



A DIVERSIFIED TECHNOLOGY COMPANY

Q1 2020 FINANCIAL RESULTS

APRIL 28, 2020

SIMPLE IDEAS. POWERFUL RESULTS.

SAFE HARBOR STATEMENT



The information provided in this presentation contains forward-looking statements within the meaning of the federal securities laws. These forward-looking statements may include, among others, statements regarding operating results, the success of our internal operating plans, the prospects for newly acquired businesses to be integrated and contribute to future growth, and profit and cash flow expectations. Forward-looking statements may be indicated by words or phrases such as "anticipate," "estimate," "plans," "expects," "projects," "should," "will," "believes," "intends" and similar words and phrases. These statements reflect management's current beliefs and are not guarantees of future performance. They involve risks and uncertainties that could cause actual results to differ materially from those contained in any forward-looking statement. Such risks and uncertainties include the effects of the COVID-19 pandemic on our business, operations, financial results and liquidity, including the duration and magnitude of such effects, which will depend on numerous evolving factors which we cannot accurately predict or assess, including: the duration and scope of the pandemic; the negative impact on global and regional markets, economies and economic activity; actions governments, businesses and individuals take in response to the pandemic; the effects of the pandemic, including all of the foregoing, on our customers, suppliers, and business partners, and how quickly economies and demand for our products and services recover after the pandemic subsides. Such risks and uncertainties also include our ability to identify and complete acquisitions consistent with our business strategies, integrate acquisitions that have been completed, realize expected benefits and synergies from, and manage other risks associated with, the newly acquired businesses. We also face other general risks, including our ability to realize cost savings from our operating initiatives, general economic conditions and the conditions of the specific markets in which we operate, changes in foreign exchange rates, difficulties associated with exports, risks associated with our international operations, cybersecurity and data privacy risks, risks related to political instability, armed hostilities, incidents of terrorism, public health crisis (such as the COVID-19 pandemic) or natural disasters, increased product liability and insurance costs, increased warranty exposure, future competition, changes in the supply of, or price for, parts and components, environmental compliance costs and liabilities, risks and cost associated with asbestos related litigation, potential write-offs of our substantial intangible assets, and risks associated with obtaining governmental approvals and maintaining regulatory compliance for new and existing products. Important risks may be discussed in current and subsequent filings with the SEC. You should not place undue reliance on any forward-looking statements. These statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.

We refer to certain non-GAAP financial measures in this presentation. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found within this presentation.

Today's Conference Call Will Discuss Results Primarily on an Adjusted (Non-GAAP) Basis. The Q1 Results are Adjusted for the Following Items:

- (1) Acquisition-Related Intangible Amortization Expense
- (2) Purchase Accounting Adjustment to Acquired Deferred Revenue

See Appendix for Reconciliations from GAAP to Adjusted Results

- Strong Q1 Growth: Revenue, EBITDA, Cash Flow
- Exceptional Cash & Liquidity Position
- Operational Status and Response to COVID-19
- Q2 & FY 2020 Segment Outlook; Business Model Discussion
- Guidance Update and Planning Assumptions
- Summary and Capital Deployment Outlook
- Roper's Businesses Contributing to COVID-19 Battle



- Revenue +5% to \$1.35B; Organic +4%
 - Positive Organic Growth in Three of Four Segments
- Gross Margin +50 Bps to 63.5%
- EBITDA +7% to \$467M; EBITDA Margin +50 Bps to 34.5%
- Earnings Before Taxes +7% to \$408M
- DEPS: \$3.05
- Free Cash Flow +13% to \$353M
 - 26% of Revenue and 76% of EBITDA

Continued Strong Execution By Our Business Leaders

Q1 INCOME STATEMENT METRICS



	Q1'19	Q1'20	
Revenue	\$1,288	\$1,353	+5%; Organic +4%
Gross Profit	\$811	\$859	+6%
Gross Margin	63.0%	63.5%	+50 bps
EBITDA	\$438	\$467	+7%
EBITDA Margin	34.0%	34.5%	+50 bps
Interest Expense	\$44	\$45	
Earnings Before Taxes	\$382	\$408	+7%
Tax Rate	9.7%	21.1%	Q1'19 Included \$43M (\$0.41 Per Share) Tax Benefit
Net Earnings	\$345	\$322	
DEPS	\$3.30	\$3.05	

In \$ millions, except DEPS.

