

VONTIER

ENABLING THE WAY THE WORLD MOVES™

Q4 2024 | Earnings Results

February 13, 2025

Safe Harbor and 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 sales growth, anticipated adjusted operating margin expansion, anticipated adjusted net earnings per share, anticipated adjusted cash flow conversion, 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, deterioration of or instability in the economy, the markets we serve, U.S. and 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 changes in applicable laws and regulations, risks relating to global economic, political, war or hostility, public health, 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 Annual Report on Form 10-K for the year ended December 31, 2023. 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.

Q4 2024 | Financial & Operational Highlights

Strong finish to 2024 and solid positioning for the road ahead
- Convenience Retail & Fueling end market demand remains robust
- Innovation/new product launches accelerated topline growth
- Repair Solutions and Car Wash markets continue to stabilize

Book-to-Bill 1.02X; Strong YoY Bookings Growth
- Four consecutive quarters above 1.0X

Operating profit margin performance slightly ahead of guide
- Benefiting from accelerated cost actions and Vontier Business System
- Up ~70bps sequentially

Continue to execute balanced capital allocation strategy
- Net Leverage ratio 2.6x
- Completed $60 million in share repurchases in Q4; $225M in 2024

Confident in our 2025 outlook
- Cautiously optimistic about growth opportunities in 2025
- Committed to expanding margins and EPS growth

Core Sales Growth	+3.5%
Adjusted OP Margin	Flat
Adjusted Diluted EPS	$0.80

Note: Book-to-bill is calculated as the total orders received during the period divided by the total GAAP sales recorded in the period. See “Non-GAAP Financial Measures” in the appendix.

2024 Highlights | Execution Framework Delivering Results

Operational Excellence

1 OPTIMIZE CORE

Operating Profit Margin Expansion (OMX)

Simplification through VBS/FPP (80/20)

- Achieved 2024 cost savings with significant runway ahead
- Dispenser platform rationalization
- Invenco Software “Factory” + platform rationalization
- Expanded utilization of global COEs[1]

Proactively de-risking supply chain

Accelerate Growth

2 EXPAND CORE

Grow current positions

Significant traction on New Product Introductions

- Launched ~30 new products in 2024
- iNFX deployment ramp
- FlexPay6 commercial launch

Ramping Environmental TLS450+ (ATG[2])

Accelerated Patheon deployment (DRB)

Large tender wins in India

3 ADJACENT MARKETS

Expand into new markets

EVolve (Driivz) doubled ports under management

Launched turnkey EV solution (Konect)

Expanded ‘connected services’ under Invenco platform (i.e., “Unified Payment”)

ANGI expanding RNG capabilities (e.g., Feedgas projects)

Continuing momentum into 2025…

1) COE – Centers of Excellence 2) ATG – Automatic Tank Gauge (Environmental Product)

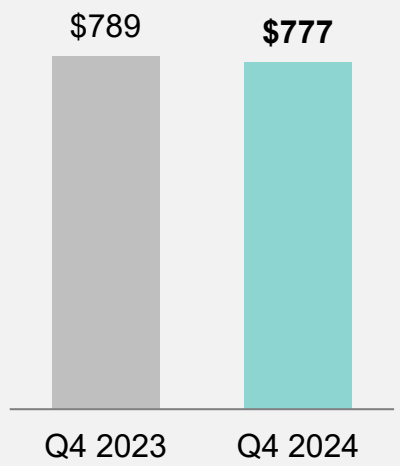
2024 Highlights | Positioned for the Road Ahead

