



LINCOLN ELECTRIC HOLDINGS, INC. •

Overview



Safe Harbor and Regulation G Disclosures

Forward-Looking Statements:

Statements made during this presentation which are not historical facts may be considered forward-looking statements. Forward-looking statements involve risks and uncertainties that could cause actual events or results to differ materially from those expressed or implied. Forward-looking statements generally can be identified by the use of words such as “may,” “will,” “expect,” “intend,” “estimate,” “anticipate,” “believe,” “forecast,” “guidance” or words of similar meaning. For further information concerning issues that could materially affect financial performance related to forward-looking statements, please refer to Lincoln Electric’s quarterly earnings releases and periodic filings with the Securities and Exchange Commission, which can be found on www.sec.gov or on www.lincolnelectric.com.

Non-GAAP Measures:

Our management uses non-GAAP financial measures in assessing and evaluating the Company’s performance, which exclude items we consider unusual or special items. We believe the use of such financial measures and information may be useful to investors. Non-GAAP financial measures should be read in conjunction with the GAAP financial measures, as non-GAAP measures are a supplement to, and not a replacement for, GAAP financial measures. Please refer to the attached schedule for a reconciliation of non-GAAP financial measures to the related GAAP financial measures.

High-Performance Industry Leader Targeting Superior Value Through the Cycle

#1 Leader
in Growing
Arc Welding
& Cutting
Industry

Innovation &
Operational
Excellence
Advances
Profitability

Earnings
Compounder
Through the
Cycle

Strong Cash
Generation
Through the
Cycle

Predictable
Model With
Annual
Dividend
Increases

Disciplined
Capital
Deployment
Delivers Top
Quartile ROIC

Accelerating
Growth with
Automation &
M&A

+200 bps in
Average
Operating
Margin Goal
(2020-2025)

High Teens to
Low 20% EPS
CAGR Goal
(2020-2025)

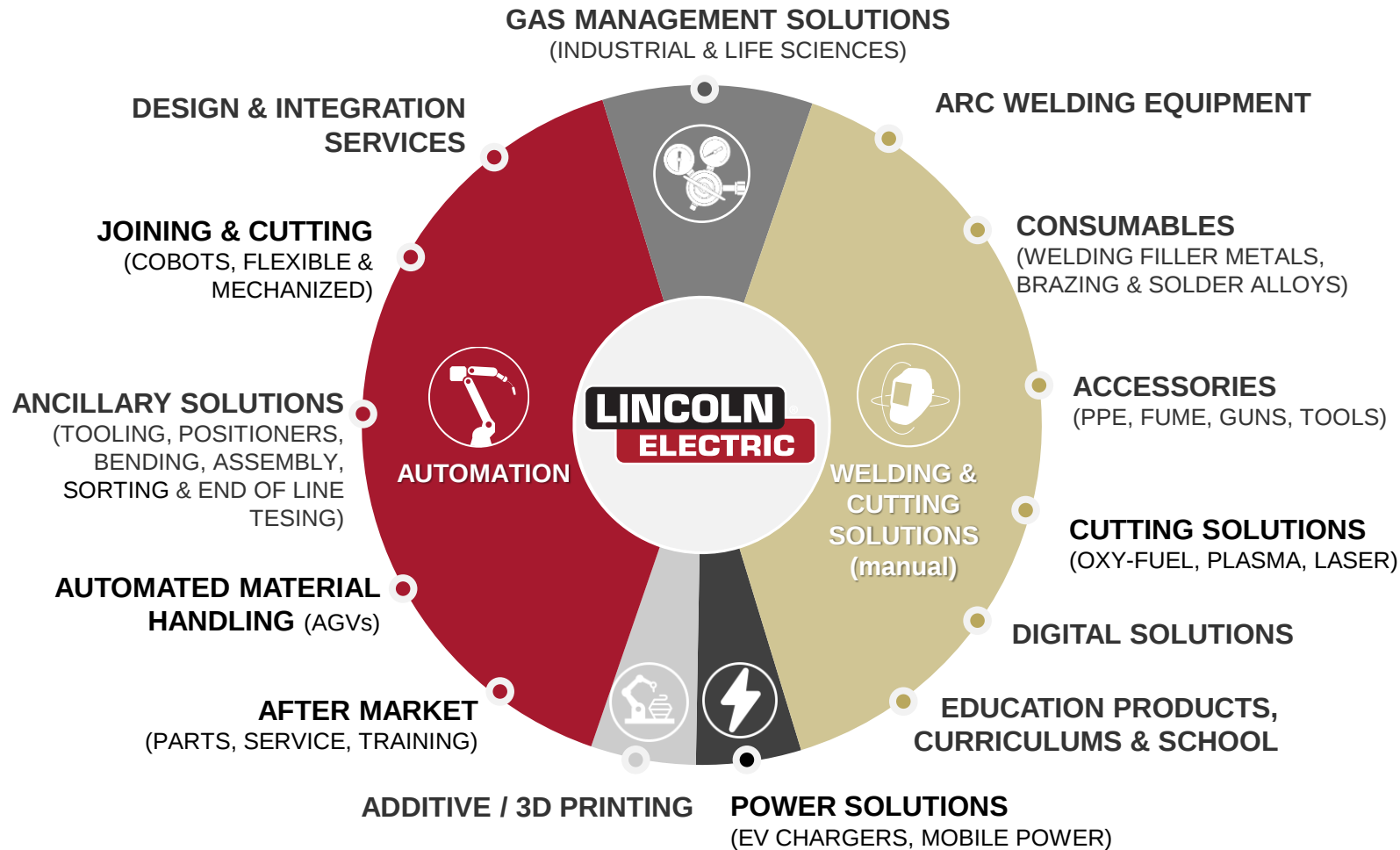
100+% Cash
Conversion
Goal

29 Years of
Dividend
Increases
11% CAGR
(2020-2024)

18% to 20%
ROIC Goal
(2020-2025)