Results are presented on an Adjusted (Non-GAAP) basis. See appendix of this presentation and press release for reconciliations from GAAP to Adjusted results.

COMPOUNDING CASH FLOW



- Q1 Operating Cash Flow: \$364M

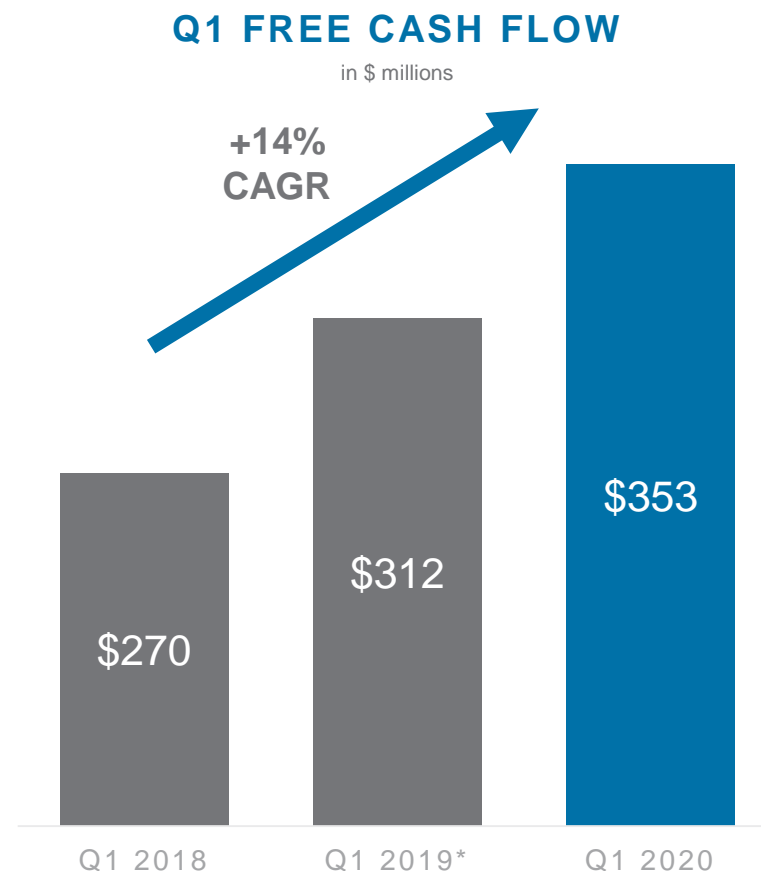
- +10% vs Prior Year
- 27% of Revenue

- Q1 Free Cash Flow: \$353M

- +13% vs Prior Year
- 26% of Revenue
- 76% of EBITDA

- TTM Free Cash Flow: \$1.48B

- 27% of Revenue



Cash Remains the Best Measure of Performance

* Adjusted for Cash Taxes from Sale of Scientific Imaging Businesses, See Reconciliation in Appendix.

Free Cash Flow = Operating Cash Flow less Capital Expenditures and Capitalized Software

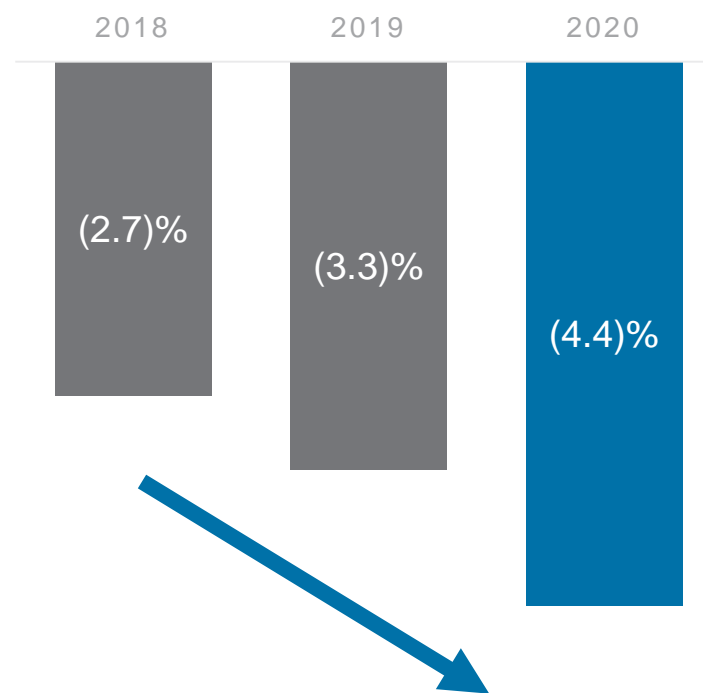
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NET WORKING CAPITAL



