



## Vontier Reports Third Quarter Results and Revises Full-Year 2022 Outlook

- GAAP EPS of \$0.32; Adjusted EPS of \$0.86, up 8% vs prior year
- Q3 revenues of \$788 million, up 3% vs. prior year; Core down 2%; or +3% ex-EMV, reflecting double-digit growth in fueling dispenser aftermarket and alternative fuels
- GAAP operating profit margin down 270 basis points vs. prior year
- Adjusted operating profit margin expanded 40 basis points driven by strong price/cost performance and benefits from ongoing cost reduction actions
- Revises guidance for full-year GAAP EPS of \$2.66 - \$2.71; Adjusted EPS now \$3.00 - \$3.05, up 4-6% vs. prior year

**RALEIGH, North Carolina, November 3, 2022** -- Vontier Corporation (NYSE: VNT) today announced results for the third quarter ended September 30, 2022. Net earnings were \$50.1 million and adjusted net earnings were \$135.8 million. Diluted net earnings per share were \$0.32 and adjusted diluted net earnings per share were \$0.86. Revenue increased 2.5% year-over-year to \$788.0 million, which reflected a decrease in core revenue of 1.9%.

Mark D. Morelli, President and Chief Executive Officer, stated, "Through a challenging quarter our teams demonstrated strong execution, delivering solid bottom line performance. Our Profitable Growth Initiatives and Platform Strategies continue to deliver results and we are making meaningful progress on our multi-year portfolio transformation. Our confidence in this transformation remains high despite a more cautious macro environment, as we have a resilient portfolio that has historically performed well through economic cycles. We will continue to execute our playbook while positioning Vontier to lead the evolution of the mobility ecosystem and remaining laser focused on creating shareholder value."

For the fourth quarter of 2022, Vontier anticipates diluted net earnings per share to be in the range of \$0.58 to \$0.63 and adjusted diluted net earnings per share to be in the range of \$0.73 to \$0.78. For the full year 2022, Vontier anticipates diluted net earnings per share to be in the range of \$2.66 to \$2.71 and adjusted diluted net earnings per share to be in the range of \$3.00 to \$3.05, which compares to prior guidance of \$3.20 to \$3.30.

Vontier will discuss results and outlook during its quarterly investor conference call today starting at 8:00 a.m. ET. The call and an accompanying slide presentation will be webcast on the "Investors" section of Vontier's website, [www.vontier.com](http://www.vontier.com), under "Events & Presentations." A replay of the webcast will be available at the same location shortly after the conclusion of the presentation.

The conference call can be accessed by dialing 800-343-1703 within the U.S. or by dialing 785-424-1226 outside the U.S. a few minutes before 8:00 a.m. ET and notifying the operator that you are dialing in for Vontier's earnings conference call (Conference ID: 1228654 Passcode: 65327). A replay of the conference call will be available shortly after the conclusion of the call. Once available, you can access the conference call replay by dialing 800-723-6062 within the U.S. or 402-220-2665 outside the U.S. (Conference ID: 1228654) or visit the "Investors" section of the website under "Events & Presentations."

## **ABOUT VONTIER**

Vontier is a global industrial technology company at the forefront of solving next-gen mobility and transportation challenges. Guided by the Vontier Business System and an unwavering commitment to our customers, Vontier delivers smart, sustainable solutions for the road ahead.

## **NON-GAAP FINANCIAL MEASURES**

In addition to the financial measures prepared in accordance with generally accepted accounting principles (GAAP), this earnings release also references “adjusted net earnings,” “adjusted diluted net earnings per share,” and “core revenue” which are non-GAAP financial measures. The reasons why we believe these measures, when used in conjunction with the GAAP financial measures, provide useful information to investors, how management uses such non-GAAP financial measures, a reconciliation of these measures to the most directly comparable GAAP measures and other information relating to these measures are included in the supplemental reconciliation schedule attached. The 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 GAAP financial measures. The non-GAAP financial measures used by Vontier in this release may be different from similarly-titled non-GAAP measures used by other companies.

