

VISION **CARLISLE** *2025*
THE NEXT 100 YEARS

1st Quarter 2023 Earnings Call

April 27, 2023

Forward Looking Statements & Non-GAAP Financial Measures

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements generally use words such as "expect," "foresee," "anticipate," "believe," "project," "should," "estimate," "will," "plans," "intends," "forecast," and similar expressions, and reflect our expectations concerning the future. Such statements are made based on known events and circumstances at the time of publication and, as such, are subject in the future to unforeseen risks and uncertainties. It is possible that our future performance may differ materially from current expectations expressed in these forward-looking statements, due to a variety of factors such as: increasing price and product/service competition by foreign and domestic competitors, including new entrants; technological developments and changes; the ability to continue to introduce competitive new products and services on a timely, cost-effective basis; our mix of products/services; increases in raw material costs that cannot be recovered in product pricing; domestic and foreign governmental and public policy changes including environmental and industry regulations; the ability to meet our goals relating to our intended reduction of greenhouse gas emissions, including our net zero commitments; threats associated with and efforts to combat terrorism; protection and validity of patent and other intellectual property rights; the identification of strategic acquisition targets and our successful completion of any transaction and integration of our strategic acquisitions; our successful completion of strategic dispositions; the cyclical nature of our businesses; the impact of information technology, cybersecurity or data security breaches at our businesses or third parties; the outcome of pending and future litigation and governmental proceedings; risks from the global COVID-19 pandemic, including, for example, expectations regarding the impact of the COVID-19 pandemic on our businesses, including on customer demand, supply chains and distribution systems, production, our ability to maintain appropriate labor levels, our ability to ship products to our customers, our future results, or our full-year financial outlook; and the other factors discussed in the reports we file with or furnish to the Securities and Exchange Commission from time to time. In addition, such statements could be affected by general industry and market conditions and growth rates, the condition of the financial and credit markets and general domestic and international economic conditions, including inflation and interest rate and currency exchange rate fluctuations. Further, any conflict in the international arena, including the Russian invasion of Ukraine, may adversely affect general market conditions and our future performance. Any forward-looking statement speaks only as of the date on which that statement is made, and we undertake no duty to update any forward-looking statement to reflect events or circumstances, including unanticipated events, after the date on which that statement is made, unless otherwise required by law. New factors emerge from time to time and it is not possible for management to predict all of those factors, nor can it assess the impact of each of those factors on the business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statement.

Our management uses non-GAAP financial measures in assessing and evaluating the Company's and its segments' performance, which exclude items we consider non-comparable 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 financial reconciliations (slides 17 through 24) for a reconciliation of non-GAAP financial measures to the related GAAP financial measures. Throughout this presentation each non-GAAP measure is denoted with an *.

1Q23 Results

1Q Revenue decreased 21% y/y due to:

- » Destocking activity in non-residential roofing and difficult y/y comparisons
- » Volume declines in residential markets
- » Partially offset by strong volumes and price at CIT and CFT

1Q Adjusted EPS declined 40% y/y due to:

- » Volume decrements exacerbated by lower fixed-cost absorption
- » Partially offset by positive price/cost, COS/efficiency gains, CIT and CFT profit growth, and share repurchases

Financial Summary

(in millions, except per share amounts and percentages)

| | 1Q23 | 1Q22 | Δ |
|--------------------------------|------------------|------------------|----------------|
| Revenues | \$1,178.8 | \$1,496.3 | (21.2)% |
| Operating income | \$141.0 | \$277.3 | (49.2)% |
| <i>Operating margin</i> | 12.0% | 18.5% | -650 bps |
| Adjusted EBITDA* | \$213.8 | \$344.8 | (38.0)% |
| <i>Adjusted EBITDA margin*</i> | 18.1% | 23.0% | -490 bps |
| Diluted EPS | \$1.92 | \$3.67 | (47.7)% |
| Adjusted diluted EPS* | \$2.57 | \$4.26 | (39.7)% |

Drivers for Carlisle's Building Products Businesses

- » Building codes calling for higher energy efficiency drives demand for polyiso insulation and our suite of products around the entire building envelope
 - » Inflation Reduction Act supports demand for our products for the next decade
- » Focus on innovation to enhance contractor labor/installation efficiency *(see details on slide 5)*
 - » 16-Foot TPO
 - » ReadyFlash Technology
 - » XCI Class A Plus Wall Insulation
- » Invest in training and education, enhancing the Carlisle Experience and our value proposition for our customers
- » Non-discretionary re-roofing demand remains strong