NET WORKING CAPITAL ^{(1) (2)} AS % OF Q1 ANNUALIZED REVENUE

	<u>Q1'18</u>	<u>Q1'19</u>	<u>Q1'20</u>
(I) Inventory	4.5%	4.5%	3.8%
(R) Receivables	16.4%	16.6%	17.4%
<hr/>			
(P) Payables & Accruals	11.5%	10.8%	10.3%
(D) Deferred Revenue	12.1%	13.5%	15.3%
Total (I+R-P-D)	(2.7)%	(3.3)%	(4.4)%



Note: Percentages may not sum correctly due to rounding.

Differentiated Asset-Light Business Model

1) Defined as Inventory + A/R + Unbilled Receivables – A/P – Accrued Liabilities – Deferred Revenue; Excludes Acquisitions & Divestitures Completed in Each Quarter, Dividend Accrual, and Current Operating Lease Liabilities.

2) Includes assets and liabilities that have been classified as held-for-sale on Roper's balance sheet.

STRONG FINANCIAL POSITION



	3/31/19	3/31/20
Cash	\$392	\$1,000
Gross Debt	\$4,503	\$5,277
Net Debt	\$4,110	\$4,277
TTM EBITDA	\$1,855	\$1,954
Gross Debt-to-EBITDA (TTM)	2.4x	2.7x
Net Debt-to-EBITDA (TTM)	2.2x	2.2x
Drawn on \$2.5B Revolver	\$410	\$0

Significant Capacity for Capital Deployment

EXCEPTIONAL CASH FLOW GENERATION AND LIQUIDITY



- Portfolio of High Margin, Asset-Light, Independent Businesses Across Diverse End Markets Leads to Consistent and Sustainable Cash Flow Generation
- \$1B Cash Balance and \$0 Drawn on \$2.5B Revolver
- Successfully Completed Amendment to Revolver Covenant; Enables Greater Capacity for Capital Deployment
 - Debt-to-EBITDA Covenant Now Calculated Using Net Debt
 - Initiated Amendment Due to Unusually Large Cash Balance
- Significant Acquisition Capacity with Large Pipeline of High-Quality Opportunities

- Health and Safety of Employees is Number One Priority
- All Businesses with Manufacturing Facilities Deemed “Essential” and Remain Operational; All Businesses Work-From-Home Proving Highly Effective
- Decentralized Operations and Low Fixed Costs Enable Nimble Execution and Localized Responses
- No Top Down Targets or Corporate Mandates for Cost Countermeasures
- Incentives Focused on Managing Margins While Continuing Investments for Organic Growth (Innovation and Talent)
- Direct Customer Engagement Helps Identify Opportunities to Capture Share
- Maintain Cash Focus

Q1 HIGHLIGHTS

30% of Roper Revenue

Revenue	\$405	+6% vs PY +5% Organic
EBITDA	\$156	38.6% Margin

- Deltek MSD Growth Driven by GovCon and Professional Services End Markets; Continued Strong SaaS Adoption
- PowerPlan HSD Growth from Increased New License Sales and Recurring Revenue
- Integrated Security Solutions and Subscription Software for Higher Ed Drove CBORD Growth
- Strong Renewals and New Product Adoption for Strata Hospital Decision Support SaaS

OUTLOOK CONSIDERATIONS

- ~10% Perpetual Licenses
 - Balanced Across Net New, Cross Sell, and Existing Customer Expansions
 - License Bookings Activity Adjusting to Customer Recovery and Remote Selling Processes
- ~20% Services
 - Backlog Driven and Tied to Both New Sales and Upgrades
 - Most Implementation and Reoccurring Services Work Can be Performed Remotely Subject to Customer Preference
- ~70% Recurring (Maintenance & SaaS)
 - High Retention Rates
 - Primarily Enterprise Customers
 - Diversified and Durable End Markets (Government Contractors, Law Firms, Healthcare, Education, Etc.)