## **FORWARD-LOOKING STATEMENTS**

This release contains forward-looking statements within the meaning of the federal securities laws. These statements include, but are not limited to statements regarding Vontier Corporation’s (the “Company’s”) business and acquisition opportunities and anticipated earnings, and any other statements identified by their use of words like “anticipate,” “expect,” “believe,” “outlook,” “guidance,” or “will” or other words of similar meaning. There are a number of important risks and uncertainties 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 risks and uncertainties include, among other things, the duration and impact of the ongoing COVID-19 pandemic, deterioration of or instability in the economy, the markets we serve, international trade policies and the financial markets, contractions or lower growth rates and cyclical of markets we serve, competition, changes in industry standards and governmental regulations that may adversely impact demand for our products or our costs, our ability to successfully identify, consummate, integrate and realize the anticipated value of appropriate acquisitions and successfully complete divestitures and other dispositions, 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, impact of divestitures, contingent liabilities relating to acquisitions and divestitures, impact of changes to tax laws, our compliance with applicable laws and regulations and changes in applicable laws and regulations, risks relating to international economic, political, war or hostility, legal, compliance and business factors, 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, our ability to adequately protect our intellectual property rights, risks relating to product, service or software defects, product liability and recalls, risks relating to product manufacturing, 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, security breaches or other disruptions of our information technology systems, adverse effects of restructuring activities, impact of changes to U.S. GAAP, labor matters, and disruptions relating to man-made and natural disasters. 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 Annual Report on Form 10-K for the year ended December 31, 2021. These forward-looking statements represent Vontier’s beliefs and assumptions only as of the date of this release and Vontier 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.

## **CONTACT**

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**VONTIER CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED CONDENSED BALANCE SHEETS**  
(in millions, except share and per share amounts)

	<u>September 30, 2022</u>	<u>December 31, 2021</u>		
	(unaudited)			
<b>ASSETS</b>				
Current assets:				
Cash and cash equivalents	\$ 121.7	\$ 572.6		
Accounts receivable, net	511.2	481.3		
Inventories:				
Finished goods	146.3	104.7		
Work in process	43.6	34.4		
Raw materials	187.6	147.9		
Total inventories	377.5	287.0		
Prepaid expenses and other current assets	123.8	137.3		
Equity securities measured at fair value	67.1	—		
Current assets held for sale	138.7	—		
Total current assets	<u>1,340.0</u>	<u>1,478.2</u>		
Property, plant and equipment, net	92.6	100.6		
Operating lease right-of-use assets	42.1	45.4		
Long-term financing receivables, net	249.2	241.7		
Other intangible assets, net	670.8	615.9		
Goodwill	1,712.4	1,667.2		
Other assets	156.6	200.8		
Total assets	<u>\$ 4,263.7</u>	<u>\$ 4,349.8</u>		
<b>LIABILITIES AND EQUITY</b>				
Current liabilities:				
Short-term borrowings	\$ 7.7	\$ 3.7		
Trade accounts payable	413.5	424.9		
Current operating lease liabilities	12.3	12.8		
Accrued expenses and other current liabilities	402.4	492.0		
Current liabilities held for sale	39.4	—		
Total current liabilities	<u>875.3</u>	<u>933.4</u>		
Long-term operating lease liabilities	32.7	35.6		
Long-term debt	2,635.9	2,583.8		
Other long-term liabilities	219.8	223.3		
Commitments and Contingencies				
Equity:				
Preferred stock -- 15,000,000 authorized shares; no par value and none issued and outstanding	—	—		
Common stock, \$0.0001 par value -- 1,985,000,000 shares authorized; 169,598,805 and 169,168,285 shares issued; and 157,993,435 and 169,168,285 shares outstanding as of September 30, 2022 and December 31, 2021, respectively	—	—		
Treasury stock, at cost — 11,605,370 and no shares at September 30, 2022 and December 31, 2021, respectively	(288.0)	—		
Additional paid-in capital	19.4	1.5		
Retained earnings	706.9	386.7		
Accumulated other comprehensive income	59.0	181.7		
Total Vontier stockholders' equity	<u>497.3</u>	<u>569.9</u>		
Noncontrolling interests	2.7	3.8		
Total stockholders' equity	<u>500.0</u>	<u>573.7</u>		
Total liabilities and equity	<u>\$ 4,263.7</u>	<u>\$ 4,349.8</u>		