	2024 Sales ($M)	2024 Sales (Core % Chg)	2024 Commentary	2025 Outlook
Environmental & Fueling Solutions	$1,360	+6%	◣ Continued growth in global dispenser equipment (+LSD); Customer capex projects to expand/modernize footprints in North America ◣ Environmental (underground) bookings +LDD; ATG upgrade cycle in North America; deploying India tender wins ◣ Strong demand for Aftermarket Parts (+high-teens)	**+L/MSD**
Mobility Technologies[1]	$1,015	+2%	◣ Invenco +mid-teens; strong demand for payment and enterprise productivity solutions; new product launches driving share gains ◣ Car Wash market normalized ◣ Solid bookings for Alternative Energy (ANGI) solutions ◣ EVolve +48% YoY; ~110k ports under management at year end	**+MSD**
Repair Solutions	$633	(3%)	◣ Softer Consumer/Service Tech sentiment weighed on discretionary spending ◣ Continued signs of market stabilization ◣ Long-term fundamentals for auto repair tools remains attractive	**~Flat**
Total VONTIER	**$2,979**	**+2%**	◣ Core Bookings +6%; Book-to-Bill 1.02X	**+LSD**

1) Mobility Technologies includes intersegment sales that are eliminated in consolidation.

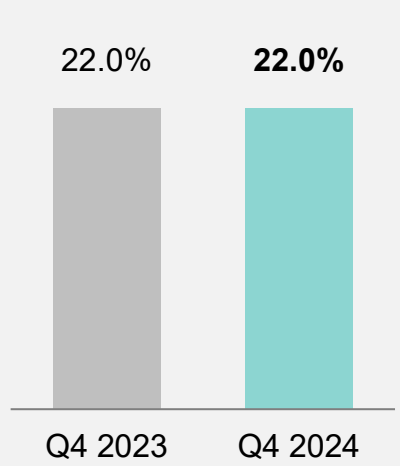
Q4 2024 | Summary Financial Results

Sales
($M)



- Total growth: (1.5%)
- Core growth: +3.5%
- Net Divestitures: (4.3%)
- FX: (0.7%)

Adj. Operating Profit Margin
(%)



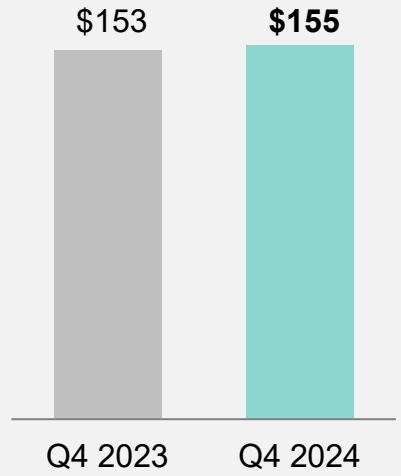
- Adj. OP Margin flat with prior year
- Positive price/cost and savings from Pillar 1 actions offset mix headwinds

Adj. Diluted Net EPS
($)



- GAAP Diluted Net EPS of $0.82
- Mix headwinds and prior year divestiture offset by lower expenses and share count

Adj. Free Cash Flow
($M)



- Adj. FCF conversion of 128%
- Working capital management in line with expectations

Note: See “Non-GAAP Financial Measures” in the appendix.

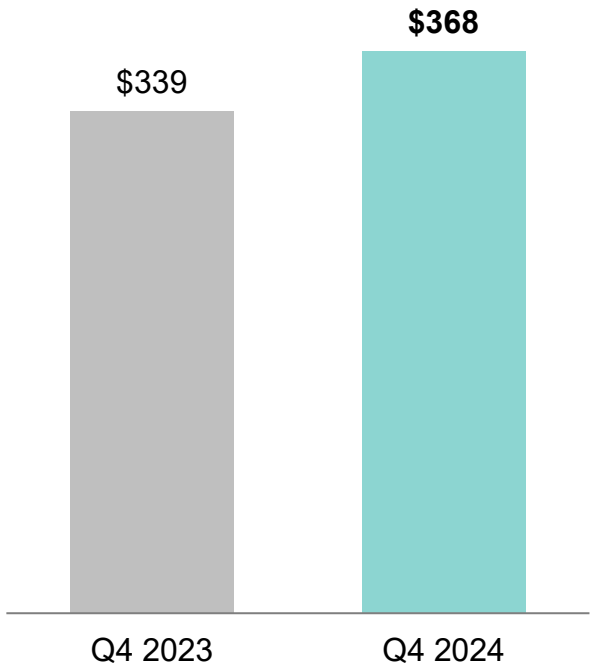
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Segment Results | Environmental & Fueling Solutions