Accelerating Innovation That Address Our Customers' Needs

16-Foot TPO



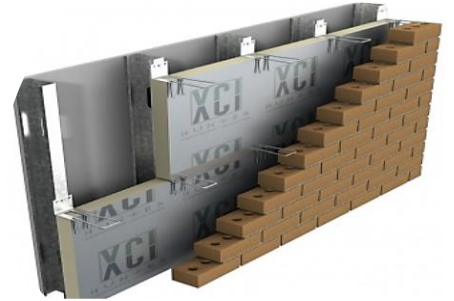
- » Launched in January 2023
- » Widest TPO roll on the market
- » Reduces labor on large projects

ReadyFlash TECHNOLOGY



- » Launched in April 2023
- » Two different facer colors on insulation boards
- » Helps control the impact of temperature during adhesive application

XCI Class A Plus Wall Insulation



- » Launched in April 2023
- » Improved foam & facer technology provides better fire resistance
- » Meets building fire codes at competitive pricing

Vision 2025 Put Our Foundational Pillars In Place

- » Deliver mid-single-digit organic revenue growth
- » Utilize the Carlisle Operating System (COS) effectively to enhance productivity
- » Seek accretive, strategic acquisitions with a focus on Building Products
- » Attract and develop exceptional talent
- » Maintain a disciplined, returns-focused capital allocation strategy



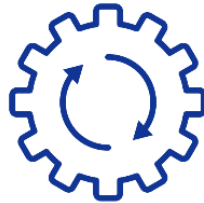
Continued Commitment to Sustainability – Net-Zero 2050

\$3.5 billion



in LEED qualified products
manufactured and sold in 2022

95,000 tons



of waste recycled and returned
to our production stream

32.5 million



metric tons of CO₂ emissions
avoided based on products sold

» Recent developments include:

- » Committed to purchasing bio-MDI and bio-polyol to test and develop bio-based raw materials into our production
- » Replaced ~25% of sourced prime carbon black in certain products with recycled material
- » Piloting end-of-life management of tear-off EPDM, seeking to collect and process it into consumer rubber products

Carlisle Construction Materials



| <i>(in millions, except percentages)</i> | Three Months Ended March 31, | | | | Price / Volume Effect | Acquisition Effect | Exchange Rate Effect |
|--|------------------------------|----------|------------|----------|-----------------------------|-----------------------|-------------------------|
| | 2023 | 2022 | Change \$ | Change % | | | |
| Revenues | \$ 576.0 | \$ 881.1 | \$ (305.1) | (34.6)% | (34.2)% | — % | (0.4)% |
| Operating income | \$ 122.4 | \$ 261.1 | \$ (138.7) | (53.1)% | | | |
| Operating margin | 21.3 % | 29.6 % | | -830 bps | | | |
| Depreciation and amortization | \$ 14.4 | \$ 14.2 | | | | | |
| Adjusted EBITDA* | \$ 136.8 | \$ 275.3 | \$ (138.5) | (50.3)% | | | |
| Adjusted EBITDA margin* | 23.8 % | 31.2 % | | -740 bps | | | |



1Q23 Notable Commercial Items:

- » Lower volumes driven by:
 - Very difficult y/y comparisons
 - Inclement weather prolonging inventory destocking in the channel
- » Underlying demand (contractor backlog) remains strong

Adjusted EBITDA Margin* Decrease:

- » Driven by lower cost absorption on lower volumes
- » Partially offset by positive price/cost and savings from COS

Carlisle Weatherproofing Technologies



| <i>(in millions, except percentages)</i> | Three Months Ended March 31, | | | | Price / Volume Effect | Acquisition Effect | Exchange Rate Effect |
|--|------------------------------|----------|-----------|----------|-----------------------------|-----------------------|-------------------------|
| | 2023 | 2022 | Change \$ | Change % | | | |
| Revenues | \$ 316.6 | \$ 359.1 | \$ (42.5) | (11.8)% | (11.3)% | — % | (0.5)% |
| Operating income | \$ 24.1 | \$ 37.5 | \$ (13.4) | (35.7)% | | | |
| Operating margin | 7.6 % | 10.4 % | | -280 bps | | | |
| Depreciation and amortization | \$ 22.4 | \$ 25.2 | | | | | |
| Adjusted EBITDA* | \$ 53.9 | \$ 63.1 | \$ (9.2) | (14.6)% | | | |
| Adjusted EBITDA margin* | 17.0 % | 17.6 % | | -60 bps | | | |



1Q23 Notable Commercial Items:

- » Volume declines primarily due to softer residential markets
- » Solid price realization and retail business partially offset

Adjusted EBITDA Margin* Decrease:

- » Due to volume declines, cost inflation, and unfavorable product mix
- » Positive price and efficiency gains partially offset