**VONTIER CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED CONDENSED STATEMENTS OF EARNINGS**  
(in millions, except per share amounts)  
(unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2022	October 1, 2021	September 30, 2022	October 1, 2021
Sales	\$ 788.0	\$ 768.5	\$ 2,312.5	\$ 2,200.5
Cost of sales	(428.1)	(422.1)	(1,269.2)	(1,223.8)
Gross profit	359.9	346.4	1,043.3	976.7
Operating costs:				
Selling, general and administrative expenses	(174.7)	(147.8)	(517.4)	(458.1)
Research and development expenses	(35.0)	(31.2)	(104.4)	(97.3)
Operating profit	150.2	167.4	421.5	421.3
Non-operating income (expense), net:				
Interest expense, net	(17.9)	(12.0)	(46.1)	(34.4)
Write-off of deferred financing costs	—	—	—	(3.4)
Gain on settlement of investment	—	3.2	—	3.2
Gain on previously held equity interests from combination of business	—	—	32.7	—
Unrealized (loss)/gain on equity securities measured at fair value	(65.8)	—	17.2	—
Other non-operating income (expense), net	1.4	(0.2)	1.3	(0.3)
Earnings before income taxes	67.9	158.4	426.6	386.4
Provision for income taxes	(17.8)	(31.1)	(93.0)	(85.8)
Net earnings	<u>\$ 50.1</u>	<u>\$ 127.3</u>	<u>\$ 333.6</u>	<u>\$ 300.6</u>
Net earnings per share:				
Basic	\$ 0.32	\$ 0.75	\$ 2.07	\$ 1.78
Diluted	\$ 0.32	\$ 0.75	\$ 2.06	\$ 1.77
Average common stock and common equivalent shares outstanding:				
Basic	158.2	169.1	161.5	168.9
Diluted	158.7	170.3	162.2	170.0

**VONTIER CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS**

(\$ in millions)  
 (unaudited)

	Nine Months Ended	
	September 30, 2022	October 1, 2021
Cash flows from operating activities:		
Net earnings	\$ 333.6	\$ 300.6
Non-cash items:		
Depreciation and amortization expense	86.8	59.0
Stock-based compensation expense	19.0	19.3
Write-off of deferred financing costs	—	3.4
Amortization of debt issuance costs	2.5	2.6
Gain on previously held equity interests from combination of business	(32.7)	—
Gain on settlement of investment	—	(3.2)
Unrealized gain on equity securities measured at fair value	(17.4)	—
Amortization of acquisition-related inventory fair value step-up	—	1.6
Gain on equity investments	(2.8)	—
Fixed asset impairment	2.1	—
Change in deferred income taxes	(16.8)	(27.4)
Change in accounts receivable and long-term financing receivables, net	(76.1)	(25.0)
Change in other operating assets and liabilities	(158.4)	11.0
<b>Net cash provided by operating activities</b>	<b>139.8</b>	<b>341.9</b>
Cash flows from investing activities:		
Cash paid for acquisitions, net of cash received	(277.1)	(955.5)
Payments for additions to property, plant and equipment	(43.0)	(32.9)
Proceeds from sale of asset	0.2	—
Cash paid for equity investments	(11.3)	(7.6)
Proceeds from sale of equity securities	5.1	—
Cash received for settlement of investment	—	7.0
<b>Net cash used in investing activities</b>	<b>(326.1)</b>	<b>(989.0)</b>
Cash flows from financing activities:		
Proceeds from issuance of long-term debt	235.0	2,186.5
Repayment of long-term debt	(185.0)	(1,400.0)
Payment for debt issuance costs	—	(5.1)
Payment of common stock cash dividend	(12.0)	(8.4)
Purchase of treasury stock	(288.0)	—
Net borrowings (repayments) of short-term debt	3.6	(6.2)
Net transfers to Former Parent	—	(35.6)
Proceeds from stock option exercises	1.3	6.8
Acquisition of noncontrolling interest	—	(1.9)
Other financing activities	(3.8)	(4.8)
<b>Net cash (used in) provided by financing activities</b>	<b>(248.9)</b>	<b>731.3</b>
Effect of exchange rate changes on cash and cash equivalents	(15.7)	(5.8)
Net change in cash and cash equivalents	(450.9)	78.4
Beginning balance of cash and cash equivalents	572.6	380.5
<b>Ending balance of cash and cash equivalents</b>	<b>121.7</b>	<b>458.9</b>