Sales

($M)

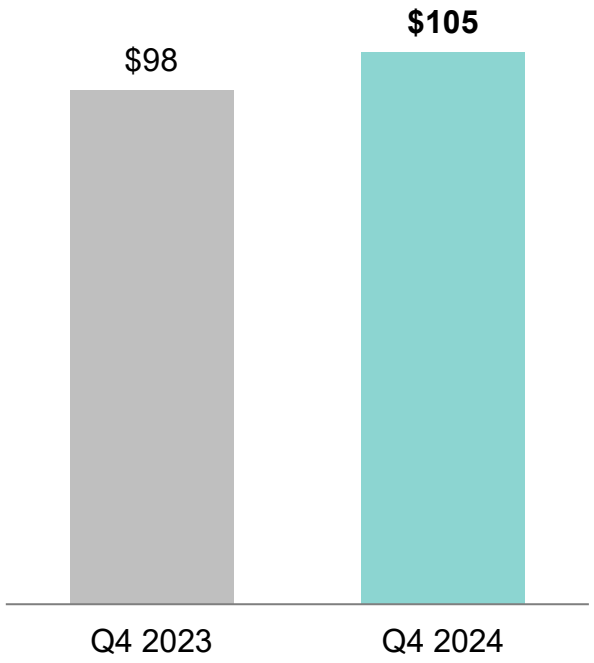
Total +8.5%
Core +10.8%



Segment Operating Profit

($M)

28.6%
(30bps)



Q4 Highlights:

- Sales increased across majority of major product lines
  - Strong demand for Aftermarket Parts
  - Global Dispenser showed solid growth
  - Environmental sales declined slightly on difficult YoY comparison
- Segment Operating Profit Margin: Positive price/cost, improved productivity savings and product line simplification more than offset by unfavorable product and geographic mix

Segment Commentary:

- Robust investment in site expansion and modernization efforts along with consolidation confirmed by recent channel checks
- Strength in large national and regional players where we have significant market share

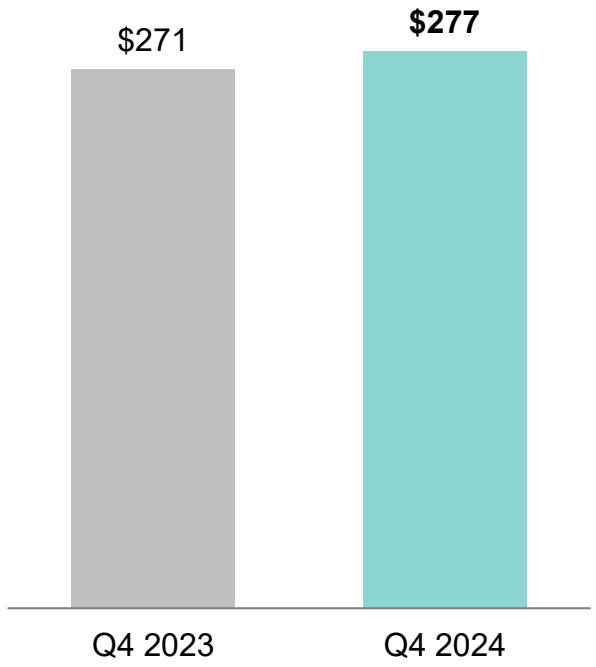
Note: See “Non-GAAP Financial Measures” in the appendix.

