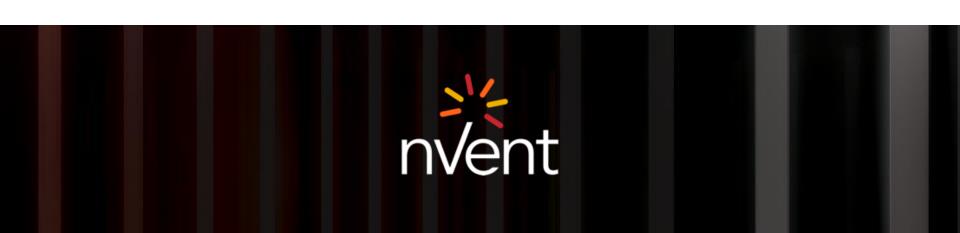
# nVent First Quarter 2018

**Earnings Presentation** 



## **Forward Looking Statement**

#### CAUTION CONCERNING FORWARD-LOOKING STATEMENTS

This presentation contains statements that we believe to be "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical fact are forward-looking statements. Without limitation, any statements preceded or followed by or that include the words "targets," "plans," "believes," "expects," "intends," "will," "likely," "may," "anticipates," "estimates," "projects," "should," "would," "positioned," "strategy," "future" or words, phrases or terms of similar substance or the negative thereof, are forward-looking statements. All projections in this presentation are also forward-looking statements. These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties, assumptions and other factors, some of which are beyond our control, which could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These factors include the ability to satisfy the necessary conditions to consummate the planned separation of our Electrical business and the Water business of Pentair plc into two independent, publiclytraded companies (the "Separation") on a timely basis or at all; the ability to successfully separate our business and realize the anticipated benefits from the Separation; adverse effects on our business operations or financial results as a result of the announcement or consummation of the Separation; unanticipated transaction expenses, such as litigation or legal settlement expenses; changes in tax laws; the impact of the Separation on our employees, customers and suppliers; overall global economic and business conditions impacting our businesses; the ability of our business to operate independently following the Separation; the ability to achieve the benefits of our restructuring plans; the ability to successfully identify, finance, complete and integrate acquisitions; competition and pricing pressures in the markets we serve; the strength of housing and related markets; volatility in currency exchange rates and commodity prices; inability to generate savings from excellence in operations initiatives consisting of lean enterprise, supply management and cash flow practices; increased risks associated with operating foreign businesses; the ability to deliver backlog and win future project work; failure of markets to accept new product introductions and enhancements; the impact of changes in laws and regulations, including those that limit U.S. tax benefits; the outcome of litigation and governmental proceedings; and the ability to achieve our long-term strategic operating goals. Additional information concerning these and other factors is contained in our filings with the SEC, including our Registration Statement on Form 10. All forward-looking statements speak only as of the date of this presentation, nVent Electric plc assumes no obligation, and disclaims any obligation, to update the information contained in this presentation.

The officer titles for individual speakers set forth in this presentation are the titles such persons are expected to have at nVent Electric plc after the completion of the Separation.

## **Key Definitions**

- Except as Otherwise Noted, All References to nVent and All Amounts Included Herein Represent the Pentair Electrical Business Excluding the Pentair Water Business, Presented on an Adjusted Basis
- "Organic Sales" Refers to GAAP Revenue Excluding (1) the Impact of Currency Translation and (2) the Impact of Revenue from Acquired Businesses Recorded Prior to the First Anniversary of the Acquisition Less the Amount of Sales Attributable to Divested Product Lines Not Considered Discontinued Operations
- ➤ Segment Income Represents Operating Income Exclusive of Non-Cash Intangible Amortization, Certain Acquisition Related Expenses, Costs of Restructuring Activities, Impairments, and Other Unusual Non-Operating Items
- Return on Sales ("ROS") Equals Segment Income Divided by Sales
- ➤ The 2018 Full Year and Q2 Outlook Included Herein Reflects the Anticipated Separation of nVent from Pentair on April 30, 2018
- See Appendix for GAAP to Non-GAAP Reconciliations