**VONTIER CORPORATION AND SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**  
**AND OTHER INFORMATION**

**Adjusted Net Earnings and Adjusted Diluted Net Earnings per Share**

We disclose the non-GAAP measures of adjusted net earnings and adjusted diluted net earnings per share which, to the extent applicable, make the following adjustments to GAAP net earnings and GAAP diluted net earnings per share:

- Excluding on a pretax basis amortization of acquisition-related intangible assets;
- Excluding on a pretax basis restructuring and other termination costs and severance benefits (“Restructuring costs”);
- Excluding on a pretax basis (to the extent tax deductible) charges for goodwill and fixed asset impairment;
- Excluding on a pretax basis transaction- and deal-related costs;
- Excluding on a pretax basis gains and losses from the sale of property;
- Excluding on a pretax basis earnings attributable to noncontrolling interests;
- Excluding on a pretax basis one-time costs related to the separation;
- Excluding on a pretax basis non-cash write-offs of deferred financing costs;
- Excluding on a pretax basis other charges which represent charges incurred that are not part of our core operating results;
- Excluding on a pretax basis the amortization of acquisition-related inventory fair value step-up;
- Excluding on a pretax basis gains and losses on investments;
- Excluding on a pretax basis the impact of certain divested businesses, or product lines or businesses to be abandoned not considered discontinued operations (“Divestiture-related adjustments”);
- Including on a pretax basis normalization and other adjustments which represent adjustments for standalone public company costs; and
- Excluding and including the tax effect of the adjustments noted above and other tax adjustments. The tax effect of such adjustments was calculated by applying our overall estimated effective tax rate to the pretax amount of each adjustment (unless the nature of the item and/or the tax jurisdiction in which the item has been recorded requires application of a specific tax rate or tax treatment, in which case the tax effect of such item is estimated by applying such specific tax rate or tax treatment).

Management believes that these non-GAAP financial measures provide useful information to investors by reflecting additional ways of viewing aspects of our operations that, when reconciled to the corresponding GAAP measure, help our investors to understand the long-term profitability trends of our business, and facilitate comparisons of our profitability to prior and future periods and to our peers.

These non-GAAP measures should be considered in addition to, and not as a replacement for or superior to, the comparable GAAP measures, and may not be comparable to similarly titled measures reported by other companies.

## **Core Revenue**

We define sales from existing businesses (“Core Revenue”) as total sales excluding (i) sales from acquired and divested businesses; (ii) the impact of currency translation; and (iii) certain other items.

- References to sales attributable to acquisitions or acquired businesses refer to GAAP sales from acquired businesses recorded prior to the first anniversary of the acquisition less the amount of sales attributable to certain divested businesses or product lines not considered discontinued operations.
- The portion of sales attributable to the impact of currency translation is calculated as the difference between (a) the period-to-period change in sales (excluding sales from acquired businesses) and (b) the period-to-period change in sales, including foreign operations, (excluding sales from acquired businesses) after applying the current period foreign exchange rates to the prior year period.
- The portion of sales attributable to other items is calculated as the impact of those items which are not directly correlated to sales from existing businesses which do not have an impact on the current or comparable period.

