## PENTAIR

## Q4 2017 EARNINGS RELEASE

January 30, 2018

## FORWARD-LOOKING STATEMENTS

## 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. 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 WATER BUSINESS AND ELECTRICAL BUSINESS INTO TWO INDEPENDENT, PUBLICLY-TRADED COMPANIES (THE "PROPOSED SEPARATION") ON A TIMELY BASIS OR AT ALL; THE ABILITY TO SUCCESSFULLY SEPARATE THE WATER AND ELECTRICAL BUSINESSES AND REALIZE THE ANTICIPATED BENEFITS FROM the Proposed separation; AdVERSE EFFECTS ON THE WATER AND ELECTRICAL BUSINESS OPERATIONS OR FINANCIAL RESULTS AND tHE MARKET PRICE OF OUR SHARES AS A RESULT OF THE ANNOUNCEMENT OR CONSUMMATION OF THE PROPOSED SEPARATION; UNANTICIPATED TRANSACTION EXPENSES, SUCH AS LITIGATION OR LEGAL SETTLEMENT EXPENSES; FAILURE TO OBTAIN TAX RULINGS OR CHANGES IN TAX LAWS; CHANGES IN CAPITAL MARKET CONDITIONS; THE IMPACT OF THE PROPOSED SEPARATION ON OUR EMPLOYEES, CUSTOMERS AND SUPPLIERS; OVERALL GLOBAL ECONOMIC AND BUSINESS CONDITIONS IMPACTING THE WATER AND ELECTRICAL BUSINESSES; FUTURE OPPORTUNITIES THAT OUR BOARD MAY DETERMINE PRESENT greater potential to increase shareholder value; the ability of the water and electrical businesses to OPERATE INDEPENDENTLY FOLLOWING THE PROPOSED 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 QUARTERLY REPORT ON FORM 10-Q FOR THE QUARTER ENDED SEPTEMBER 30, 2017. ALL FORWARD-LOOKING STATEMENTS SPEAK ONLY AS OF THE DATE OF THIS PRESENTATION. PENTAIR PLC ASSUMES NO OBLIGATION, AND DISCLAIMS ANY OBLIGATION, TO UPDATE THE INFORMATION CONTAINED IN THIS PRESENTATION.

## KEY DEFINITIONS

- Except as Otherwise Noted All References to 2017 and 2016 Represent Our Results from Continuing Operations for the Period Indicated, Presented on an Adjusted Basis
- "Core Sales" Refers to GAAP Revenue from Continuing Operations 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
- "Adjusted Core Sales" Represents "Core Sales" Excluding the Impact of 3 Large Canadian Oil Sands Jobs in Electrical and 1 Large Dairy Job in Water
- Segment Income Represents Equity Income of Unconsolidated Subsidiaries and Operating Income from Continuing Operations Exclusive of Non-Cash Intangible Amortization, Certain Acquisition Related Expenses, Costs of Restructuring Activities, "Mark-to-Market" Gain (Loss) for Pension and Other Post-Retirement Plans, Impairments, and Other Unusual Non-Operating Items
- Return on Sales ("ROS") Equals Segment Income Divided by Sales
- See Appendix for GAAP to Non-GAAP Reconciliations


## EXECUTIVE SUMMARY

Q4’17

- Adjusted Core Sales Grew 4\%
- Return on Sales Expanded 80 bps to 18.0\%
- Adjusted EPS Grew 19\%
- Adjusted Core Sales Grew 2\%

Full Year 2017

- Return on Sales Expanded 100 bps to 18.2\%
- Adjusted EPS Grew 16\% ... Another Strong Free Cash Flow Year


## Outlook 2018

- Solid Core Sales Growth Expected in both Water and Electrical
- ROS Expansion to Moderate as Growth Investments Continue
- Targeting Spin of Electrical for April 30


## Delivered 2017 Commitments as Predictability Returns

## FULL YEAR 2017 PENTAIR PERFORMANCE



SEGMENT INCOME
*Non-Cash Intangible Amortization


## FINANCIAL HIGHLIGHTS (yov)

Adjusted Core Sales Up 2\%

- Water Up 2\%
- Electrical Up 3\%

Segment Income Up 7\%

ROS 18.2\% ... Up 100 bps

Adj. EPS \$3.53 ... Up 16\%

- Adjusted Tax Rate of 20.0\%
- Net Interest of $\mathbf{\$ 8 7 M}$; Shares $\mathbf{1 8 4 M}$