## **Executive Summary**

Q1'18

- Organic Sales Grew 3%
- ➤ ROS for the Electrical Segment was 19.7%\*
- Enclosures Strong Growth and Sequential Margin Improvement

**Spin Update** 

- > Spin Day Expected to be April 30th
- Pentair Board of Directors Approved Spin
- Financing in Place

2018 Outlook

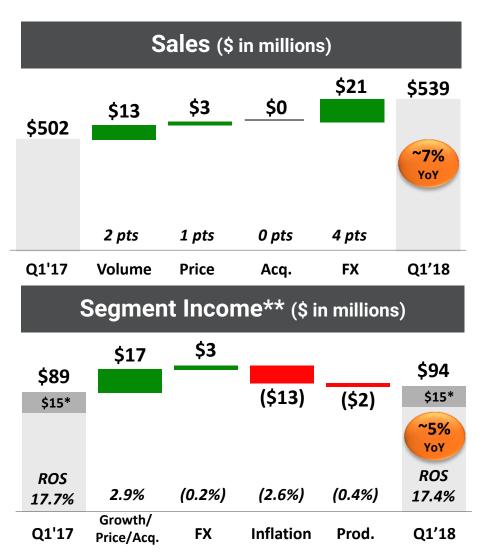
- Outlook Remains the Same
- > 2-4% Organic Sales Growth
- > ROS Flat YOY, Including Growth Investment

#### **Delivered on Our Commitments**



<sup>\*</sup>Excludes corporate costs of ~12M; including corporate costs ROS was 17.4%

## Q1'18 nVent Performance



<sup>\*</sup>Non-Cash Amortization

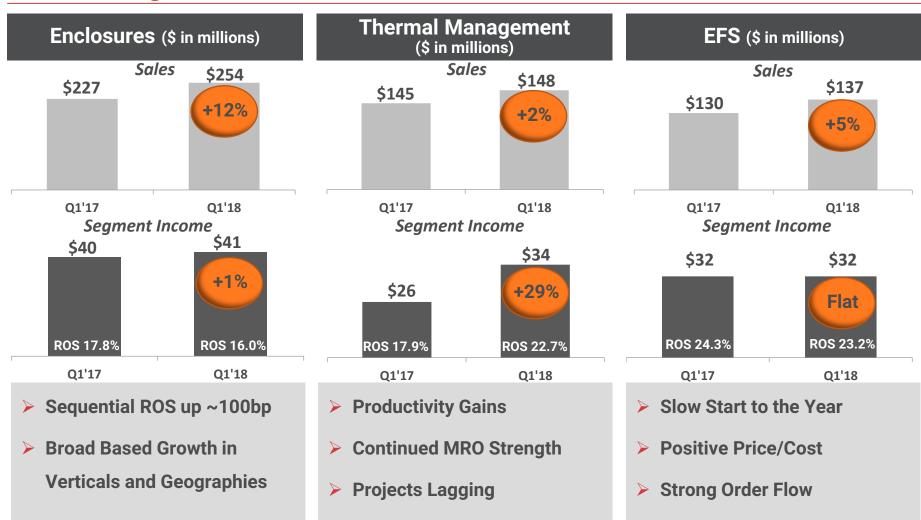
#### **Financial Highlights (yoy)**

- Organic sales up 3%
  - Enclosures: Up 9%
  - Thermal Management: Down 4%
  - EFS: Up 1%
- ▶ Pro Forma Segment Income up 5%\*\*
- Pro Forma ROS at 17.4% (19.7% Excluding Corporate Costs of ~\$12M)
- Other Items
  - Adjusted Tax Rate of 18%
  - Pro Forma Net Int./Other Exp. of \$7M
  - Pro Forma Shares 181.5M
- Pro Forma Free Cash Flow \$27M

