



FORTIVE



Jim Lico, President and CEO
Bank of America Merrill Lynch
Global Industrials & EU Autos Conference
March 22, 2017

Forward-Looking Statements & Non-GAAP Financial Measures



Statements in this presentation that are not strictly historical, statements regarding the Company's anticipated earnings, business and acquisition opportunities, anticipated revenue growth, anticipated operating margin expansion, anticipated cash flow, economic conditions, future prospects, and any other statements identified by their use of words like “anticipate,” “expect,” “believe,” “outlook,” “guidance,” or “will” or other words of similar meaning are “forward-looking” statements within the meaning of the federal securities laws. There are a number of important factors 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 factors include, among other things, deterioration of or instability in the economy, the markets we serve and the financial markets, contractions or lower growth rates and cyclicity of markets we serve, competition, 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, our ability to successfully identify, consummate, integrate and realize the anticipated value of appropriate acquisitions and successfully complete divestitures and other dispositions, contingent liabilities relating to acquisitions and divestitures, our compliance with applicable laws and regulations and changes in applicable laws and regulations, 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, risks relating to product, service or software defects, product liability and recalls, risks relating to product manufacturing, the impact of our debt obligations on our operations and liquidity, 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, labor matters, international economic, political, legal, compliance and business factors, adverse effects of restructuring activities, disruptions relating to man-made and natural disasters, security breaches or other disruptions of our information technology systems, the impact of our separation from Danaher on our operations, the impact of our indemnification obligations to Danaher, any work stoppage, and pension plan costs. 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 Information Statement furnished with the Current Report on Form 8-K filed by us on June 15, 2016. These forward-looking statements speak only as of the date of this presentation and Fortive 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.

This presentation contains references to “adjusted net earnings,” “adjusted operating profit,” “adjusted SG&A,” “adjusted diluted net earnings per share,” “core revenue growth,” “core operating margin expansion (core OMX)” and “free cash flow” which are, in each case, not presented in accordance with generally accepted accounting principles (“GAAP”).

Information required by Regulation G with respect to such non-GAAP financial measures can be found in the “Investors” section our web site, www.fortive.com, under the heading “Financial Information” and subheading “Quarterly Earnings.”

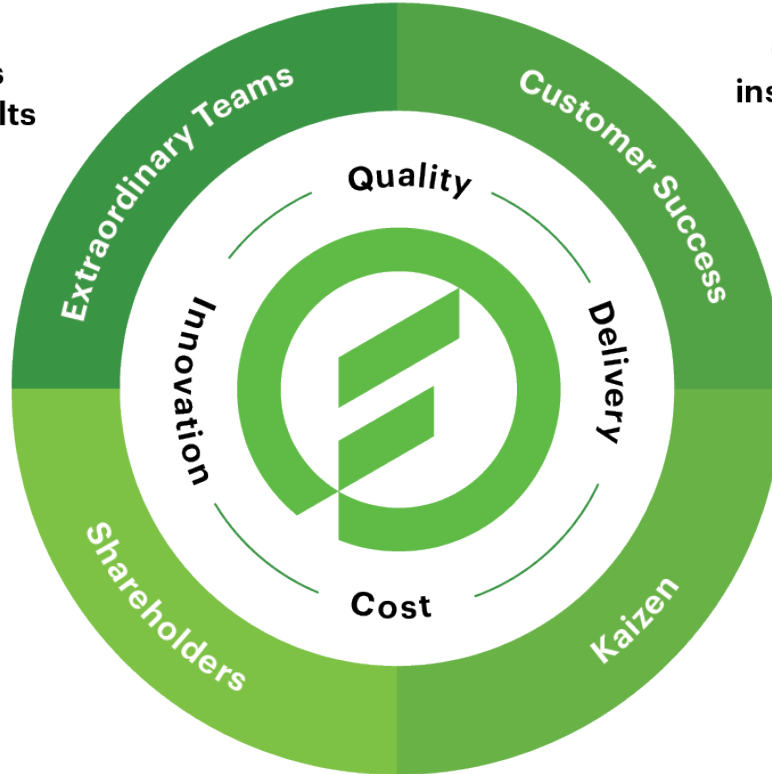
The historical non-GAAP financial measures should not be considered in isolation or as a substitute for the GAAP financial measures but should instead be read in conjunction with the corresponding GAAP financial measures.

OUR SHARED PURPOSE

Essential technology for the people who accelerate progress.