- Deltek
 - Government Contractor Market Demonstrating Continued Durability
 - Professional Services Markets Could be Challenged
- Aderant, PowerPlan & CBORD
 - Some Large New System Bookings Expected to Push; Smaller Add-On Products Likely to Continue at Lower Levels
 - Reduced Onsite Customer Activity Until Virus Concerns Ease
 - Services Delivery Moving to Remote
- Acute Care Software
 - Access to Hospitals Limited; Hospital IT Spending Likely Down
 - Laboratory Software Businesses Marginally Impacted
 - Squest Queensland Project Terminated Due to COVID-19 (Minimal 2020 Impact)
 - Strata SaaS Continues Growth with High Retention; Solutions Increasingly Valuable as Hospitals Focus on Costs
- Shift to SaaS Could Accelerate Post Pandemic

Q1 HIGHLIGHTS

33% of Roper Revenue

Revenue	\$441	+27% vs PY +9% Organic
EBITDA	\$185	42.0% Margin

- TransCore NYC Project Work Continued
- iTradeNetwork HSD Growth; Strong Renewals and Cross Sell to Existing Customers; New Customer Adds
- Strong DAT Growth from Network Expansion and Premium Rate Data Offering; Successful Rate Forecasting and “Book Now” Pilot
- Identity Access Management Solutions Drove Record RF IDEas Quarter

OUTLOOK CONSIDERATIONS

- Network Software (~60% of Segment)
 - ~85% Recurring (Primarily SaaS)
 - Strong Network Effects
 - Diversified and Durable End Markets (Healthcare, Life Insurance, Logistics, Food, Media & Entertainment, Etc.)
 - High Retention Rates (95%+ in Most Business)
- TransCore
 - NYC Congestion Pricing Project Completion Timing
 - Maintenance Contracts Generally Independent of Traffic Volume
 - Strengthened Case for Electronic Tolling

- DAT & ConstructConnect
 - Subscription Revenue Model
 - Elements of Counter-Cyclicity as Customers Rely on Network to Generate New Business in Tight Markets
- iTradeNetwork
 - Active Participation Across Food Supply Chain Network; Expect Minimal Disruption
- iPipeline
 - Life Insurance Customer Activity High Due to COVID-19; Outlook Stable
- Foundry
 - Content Creation Continues; Animation and Green Screen Active; Some New Live Action Work Postponed
- Alternate Site Healthcare (MHA, SoftWriters & SHP)
 - Loyal Customer Base; Short-Term Volume Headwind Due to Hospital Non-Emergency Procedure Restrictions
 - Potential Pressure on New Long-Term Care Additions

Q1 HIGHLIGHTS

27% of Roper Revenue

Revenue	\$365	(9)% vs PY +3% Organic
EBITDA	\$123	33.6% Margin

- Robust Growth at Verathon Aided by Demand for GlideScope Amid COVID-19 Response
 - Continued Strong Single-Use Bronchoscope Growth
- Northern Digital Precision Measurement Systems and Consumables Drove Record Quarter
- Neptune Growth from Continued Demand for New Ultrasonic Residential Meters
- Short Cycle Industrial Declines

OUTLOOK CONSIDERATIONS

- Verathon
 - Unprecedented GlideScope Systems and Consumables Demand
 - Video Intubation Serves Patients and Protects Healthcare Providers Treating COVID-19
- Other Medical Products
 - Temporary Impact from Government Restrictions on Non-Emergency Procedures
- Neptune
 - Historically Stable Growth Business
 - Challenging Environment for Regions with Indoor Meters
 - Municipal Budget Uncertainty
- Industrial Businesses
 - Critical to Production Processes
 - Timing of Customer Plant Re-Openings and Pace of Production

Q1 HIGHLIGHTS

11% of Roper Revenue

Revenue	\$142	(10)% vs PY (10)% Organic
EBITDA	\$46	32.4% Margin

- Upstream Oil & Gas Businesses Declined High-Teens
- CCC Weak on March Field Service Delays Due to COVID-19
- Zetec MSD Growth from Non-Destructive Testing Solutions

OUTLOOK CONSIDERATIONS

- Oil & Gas Related (~60% of Segment, ~6% of Roper Revenue)
 - Upstream
 - Expect < \$100M of Revenue in 2020, Down ~50% in Q2
 - No Recovery Expected in 2020
 - Mid and Down Stream
 - CCC Project Timing and Field Service Facility Access
 - Pace of Recovery in Fuel Demand for PAC
- Other Served Markets
 - Broad End Market Exposure with Short Cycle Dynamics
 - Zetec Growth Supported by Power and Defense Markets