Segment Results | Mobility Technologies

Sales

($M)

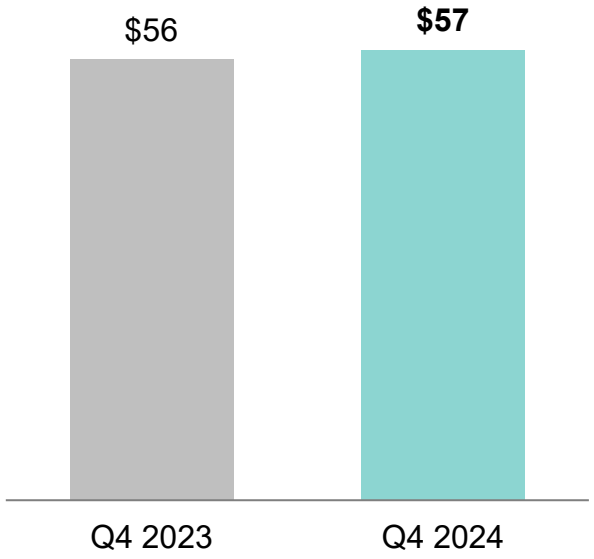
Total +2.0%
Core +2.7%



Segment Operating Profit

($M)

20.7%
+10bps



Q4 Highlights:

- C-Store payment and enterprise productivity solution demand continues to support growth
  - Double-digit growth at Invenco by GVR
  - Increased traction on new product introductions
- Sales for Car Wash solutions declined in line with expectations
  - Seeing gradual improvements in market fundamentals
- Segment Operating Profit Margin: Higher R&D spend at Invenco and unfavorable mix (lower DRB sales) was more than offset by improved volume leverage and productivity

Segment Commentary:

- Capital investment across convenience retail end market remains healthy; adoption of connected, integrated solutions
- Strong adoption of payment and transaction technologies
- Car Wash end market demand stabilizing
- Fleet customers continue to decarbonize

Note: See “Non-GAAP Financial Measures” in the appendix.

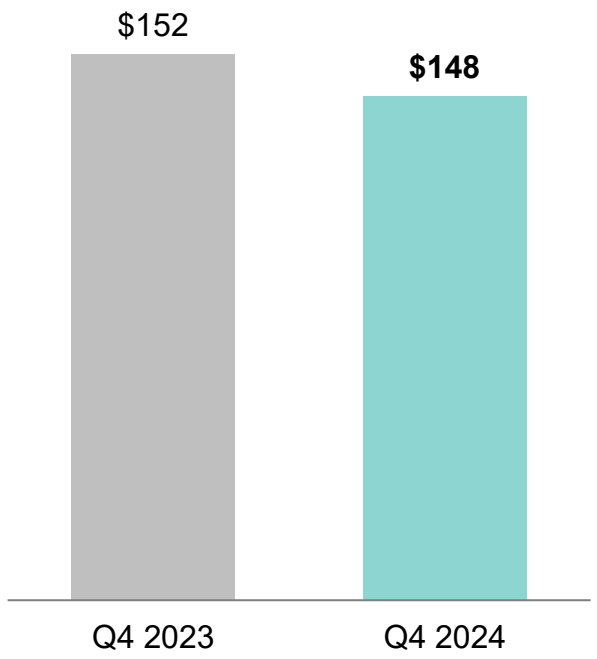
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Segment Results | Repair Solutions

Sales

($M)

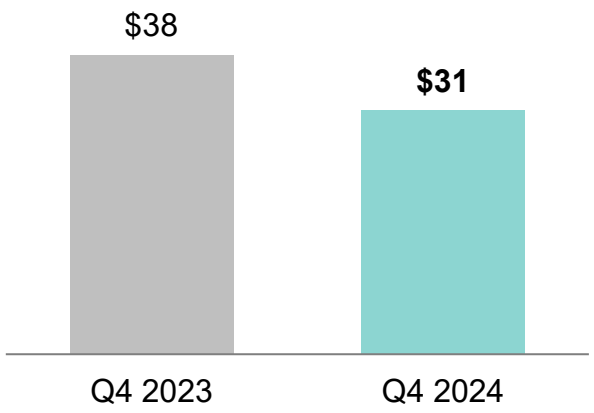
Total (2.2%)
Core (2.2%)