Full Year Free Cash Flow \$611M

- 94\% Conversion to Adj. Net Income ... 100\% Excluding Tax Settlement

Strong Segment Income, Margin, and EPS Growth

## Q4'17 PENTAIR PERFORMANCE



## Solid Growth Across Portfolio

## Q4'17 WATER SEGMENT PERFORMANCE



## Accelerating Growth Driving Strong ROS Expansion

## Q4'17 ELECTRICAL SEGMENT PERFORMANCE



Top Line Strength Offset by Inflation Headwinds

## SEPARATION UPDATE

## Form 10 Filed and Review Process Ongoing

New Leadership Teams in Place for Water and Electrical

Enterprise Separation Activities On or Ahead of Schedule

Expecting Capital Structures to be Determined by End of Q1

February 13 Investor Meetings for Water and Electrical

Targeting Separation to be Completed on April 30

## Well Underway to Stand Up Two Focused Companies

## BALANCE SHEET AND CASH FLOW

| CASH FLOW |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (\$M) | $\begin{gathered} \text { Q4 } \\ 2017 \end{gathered}$ |  | $\begin{aligned} & \text { YTD } \\ & 2017 \end{aligned}$ |  |
| Net Income - Continuing Ops | \$ | 204 | \$ | 480 |
| Amortization |  | 25 |  | 98 |
| Subtotal | \$ | 229 | \$ | 578 |
| Depreciation |  | 21 |  | 85 |
| Capital Expenditures |  | (20) |  | (71) |
| Asset Sales |  | 1 |  | 8 |
| Working Capital |  | 48 |  | (26) |
| Other Accruals/Other |  | (40) |  | (23) |
| Free Cash Flow - Total | \$ | 239 | \$ | 551 |
| Free Cash Flow - Discontinued Ops |  | 3 |  | (60) |
| Free Cash Flow - Continuing Ops | \$ | 236 | \$ | 611 |

## Full Year Key Financial Metrics:

- Capital Expenditures ~\$71M
- Total D\&A of ~\$183M + ~\$33M of Non-Cash Stock Compensation (Continuing Ops)
- ROIC at Quarter End 11.6\%

| DEBT SUMMARY |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| \$1.4B* | Maturity |  |  |  |
| ~\$1.3B | 96\% Fixed | 2018-2025 |  |  |
| ~\$0.1B | 4\% Variable | 2019 |  |  |
| Q4'17 | Average | ate ${ }^{\text {~3.7\% }}$ |  |  |
| *Does Not Include \$113M of Cash on Hand |  |  |  |  |
| DEBT ROLLFORWARD |  |  |  |  |
|  |  | Q4 |  | YTD |
| Use of Cash: (\$M) |  | 2017 |  | 2017 |
| Beginning Debt |  | \$ 1,503 | \$ | 4,279 |
| Used (Generated) Cash |  | (239) |  | (551) |
| Share Repurchase |  | 100 |  | 200 |
| Dividends |  | 63 |  | 252 |
| Debt Repayments |  | (70) |  | $(2,922)$ |
| Other |  | 84 |  | 183 |
| Ending Debt |  | \$ 1,441 | \$ | 1,441 |

## Strong Balance Sheet and Cash Flow

## 2018 OUTLOOK

|  | WATER | ELECTRICAL | PENTAIR |
| :--- | :---: | :---: | :---: |
| Core Sales | Up $\sim 2-4 \%$ | Up $\sim 2-4 \%$ | Up $\sim 2-4 \%$ |
| Sales | $\sim \$ 2.95 B$ | $\sim \$ 2.15 B$ | $\sim \$ 5.10 \mathrm{~B}$ |
| ROS | Up $\sim 40 \mathrm{bps}$ | $\sim$ Flat | Up $\sim 20 \mathrm{bps}$ |
| Corporate Expense | $\sim \$ 55 \mathrm{M}$ | $\sim \$ 45 \mathrm{M}$ | $\sim \$ 100 \mathrm{M}$ |
| Interest Expense | $\sim \$ 20 \mathrm{M}$ | $\sim \$ 30 \mathrm{M}$ | $\sim \$ 50 \mathrm{M}$ |
| Tax Rate | $\sim 18 \%$ | $\sim 18 \%$ | $\sim 18 \%$ |
| Adjusted EPS | $\sim \$ 2.20-\$ 2.30$ | $\sim \$ 1.70-\$ 1.80$ | $\sim \$ 4.00$ |
| Shares | $\sim 183 \mathrm{M}$ | $\sim 183 \mathrm{M}$ | $\sim 183 \mathrm{M}$ |