Management believes that reporting the non-GAAP financial measure of sales from existing businesses provides useful information to investors by helping identify underlying growth trends in our business and facilitating easier comparisons of our sales performance with our performance in prior and future periods and to our peers. We exclude the effect of acquisitions and divestiture-related items because the nature, size and number of such transactions can vary dramatically from period to period and between us and our peers. We exclude the effect of currency translation and certain other items from sales from existing businesses because these items are either not under management’s control or relate to items not directly correlated to sales from existing businesses. Management believes the exclusion of these items from sales from existing businesses may facilitate assessment of underlying business trends and may assist in comparisons of long-term performance.

Sales from existing businesses should be considered in addition to, and not as a replacement for or superior to, total sales, and may not be comparable to similarly titled measures reported by other companies.

## Reconciliation of Net Earnings to Adjusted Net Earnings

(\$ in millions)	Three Months Ended		Nine Months Ended	
	September 30, 2022	October 1, 2021	September 30, 2022	October 1, 2021
<b>Net Earnings (GAAP)</b>	<b>\$ 50.1</b>	<b>\$ 127.3</b>	<b>\$ 333.6</b>	<b>\$ 300.6</b>
Amortization of acquisition-related intangible assets	18.8	9.2	57.0	24.4
Restructuring costs	2.6	2.5	7.9	9.6
Asset impairment	2.1	—	2.1	—
Transaction- and deal-related costs	19.0	4.2	29.4	6.7
Amortization of acquisition-related inventory fair value step-up	—	1.6	—	1.6
Earnings attributable to noncontrolling interests	—	(0.4)	—	(2.7)
Gain on settlement of investment	—	(3.2)	—	(3.2)
Gain on previously held equity interests from combination of business	—	—	(32.7)	—
Unrealized loss (gain) on equity securities measured at fair value	65.8	—	(17.2)	—
Realized gain on equity investments and other	(2.8)	—	(2.8)	—
Other charges	—	—	2.1	15.0
Non-cash write-off of deferred financing costs	—	—	—	3.4
One-time costs related to separation	0.8	3.3	4.0	14.2
Divestiture-related adjustments	2.1	—	2.3	(0.3)
Normalization and other adjustments <sup>(a)</sup>	—	(0.6)	(0.3)	(2.5)
Tax effect of the Non-GAAP adjustments <sup>(b)</sup>	(25.8)	(3.7)	(18.0)	(15.5)
Other tax adjustment	3.1	(3.6)	0.9	(2.9)
<b>Adjusted Net Earnings (Non-GAAP)</b>	<b>\$ 135.8</b>	<b>\$ 136.6</b>	<b>\$ 368.3</b>	<b>\$ 348.4</b>

<sup>(a)</sup> Adjustment for standalone public company costs

<sup>(b)</sup> Tax effect calculated using an estimated adjusted effective tax rate for each respective period. The gain (loss) on previously held equity interests from combination of business is non-taxable income and therefore the tax effect of the adjustments only includes the other adjustments noted.