Segment Operating Profit

($M)

21.1%
(390bps)



Q4 Highlights:

- Results reflect ongoing U.S. macro impacts on technician spend
  - Higher price point item sales down
  - Offset by solid demand for Power Tools
- Sequential improvement highlights end market stabilization
- Segment Operating Profit Margin: Lower volume leverage and unfavorable product mix. Margins relatively flat sequentially

Segment Commentary:

- Long term fundamentals intact – Health of the technician remains strong; aging and increasingly complex car parc; and rising cost of repair
- Agile business model and commitment to new product vitality positively contributed to the quarter

Note: See “Non-GAAP Financial Measures” in the appendix.

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Q4 2024 | Balance Sheet & Cash Flow

	Q4 2023	Q4 2024
Free Cash Flow ($M)		
Cash from Operating Activities	$165	**$168**
Capital Expenditures	($17)	**($20)**
Free Cash Flow	$148	**$148**
Adj. Free Cash Flow	$153	**$155**
Debt & Liquidity ($M)		
Gross Debt	$2,307	**$2,152**
(Less): Cash & Cash Equivalents	($341)	**($356)**
Net Debt	$1,966	**$1,796**
Net Leverage Ratio	2.8x	**2.6x**

Q4 Capital Deployment

- Repurchased $60M in shares and repaid $50M in debt in Q4
- Adj. FCF conversion 128%
- Strong liquidity (Cash + $750M undrawn revolver)
- Net Leverage Ratio 2.6x; Target ~2.5-3.0x
- Refinanced $500M remaining on Term Loan and extended maturity to 2028; Amended and extended $750M revolver

Maturity Profile ($M)

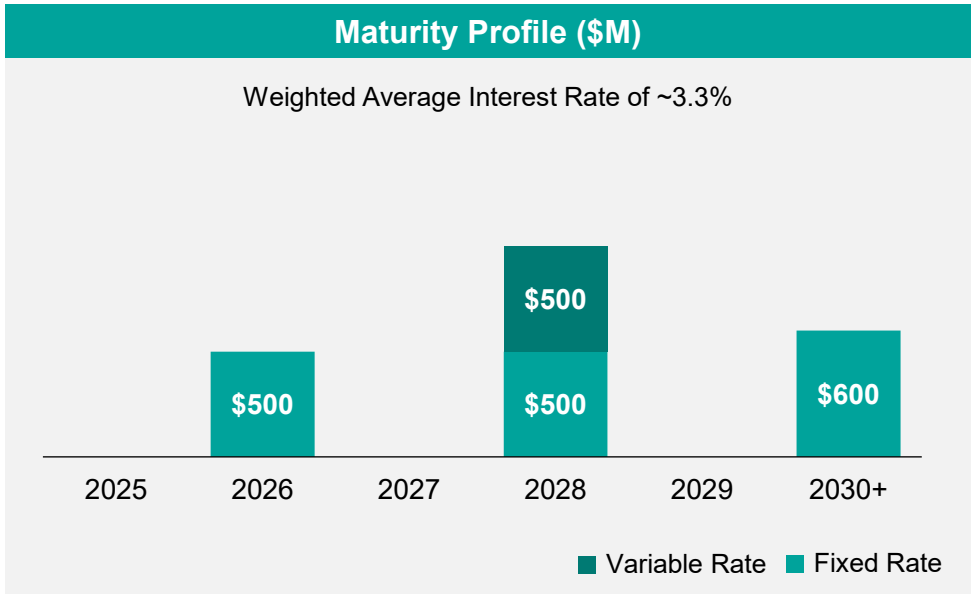


Table includes February 2025 refinancing and Q1 variable debt repayment

Note: See "Non-GAAP Financial Measures" in the appendix.