## KEY CONSIDERATIONS

- FX Sales Benefit of ~1\%
- ROS Inclusive of Growth Investments
- Tax Rate Benefit of ~2\% from Tax Reform
- Continue to Target Investment Grade Metrics for Both Companies
- Capital Expenditures $\sim \$ 85 \mathrm{M}$
- Total D\&A of $\sim \$ 180 \mathrm{M}+\sim \mathbf{3 0 M}$ of Non-Cash Stock Compensation


## Expecting Solid Top Line and EPS Growth

## SEASONALITY* PRESENT IN BOTH BUSINESSES


*Historical 2 year average

## Expect Historical Trends to Continue

## Q1'18 PENTAIR OUTLOOK

Sales
Op. Income
Seg. Income
ROS
EPS (Rpt.)
EPS (Adj.)
$\underset{\sim}{\text { Q1'18 }} \quad \frac{\text { Q1'17 }}{\$ 1.18 B B}$

Core Sales Up ~3\%

- Water Up ~3\%
- Electrical Up ~3\%

Segment Income Up ~6\%

ROS ~15.5\% ... Flat

- Water ~17\%
- Electrical ~19\%
- Expect Strong Top Line Growth to Continue
- Growth Investments and Duplicative Costs Expected to Mute Margin Expansion
- Expect Free Cash Flow Usage Consistent with Historical Seasonality


## Building Momentum into Planned Separation

## APPENDIX

## GAAP to Non-GAAP Measurements \& Reconciliations

## REPORTED TO ADJUSTED 2017 RECONCILIATION

## Pentair plc and Subsidiaries

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

| In millions, except per-share data |  | First Quarter |  | Second Quarter |  | Third Quarter | Fourth Quarter |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Pentair |  |  |  |  |  |  |  |  |  |
| Net sales | \$ | 1,183.5 | \$ | 1,265.3 |  | 1,226.8 | \$1,260.9 |  | 4,936.5 |
| Operating income |  | 138.4 |  | 212.8 |  | 192.2 | 137.4 |  | 680.8 |
| \% of net sales |  | 11.7\% |  | 16.8\% |  | 15.7\% | 10.9\% |  | 13.8\% |
| Adjustments: |  |  |  |  |  |  |  |  |  |
| Restructuring and other |  | 20.9 |  | 9.8 |  | - | - |  | 30.7 |
| Pension and other post-retirement mark-to-market loss |  | - |  | - |  | - | 1.6 |  | 1.6 |
| Intangible amortization |  | 24.0 |  | 24.6 |  | 24.6 | 24.5 |  | 97.7 |
| Separation costs |  | - |  | 7.6 |  | 14.8 | 30.7 |  | 53.1 |
| Trade name and other impairment |  | - |  | - |  | - | 32.0 |  | 32.0 |
| Equity income of unconsolidated subsidiaries |  | 0.2 |  | 0.4 |  | 0.3 | 0.4 |  | 1.3 |
| Segment income |  | 183.5 |  | 255.2 |  | 231.9 | 226.6 |  | 897.2 |
| Return on sales |  | 15.5\% |  | 20.2\% |  | 18.9\% | 18.0\% |  | 18.2\% |
| Net income from continuing operations-as reported |  | 80.7 |  | 68.3 |  | 127.1 | 203.9 |  | 480.0 |
| Loss on sale of businesses |  | - |  | - |  | 3.8 | 0.4 |  | 4.2 |
| Loss on early extinguishment of debt |  | - |  | 101.4 |  | - | - |  | 101.4 |
| Adjustments to operating income |  | 44.9 |  | 42.0 |  | 39.4 | 88.8 |  | 215.1 |
| Income tax adjustments |  | (6.9) |  | (27.8) |  | 4.1 | (122.4) |  | (153.0) |
| Net income from continuing operations-as adjusted | \$ | 118.7 | \$ | 183.9 | \$ | 174.4 | \$ 170.7 |  | 647.7 |
| Continuing earnings per ordinary share-diluted |  |  |  |  |  |  |  |  |  |
| Diluted earnings per ordinary share-as reported | \$ | 0.44 | \$ | 0.37 | \$ | 5 0.69 | \$ 1.11 |  | 2.61 |
| Adjustments |  | 0.21 |  | 0.63 |  | 0.26 | (0.18) |  | 0.92 |
| Diluted earnings per ordinary share-as adjusted | \$ | 0.65 | \$ | 1.00 | \$ | 5 0.95 | \$ 0.93 | \$ | 3.53 |