130 Years of Market-Leading Solutions

Broadest Portfolio of Solutions in the Industry¹



Our Guiding Principle: The Golden Rule

Founded **1895**

Renowned business model
with high-performance culture

HQ in **Cleveland, Ohio, USA**

12,000 employees

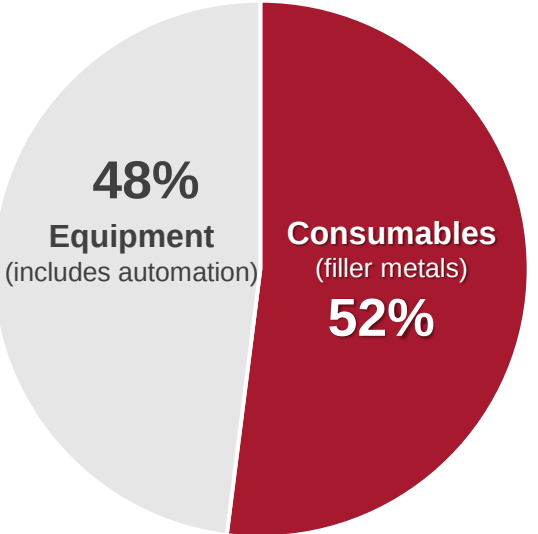
71 manufacturing & automation
system integration facilities
across **20** countries

Distribution to **160+** countries

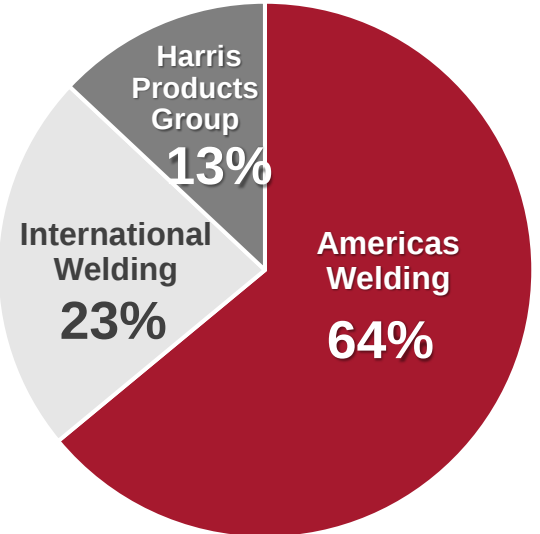
¹ Diagram does not represent net sales mix by product area

Diversified Products and Reach

Net Sales by Product Area¹



Net Sales by Segment¹



Americas Welding includes North and South American welding and cutting solutions and 80% of automation.

International Welding includes EMEA and Asia Pacific welding and cutting solutions with EMEA representing approximately 75% of segment revenue.

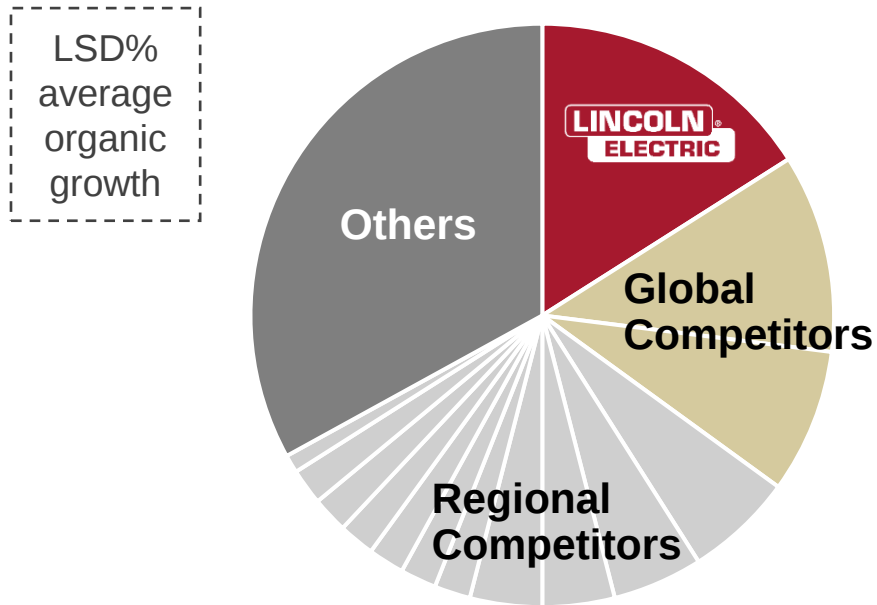
Harris Products Group offers brazing, soldering, oxy-fuel cutting and specialty gas solutions. Serves HVAC, refrigeration, plumbing, life sciences & general industries. HPG manages the retail channel for all Lincoln products.



¹ Reflects mix of FY2024 Net sales of \$4.0 billion

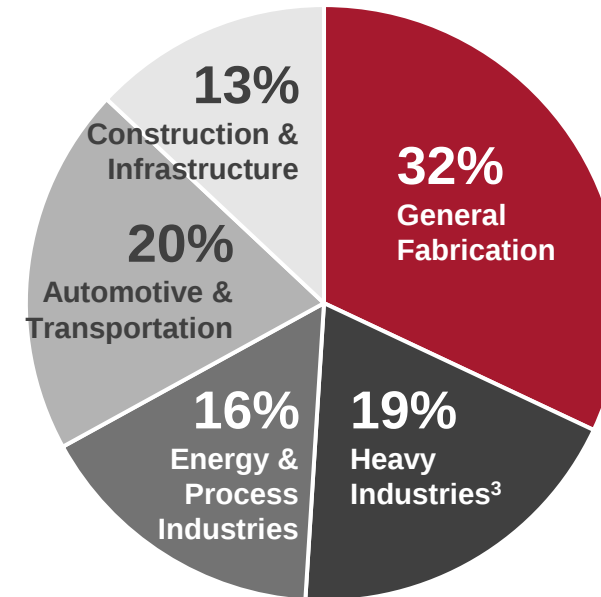
Leading Provider Across Diverse End Markets

\$23B to \$25B Global Arc Welding Market and Share Estimates¹



LECO is one of only three global providers to offer a complete solution

Lincoln Electric Revenue Mix by End Market Sector²



Approximately 2/3 of Energy is Oil & Gas-related applications; 1/3 is Power Generation⁴

¹ Company estimate of the 2024 market

² Company estimate of 2024 revenue mix (direct & distribution channels)

³ Heavy Industries includes heavy fabrication, ship building, and maintenance & repair

⁴ Power Generation includes wind, nuclear, geothermal, and hydropower

Accelerating Growth Through the Cycle



Accelerate growth: innovation, automation, additive, and M&A

Increase profitability: +200 bps to average adjusted operating income margin vs. last cycle on operational excellence