Carlisle Interconnect Technologies



| <i>(in millions, except percentages)</i> | Three Months Ended March 31, | | | | Price / Volume Effect | Acquisition Effect | Exchange Rate Effect |
|--|------------------------------|----------|-----------|----------|-----------------------------|-----------------------|-------------------------|
| | 2023 | 2022 | Change \$ | Change % | | | |
| Revenues | \$ 213.5 | \$ 185.0 | \$ 28.5 | 15.4 % | 15.7 % | — % | (0.3)% |
| Operating income | \$ 10.9 | \$ (2.5) | \$ 13.4 | NM | | | |
| Operating margin | 5.1 % | (1.4)% | | +650 bps | | | |
| Depreciation and amortization | \$ 17.1 | \$ 18.2 | | | | | |
| Adjusted EBITDA* | \$ 30.5 | \$ 18.4 | \$ 12.1 | 65.8 % | | | |
| Adjusted EBITDA margin* | 14.3 % | 9.9 % | | +440 bps | | | |



1Q23 Notable Commercial Items:

- » Solid growth in Commercial Aerospace (i.e., OE build rates, in-flight entertainment)
- » Backlogs across markets remain strong, supportive of 2023 outlook
- » Airbus Supplier of the Year in 2023

Adjusted EBITDA Margin* Increase:

- » Driven by volume leverage, positive price, restructuring benefits and savings from COS
- » Partially offset by labor inflation

Carlisle Fluid Technologies



| <i>(in millions, except percentages)</i> | Three Months Ended March 31, | | | | Price / Volume Effect | Acquisition Effect | Exchange Rate Effect |
|--|------------------------------|---------|-----------|----------|-----------------------------|-----------------------|-------------------------|
| | 2023 | 2022 | Change \$ | Change % | | | |
| Revenues | \$ 72.7 | \$ 71.1 | \$ 1.6 | 2.3 % | 6.5 % | — % | (4.2)% |
| Operating income | \$ 10.7 | \$ 4.8 | \$ 5.9 | 122.9 % | | | |
| Operating margin | 14.7 % | 6.8 % | | +790 bps | | | |
| Depreciation and amortization | \$ 5.0 | \$ 5.7 | | | | | |
| Adjusted EBITDA* | \$ 15.9 | \$ 10.5 | \$ 5.4 | 51.4 % | | | |
| Adjusted EBITDA margin* | 21.9 % | 14.8 % | | +710 bps | | | |

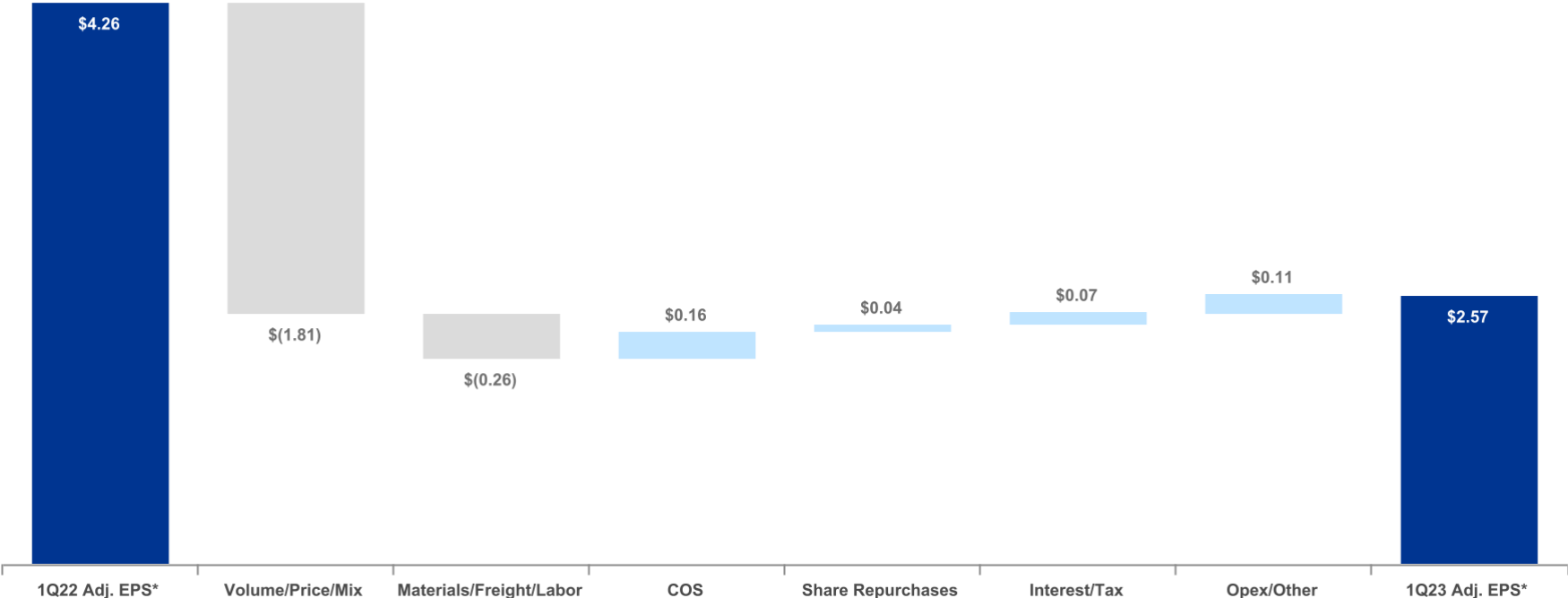
1Q23 Notable Commercial Items:

- » Positive pricing across the business and volume growth in Americas and China
- » Unfavorable effects of foreign exchange rates

Adjusted EBITDA Margin* Increase:

- » Favorable volume, price and savings from COS
- » Raw material and labor inflation partially offset

1Q23 Adjusted EPS* Bridge

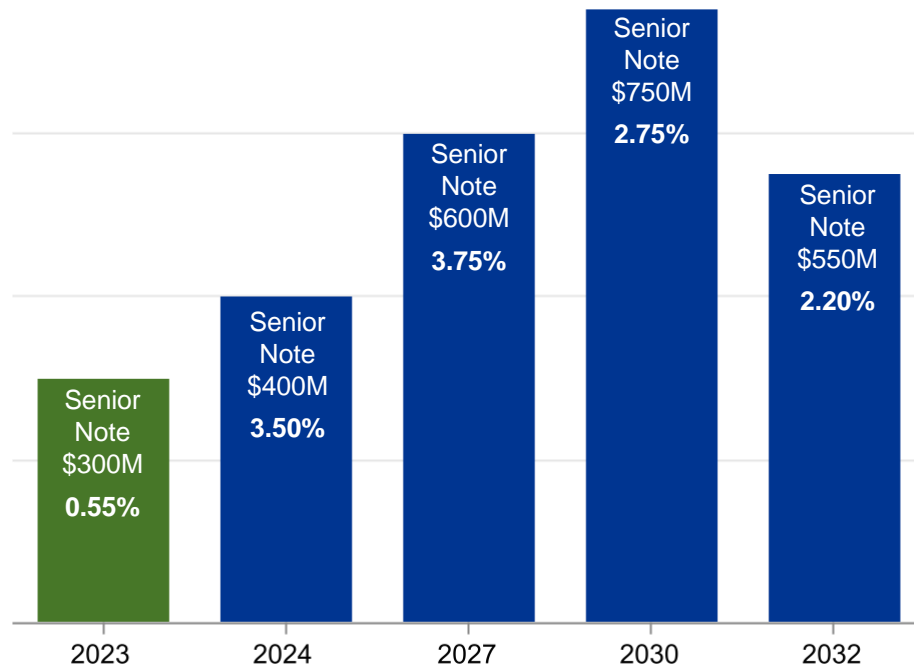


* Reference the financial reconciliations of non-GAAP financial measures to the related GAAP financial measures.

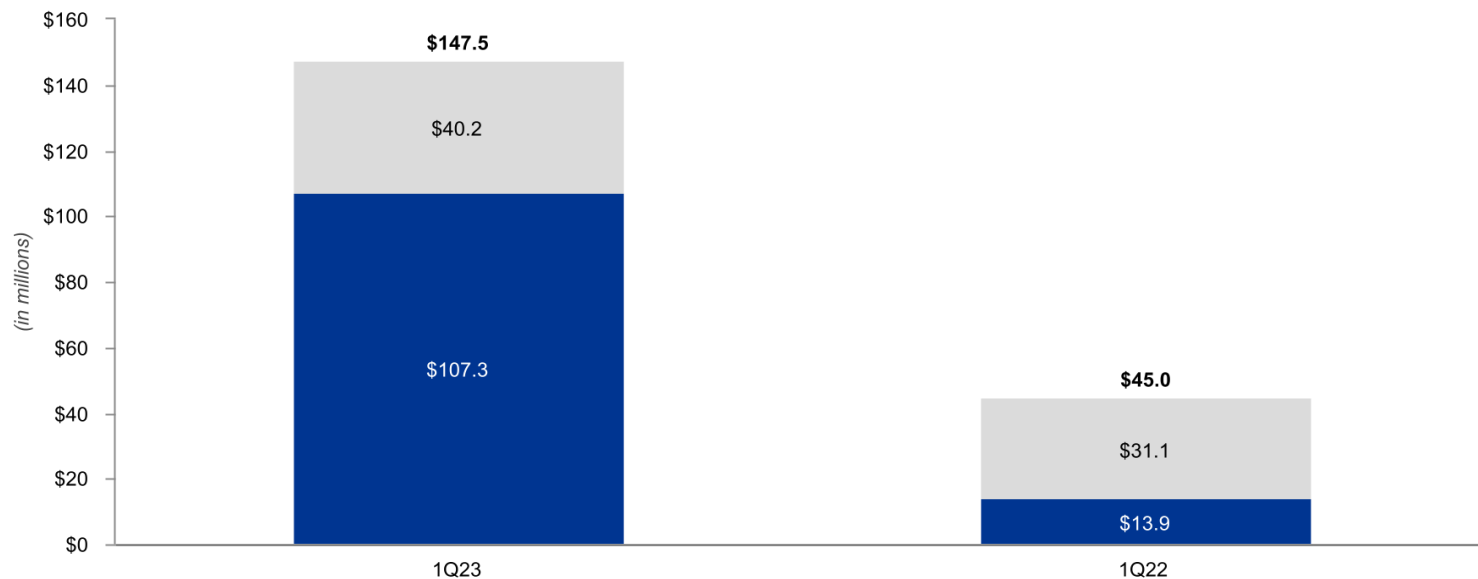
Focused on Capital Structure Optimization