## Q4 2017 CORE SALES GROWTH RECONCILIATION

## Pentair plc and Subsidiaries

Reconciliation of Net Sales Growth to Core Net Sales Growth by Strategic Business Group for the quarter ended December 31, 2017 (Unaudited)

|  | Q4 Net Sales Growth |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Adjusted Core | Large Jobs | Core | Currency | $\begin{gathered} \text { Acq./ } \\ \text { Div } \end{gathered}$ | Total |
| Water | 3.1\% | (0.4\%) | 2.7\% | 1.8\% | 1.1\% | 5.6\% |
| Filtration Solutions |  |  | (1.5\%) | 3.3\% | 3.0\% | 4.8\% |
| Flow Technologies |  |  | 4.0\% | 1.9\% | -\% | 5.9\% |
| Aquatic Systems |  |  | 4.8\% | 0.5\% | -\% | 5.3\% |
| Electrical | 5.2\% | (1.5\%) | 3.7\% | 2.5\% | 0.5\% | 6.7\% |
| Enclosures |  |  | 7.7\% | 1.8\% | -\% | 9.5\% |
| Thermal Management |  |  | (3.1\%) | 3.5\% | -\% | 0.4\% |
| Electrical \& Fastening Solutions |  |  | 6.6\% | 2.5\% | 2.1\% | 11.2\% |
| Total Pentair | 3.9\% | (0.8\%) | 3.1\% | 2.2\% | 0.8\% | 6.1\% |

## FULL YEAR 2017 CORE SALES GROWTH RECONCILIATION

## Pentair plc and Subsidiaries <br> Reconciliation of Net Sales Growth to Core Net Sales Growth by Strategic Business Group for the year ended December 31, 2017 (Unaudited)

|  | Full Year Net Sales Growth |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Adjusted Core | Large Jobs | Core | Currency | $\begin{gathered} \text { Acq./ } \\ \text { Div } \end{gathered}$ | Total |
| Water | 1.6\% | (0.8\%) | 0.8\% | 0.5\% | 1.1\% | 2.4\% |
| Filtration Solutions |  |  | (2.6\%) | 0.9\% | 2.9\% | 1.2\% |
| Flow Technologies |  |  | (1.6\%) | 0.5\% | -\% | (1.1\%) |
| Aquatic Systems |  |  | 6.5\% | 0.3\% | 0.1\% | 6.9\% |
| Electrical | 2.8\% | (4.9\%) | (2.1\%) | 0.5\% | 0.7\% | (0.9\%) |
| Enclosures |  |  | 2.4\% | 0.2\% | -\% | 2.6\% |
| Thermal Management |  |  | (11.3\%) | 1.2\% | -\% | (10.1\%) |
| Electrical \& Fastening Solutions |  |  | 2.2\% | 0.5\% | 2.8\% | 5.5\% |
| Total Pentair | 2.0\% | (2.5\%) | (0.5\%) | 0.6\% | 0.9\% | 1.0\% |