Maintain high-performing ROIC and working capital performance

Advance ESG initiatives

Higher Standard 2025 Strategy Financial Targets (2020 Baseline)

Sales CAGR: High Single-Digit to Low Double-Digit %

Avg. Adj. Op Income Margin: 16% (+/- 150 bps)

Segment Adj. EBIT Margin Ranges:

Americas Welding: 17% - 19%

International Welding: 12% - 14%

Harris Products Group: 13% - 15%

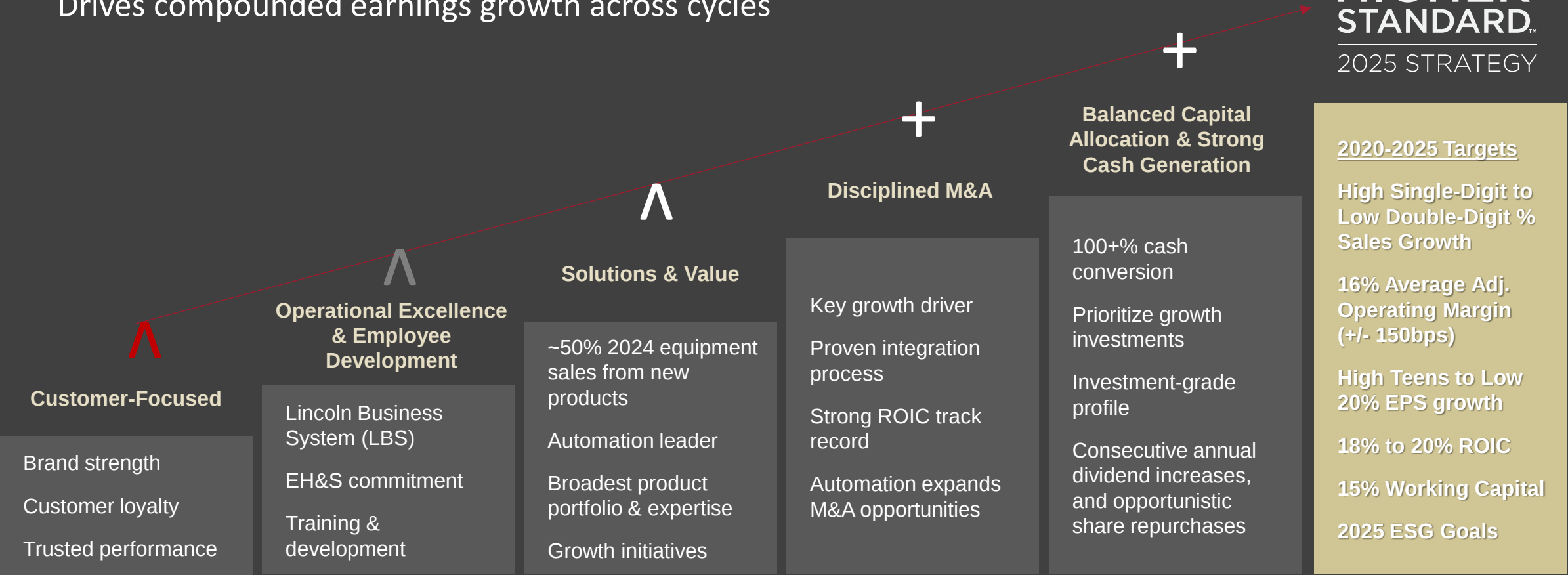
Adj. EPS CAGR: High Teens to Low 20%

Avg. ROIC: 18% - 20% (top quartile)

Avg. Op Working Capital: 15% (top decile)

Higher Standard 2025 Strategy and High-Performance Culture Generates Superior Value