- » Cash on hand of \$424M as of 3/31/23
- » \$1B available under revolver
- » \$39M in dividends paid
- » Deployed \$50M of cash to repurchase 0.2M shares
 - » 3.2M shares remaining under authorization as of 3/31/23
- » Net debt to cap ratio* of 41%
- » Net debt to EBITDA* of 1.5x
- » EBITDA to interest* of 17.4x

Debt Maturity Schedule



1Q23 Cash Flow Performance



□ Operating Cash Flow from Continuing Operations* □ Capital Expenditures from Continuing Operations* ■ Free Cash Flow from Continuing Operations*

- Reflects improved working capital
- Continue to expect strong free cash generation in 2023

FY 2023 Outlook

| Business Segment | 2023 Revenue Growth | Primary Drivers |
|---|---------------------|--|
| Carlisle Construction Materials | -HSD y/y | <ul style="list-style-type: none"> Tough year-over-year comparisons Channel destocking in 1H23 Contractor backlog remains strong |
| Carlisle Weatherproofing Technologies | -LDD y/y | <ul style="list-style-type: none"> Headwinds in residential markets Partially offset by channel penetration, steady commercial and R&R demand Exit of rubber business |
| Carlisle Interconnect Technologies | +HSD y/y | <ul style="list-style-type: none"> Growing demand in Commercial Aerospace markets Medical markets remain strong Positive pricing |
| Carlisle Fluid Technologies | +HSD y/y | <ul style="list-style-type: none"> New product traction Positive pricing Strong backlog |
| Total Carlisle | -MSD y/y | |
| Total Carlisle Adjusted EBITDA Margin* | -100 bps y/y | <ul style="list-style-type: none"> Lower absorption due to lower production volumes in 1H23 Strategic investments in our businesses including R&D and enhanced customer experience |

FY23 Forecast

| | |
|---------------------------------|-----------------|
| Corporate & Unallocated Expense | ~\$115M |
| Depreciation | ~\$100M |
| Amortization | ~\$150M |
| Capital Expenditures | ~\$200 – \$225M |
| Interest Expense, net** | ~\$60M |
| Base Tax Rate | 24% |

Financial Reconciliations



Non-GAAP Financial Metrics

This presentation includes the following financial measures that are not presented in accordance with generally accepted accounting principles in the United States of America (“GAAP”):

1. Adjusted EBITDA, which the Company defines as net income excluding income/loss from discontinued operations, interest expense, interest income, income tax expense, depreciation and amortization, inventory step-up amortization and transaction costs, impairment charges, gains and losses from acquisitions or divestitures, gains and losses from insurance, gains and losses from litigation, losses on extinguishment of debt;
2. Adjusted EBIT Margin, which the Company defines as the percentage that results from dividing Adjusted EBIT by total revenues;
3. Adjusted EBITDA Margin, which the company defines as the percentage that results from dividing Adjusted EBITDA by total revenues;
4. Adjusted net income, which the Company defines as net income excluding income/loss from discontinued operations, exit and disposal and facility rationalization costs, inventory step-up amortization and acquisition costs, impairment charges, gains and losses from acquisitions or divestitures, gains and losses from insurance, gains and losses from litigation, losses on extinguishment of debt, amortization of acquisition intangible assets, and discrete tax items;
4. Adjusted earnings per diluted share, which the Company defines as diluted earnings per share excluding exit and disposal and facility rationalization costs, inventory step-up amortization and acquisition costs, impairment charges, gains and losses from acquisitions or divestitures, gains and losses from insurance, gains and losses from litigation, losses on extinguishment of debt amortization of acquisition intangible assets, and discrete tax items; and the impact of including dilutive securities divided by diluted weighted average shares outstanding;
5. Organic revenue, which the Company defines as revenues excluding acquired revenues within the last 12 months and the impact of changes in foreign exchange rates versus the U.S. Dollar;
6. Free Cash Flow, which the Company defines as net cash provided by operating activities less capital expenditures;
7. Net debt to EBITDA⁽¹⁾, which the Company defines as senior note debt less cash (net debt per debt covenants) divided by EBITDA per debt covenants (income from continuing operations excluding interest expense, income tax expense, depreciation, amortization, non-cash stock compensation expense and pro forma impact of any acquisition having an impact on net book value in excess of \$10 million);
8. EBITDA⁽¹⁾ to interest, which the Company defines as EBITDA per debt covenants divided by interest expense;
9. Net debt to capital, which the Company defines as total debt less cash (net debt) divided by total shareholder’s equity plus net debt.
10. ROIC, which the Company defines as EBITA times one minus the tax rate divided by shareholders equity plus debt minus cash.