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Guidance | Q1 and Full Year 2025 Guidance

	Q1 2025 Guide	FY 2025 Guide
Sales	$715 - $730M	$2,970 - $3,050M
Core Growth	(2%) to (4%)	+1.0% to +3.5%
Adjusted Operating Profit Margin	(10bps) to (50bps)	+35 to 50bps
Adjusted Diluted Net EPS	$0.71 – $0.74	$3.00 – $3.15
Adjusted Free Cash Flow Conversion		90%+

1) FX assumes 12/31 spot rates (EUR, INR, AUD, CAD)
2) Includes approximately $75M in share repurchases through the year
3) Intersegment sales primarily result from solutions developed by the Mobility Technologies segment that are integrated into products sold by the Environmental & Fueling Solutions segment and are eliminated in consolidation.

Guide Commentary & Assumptions

Q1 2025

Sales
- Matco Expo timing shift impacting
- FX[1]: ~$10M headwind YoY
- Share Count[2] ~150M

Full Year 2025

Sales
- FX[1]: ~$30 – 40M headwind YoY
- Intersegment Sales[3] : ~$60M

Other P&L Assumptions
- Corporate Expense: ~$95M
- Interest Expense: ~$70-75M
- Tax Rate: ~21.0%
- Share Count[2]: ~150M

Note: See “Non-GAAP Financial Measures” in the appendix.



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APPENDIX

Non-GAAP Financial Measures

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

- Core sales growth refers to the change in total sales calculated according to GAAP but excluding (1) sales from acquired and certain divested businesses; (2) the impact of currency translation; and (3) certain other items. References to sales attributable to acquisitions or acquired businesses refer to GAAP sales from acquired businesses recorded prior to the first anniversary of the acquisition less the amount of sales attributable to certain divested or exited 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 core sales which do not have an impact on the current or comparable period.
- Adjusted operating profit refers to operating profit calculated in accordance with GAAP, but excluding amortization of acquisition-related intangible assets, costs associated with restructurings including one-time termination benefits and related charges and impairment and other charges associated with facility closure, contract termination and other related activities, and the related impact of certain divested or exited businesses or product lines not considered discontinued operations ("Restructuring- and divestiture-related adjustments"), transaction- and deal-related costs, asbestos-related adjustments associated with certain divested businesses, one-time costs related to the separation, amortization of acquisition-related inventory fair value step-up, gains and losses on sale of property, and other charges which represent charges incurred that are not part of our core operating results ("Other charges"). Adjusted operating profit margin refers to adjusted operating profit divided by GAAP sales.
- Adjusted net earnings refers to net earnings calculated in accordance with GAAP, but excluding on a pretax basis amortization of acquisition-related intangible assets, Restructuring- and divestiture-related adjustments, transaction- and deal-related costs, asbestos-related adjustments associated with certain divested businesses, one-time costs related to the separation, amortization of acquisition-related inventory fair value step-up, gains and losses on sale of property, Other charges, non-cash write-offs of deferred financing costs, gains and losses on sale of businesses and gains and losses on investments, including the tax effect of these adjustments and other tax adjustments. The tax effect of such adjustments was calculated by applying our estimated adjusted effective tax rate to the pretax amount of each adjustment. Adjusted diluted net earnings per share refers to adjusted net earnings divided by the weighted average diluted shares outstanding.
- 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 cash received from the sale of property, plant and equipment and cash paid for Restructuring- and divestiture-related adjustments, transaction- and deal-related costs and Other charges. Adjusted free cash flow conversion refers to adjusted free cash flow divided by adjusted net earnings.

Non-GAAP Financial Measures (continued)

- 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 adjusted for Restructuring- and divestiture-related adjustments, transaction- and deal-related costs, asbestos-related adjustments associated with certain divested businesses, one-time costs related to the separation, amortization of acquisition-related inventory fair value step-up, gains and losses on sale of property, Other charges, non-cash write-offs of deferred financing costs, gains and losses on sale of businesses and gains and losses on investments. Net debt refers to total debt minus cash and cash equivalents. Net leverage ratio refers to net debt divided by Adjusted EBITDA.