Drives compounded earnings growth across cycles



2025 Strategy Advances Performance vs. Prior Cycles



2020-2024 Progress

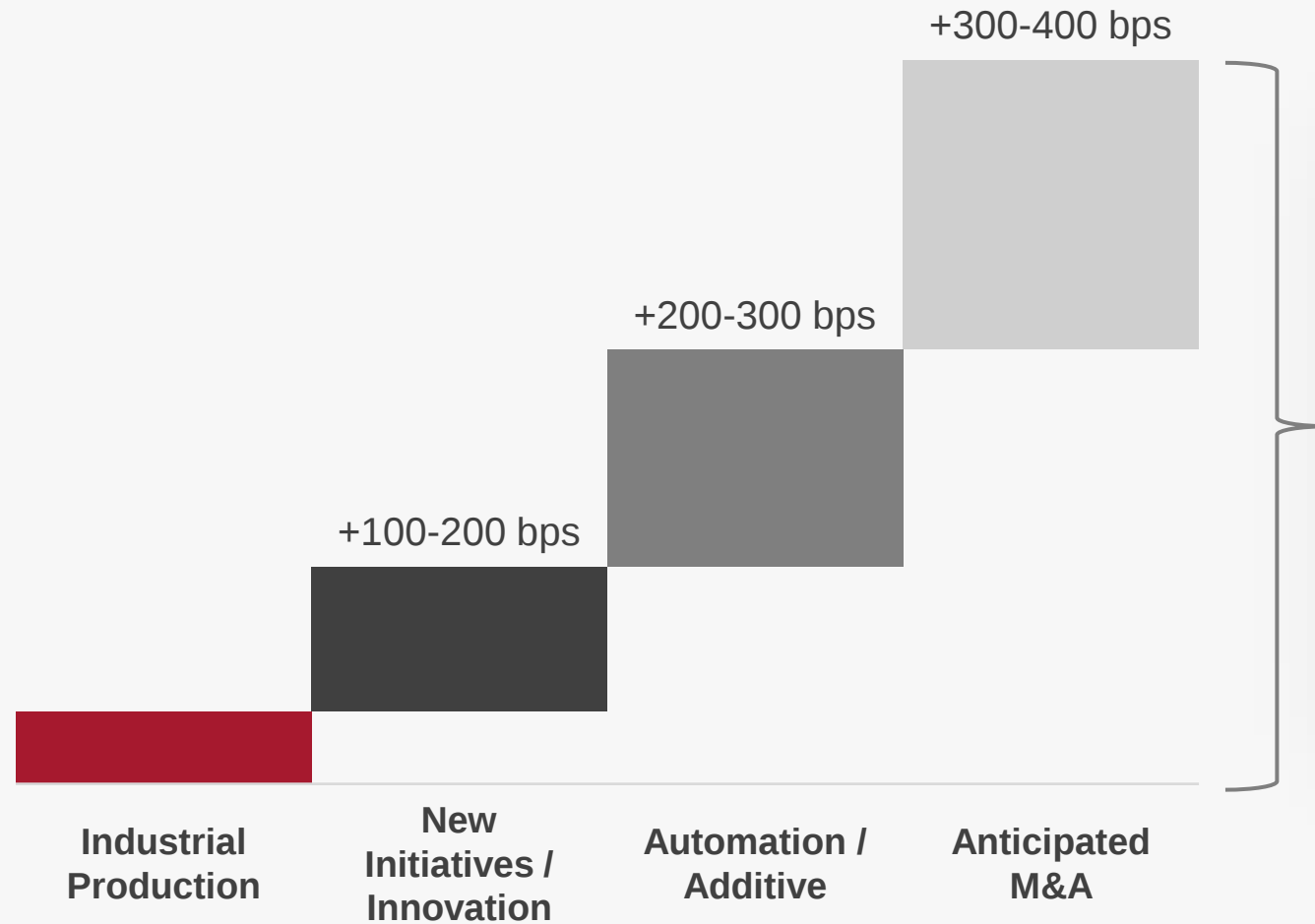
	2003-2008 Commodity Super-Cycle	2009-2013 Post Great Recession	2015-2019 Mini Industrial Recessions	2020-2025 Higher Standard 2025 Strategy	
	- Market share strategy - BRIC-focused - Balance sheet positioned for large acquisitions	- ROIC and margin-focused strategy - Pruned \$110M to richen mix - Invested in automation	- Accelerated automation - Improved HPG and ALW margin performance - Pruned \$275M to richen mix - Optimized balance sheet	- Accelerate growth thru innovation, automation & additive +200bps operating margin - Maintain top quartile ROIC - Advance ESG initiatives	
Sales CAGR	19%	13% ¹	4% ¹	2X-3X → HSD to LDD% Sales CAGR	8% ²
Average Adj. Operating Margin	10.3%	11.7%	13.7%	200+ bps → Average 16% (+/- 150 bps)	15.7%
Adj. EPS CAGR	32%	45%	8%	2X → High Teens to Low 20%	22%
Average Adj. ROIC	14.8%	14.6%	18.9% (top quartile)	18% to 20% (top quartile)	22.1%
Average Operating Working Capital	24.8%	17.2%	16.9%	15% (top decile)	16.9%

¹ Approximately \$385 million of revenue decline from 2009 to 2019 from strategic pruning and the deconsolidation and closure of our Venezuela business

² A maximum 2% of annual price is used in the measure of sales growth. Reported Net Sales CAGR is 11%.

Robust Topline Growth

More than 2x growth expected vs. underlying market



**High
Single-Digit %
to
Low Double-
Digit %
Sales CAGR
(2020-2025)**

Attractive Trends Drive Growth

Industrial Sector Tailwinds



Labor Shortage & Inflation

- Leading automation offering to support manufacturing bottlenecks
- Education solutions train new and upskill professional welders
- Easy-to-use “Ready.Set.Weld” software technology and cobot interfaces help newer welders achieve higher productivity & quality



Electrification, Energy & Infrastructure Investment

- Extensive portfolio and expertise for energy projects, electrification & infrastructure applications
- Adoption of new metals for light-weighting favors Lincoln Electric
- 20+% of revenue serves these attractive growth areas



Safer and Energy-Efficient Solutions

- Product stewardship team engineers safer and more sustainable products
- PPE and fume management growth opportunities
- Proprietary software solutions deliver more productive and efficient welding performance

Adoption of Automation Accelerates Growth

Leading automation offering places LECO at the forefront of industry transformation

2025 Target: \$1B sales & mid-teens percent operating income margin

An automation leader with \$911M 2024 sales growing at a long-term HSD% organic sales CAGR, plus M&A. Generating a mid-teens percent operating income margin¹

Cobots to Lights Out Automation

System integrator with global build, design, and application expertise

Proprietary automated welding, cutting, laser, tooling/positioners, material handling, industrial AGVs, module assembly, and end of line testing solutions

Broadest portfolio of automation solutions serving low volume/high mix operations to high volume, full line builds

Largest provider worldwide of large-scale metal wire 3D printing for spare parts, molds and prototypes

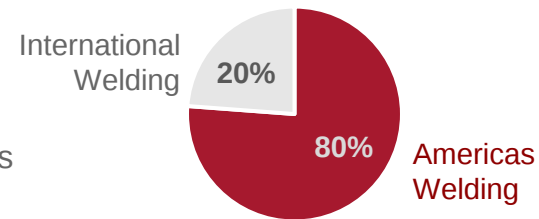
Demand Drivers

- Labor shortages
- Increased productivity
- Operational efficiency
- New auto models/platforms
- Onshoring/reshoring

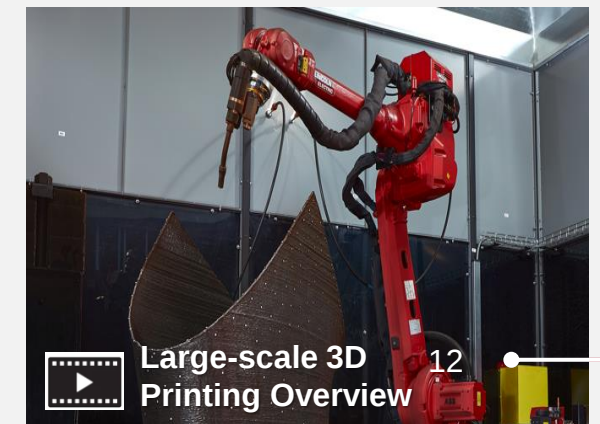
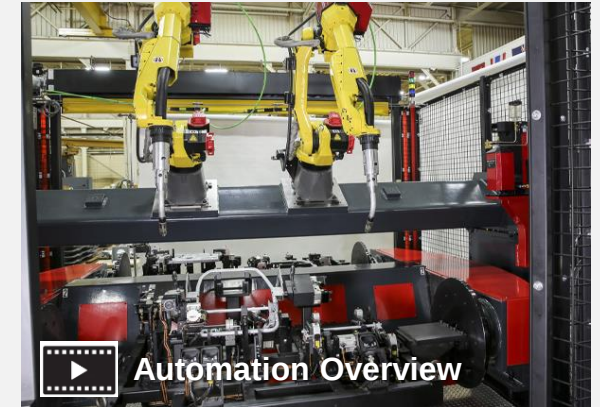
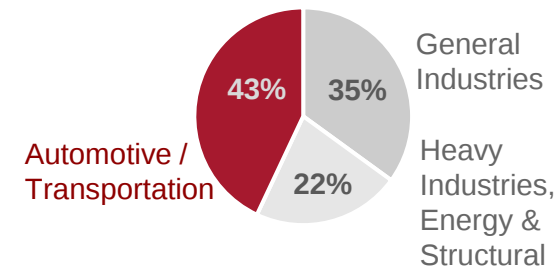
Our Scale & Reach