## OTHER RECONCILIATIONS

| Dollars in millions | Fourth Quarter 2016 |  | First Quarter 2017 |  | Second Quarter 2017 |  | Third Quarter 2017 |  | Fourth Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on Invested Capital (ROIC) |  |  |  |  |  |  |  |  |  |  |
| Segment Income | \$ | 204.4 | \$ | 183.5 | \$ | 255.2 | \$ | 231.9 | \$ | 226.6 |
| Reported Effective Tax Rate |  | 12.5\% |  | 22.1\% |  | 21.0\% |  | 27.3\% |  | -64.2\% |
| Adjusted Effective Tax Rate |  | 15.7\% |  | 20.0\% |  | 20.0\% |  | 20.0\% |  | 20.0\% |
| NOPAT | \$ | 172.4 | \$ | 146.8 | \$ | 204.2 | \$ | 185.5 | \$ | 181.3 |
| Depreciation |  | 20.3 |  | 21.4 |  | 20.6 |  | 21.9 |  | 21.3 |
| Capital expenditures ("Cap Ex") |  | (23.3) |  | (23.6) |  | (14.0) |  | (12.9) |  | (20.4) |
| Total NOPAT, Depreciation and Cap Ex | \$ | 169.4 | \$ | 144.6 | \$ | 210.8 | \$ | 194.5 | \$ | 182.2 |
| Trailing four quarter NOPAT, Depreciation and Cap Ex | \$ | 637.9 | \$ | 654.6 | \$ | 684.8 | \$ | 719.3 | \$ | 732.1 |
| Ending Invested Capital | \$ | 5,972.4 | \$ | 6,286.4 | \$ | 6,424.9 | \$ | 6,403.5 | \$ | 6,365.2 |
| Trailing five quarter average invested capital | \$ | 6,110.4 | \$ | 6,150.1 | \$ | 6,184.8 | \$ | 6,251.2 | \$ | 6,290.5 |
| After Tax Return on Invested Capital |  | 10.4\% |  | 10.6\% |  | 11.1\% |  | 11.5\% |  | 11.6\% |
| NOPAT (Net Operating Profit After Tax) is Defined as [(Segment Income) X (1-Adjusted Effective Tax Rate)] |  |  |  |  |  |  |  |  |  |  |
| Ending Invested Capital is Defined as [Total Shareholders' Equity + Long-term Debt + Current Maturities of Long-term Debt and Short-term |  |  |  |  |  |  |  |  |  |  |
| Borrowings - Cash and Cash Equivalents - Net Assets Held for Sale] |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | ourth |  | Full |  | Fourth |  | Full |
|  |  |  |  | uarter |  | Year |  | Quarter |  | Year |
|  |  |  |  | 2016 |  | 2016 |  | 2017 |  | 2017 |
| Free Cash Flow |  |  |  |  |  |  |  |  |  |  |
| Net cash provided by (used for) operating activities |  |  | \$ | 242.7 | \$ | 702.4 | \$ | 255.5 | \$ | 674.0 |
| Capital expenditures |  |  |  | (23.3) |  | (117.8) |  | (20.4) |  | (70.9) |
| Proceeds from sale of property and equipment |  |  |  | 0.6 |  | 24.7 |  | 0.8 |  | 7.9 |
| Free cash flow from continuing operations |  |  | \$ | 220.0 | \$ | 609.3 | \$ | 235.9 | \$ | 611.0 |
| Net cash provided by (used for) operating activities of discontinued operations |  |  |  | 61.9 |  | 159.0 |  | 2.9 |  | (53.8) |
| Capital expenditures of discontinued operations |  |  |  | (5.0) |  | (20.4) |  | - |  | (6.8) |
| Proceeds from sale of property and equipment of discontinued operations |  |  |  | 10.6 |  | 21.9 |  | - |  | 0.3 |
| Free cash flow |  |  | \$ | 287.5 | \$ | 769.8 | \$ | 238.8 | \$ | 550.7 |

## REPORTED TO ADJUSTED 2016 RECONCILIATION

## Pentair plc and Subsidiaries <br> Reconciliation of the GAAP year ended December 31, 2016 to the non-GAAP excluding the effect of 2016 adjustments (Unaudited)