Management believes that adjusted EBITDA, and adjusted EBITDA margin, adjusted diluted earnings per share and organic revenue are useful to investors because they allow for comparison to the Company’s and its segments’ performance in prior periods without the effect of items that, by their nature, tend to obscure core operating results due to potential variability across periods based on the timing, frequency and magnitude of such items. As a result, management believes that these measures enhance the ability of investors to analyze trends in the Company’s business and evaluate the Company’s performance relative to similarly-situated companies. Management also believes free cash flow, net debt to EBITDA, EBITDA to interest and net debt to capital are useful to investors as an additional way of viewing the Company’s liquidity and provides a more complete understanding of factors and trends affecting the Company’s cash flows and liquidity. However, non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation from, or solely as alternatives to, financial measures prepared in accordance with GAAP. In addition, these non-GAAP financial measures may differ from similarly named measures used by other companies. Reconciliations of the differences between these non-GAAP financial measures and their most directly comparable financial measures calculated in accordance with GAAP are set forth in this appendix.

Reconciliation to Organic Revenue

| <i>(in millions, except percentages)</i> | Three Months Ended March 31, | | | | | | | | | |
|--|------------------------------|----------|-----|----------|-----|----------|-----|---------|-----|---------|
| | CSL | | CCM | | CWT | | CIT | | CFT | |
| 2022 Revenue (GAAP) | \$ | 1,496.3 | \$ | 881.1 | \$ | 359.1 | \$ | 185.0 | \$ | 71.1 |
| Organic revenue (volume/price) | | (308.7) | | (301.7) | | (40.6) | | 29.0 | | 4.6 |
| | | (20.6) % | | (34.2) % | | (11.3) % | | 15.7 % | | 6.5 % |
| Acquisitions | | — | | — | | — | | — | | — |
| | | — % | | — % | | — % | | — % | | — % |
| FX impact | | (8.8) | | (3.4) | | (1.9) | | (0.5) | | (3.0) |
| | | (0.6) % | | (0.4) % | | (0.5) % | | (0.3) % | | (4.2) % |
| Total change | | (317.5) | | (305.1) | | (42.5) | | 28.5 | | 1.6 |
| | | (21.2) % | | (34.6) % | | (11.8) % | | 15.4 % | | 2.3 % |
| 2023 Revenue (GAAP) | \$ | 1,178.8 | \$ | 576.0 | \$ | 316.6 | \$ | 213.5 | \$ | 72.7 |

Reconciliation to Free Cash Flow

| <i>(in millions)</i> | Three Months Ended March 31, | |
|---|---------------------------------|------------------|
| | 2023 | 2022 |
| Operating cash flow (GAAP) | \$ 149.6 | \$ 44.3 |
| Less: operating cash flow from discontinued operations | 2.1 | (0.7) |
| Operating cash flow from continuing operations | <u>\$ 147.5</u> | <u>\$ 45.0</u> |
| Capital expenditures (GAAP) | \$ (40.2) | \$ (31.1) |
| Less: capital expenditures from discontinued operations | — | — |
| Capital expenditures from continuing operations | <u>\$ (40.2)</u> | <u>\$ (31.1)</u> |
| Operating cash flow from continuing operations | \$ 147.5 | \$ 45.0 |
| Capital expenditures from continuing operations | (40.2) | (31.1) |
| Free cash flow from continuing operations | <u>\$ 107.3</u> | <u>\$ 13.9</u> |