**We build
extraordinary teams
for extraordinary results**

**Customer success
inspires our innovation**



**We compete
for shareholders**

**Kaizen
is our way of life**

Professional Instrumentation

Revenue **\$2.9B**
GM% **~55%**
OP Margin **~22%**

Field Solutions*

Product
Realization*

Sensing
Technologies

FLUKE

Tektronix

Gems
Sensors & Controls

QUALITROL

Invetech

setra

**PACIFIC
SCIENTIFIC**
ENERGETIC MATERIALS COMPANY

ANDERSON-NEGELE

Industrial Technologies

Revenue **\$3.3B**
GM% **~40%**
OP Margin **~20%**

Transportation
Technologies

Automation &
Specialty

Franchise
Distribution

**GILBARCO
VEEDER-ROOT**

KOLLMORGEN
Because Motion Matters™

**MATCO
TOOLS**

TELETRAC NAVMAN



THOMSON

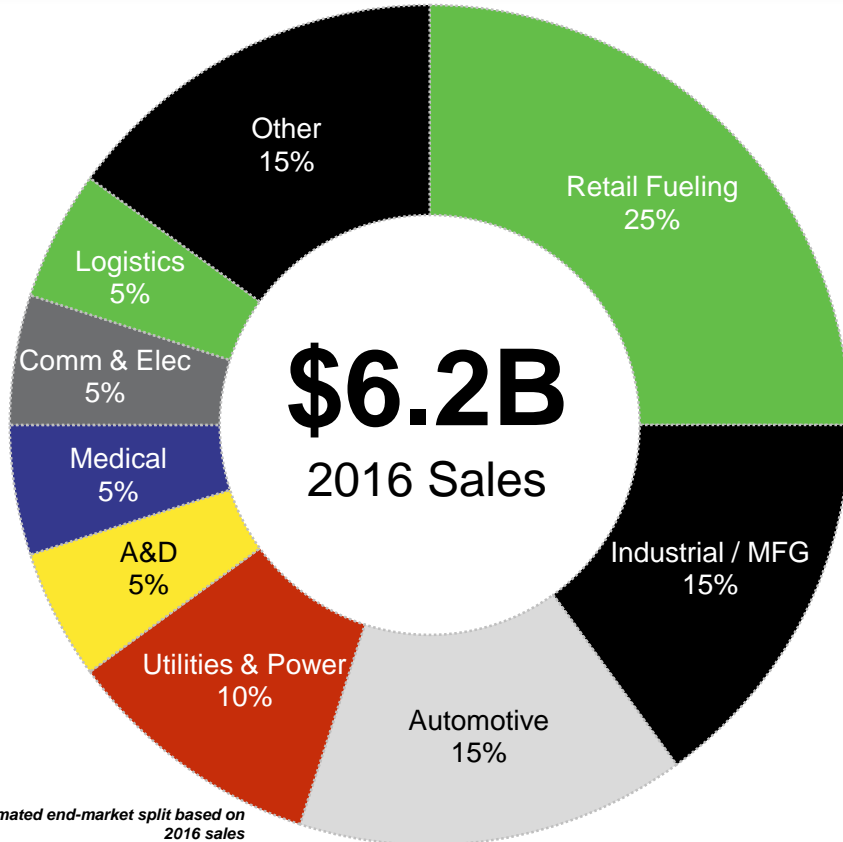
AMMCO GOALS
Hennessy Industries

Portescap

Jacobs Vehicle Systems

All financial metrics based on 2016
*Advanced Instrumentation & Solutions

Strong financial profile, leading brands serving \$30 billion addressable market



Growth Drivers

- ≡ **Global trend toward connected devices, software and digital service**
- ≡ **Growing industrial base in high growth markets**
- ≡ **Energy efficiency, safety and security requirements**
- ≡ **Changing environmental regulations**

Portfolio diversity, secular trends drive growth through the cycle

2016 Highlights, 2017 Guidance



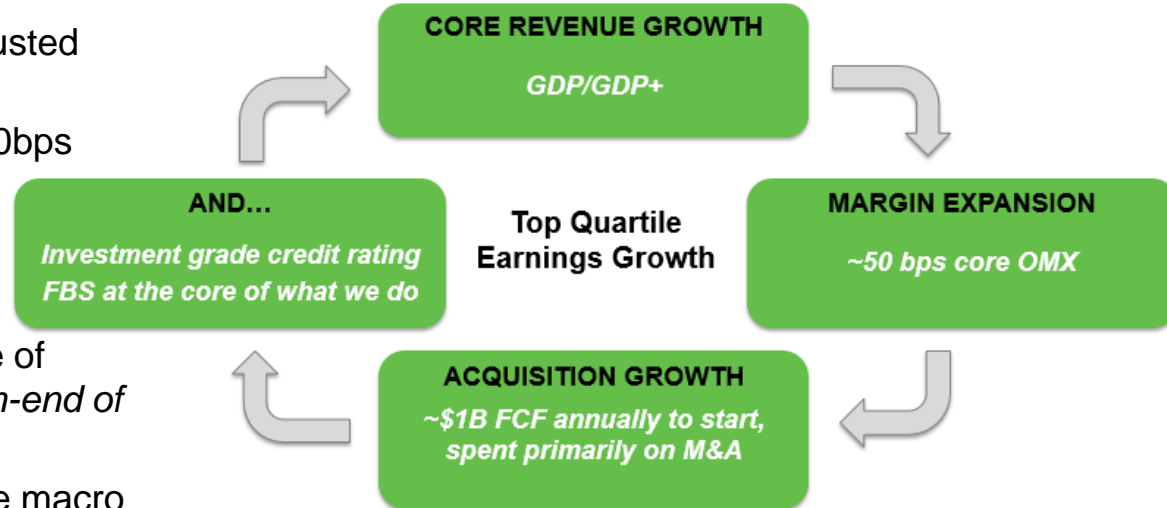
2016 Highlights

- ✓ Successful completion of separation from Danaher
- ✓ Delivered 3% core revenue and 12% adjusted earnings growth in H2
- ✓ H2 core operating margin expansion of 90bps while investing in growth
- ✓ Three strategic bolt-on acquisitions

2017 Guidance*

Full year adjusted diluted net EPS guidance of \$2.60 to \$2.70 (+7% adj EPS growth at high-end of guide)

- ✓ LSD core revenue growth assumes stable macro
- ✓ Over 50 basis points of operating margin expansion on GAAP basis



*2017 guidance provided with 4Q2016 earnings release on 2/7/17

Strength of Portfolio. Power of FBS. Execution of Strategy.



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