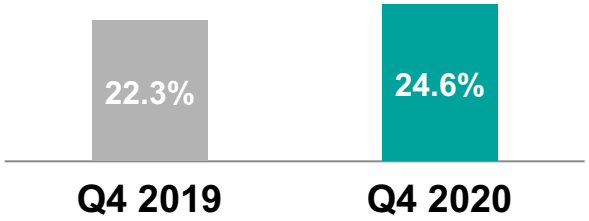
Summary of Key Financial Items

Revenue ($M)



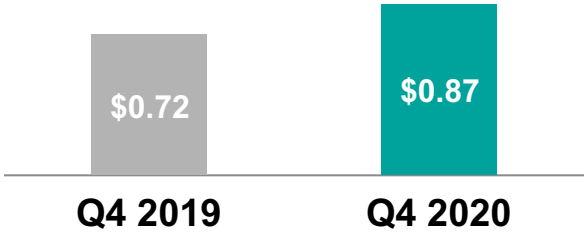
- Core revenue growth: 8.5%
- Acq/Div: —%
- FX: 0.6%
- Other: 0.5%
- Total growth: 9.6%

Adj. Operating Profit Margin (%)



- GAAP OP Margins -10 bps
- Adj. Core OMX +240 bps

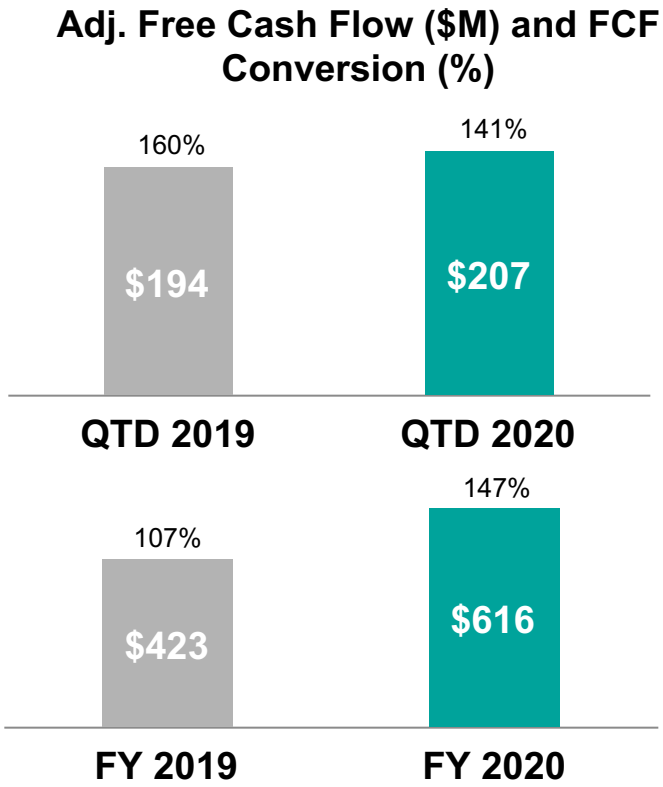
Adj. Diluted Net EPS



- GAAP EPS of $0.81
- 23.3% Adj. Effective Tax Rate ("ETR") unfavorable impact of -$0.02 on Adj. EPS (4Q19 Adj. ETR of 21.5%)

Note: Adjusted Operating Profit Margin, Adjusted Core Operating Margin Expansion, Adjusted Diluted Net Earnings Per Share and Core Revenue Growth are non-GAAP financial metrics. For a reconciliation to the most comparable GAAP metrics, see appendix.

Q4 2020 Free Cash Flow Detail



- **Q4 2020:**
  - **Free Cash Flow:** $202M, -5%; conversion of 148% of GAAP Net Earnings
  - **Adj. Free Cash Flow:** $207M, +7%; conversion of 141% of Adj. Net Earnings in-line with normal seasonality
- **FY 2020:**
  - **Free Cash Flow:** $656M, +29%; conversion of 192% of GAAP Net Earnings
  - **Adj. Free Cash Flow:** $616M,+46%; conversion of 147% of Adj. Net Earnings driven by strong earnings, working capital productivity and timing of tax payments
- **Vontier Business System drives continued improved working capital efficiency**
- **Net leverage ratio of 2.2x as of year end**

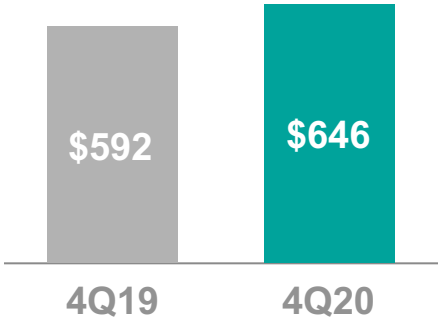
Note: Free Cash Flow, Adjusted Free Cash Flow, Free Cash Flow Conversion, Adjusted Free Cash Flow Conversion and Net Leverage Ratio are non-GAAP financial metrics. For a reconciliation to the most comparable GAAP metrics, see appendix.