Reconciliation to Adjusted EBITDA

| <i>(in millions, except percentages)</i> | Three Months Ended March 31, | |
|---|---------------------------------|------------|
| | 2023 | 2022 |
| Net income (GAAP) | \$ 101.7 | \$ 193.6 |
| Less: income (loss) from discontinued operations (GAAP) | 2.1 | (0.7) |
| Income from continuing operations (GAAP) | 99.6 | 194.3 |
| Provision for income taxes | 28.4 | 60.5 |
| Interest expense, net | 18.8 | 22.6 |
| Interest income | (4.6) | (0.2) |
| EBIT | 142.2 | 277.2 |
| Exit and disposal, and facility rationalization costs | 4.7 | 2.1 |
| Inventory step-up amortization and transactions costs | 1.6 | — |
| Impairment charges | 0.9 | 0.2 |
| Losses from acquisitions and disposals | 4.0 | 0.3 |
| Losses from insurance | — | 0.3 |
| Gains from litigation | (0.1) | — |
| Total non-comparable items | 11.1 | 2.9 |
| Adjusted EBIT | 153.3 | 280.1 |
| Depreciation | 23.3 | 24.0 |
| Amortization | 37.2 | 40.7 |
| Adjusted EBITDA | 213.8 | 344.8 |
| Divided by: | | |
| Total revenues | \$ 1,178.8 | \$ 1,496.3 |
| Adjusted EBITDA margin | 18.1 % | 23.0 % |

Reconciliation to Adjusted EBITDA

| | Three Months Ended March 31, 2023 | | | | |
|---|-----------------------------------|----------------|----------------|----------------|---------------------------|
| <i>(in millions, except percentages)</i> | CCM | CWT | CIT | CFT | Corporate and unallocated |
| Operating income (loss) (GAAP) | \$ 122.4 | \$ 24.1 | \$ 10.9 | \$ 10.7 | \$ (27.1) |
| Non-operating income, net ⁽¹⁾ | (0.1) | (0.2) | (0.1) | — | (0.8) |
| EBIT | 122.5 | 24.3 | 11.0 | 10.7 | (26.3) |
| Exit and disposal, and facility rationalization costs | 0.1 | 2.2 | 2.2 | 0.2 | — |
| Inventory step-up amortization and transaction costs | — | — | — | — | 1.6 |
| Impairment charges | — | 0.9 | — | — | — |
| (Gains) losses from acquisitions and disposals | (0.2) | 4.1 | 0.1 | — | — |
| Losses (gains) from litigation | — | — | 0.1 | — | (0.2) |
| Total non-comparable items | (0.1) | 7.2 | 2.4 | 0.2 | 1.4 |
| Adjusted EBIT | 122.4 | 31.5 | 13.4 | 10.9 | (24.9) |
| Depreciation | 10.3 | 4.8 | 5.9 | 1.3 | 1.0 |
| Amortization | 4.1 | 17.6 | 11.2 | 3.7 | 0.6 |
| Adjusted EBITDA | <u>\$ 136.8</u> | <u>\$ 53.9</u> | <u>\$ 30.5</u> | <u>\$ 15.9</u> | <u>\$ (23.3)</u> |
| Divided by: | | | | | |
| Total revenues | \$ 576.0 | \$ 316.6 | \$ 213.5 | \$ 72.7 | \$ — |
| Adjusted EBITDA margin | <u>23.8 %</u> | <u>17.0 %</u> | <u>14.3 %</u> | <u>21.9 %</u> | <u>NM</u> |

⁽¹⁾Includes other non-operating (income) expense, net, which may be presented in separate line items on the unaudited Consolidated Statements of Income.

Reconciliation to Adjusted EBITDA

| | Three Months Ended March 31, 2022 | | | | |
|---|-----------------------------------|----------------|----------------|----------------|---------------------------|
| <i>(in millions, except percentages)</i> | CCM | CWT | CIT | CFT | Corporate and unallocated |
| Operating income (loss) (GAAP) | \$ 261.1 | \$ 37.5 | \$ (2.5) | \$ 4.8 | \$ (23.6) |
| Non-operating expense (income), net ⁽¹⁾ | — | 0.1 | (0.5) | 0.1 | 0.4 |
| EBIT | 261.1 | 37.4 | (2.0) | 4.7 | (24.0) |
| Exit and disposal, and facility rationalization costs | — | 0.1 | 2.0 | — | — |
| Inventory step-up amortization and transaction costs | — | (0.1) | — | — | 0.1 |
| Impairment charges | — | 0.2 | — | — | — |
| Losses from acquisitions and disposals | — | — | 0.2 | 0.1 | — |
| Losses from insurance | — | 0.3 | — | — | — |
| Total non-comparable items | — | 0.5 | 2.2 | 0.1 | 0.1 |
| Adjusted EBIT | 261.1 | 37.9 | 0.2 | 4.8 | (23.9) |
| Depreciation | 9.2 | 6.3 | 6.1 | 1.5 | 0.9 |
| Amortization | 5.0 | 18.9 | 12.1 | 4.2 | 0.5 |
| Adjusted EBITDA | <u>\$ 275.3</u> | <u>\$ 63.1</u> | <u>\$ 18.4</u> | <u>\$ 10.5</u> | <u>\$ (22.5)</u> |
| Divided by: | | | | | |
| Total revenues | \$ 881.1 | \$ 359.1 | \$ 185.0 | \$ 71.1 | \$ — |
| Adjusted EBITDA margin | <u>31.2 %</u> | <u>17.6 %</u> | <u>9.9 %</u> | <u>14.8 %</u> | <u>NM</u> |

⁽¹⁾Includes other non-operating (income) expense, net, which may be presented in separate line items on the unaudited Consolidated Statements of Income.