- 2,500 automation team
- 2.6 million ft² build space
- 29 automation facilities
- 12 country presence

Automation Sales Mix¹



End Market Mix¹



¹ Data reflects FY2024 results

Leading Innovation and End Sector Expertise Drives Growth

Extensive R&D, 475+ technical sales & industry application experts & 2,500+ automation team

Vitality Index¹

~36%

2024 total sales
from new products

~50%

2024 equipment sales
from new products

IP Leader

Leading global welding
industry solutions provider
and patent filer

Speed-to-Market

Regional co-development of new
products and solutions using standardized
platforms accelerates innovation

40 **ARC**

APPLICATION RESOURCE CENTER

Infrastructure of global technology
centers drives collaboration and
customized solutions for customers

Areas of Innovation That Address Customers' Operational Challenges



**Expand
capacity
despite labor
shortages**

**Train the
industry**



**Improve
speed and
productivity**

**Improve
safety**



**Quality
assurance to
reduce costs**

**Transition to
stronger and
lighter metals**



**Efficient
Procurement**

**Improve
sustainable
operations**



¹ Vitality Index reflects the percent of net sales from new products launched in the last five years, excluding customized automation sales.

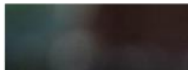
REDUCED ARC TIME HIGHER PRODUCTIVITY AND EFFICIENCY

- ▶ The long stick out process is the most productive of the single power source processes.
- ▶ With Triple Arc AC L50, over 200 hours can be saved per tonne of welding wire deposited compared to Single Arc DC+

DEPOSITION RATES COMPARISON

Process	Deposition Rate (kg/hr)	Arc Time (hrs*)
Single Arc DC+	6	250
Single Arc AC	11	182
Tandem Arc AC	25	80
Tandem Arc AC L50	38	53
Triple Arc AC	40	50
Triple Arc AC L50	49	41

*Welding Cost Study - time to deposit 1,000kg weld metal at 50% operating factor

[illegible]

Want to
increase deposition rates by up to
83%?

INCREASE SPEED & PRODUCTIVITY
up to **51%**
with Process Pipe Welding Technology:
Root to Cap with One Machine

Root to Cap with One Machine

www.lincolnelectric.com.sg

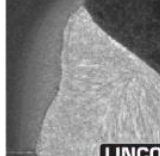
LINCOLN
ELECTRIC



HYPERFILL™

TWIN WIRE GMAW SOLUTION

- Increases deposition rates
- Easily control large weld puddles
- Robust penetration profiles



LINCOLN
ELECTRIC
THE WELDING EXPERTS



ULTIMATE
SAVINGS
& PROFITS

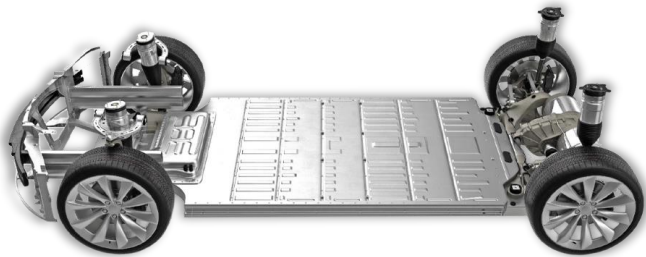
INCREASE DEPOSITION RATES
UP TO **100%**

Supporting Clean Tech Applications

Long Stick Out® solution for wind turbine and pipe fabrication



Precision Power Laser™ solution for EV battery tray fabrication



Velion™ DC Fast Charger for electrification of transportation (50kW to 1MW)



Additive Manufacturing technology 3D prints large-scale, mission-critical parts fast with minimal waste

Product Stewardship

Innovation includes designing greater energy efficiency into our products to reduce their carbon footprint and help customers achieve their sustainability goals.

Our product sustainability council focuses on:

- reducing the energy intensity and greenhouse gas emissions of our welding equipment
- reducing products' scale & weight
- reducing fume generation
- streamlining packaging and using recyclable or reusable materials
- improving the overall speed, efficiency quality & safety of our products in use



Virtual training solutions

Disciplined Acquisition Program Creates Value

Acquisitions are a core growth driver of our Higher Standard 2025 Strategy



3.6%

CAGR from M&A sales growth
2015 - 2024

\$1.3B

Cumulative M&A Investment
2015 - 2024

20

Acquisitions and integrations
executed 2015 - 2024

Mid-Teens %

Average ROIC performance
of acquisitions

\$60B

Targeted addressable market (TAM)
size for acquisitions with the addition
of automation growth opportunities

Dedicated

M&A team and experienced
integration managers deploy LBS
to optimize and align operations

Operational Initiatives

Advance 200 bps Margin Improvement (vs. prior cycle average)



- Safety-focused operating plan emphasizes reduction in emissions, energy intensity, waste and water use
- Lean initiatives and broad six-sigma training advances continuous improvement and productivity
- Lincoln Business System's (LBS) standardized tools, processes, KPIs and goals align activities
- Optimizing our manufacturing and administrative processes through automation and digitization
- Expanding regional shared services for administrative functions

Protecting the Environment at Every Step

LBS operational initiatives support achieving HS2025 Strategy EH&S goals



Safety

2025 Goal: 52% Reduction vs. 2018

38% Reduction

(2024 vs. 2018)