The Company has not reconciled the forward-looking statements regarding core sales growth, adjusted operating profit margin, adjusted diluted net earnings per share 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. The historical non-GAAP financial measures used by the Company in this presentation may be different than similarly-titled non-GAAP measures used by other companies. 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 measures 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.

COMPONENTS OF SALES GROWTH

	% Change Three Months Ended December 31, 2024 vs. Comparable 2023 Period			
	Mobility Technologies	Repair Solutions	Environmental & Fueling Solutions	Total
Total Sales Growth (GAAP)	**2.0 %**	**(2.2)%**	**8.5 %**	**(1.5)%**
Core sales growth (Non-GAAP)	2.7 %	(2.2)%	10.8 %	3.5 %
Acquisitions and divestitures (Non-GAAP)	— %	— %	(1.2)%	(4.3)%
Currency exchange rates (Non-GAAP)	(0.7)%	— %	(1.1)%	(0.7)%

	% Change Year Ended December 31, 2024 vs. Comparable 2023 Period				
	Mobility Technologies	Repair Solutions	Environmental & Fueling Solutions	Other Segment	Total
Total Sales Growth (GAAP)	**1.1 %**	**(2.8)%**	**2.7 %**	**(98.9)%**	**(3.8)%**
Core sales growth (Non-GAAP)	2.1 %	(2.8)%	5.9 %	— %	1.8 %
Acquisitions and divestitures (Non-GAAP)	— %	— %	(2.3)%	(98.9)%	(4.8)%
Currency exchange rates (Non-GAAP)	(1.0)%	— %	(0.9)%	— %	(0.8)%

RECONCILIATION OF OPERATING PROFIT TO ADJUSTED OPERATING PROFIT

$ in millions	Three Months Ended		Year Ended	
	December 31, 2024	December 31, 2023	December 31, 2024	December 31, 2023
Sales (GAAP)	**$ 776.8**	**$ 789.0**	**$ 2,979.0**	**$ 3,095.2**
Operating Profit (GAAP)	**$ 149.3**	**$ 146.4**	**$ 537.0**	**$ 543.4**
Amortization of acquisition-related intangible assets	19.7	20.1	79.7	81.2
Restructuring- and divestiture-related adjustments	2.8	3.7	15.6	26.0
Transaction- and deal-related costs	(1.3)	3.2	(1.3)	12.0
Asbestos-related adjustments	1.6	—	8.2	—
One-time costs related to separation	0.2	0.5	1.5	3.2
Amortization of acquisition-related inventory fair value step-up	—	—	—	1.3
Gain on sale of property	(4.0)	—	(4.5)	(2.8)
Other charges	2.5	—	2.5	—
Adjusted Operating Profit (Non-GAAP)	**$ 170.8**	**$ 173.9**	**$ 638.7**	**$ 664.3**
Operating Profit Margin (GAAP)	**19.2 %**	**18.6 %**	**18.0 %**	**17.6 %**
Adjusted Operating Profit Margin (Non-GAAP)	**22.0 %**	**22.0 %**	**21.4 %**	**21.5 %**