## Reconciliation of Diluted Net Earnings per Share to Adjusted Diluted Net Earnings per Share

	Three Months Ended		Nine Months Ended	
	September 30, 2022	October 1, 2021	September 30, 2022	October 1, 2021
<b>Diluted Net Earnings Per Share (GAAP)</b>	\$ <b>0.32</b>	\$ <b>0.75</b>	\$ <b>2.06</b>	\$ <b>1.77</b>
Amortization of acquisition-related intangible assets	0.12	0.05	0.35	0.14
Restructuring costs	0.02	0.01	0.05	0.06
Asset impairment	0.01	—	0.01	—
Transaction- and deal-related costs	0.12	0.02	0.18	0.04
Amortization of acquisition-related inventory fair value step-up	—	0.01	—	0.01
Earnings attributable to noncontrolling interests	—	—	—	(0.02)
Gain on settlement of investment	—	(0.02)	—	(0.02)
Gain on previously held equity interests from combination of business	—	—	(0.20)	—
Unrealized loss (gain) on equity securities measured at fair value	0.41	—	(0.11)	—
Realized gain on equity investments and other	(0.02)	—	(0.02)	—
Other charges	—	—	0.01	0.09
Non-cash write-off of deferred financing costs	—	—	—	0.02
One-time costs related to separation	0.01	0.02	0.02	0.08
Divestiture-related adjustments	0.01	—	0.01	—
Normalization and other adjustments <sup>(a)</sup>	—	—	—	(0.01)
Tax effect of the Non-GAAP adjustments <sup>(b)</sup>	(0.16)	(0.02)	(0.11)	(0.09)
Other tax adjustment	0.02	(0.02)	0.01	(0.02)
<b>Adjusted Diluted Net Earnings Per Share (Non-GAAP)</b>	<b>\$ 0.86</b>	<b>\$ 0.80</b>	<b>\$ 2.27</b>	<b>\$ 2.05</b>

<sup>(a)</sup> Adjustment for standalone public company costs

<sup>(b)</sup> Tax effect calculated using an estimated adjusted effective tax rate for each respective period. The gain on previously held equity interests from combination of business is non-taxable income and therefore the tax effect of the adjustments only includes the other adjustments noted.

Note: The sum of the components of Adjusted Diluted Net Earnings Per Share may not equal due to rounding.

## Forecasted Adjusted Diluted Net Earnings Per Share

	Three Months Ended		Year Ended	
	December 31, 2022		December 31, 2022	
	Low End	High End	Low End	High End
<b>Forecasted Diluted Net Earnings Per Share</b>	\$ <b>0.58</b>	\$ <b>0.63</b>	\$ <b>2.66</b>	\$ <b>2.71</b>
Anticipated amortization of acquisition-related intangible assets	0.12	0.12	0.47	0.47
Anticipated restructuring costs	0.06	0.06	0.11	0.11
Anticipated one-time costs, net of normalization <sup>(a)</sup>	0.01	0.01	0.03	0.03
Transaction- and deal-related costs	—	—	0.18	0.18
Other charges	—	—	0.01	0.01
Gain on previously held equity interests from combination of business and other	—	—	(0.20)	(0.20)
Unrealized gain on equity interests measured at fair value	—	—	(0.11)	(0.11)
Realized gain on equity investments and other	—	—	(0.02)	(0.02)
Divestiture-related adjustments	—	—	0.01	0.01
Asset impairment	—	—	0.01	0.01
Tax effect of the Non-GAAP adjustments and other tax adjustment <sup>(b)</sup>	(0.04)	(0.04)	(0.15)	(0.15)
<b>Forecasted Adjusted Diluted Net Earnings Per Share (Non-GAAP)</b>	<b>\$ 0.73</b>	<b>\$ 0.78</b>	<b>\$ 3.00</b>	<b>\$ 3.05</b>

<sup>(a)</sup> Adjustment for standalone public company costs

<sup>(b)</sup> Tax effect calculated using an estimated adjusted effective rate for each respective period. The gain on previously held equity interests from combination of business is non-taxable income and therefore the tax effect of the adjustments only includes the other adjustments noted.

Note: The sum of the components of Forecasted Adjusted Diluted Net Earnings per Share may not equal due to rounding.

## Components of Revenue Growth

	% Change Three Months Ended September 30, 2022 vs. Comparable 2021 Period	% Change Nine Months Ended September 30, 2022 vs. Comparable 2021 Period
	2.5 %	5.1 %
<b>Total Revenue Growth (GAAP)</b>	<b>2.5 %</b>	<b>5.1 %</b>
Core revenue growth (Non-GAAP)	(1.9) %	(0.2) %
Impact of acquisitions (Non-GAAP)	7.7 %	7.8 %
Impact of currency exchange rates (Non-GAAP)	(3.3) %	(2.5) %