Water Use

2025 Goal: 14% Reduction vs. 2018

29% Reduction

(2024 vs. 2018)



GHG Emissions

2025 Goal: 10% Reduction vs. 2018

18% Reduction

(2024 vs. 2018)



Recycling

2025 Goal: 80% recycle rate

78.4% recycle rate

in 2024 (+500bps vs. 2018)



Energy Intensity

2025 Goal: 16.2% Reduction vs. 2018

10% Reduction

(2024 vs. 2018)



Landfill Avoidance

2025 Goal: 97% landfill avoidance

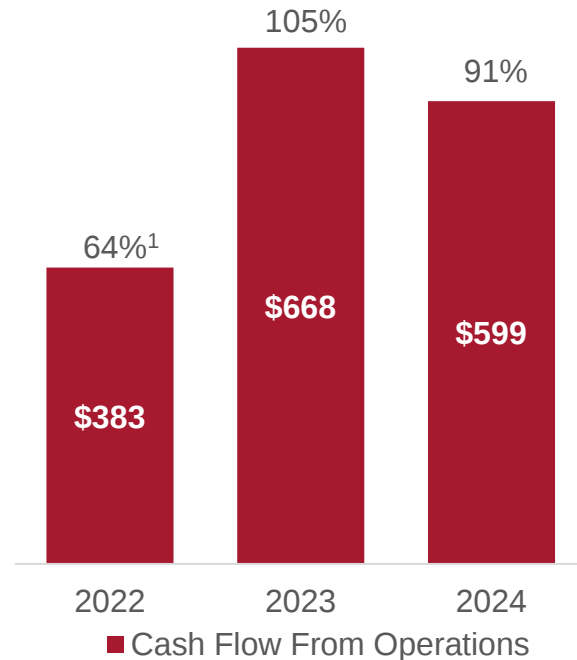
95.6% landfill avoidance

in 2024 (+80bps vs. 2018)



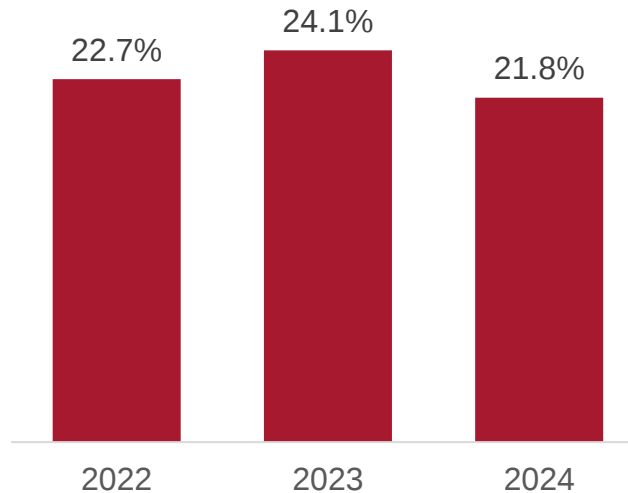
Strong Cash Generation and Top Quartile ROIC

Cash Flow From Operations (\$M)
& Cash Conversion (%)



87% Average Cash Conversion²
Target >100% Cash Conversion

Return on Invested Capital (Adj. ROIC)



22.9% Average Adjusted ROIC



¹ Lower cash conversion ratio in 2022 reflects strategically elevated inventory levels to mitigate supply chain constraints

² Cash Conversion is defined as Cash Flow from Operations less Capital Expenditures divided by Adjusted Net Income

Growth and Return Focused Capital Allocation Strategy

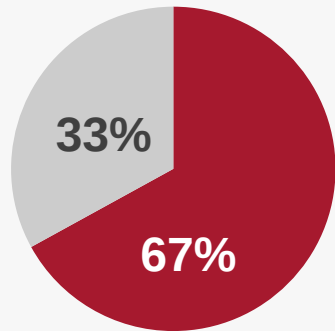
DISCIPLINED
ACQUISITIONS

CONSECUTIVE 26-YEAR
DIVIDEND INCREASE

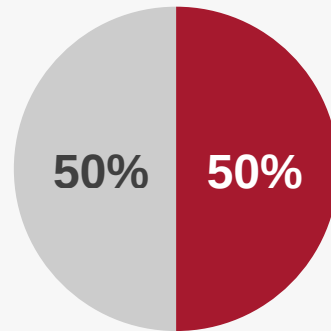
OPPORTUNISTIC
SHARE REPURCHASES

INVESTMENT GRADE PROFILE
BALANCE SHEET

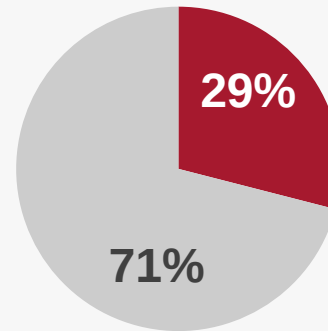
2004-2008
Commodity
Super-Cycle



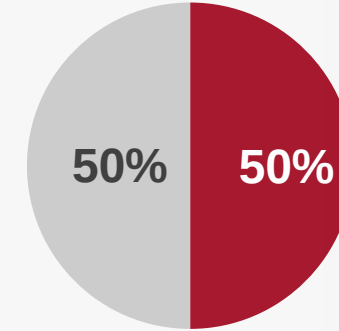
2009-2013
Post Great
Recession



2015-2019
Mini Industrial
Recessions



2020-2025
Higher Standard
2025 Strategy



**HIGHER
STANDARD™**
2025 STRATEGY

**Prioritizing
Growth
Investments**

■ Growth: capital expenditure and acquisitions

■ Return to Shareholders: share repurchases and dividends

Sustainability and Governance Oversight

Sustainability Governance

- Board oversight and extensive governance structure
- Sustainability aligns to our Higher Standard 2025 Strategy

Committed to Employee Development & Engagement

- Extensive global training and development programs
- Support employee resource group programming
- Provide \$125,000 student loan repayment per U.S. employee

Committed to Our Communities

- Broad programming to support workforce development
- 85+ years of welding & community support by the *James F. Lincoln Foundation* & the *Lincoln Electric Foundation*
- Employee matching and volunteer programs



Recognized in "The Management Top 250" ranking in 2024 by the *Wall Street Journal* and the *Drucker Institute*