Performance by Platform

Mobility Technologies

GILBARCO VEEDER-ROOT · Teletrac Navman · GTT GLOBAL TRAFFIC TECHNOLOGIES

Revenue
+9.2%
Core +8.3%

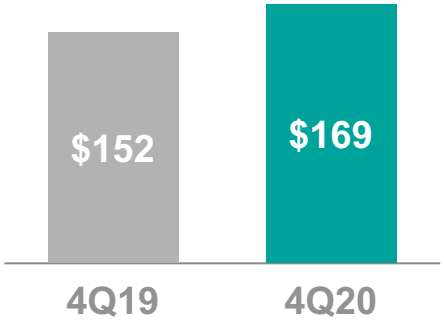


- Continued growth from EMV and Mexico regulatory drivers in GVR
- Strong sequential improvement in HGMs

Diagnostics & Repair Technologies

MATCO TOOLS · HENNESSY INDUSTRIES

Revenue
+11.3%
Core +9.2%



- Accelerated demand across Matco product lines
- Grew franchisee base in 2020; record new adds in Q420

Note: Revenue in $M. Core revenue growth is a non-GAAP financial metric. For a reconciliation to the most comparable GAAP metrics, see appendix.

Thoughts on Q1 and FY21

Q1 Considerations

- Anticipate core revenue growth of +HSD
- Expect adj. core OMX >200 bps, excluding the anticipated impact of restructuring costs
- Expect adj. EPS of $0.52 - $0.55
- ETR ~24%

FY21 Considerations

- Anticipate core revenue growth of (1%) to +1%
- Expect adj. core OMX >25 bps, excluding the anticipated impact of restructuring costs
- Expect adj. EPS of $2.35 - $2.45
- Expect adj. FCF conversion of ~95%
- ETR ~24%
- Share Count ~172M

Supplemental Reconciliation Data

RECONCILIATION OF OPERATING PROFIT TO ADJUSTED OPERATING PROFIT AND ADJUSTED OPERATING PROFIT MARGIN

$ in millions	Three Months Ended		Year Ended	
	December 31, 2019	December 31, 2020	December 31, 2019	December 31, 2020
Revenue (GAAP)	**$ 743.3**	**$ 815.0**	**$ 2,772.1**	**$ 2,704.6**
Operating Profit (GAAP)	**$ 162.8**	**$ 177.8**	**$ 563.1**	**$ 468.2**
Amortization of acquisition-related intangible assets	7.8	7.2	31.8	29.0
Restructuring costs	6.0	4.8	6.3	4.9
Transaction-related costs	—	0.7	—	0.7
Goodwill impairment charges	—	—	—	85.3
One-time costs related to separation	—	13.7	—	26.9
Normalization and other adjustments (Non-GAAP) [(a)]	$ (11.0)	$ (3.5)	$ (45.7)	$ (36.0)
Adjusted Operating Profit (Non-GAAP)	**$ 165.6**	**$ 200.7**	**$ 555.5**	**$ 579.0**
Operating Profit Margin (GAAP)	**21.9 %**	**21.8 %**	**20.3 %**	**17.3 %**
Amortization of acquisition-related intangible assets	1.0 %	0.9 %	1.1 %	1.1 %
Restructuring costs	0.8 %	0.6 %	0.2 %	0.2 %
Transaction-related costs	— %	0.1 %	— %	— %
Goodwill impairment charges	— %	— %	— %	3.2 %
One-time costs related to separation	— %	1.7 %	— %	1.0 %
Normalization and other adjustments (Non-GAAP) [(a)]	(1.5)%	(0.4)%	(1.6)%	(1.3)%
Adjusted Operating Profit Margin (Non-GAAP)	**22.3 %**	**24.6 %**	**20.0 %**	**21.4 %**

[(a)] Adjustment for standalone public company costs

RECONCILIATION OF ADJUSTED OPERATING PROFIT MARGIN EXPANSION

	Three Months Ended December 31, 2020
2019 Adjusted Operating Profit Margin (Non-GAAP)	**22.3%**
Core (Non-GAAP)	2.4%
Currency exchange rates (Non-GAAP)	(0.1)%
2020 Adjusted Operating Profit Margin (Non-GAAP)	**24.6%**