Q1'18 Earnings Presentation 5

<sup>\*\*</sup>Includes Corporate Costs of ~\$12M

## **Q1'18 Segment Performance**



#### **Solid Start to the Year**



## **Separation Update**

> February 13, 2018 Investor and Analyst Day

➤ Pentair Board of Directors Approved April 3, 2018

> Form 10 Effective April 9, 2018

Board of Directors Announced

➤ Enterprise Separation Activities on Track

nVent (NYSE: NVT) Expected to Begin Trading on May 1

### **Q2'18 nVent Pro Forma Outlook**

	Q2'18 Guidance	Q2′17
Organic Sales	+2% - 4%	\$513M
Segment Income*	+1% - 3%	\$106M
ROS*	18% - 20%	20.6%
EPS (reported)	\$0.33 - \$0.36	
EPS (adjusted)	\$0.41 - \$0.44	_

#### **Summary**

- Continued Sales Strength
- Sequential ROS Improvement
- Actively Managing Price/Cost

- > Tax Rate: ~18%
- Pro Forma Net Interest/Other Expense: ~ 11M
- Pro Forma Shares: ~181M

#### **Executing on Our Plan**

**Other Considerations** 

<sup>\*</sup>Includes corporate costs

### **Full Year 2018 nVent Pro Forma Outlook**

	Enclosures	Thermal Mgmt.	EFS	Total
Organic Sales	Up 3-5%	Up 0-2%	Up 2-4%	Up 2-4%
ROS	~Flat	+50-70bps	+30-50bps	~Flat
Corporate Expenses		16		~\$45M
Int. Exp./Other	253     2			~\$43M
Tax Rate	Title language	AND DE		~18%
Reported EPS	Secondary CT - septimize CT   Secondary CT - septimize CT   Secondary CT - septimize CT - septim			\$1.38 - \$1.48
Adjusted EPS	to lay distance  of			\$1.70 - \$1.80
Shares			ERICO RAIL SOLUTIONS EXPERITY ENGINEERED GLOBAL CAPABILITIES	~181M

#### **Key Considerations**

- FX Sales Benefit of ~1%
- ROS Inclusive of Growth Investments
- Total D&A of ~\$100M + ~\$13M of Non-Cash Stock Compensation
- Strong Q1 Operating Performance and Lower Share Count Largely Offset Higher Int. Exp.
- Target Free Cash Flow at 100% of Adjusted Net Income

#### On Track to Deliver 2018



## Summary

#### We are a Leader in Connection and Protection

- We have industry leading positions in growing verticals
- We have attractive segments with differentiated growth opportunities
- > We have a clear strategy and are focused on driving organic growth
- Our One nVent approach can accelerate performance
- We have consistent and strong free cash flow generation

#### **Building a High Performance Growth Company**



# Appendix GAAP to Non-GAAP Measurements & Reconciliations



## Reported to Adjusted 2018 Reconciliation

nVent Electric plc
Reconciliation of the GAAP year ended December 31, 2018 to the non-GAAP excluding the effect of 2018 adjustments (Unaudited)

	A	Actual			Forecast				
	]	First							
In millions, except per-share data	Q	uarter	Second	Second Quarter			Full Year		
Net sales	\$	538.9	approx	\$	540	approx	\$	2,208	
Operating income		65.6	approx		92	approx		356	
% of net sales		12.2%	approx		17%	approx		16%	
Adjustments:									
Restructuring and other		2.8	approx		-	approx		3	
Intangible amortization		15.4	approx		15	approx		61	
Separation costs		9.7	approx		-	approx		10	
Segment income		93.5	approx		107	approx		430	
Return on sales		17.4%	approx		20%	approx		20%	
Net income - as reported			approx		65	approx		260	
Interest expense adjustment - pro forma			approx		2	approx		(4)	
Adjustments to operating income			approx		15	approx		74	
Income tax adjustments			approx		(3)	approx		(13)	
Net income - pro forma adjusted			approx	\$	79	approx	\$	317	
Diluted earnings per ordinary share - pro forma adjusted									
Diluted weighted average ordinary shares outstanding - pro forma			approx		181	approx		181	
Diluted earnings per ordinary share - pro forma			approx	\$0.33-	-\$0.36	approx	\$1.3	8-\$1.48	
Adjustments					0.08			0.32	
Diluted earnings per ordinary share - pro forma adjusted			approx	\$0.41	-\$0.44	approx	\$1.7	0-\$1.80	