Global training and development platform

42%

Female & Ethnically diverse Directors



4

New Directors in the last 5 years



Oversight & Alignment

Board oversight of sustainability with integrated metrics in annual goals



3

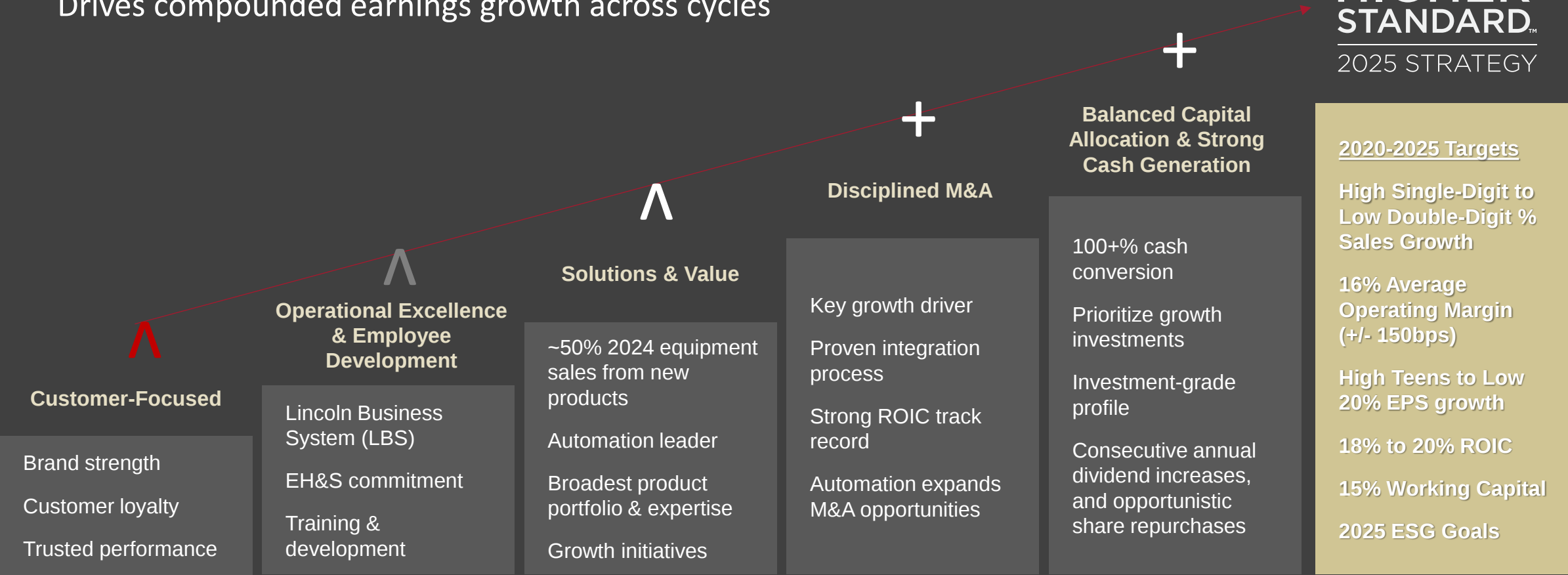
Female Directors

Lincoln Electric *foundation*

Supporting communities since 1952

Proven Strategy and High-Performance Culture Generates Superior Value

Drives compounded earnings growth across cycles



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📞 216.383.2534



Non-GAAP Information

Adjusted operating income, Adjusted net income, Adjusted EBIT, Adjusted effective tax rate, Adjusted diluted earnings per share, Organic sales, Cash conversion, and Return on invested capital are non-GAAP financial measures.

Management uses non-GAAP measures to assess the Company's operating performance by excluding certain disclosed special items that management believes are not representative of the Company's core business. Management believes that excluding these special items enables them to make better period-over-period comparisons and benchmark the Company's operational performance against other companies in its industry more meaningfully. Furthermore, management believes that non-GAAP financial measures provide investors with meaningful information that provides a more complete understanding of Company operating results and enables investors to analyze financial and business trends more thoroughly. Non-GAAP financial measures should not be viewed in isolation, are not a substitute for GAAP measures and have limitations including, but not limited to, their usefulness as comparative measures as other companies may define their non-GAAP measures differently.



Non-GAAP Financial Measures

Reconciliation of Operating Income and Operating Income Margin to Non-GAAP Adjusted Operating Income and Adjusted Operating Income Margin

(\$ in millions)

	Period Ended December 31,																					
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Operating income:	\$80.9	\$108.1	\$153.5	\$232.2	\$266.1	\$283.5	\$115.3	\$200.2	\$305.7	\$376.8	\$413.7	\$367.1	\$324.6	\$283.6	\$376.9	\$375.5	\$370.9	\$282.1	\$461.7	\$612.3	\$717.8	\$636.5
Special items:																						
Rationalization and asset impairment charges / (gains)	1.7	2.4	1.8	3.5	(0.2)	19.4	29.9	(0.4)	0.3	9.4	8.5	30.1	20.0	-	6.6	25.3	15.2	45.5	9.8	11.8	(11.3)	55.9
(Gains) losses on sale of assets	-	-	1.9	(9.0)	-	-	-	-	-	-	0.7	-	-	-	-	-	(3.0)	-	-	-	-	-
Venezuelan devaluation and deconsolidation charges (gains)	-	-	-	-	-	-	-	3.1	-	1.4	12.2	21.1	27.2	34.3	-	-	-	-	-	-	-	-
Acquisition-related net charges (gains) ⁽¹⁾	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(30.1)	4.5	4.8	0.8	7.7	7.1	12.3	12.0
Retirement Costs	-	4.5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Adjusted operating income:	\$82.6	\$115.1	\$157.2	\$226.7	\$265.9	\$302.9	\$145.1	\$202.9	\$306.0	\$387.5	\$435.1	\$418.3	\$371.8	\$318.0	\$353.5	\$405.3	\$387.9	\$328.3	\$479.2	\$631.2	\$718.8	\$704.4
Net sales	\$1,040.6	\$1,333.7	\$1,601.2	\$1,971.9	\$2,280.8	\$2,479.1	\$1,729.3	\$2,070.2	\$2,694.6	\$2,853.4	\$2,852.7	\$2,813.3	\$2,535.8	\$2,274.6	\$2,624.4	\$3,028.7	\$3,003.3	\$2,655.4	\$3,234.2	\$3,761.2	\$4,191.6	\$4,008.7
Op income margin	7.8%	8.1%	9.6%	11.8%	11.7%	11.4%	6.7%	9.7%	11.3%	13.2%	14.5%	13.0%	12.8%	12.5%	14.4%	12.4%	12.4%	10.6%	14.3%	16.3%	17.1%	15.9%
Adjusted operating income margin:	7.9%	8.6%	9.8%	11.5%	11.7%	12.2%	8.4%	9.8%	11.4%	13.6%	15.3%	14.9%	14.7%	14.0%	13.5%	13.4%	12.9%	12.4%	14.8%	16.8%	17.1%	17.6%