RECONCILIATION OF NET EARNINGS TO ADJUSTED NET EARNINGS

$ in millions	Three Months Ended		Year Ended	
	December 31, 2019	December 31, 2020	December 31, 2019	December 31, 2020
Net Earnings (GAAP)	**$ 126.2**	**$ 136.8**	**$ 436.5**	**$ 342.0**
Amortization of acquisition-related intangible assets	7.8	7.2	31.8	29.0
Restructuring costs	6.0	4.8	6.3	4.9
Transaction-related costs	—	0.7	—	0.7
Gain on sale of property	—	(2.6)	—	(2.6)
Goodwill impairment charges	—	—	—	85.3
Earnings attributable to noncontrolling interests	(0.7)	0.8	(1.8)	1.4
Pro-forma interest expense on debt, net of interest income	(8.6)	—	(44.0)	(28.8)
One-time costs related to separation	—	13.7	—	26.9
Normalization and other adjustments [(a)]	(11.0)	(3.5)	(45.7)	(36.0)
Tax effect of the Non-GAAP adjustments [(b)]	1.5	(4.9)	12.4	0.8
Other tax adjustments	—	(5.6)	—	(5.6)
Adjusted Net Earnings (Non-GAAP)	**$ 121.2**	**$ 147.4**	**$ 395.5**	**$ 418.0**

[(a)] Adjustment for standalone public company costs

[(b)] Tax effect calculated using an estimated effective rate for each respective period. The goodwill impairment charge is not tax deductible and therefore the tax effect of the adjustments includes only the other adjustments noted.

RECONCILIATION OF DILUTED NET EARNINGS PER SHARE TO ADJUSTED DILUTED NET EARNINGS PER SHARE

	Three Months Ended		Year Ended	
	December 31, 2019	December 31, 2020	December 31, 2019	December 31, 2020
Diluted Net Earnings per Share (GAAP)	**$ 0.75**	**$ 0.81**	**$ 2.59**	**$ 2.02**
Amortization of acquisition-related intangible assets	0.05	0.04	0.19	0.17
Restructuring costs	0.04	0.03	0.04	0.03
Transaction-related costs	—	—	—	—
Goodwill impairment charges	—	—	—	0.50
Gain on sale of property	—	(0.02)	—	(0.02)
Earnings attributable to noncontrolling interests	—	—	(0.01)	0.01
Pro-forma interest expense on debt, net of interest income	(0.05)	—	(0.26)	(0.17)
One-time costs related to separation	—	0.08	—	0.16
Normalization and other adjustments [(a)]	(0.07)	(0.02)	(0.27)	(0.21)
Tax effect of the Non-GAAP adjustments [(b)]	0.01	(0.03)	0.07	—
Other tax adjustments	—	(0.03)	—	(0.03)
Adjusted Diluted Net Earnings per Share (Non-GAAP)	**$ 0.72**	**$ 0.87**	**$ 2.35**	**$ 2.47**
Average common stock and common equivalent shares outstanding - in millions	**168.4**	**169.6**	**168.4**	**169.4**

[(a)] Adjustment for standalone public company costs

[(b)] Tax adjustment calculated using an estimated effective rate for each respective period. The goodwill impairment charge is not tax deductible and therefore the tax effect of the adjustments includes only the other adjustments noted.

Note: The sum of the components of Adjusted Diluted Net Earnings per Share may not equal due to rounding

FORECASTED ADJUSTED DILUTED NET EARNINGS PER SHARE

	Three Months Ended April 2, 2021		Year Ended December 31, 2021	
	Low End	High End	Low End	High End
Forecasted Diluted Net Earnings per Share	**$ 0.47**	**$ 0.50**	**$ 2.15**	**$ 2.25**
Anticipated amortization of acquisition-related intangible assets	0.04	0.04	0.17	0.17
Anticipated restructuring costs	0.01	0.01	0.07	0.07
Anticipated earnings attributable to noncontrolling interests	—	—	(0.01)	(0.01)
Anticipated one-time costs related to separation	0.02	0.02	0.06	0.06
Anticipated normalization and other adjustments [(a)]	(0.01)	(0.01)	(0.03)	(0.03)
Tax effect of the Non-GAAP adjustments [(b)]	(0.01)	(0.01)	(0.06)	(0.06)
Forecasted Adjusted Diluted Net Earnings per Share (Non-GAAP)	**$ 0.52**	**$ 0.55**	**$ 2.35**	**$ 2.45**

[(a)] Adjustment for standalone public company costs

[(b)] Tax adjustment calculated using an estimated effective rate for each respective period.