## Reported to Adjusted 2017 Reconciliation

nVent Electric plc
Reconciliation of the GAAP year ended December 31, 2017 to the non-GAAP excluding the effect of 2017 adjustments (Unaudited)

	F	First		econd	1	Third	Fourth				
In millions	Qu	Quarter		Quarter Quarte		uarter	ter Quarter		Full Year		
Net sales	\$	502.2	\$	513.2	\$	540.6	\$	541.9	\$	2,097.9	
Operating income		67.6		89.6		95.9		63.0		316.1	
% of net sales		13.5%		17.5%		17.7%		11.6%		15.1%	
Adjustments:											
Restructuring and other		9.3		3.7		-		-		13.0	
Intangible amortization		15.3		15.3		15.4		15.4		61.4	
Trade name impairment		-		-		-		16.4		16.4	
Separation costs		-		2.2		4.7		9.2		16.1	
Corporate allocations		(3.5)		(5.0)		(2.1)		(2.9)		(13.5)	
Segment income		88.7		105.8		113.9		101.1		409.5	
Return on sales		17.7%		20.6%		21.1%		18.7%		19.5%	

## Reported to Adjusted 2016 Reconciliation

nVent Electric plc
Reconciliation of the GAAP year ended December 31, 2016 to the non-GAAP excluding the effect of 2016 adjustments (Unaudited)

In millions	First Ouarte	Second r Quarter	Third Ouarter	Fourth Quarter	Full Year
Net sales	\$ 524	4.5 \$ 540.7	\$ 543.1	\$ 507.7	\$ 2,116.0
Operating income	8.5	5.6 86.2	91.6	69.4	332.8
% of net sales	16.	3% 15.9%	6 16.9%	13.7%	15.7%
Adjustments:					
Restructuring and other	(	).2 3.7	7.1	1.3	12.3
Intangible amortization	1.5	5.2 15.2	15.2	15.2	60.8
Trade name impairment			-	13.3	13.3
Corporate allocations	(3	(3.0)	$) \qquad (3.1)$	(3.1)	(12.2)
Segment income	98	3.0 102.1	110.8	96.1	407.0
Return on sales	18.	7% 18.9%	6 20.4%	18.9%	19.2%

## 2017 Segment Sales and Income by Quarter

nVent Electric plc Supplemental Financial Information by Reportable Segment (Unaudited)

	2017									
	-	First	S	econd		Third	I	Fourth		
In millions	Quarter		Q	uarter	Quarter		Quarter		F	ull Year
Net sales										
Enclosures	\$	226.5	\$	234.1	\$	241.7	\$	232.6	\$	934.9
Thermal Management		145.4		139.9		159.1		177.8		622.2
Electrical & Fastening Solutions		130.3		139.2		139.8		131.5		540.8
Combined	\$	502.2	\$	513.2	\$	540.6	\$	541.9	\$	2,097.9
Segment income (loss)										
Enclosures	\$	40.3	\$	45.6	\$	44.1	\$	34.6	\$	164.6
Thermal Management		26.0		27.6		43.3		50.4		147.3
Electrical & Fastening Solutions		31.7		41.3		35.2		32.5		140.7
Other		(9.3)		(8.7)		(8.7)		(16.4)		(43.1)
Combined	\$	88.7	\$	105.8	\$	113.9	\$	101.1	\$	409.5
Return on sales										
Enclosures		17.8%		19.5%		18.2%		14.9%		17.6%
Thermal Management		17.9%		19.7%		27.2%		28.3%		23.7%
Electrical & Fastening Solutions		24.3%		29.7%		25.2%		24.7%		26.0%
Combined		17.7%		20.6%		21.1%		18.7%		19.5%