UPDATED 2020 GUIDANCE FRAMEWORK



ORGANIC REVENUE	Q2	FULL YEAR	KEY FACTORS
Application Software	- MSD	- LSD to + LSD	<ul style="list-style-type: none"> • High Level of Recurring Revenue • Timing of License Sales, Expect Delays • Pacing of Services and Implementation Work (Remote vs Onsite)
Network Software & Systems	+ LSD	+ MSD to + DD	<ul style="list-style-type: none"> • High Level of Recurring Revenue • NYC Project Completion Timing • Customer Retention Rates
Measurement & Analytical Solutions	- MSD	Flat to + MSD	<ul style="list-style-type: none"> • Unprecedented Demand for Verathon's Products • Timing of Non-Emergency Medical Procedures • Neptune: Municipal Budget and Access Uncertainty • Sharp Declines in Industrial
Process Technologies	- 30%+	- 25% to - 20%	<ul style="list-style-type: none"> • Significant Declines in O&G Exposed Businesses • Project Timing • Access to Customer Sites
Total Organic	- MSD	- LSD to + LSD	
DEPS	\$2.50 - \$2.70	\$11.60 - \$12.60	Note: Full Year Tax Rate ~23%

Guidance excludes impact of unannounced future acquisitions or divestitures.

Results are presented on an Adjusted (Non-GAAP) basis. See Appendix of this presentation and press release for reconciliations from GAAP to Adjusted results.

- Another Excellent Quarter for Roper
 - Revenue +5% to \$1.35B; Organic +4%
 - EBITDA +7% to \$467M; EBITDA Margin +50 Bps to 34.5%
 - Free Cash Flow +13% to \$353M; 26% of Revenue; 76% of EBITDA
- All Businesses Remain Operational; Work-From-Home Proving Highly Effective
- Exceptional Balance Sheet; \$1B in Cash and \$2.5B Undrawn Revolver
- Diverse Portfolio of High-Quality, Niche Market Leading Businesses; Continued Focus on Long Term Growth (Innovation and Talent)
- Well Positioned to Continue Disciplined Capital Deployment Strategy

Simple Ideas. Powerful Results.

BUSINESSES CONTRIBUTING TO COVID-19 BATTLE



- **Sunquest:** Providing Disease Surveillance and Outbreak Management SaaS Solution Pre-Configured for COVID-19
- **CliniSys:** Collaborated with Technology Partners to Rapidly Establish National Testing Network in Belgium
- **Data Innovations:** Provided Rapid Software Enhancements to Enable Testing Equipment
- **iTradeNetwork:** Created Forum to Establish New Trading Partnerships and Help Match Excess Food Supplies with Demand
- **DAT:** Providing Information and Thought Leadership Analyzing Impact of Pandemic on Freight Market
- **Strata:** Data Science Tool (StrataSphere™) Being Used to Analyze Hospital Cost of Care for COVID-19 Patients
- **IPA:** Providing Equipment to Safely and Securely Manage Scrubs and Other Personal Protective Equipment
- **Verathon:** Video Assisted Intubation Reduces Risk and Exposure for Healthcare Providers; Has Become the Industry Standard

APPENDIX

RECONCILIATIONS I



Adjusted Revenue Growth Reconciliation

Q1 2020	Application Software	Network Software & Systems	Measurement & Analytical Solutions	Process Technologies	Roper
Organic Growth	5%	9%	3%	(10%)	4%
Acquisitions/Divestitures	2%	19%	(12%)	-	2%
Foreign Exchange	-	-	-	(1%)	-
Rounding	(1%)	(1%)	-	1%	(1%)
Total Adjusted Revenue Growth	<u>6%</u>	<u>27%</u>	<u>(9%)</u>	<u>(10%)</u>	<u>5%</u>

Adjusted Revenue and Gross Profit Reconciliation (\$M)

	Q1 2019	Q1 2020	V %
Adjusted Revenue Reconciliation			
GAAP Revenue	\$ 1,287	\$ 1,351	5%
Purchase accounting adjustment to acquired deferred revenue	1	2 ^A	
Adjusted Revenue	<u>\$ 1,288</u>	<u>\$ 1,353</u>	<u>5%</u>

Adjusted Gross Profit Reconciliation

GAAP Gross Profit	\$ 811	\$ 857	
Purchase accounting adjustment to acquired deferred revenue	1	2 ^A	
Adjusted Gross Profit	<u>\$ 811</u>	<u>\$ 859</u>	<u>6%</u>