⁽¹⁾ Acquisition-related net charges (gains) includes acquisition transaction and integration costs, amortization of step up in value of acquired inventories, gain on change in control and bargain purchase gain

Non-GAAP Financial Measures

Return on Invested Capital¹ & Reconciliation of Diluted EPS to Non-GAAP Diluted Adjusted EPS

(\$ in millions)

	Period Ended December 31,																					
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Net income:	\$54.5	\$80.6	\$122.3	\$175.0	\$202.7	\$212.3	\$48.6	\$130.2	\$217.2	\$257.4	\$293.8	\$254.7	\$127.5	\$198.4	\$247.5	\$287.1	\$293.1	\$206.1	\$276.5	\$472.2	\$545.2	\$466.1
Special items:																						
Rationalization and asset impairment charges / (gains)	1.7	2.4	1.8	3.5	(0.2)	19.4	29.9	(0.4)	0.3	9.4	8.5	30.1	20.0	-	6.6	25.3	15.2	45.5	9.8	11.8	(11.3)	55.9
(Gains) or losses on sale of assets	-	-	1.9	-	-	-	(5.7)	-	-	-	0.7	-	-	-	-	-	(3.6)	-	-	-	(1.6)	5.0
Acquisition-related net charges (gains)	-	-	-	-	-	-	7.9	-	-	-	-	-	-	-	(30.1)	4.5	(2.8)	0.8	7.7	7.1	12.3	12.1
Loss on deconsolidation of Venezuela & devaluation charges	-	-	-	-	-	-	-	3.1	-	1.4	12.2	21.1	27.2	34.3	-	-	-	-	-	-	-	-
Pension settlement loss (gain)	-	-	-	-	-	-	(2.1)	-	-	-	-	-	142.7	-	8.2	6.7	-	8.1	126.5	(4.3)	0.8	3.8
Non-controlling interests	-	-	-	-	-	-	0.6	1.8	-	-	(1.1)	(0.8)	-	-	-	-	-	-	-	-	-	-
Retirement costs	-	4.5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Settlement of legal disputes	-	-	(1.4)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Tax effect of Special items	(0.4)	(2.1)	(11.8)	1.8	0.1	(1.1)	(6.1)	(5.2)	(4.9)	(2.4)	(0.9)	0.8	(57.2)	(8.3)	20.5	(6.9)	(7.4)	(10.6)	(47.2)	(1.2)	(2.5)	11.5
Adj. Net income:	\$55.9	\$85.5	\$112.7	\$171.3	\$202.6	\$230.6	\$ 73.1	\$ 129.6	\$ 212.6	\$ 265.8	\$ 313.2	\$ 305.9	\$ 260.2	\$ 224.5	\$252.7	\$316.6	\$294.6	\$249.9	\$373.3	\$485.7	\$547.9	\$531.3
Plus: Interest expense (after-tax)	4.9	3.7	4.9	6.3	7.1	7.6	5.3	4.2	4.2	2.6	1.8	6.4	13.5	11.8	14.9	18.4	19.5	17.9	17.8	23.3	38.0	39.7
Less: Interest income (after-tax)	1.9	1.8	2.5	3.6	5.1	5.5	2.2	1.5	1.9	2.5	2.0	1.9	1.7	1.3	3.0	5.2	1.9	1.5	1.2	1.2	5.0	7.6
Adjusted net operating profit after taxes	58.9	87.3	115.2	173.9	204.6	232.7	76.2	132.3	214.8	265.9	312.9	310.5	272.0	234.9	264.7	329.8	312.1	266.4	390.0	507.7	580.9	563.3
Invested Capital ²	652.6	750.8	824.6	1,024.0	1,219.4	1,152.2	1,209.4	1,247.2	1,296.6	1,378.6	1,549.8	1,356.4	1,287.1	1,417.8	1,638.7	1,590.3	1,566.3	1,508.4	1,633.7	2,237.9	2,414.1	2,588.5
Adjusted ROIC:	9.0%	11.6%	14.0%	17.0%	16.8%	20.2%	6.3%	10.6%	16.6%	19.3%	20.2%	22.9%	21.1%	16.6%	16.2%	20.7%	19.9%	17.7%	23.9%	22.7%	24.1%	21.8%
Diluted EPS ³	\$0.66	\$0.97	\$1.45	\$2.04	\$2.34	\$2.47	\$0.57	\$1.54	\$2.56	\$3.06	\$3.54	\$3.18	\$1.70	\$2.91	\$3.71	\$4.37	\$4.68	\$3.42	\$4.60	\$8.04	\$9.37	8.15
Special Items Impact	0.01	0.06	(0.12)	(0.05)	(0.01)	0.21	0.29	(0.02)	(0.05)	0.10	0.23	0.64	2.12	0.38	0.08	0.45	0.02	0.73	1.62	0.23	\$0.04	\$1.14
Adjusted Diluted EPS ³	\$0.67	\$1.03	\$1.33	\$1.99	\$2.33	\$2.68	\$0.86	\$1.52	\$2.51	\$3.16	\$3.77	\$3.82	\$3.48	\$3.29	\$3.79	\$4.82	\$4.70	\$4.15	\$6.22	\$8.27	\$9.41	\$9.29

¹ Return on Invested Capital is defined as rolling 12 months of Adjusted Net Income excluding tax-effected interest income and expense *divided by* Invested Capital.

² Invested Capital is defined as Total Debt *plus* Total Equity.

³ EPS and Adjusted EPS have been adjusted to reflect stock splits.