| In millions, except per-share data | First <br> Quarter |  | Second Quarter |  | Third Quarter |  | Fourth Quarter |  | Full <br> Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Pentair |  |  |  |  |  |  |  |  |  |  |
| Net sales | \$ | 1,190.0 | \$ | 1,301.2 |  | 1,210.7 |  | 1,188.1 |  | 4,890.0 |
| Operating income |  | 152.7 |  | 203.4 |  | 182.8 |  | 161.8 |  | 700.7 |
| \% of net sales |  | 12.8\% |  | 15.6\% |  | 15.1\% |  | 13.6\% |  | 14.3\% |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |
| Restructuring and other |  | 0.6 |  | 12.2 |  | 8.1 |  | (0.3) |  | 20.6 |
| Pension and other post-retirement mark-to-market loss |  | - |  | - |  | - |  | 4.2 |  | 4.2 |
| Intangible amortization |  | 24.2 |  | 24.3 |  | 24.1 |  | 23.8 |  | 96.4 |
| Trade name impairment |  | - |  | - |  | - |  | 13.3 |  | 13.3 |
| Equity income of unconsolidated subsidiaries |  | 0.4 |  | 1.1 |  | 1.2 |  | 1.6 |  | 4.3 |
| Segment income |  | 177.9 |  | 241.0 |  | 216.2 |  | 204.4 |  | 839.5 |
| Return on sales |  | 15.0\% |  | 18.5\% |  | 17.9\% |  | 17.2\% |  | 17.2\% |
| Net income from continuing operations-as reported |  | 91.8 |  | 132.7 |  | 117.5 |  | 109.6 |  | 451.6 |
| Loss on sale of businesses |  | - |  | - |  | - |  | 3.9 |  | 3.9 |
| Adjustments to operating income |  | 24.8 |  | 36.5 |  | 32.2 |  | 41.0 |  | 134.5 |
| Income tax adjustments |  | (5.4) |  | (7.9) |  | (7.0) |  | (10.7) |  | (31.0) |
| Net income from continuing operations-as adjusted | \$ | 111.2 | \$ | 161.3 | \$ | 142.7 | \$ | 143.8 | \$ | 559.0 |
| Continuing earnings per ordinary share-diluted |  |  |  |  |  |  |  |  |  |  |
| Diluted earnings per ordinary share-as reported | \$ | 0.50 | \$ | 0.73 | \$ | 0.64 | \$ | 0.60 | \$ | 2.47 |
| Adjustments |  | 0.11 |  | 0.15 |  | 0.14 |  | 0.18 |  | 0.58 |
| Diluted earnings per ordinary share-as adjusted | \$ | 0.61 | \$ | 0.88 | \$ | 0.78 | \$ | 0.78 |  | 3.05 |

## REPORTED TO ADJUSTED 2018 RECONCILIATION

## Pentair plc and Subsidiaries

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

| In millions, except per-share data | Forecast |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Water |  | Electrical |  |  | Pentair |  |  |  |  |  |
|  | Full |  | Full |  | Year | Quarter |  |  | Year |  |  |
| Total Pentair |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | approx | \$ 2,950 | approx | \$ | 2,150 | approx | \$ | 1,260 | approx | \$ | 5,100 |
| Operating income | approx | 489 | approx |  | 359 | approx |  |  | approx |  | 848 |
| \% of net sales | approx | 16.6\% | approx |  | 16.7\% | approx |  | 13.6\% | approx |  | 16.6\% |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |  |
| Intangible amortization | approx |  | approx |  | 61 | approx |  | 24 | approx |  | 96 |
| Equity income of unconsolidated subsidiaries | approx | 1 | approx |  | - | approx |  | - | approx |  | 1 |
| Segment income |  | 525 |  |  | 420 |  |  | 195 |  |  | 945 |
| Return on sales | approx | 17.7\% | approx |  | 19.4\% | approx |  | 15.5\% | approx |  | 18.4\% |
| Net income from continuing operations-as reported | approx |  | approx |  | 268 | approx |  |  | approx |  | 653 |
| Adjustments to operating income | approx |  | approx |  | 61 | approx |  |  | approx |  | 96 |
| Income tax adjustments | approx |  | approx |  | (11) | approx |  |  | approx |  | (17) |
| Net income from continuing operations-as adjusted | approx | \$ 414 | approx | \$ | 318 | approx | \$ | 149 | approx | \$ | 732 |
| Continuing earnings per ordinary share-diluted |  |  |  |  |  |  |  |  |  |  |  |
| Diluted earnings per ordinary share-as reported | approx | \$2.04-\$2.14 | approx |  | - \$1.53 | approx |  | - 0.72 | approx |  | \$3.57 |
| Adjustments | approx | 0.16 | approx |  | 0.27 | approx |  | 0.11 | approx |  | 0.43 |
| Diluted earnings per ordinary share-as adjusted | approx | \$2.20-\$2.30 | approx |  | - \$1.80 | approx | \$0.81 | 1-0.83 | approx |  | \$4.00 |