## 2016 Segment Sales and Income by Quarter

nVent Electric plc Supplemental Financial Information by Reportable Segment (Unaudited)

						2016				
	I	First	S	econd		Third	I	Fourth		
In millions	Qı	uarter	Q	uarter	Quarter		Quarter		F	ull Year
Net sales										
Enclosures	\$	225.4	\$	238.3	\$	235.1	\$	212.4	\$	911.2
Thermal Management		179.4		161.8		174.0		177.0		692.2
Electrical & Fastening Solutions		119.7		140.6		134.0		118.3		512.6
Combined	\$	524.5	\$	540.7	\$	543.1	\$	507.7	\$	2,116.0
Segment income (loss)										
Enclosures	\$	42.8	\$	51.6	\$	52.9	\$	37.1	\$	184.4
Thermal Management		35.7		20.0		31.1		36.7		123.5
Electrical & Fastening Solutions		34.0		41.6		38.5		30.8		144.9
Other		(14.5)		(11.1)		(11.7)		(8.5)		(45.8)
Combined	\$	98.0	\$	102.1	\$	110.8	\$	96.1	\$	407.0
Return on sales										
Enclosures		19.0%		21.7%		22.5%		17.5%		20.2%
Thermal Management		19.9%		12.4%		17.9%		20.7%		17.8%
Electrical & Fastening Solutions		28.4%		29.6%		28.7%		26.0%		28.3%
Combined		18.7%		18.9%		20.4%		18.9%		19.2%

## Q1 and FY 2018 Organic Sales Growth Reconciliation

## nVent Electric plc Reconciliation of Net Sales Growth to Organic Net Sales Growth by Segment for the quarter ended March 31, 2018 (Unaudited)

	Q1 Net Sales Growth								
	Organic	Currency	Acq./Div.	Total					
nVent	3.1%	4.2%	<b>_%</b>	7.3%					
Enclosures	8.9%	3.3%	<u>    %                                </u>	12.2%					
Thermal Management	(4.2%)	5.9%	<u>    %                                </u>	1.7%					
Electrical & Fastening Solutions	1.3%	3.6%	0.2%	5.1%					

## nVent Electric plc Reconciliation of Net Sales Growth to Organic Net Sales Growth by Segment for the Quarter Ending June 30, 2018 and the Year ending December 31, 2018 (Unaudited)

					Fore	cast				
		Q2 N	let Sales Gro	owth			Full Yea	ar Net Sales	Growth	
		Organic	Currency	Acq./Div.	Total		Organic	Currency	Acq./Div.	Total
nVent	approx	2 - 4%	1%	%	3 - 5%	approx	2 - 4%	1%	<b>_%</b>	3 - 5%
Enclosures						approx	3 - 5%	1%		4 - 6%
Thermal Management						approx	0 - 2%	1%	%	1 - 3%
Electrical & Fastening Solutions						approx	2 - 4%	1%	%	3 - 5%

## **Free Cash Flow Reconciliation**

nVent Electric plc
Reconciliation of the GAAP operating activities cash flow to the non-GAAP free cash flow (Unaudited)

	Three months ended							
In millions	March	31, 2018	March 31, 2017					
Free cash flow								
Net cash provided by (used for) operating activities - as reported	\$	36.1	\$	87.1				
Interest expense - pro forma		6.2		15.9				
Net cash provided by (used for) operating activities - pro forma		29.9		71.2				
Capital expenditures		(5.4)		(11.3)				
Proceeds from sale of property and equipment		2.3		-				
Free cash flow - pro forma	\$	26.8	\$	59.9				