RECONCILIATION OF NET EARNINGS TO ADJUSTED NET EARNINGS

$ in millions	Three Months Ended		Year Ended	
	December 31, 2024	December 31, 2023	December 31, 2024	December 31, 2023
Net Earnings (GAAP)	**$ 123.5**	**$ 106.2**	**$ 422.2**	**$ 376.9**
Amortization of acquisition-related intangible assets	19.7	20.1	79.7	81.2
Restructuring- and divestiture-related adjustments	2.8	3.7	15.6	26.0
Transaction- and deal-related costs	(1.3)	3.2	(1.3)	12.0
Asbestos-related adjustments	1.6	—	8.2	—
One-time costs related to separation	0.2	0.5	1.5	3.2
Amortization of acquisition-related inventory fair value step-up	—	—	—	1.3
Gain on sale of property	(4.0)	—	(4.5)	(2.8)
Other charges	2.5	—	2.5	—
Non-cash write-off of deferred financing costs	—	—	—	0.2
Gain on sale of business	—	—	(37.2)	(34.4)
Loss on equity investments	0.2	0.1	0.6	1.1
Tax effect of the Non-GAAP adjustments and other tax adjustments	(24.4)	(8.4)	(42.1)	(14.4)
Adjusted Net Earnings (Non-GAAP)	**$ 120.8**	**$ 125.4**	**$ 445.2**	**$ 450.3**
Diluted weighted average shares outstanding	151.1	155.9	153.8	156.0
Diluted Net Earnings per Share (GAAP)	**$ 0.82**	**$ 0.68**	**$ 2.75**	**$ 2.42**
Adjusted Diluted Net Earnings per Share (Non-GAAP)	**$ 0.80**	**$ 0.80**	**$ 2.89**	**$ 2.89**

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

$ in millions	Three Months Ended		Year Ended	
	December 31, 2024	December 31, 2023	December 31, 2024	December 31, 2023
Operating Cash Flow (GAAP)	**$ 168.1**	**$ 164.9**	**$ 427.5**	**$ 455.0**
Less: Purchases of property, plant & equipment (capital expenditures)	(20.1)	(16.6)	(82.7)	(60.1)
Free Cash Flow (Non-GAAP)	**$ 148.0**	**$ 148.3**	**$ 344.8**	**$ 394.9**
Net Earnings (GAAP)	**$ 123.5**	**$ 106.2**	**$ 422.2**	**$ 376.9**
Free Cash Flow Conversion (Non-GAAP)	**119.8 %**	**139.6 %**	**81.7 %**	**104.8 %**

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

	Three Months Ended		Year Ended	
$ in millions	December 31, 2024	December 31, 2023	December 31, 2024	December 31, 2023
Operating Cash Flow (GAAP)	**$ 168.1**	**$ 164.9**	**$ 427.5**	**$ 455.0**
Less: Purchases of property, plant & equipment (capital expenditures)	(20.1)	(16.6)	(82.7)	(60.1)
Free Cash Flow (Non-GAAP)	**$ 148.0**	**$ 148.3**	**$ 344.8**	**$ 394.9**
Restructuring- and divestiture-related adjustments	1.9	2.9	10.2	19.0
Transaction- and deal-related costs	0.6	1.6	6.8	17.7
Proceeds from sale of property, plant and equipment	4.3	0.2	5.6	4.5
Adjusted Free Cash Flow (Non-GAAP)	**$ 154.8**	**$ 153.0**	**$ 367.4**	**$ 436.1**
Adjusted Net Earnings (Non-GAAP)	**$ 120.8**	**$ 125.4**	**$ 445.2**	**$ 450.3**
Adjusted Free Cash Flow Conversion (Non-GAAP)	**128.1 %**	**122.0 %**	**82.5 %**	**96.8 %**

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

Total Debt	$ 2,152.3
Less: Cash	(356.4)
Net Debt	**$ 1,795.9**
Adjusted EBITDA (Non-GAAP)	$ 684.8
Net Leverage Ratio	**2.6**

$ in millions	Three Months Ended December 31, 2024	Year Ended December 31, 2024
Net Earnings (GAAP)	**$ 123.5**	**$ 422.2**
Interest expense, net	18.5	74.7
Income tax expense	7.0	75.4
Depreciation and amortization expense	32.6	127.1
EBITDA (Non-GAAP)	**$ 181.6**	**$ 699.4**
Restructuring- and divestiture-related adjustments	2.8	15.6
Transaction- and deal-related costs	(1.3)	(1.3)
Asbestos-related adjustments	1.6	8.2
One-time costs related to separation	0.2	1.5
Gain on sale of property	(4.0)	(4.5)
Other charges	2.5	2.5
Gain on sale of business	—	(37.2)
Loss on equity investments	0.2	0.6
Adjusted EBITDA (Non-GAAP)	**$ 183.6**	**$ 684.8**