Note: The sum of the components of Forecasted Adjusted Diluted Net Earnings per Share may not equal due to rounding

RECONCILIATION OF OPERATING CASH FLOWS TO FREE CASH FLOW AND FREE CASH FLOW CONVERSION

$ in millions	Three Months Ended			Year Ended		
	December 31, 2019	December 31, 2020	% Change	December 31, 2019	December 31, 2020	% Change
Operating Cash Flows (GAAP)	**$ 222.9**	**$ 210.7**	**(5.5)%**	**$ 545.2**	**$ 691.3**	**26.8 %**
Less: Purchases of property, plant & equipment (capital expenditures)	(11.0)	(8.4)		(38.0)	(35.7)	
Free Cash Flow (Non-GAAP)	**$ 211.9**	**$ 202.3**	**(4.5)%**	**$ 507.2**	**$ 655.6**	**29.3 %**
Net Earnings (GAAP)	**$ 126.2**	**$ 136.8**		**$ 436.5**	**$ 342.0**	
Free Cash Flow Conversion Ratio (Non-GAAP)	**168 %**	**148 %**		**116 %**	**192 %**	

RECONCILIATION OF OPERATING CASH FLOWS TO ADJUSTED FREE CASH FLOW AND ADJUSTED FREE CASH FLOW CONVERSION

$ in millions	Three Months Ended			Year Ended		
	December 31, 2019	December 31, 2020	% Change	December 31, 2019	December 31, 2020	% Change
Operating Cash Flows (GAAP)	**$ 222.9**	**$ 210.7**	**(5.5)%**	**$ 545.2**	**$ 691.3**	**26.8 %**
Less: Purchases of property, plant & equipment (capital expenditures)	(11.0)	(8.4)		(38.0)	(35.7)	
Free Cash Flow (Non-GAAP)	**$ 211.9**	**$ 202.3**	**(4.5)%**	**$ 507.2**	**$ 655.6**	**29.3 %**
Less: Pro-forma interest expense on debt, net of interest income	(8.6)	—		(44.0)	(28.8)	
One-time costs related to separation	—	7.2		—	20.4	
Less: Normalization and other adjustments [(a)]	(9.7)	(2.3)		(40.4)	(31.0)	
Adjusted Free Cash Flow (Non-GAAP)	**$ 193.6**	**$ 207.2**	**7.0 %**	**$ 422.8**	**$ 616.2**	**45.7 %**
Adjusted Net Earnings (Non-GAAP)	**$ 121.2**	**$ 147.4**		**$ 395.5**	**$ 418.0**	
Adjusted Net Earnings Free Cash Flow Conversion Ratio (Non-GAAP)	**160 %**	**141 %**		**107 %**	**147 %**	

[(a)] Adjustment for standalone public company costs

COMPONENTS OF REVENUE GROWTH

Components of Revenue Growth	Three Months Ended December 31, 2019	Three Months Ended December 31, 2020
Total Revenue Growth (GAAP)	**2.3 %**	**9.6 %**
Existing businesses (Non-GAAP)	4.1 %	8.5 %
Acquisitions and divestitures (Non-GAAP)	— %	— %
Currency exchange rates (Non-GAAP)	(1.8)%	0.6 %
Other (Non-GAAP) [(a)]	— %	0.5 %

[(a)] Other items are related to impacts of reclassifications of non-core revenue amounts

COMPONENTS OF REVENUE GROWTH BY PLATFORM

Components of Revenue Growth	Three Months Ended December 31, 2020	
	Mobility Technologies	Diagnostics & Repair Technologies
Total Revenue Growth (GAAP)	**9.2 %**	**11.3 %**
Existing businesses (Non-GAAP)	8.3 %	9.2 %
Acquisitions and divestitures (Non-GAAP)	— %	— %
Currency exchange rates (Non-GAAP)	0.9 %	— %
Other (Non-GAAP) [(a)]	— %	2.1 %

[(a)] Other items are related to impacts of reclassifications of non-core revenue amounts

NET LEVERAGE RATIO AND RECONCILIATION FROM NET EARNINGS TO EBITDA TO ADJUSTED EBITDA

Total Debt	$	1,810.9
Less: Cash		(380.5)
Net Debt		**1,430.4**
Adjusted EBITDA (Non-GAAP)	$	665.2
Net Leverage Ratio		**2.2**

$ in millions	**Year Ended December 31, 2020**
Net Earnings (GAAP)	**$ 342.0**
Interest (income) expense, net	10.0
Income tax expense	118.3
Depreciation and amortization expense	78.3
EBITDA (Non-GAAP)	**548.6**
Restructuring costs	4.9
Goodwill impairment charge	85.3
Transaction-related costs	0.7
Gain on sale of property	(2.6)
One-time costs related to separation	26.9
Earnings attributable to noncontrolling interests	1.4
Adjusted EBITDA (Non-GAAP)	**$ 665.2**