Reconciliation to Adjusted Diluted EPS

| <i>(in millions, except per share amounts)</i> | Three Months Ended March 31, 2023 | | | Three Months Ended March 31, 2022 | | |
|---|-----------------------------------|--------------------------------|--------------------------------------|-----------------------------------|--------------------------------|--------------------------------------|
| | Pre-tax Impact | Post-tax Impact ⁽¹⁾ | Impact to Diluted EPS ⁽²⁾ | Pre-tax Impact | Post-tax Impact ⁽¹⁾ | Impact to Diluted EPS ⁽²⁾ |
| Net income (GAAP) | | \$ 101.7 | \$ 1.96 | | \$ 193.6 | \$ 3.66 |
| Less: income (loss) from discontinued operations (GAAP) | | 2.1 | 0.04 | | (0.7) | (0.01) |
| Income from continuing operations (GAAP) | | 99.6 | 1.92 | | 194.3 | 3.67 |
| Exit and disposal, and facility rationalization costs | 4.7 | 3.5 | 0.07 | 2.1 | 1.6 | 0.03 |
| Inventory step-up amortization and transaction costs | 1.6 | 1.2 | 0.02 | — | — | — |
| Impairment charges | 0.9 | 0.7 | 0.01 | 0.2 | 0.2 | — |
| Losses from acquisitions and disposals | 4.0 | 3.0 | 0.06 | 0.3 | 0.2 | — |
| Losses from insurance | — | — | — | 0.3 | 0.3 | 0.01 |
| Gains from litigation | (0.1) | — | — | — | — | — |
| Acquisition-related amortization ⁽³⁾ | 35.5 | 26.9 | 0.52 | 39.2 | 29.5 | 0.56 |
| Discrete tax items ⁽⁴⁾ | — | (1.5) | (0.03) | — | (0.4) | (0.01) |
| Total adjustments | | 33.8 | 0.65 | | 31.4 | 0.59 |
| Adjusted net income | | <u>\$ 133.4</u> | <u>\$ 2.57</u> | | <u>\$ 225.7</u> | <u>\$ 4.26</u> |

⁽¹⁾The impact to net income reflects the tax effect of noted items, which is based on the statutory rate in the jurisdiction in which the expense or income is deductible or taxable.

⁽²⁾The per share impact of adjustments to each period is based on diluted shares outstanding using the two-class method.

⁽³⁾Acquisition-related amortization includes the amortization of customer relationships, technology, trade names and other intangible assets recorded in purchase accounting in connection with a business combination. These intangible assets contribute to revenue generation and the amortization of these assets will recur until such intangible assets are fully amortized.

⁽⁴⁾Discrete tax items include current period tax expense or benefit related to prior year items, the tax impact of foreign currency gains and losses, or changes in tax laws or rates.

Reconciliation of Unaudited Leverage Ratios and Net Debt to Capital Ratios

| Unaudited Leverage Ratios | |
|--|---------------|
| <i>(in millions, except ratios)</i> | LTM 3/31/2023 |
| Income from continuing operations (GAAP) | \$ 830.5 |
| Income tax expense | 238.3 |
| Interest expense | 82.1 |
| Depreciation and amortization | 247.1 |
| Non-cash stock based compensation expense | 33.0 |
| Debt covenant defined EBITDA ⁽¹⁾ | \$ 1,431.0 |
| Consolidated interest expense | \$ 82.1 |
| Short-term debt from senior notes | \$ 300.0 |
| Long-term debt from senior notes | 2,300.0 |
| Total senior note debt | \$ 2,600.0 |
| Less: cash | 423.9 |
| Net debt per debt covenants ⁽¹⁾ | \$ 2,176.1 |
| Net debt to EBITDA per debt covenants ⁽¹⁾ | 1.5x |
| EBITDA ⁽¹⁾ per debt covenants to interest | 17.4x |

⁽¹⁾ Debt covenant ratios use a credit agreement adjusted EBITDA and net debt definitions which differs slightly from standard adjusted EBITDA and net debt calculations.

| Net Debt to Capital Ratio | |
|--|------------|
| <i>(in millions, except percentages)</i> | 3/31/2023 |
| Long-term debt, including current portion (GAAP) | \$ 2,583.9 |
| Less: cash | 423.9 |
| Net debt | \$ 2,160.0 |
| Capital | |
| Net debt | \$ 2,160.0 |
| Total stockholders' equity | 3,058.3 |
| Total capital (net of cash) | \$ 5,218.3 |
| Net debt to capital | 41 % |