GAAP Gross Margin	63.0%	63.4%	+40 bps
Adjusted Gross Margin	63.0%	63.5%	+50 bps

RECONCILIATIONS II



Adjusted EBITDA Reconciliation (\$M)

	<u>Q1 2019</u>	<u>Q1 2020</u>	<u>V %</u>
GAAP Revenue	\$ 1,287	\$ 1,351	5%
Purchase accounting adjustment to acquired deferred revenue	1	2 ^A	
Adjusted Revenue	<u>\$ 1,288</u>	<u>\$ 1,353</u>	<u>5%</u>
GAAP Net Earnings	\$ 370	\$ 240	
Taxes	50	64	
Interest Expense	44	45	
Depreciation	12	13	
Amortization	83	102	
EBITDA	<u>\$ 558</u>	<u>\$ 465</u>	<u>(17%)</u>
Purchase accounting adjustment to acquired deferred revenue	-	2 ^A	
Gain on sale of Scientific Imaging businesses	(120)	-	
Adjusted EBITDA	<u>\$ 438</u>	<u>\$ 467</u>	<u>7%</u>
% of Adjusted Revenue	34.0%	34.5%	+50 bps

Adjusted EBITDA Reconciliation (\$M)

	<u>TTM Q1'19</u>	<u>TTM Q1'20</u>	<u>V %</u>
GAAP Net Earnings	\$ 1,103	\$ 1,639	
Taxes	260	474	
Interest Expense	183	188	
Depreciation	49	50	
Amortization	325	386	
EBITDA	<u>\$ 1,919</u>	<u>\$ 2,737</u>	<u>43%</u>
Purchase accounting adjustment to acquired deferred revenue	5	12	
Transaction-related expenses for completed acquisitions and divestiture	-	6	
One-time expense for accelerated vesting	35	-	
Gain on sale of Gatan and Scientific Imaging businesses*	(120)	(801)	
Debt extinguishment charge	16	-	
Adjusted EBITDA	<u>\$ 1,855</u>	<u>\$ 1,954</u>	<u>5%</u>

* Scientific Imaging businesses divested in Q1'19 (Gain of \$120M); Gatan divested in Q4'19 (Gain of \$801M)
Note: Numbers may not foot due to rounding.

RECONCILIATIONS III



Adjusted Earnings Before Taxes Reconciliation (\$M)

	<u>Q1 2019</u>	<u>Q1 2020</u>	<u>V %</u>
GAAP Earnings Before Taxes	\$ 419	\$ 305	(27%)
Purchase accounting adjustment to acquired deferred revenue	-	2 ^A	
Amortization of acquisition-related intangible assets ^B	82	101	
Gain on sale of Scientific Imaging businesses	(120)	-	
Adjusted Earnings Before Taxes	<u>\$ 382</u>	<u>\$ 408</u>	<u>7%</u>

Adjusted Net Earnings Reconciliation (\$M)^C

	<u>Q1 2019</u>	<u>Q1 2020</u>	<u>V %</u>
GAAP Net Earnings	\$ 370	\$ 240	(35%)
Purchase accounting adjustment to acquired deferred revenue	-	2 ^A	
Amortization of acquisition-related intangible assets ^B	65	79	
Gain on sale of Scientific Imaging businesses	(90)	-	
Adjusted Net Earnings	<u>\$ 345</u>	<u>\$ 322</u>	<u>(7%)</u>

Adjusted Cash Flow Reconciliation (\$M)

	<u>Q1 2019</u>	<u>Q1 2020</u>	<u>V %</u>	<u>TTM Q1'19</u>	<u>TTM Q1'20</u>	<u>V %</u>
Operating Cash Flow	\$ 290	\$ 364	25%	\$ 1,439	\$ 1,535	7%
Add: Cash taxes paid on sale of Scientific Imaging businesses	39	-		39	-	
Adjusted Operating Cash Flow	\$ 330	\$ 364	10%	\$ 1,478	\$ 1,535	4%
Capital Expenditures	(16)	(8)		(55)	(45)	
Capitalized Software Expenditures	(2)	(3)		(10)	(11)	
Adjusted Free Cash Flow	<u>\$ 312</u>	<u>\$ 353</u>	<u>13%</u>	<u>\$ 1,413</u>	<u>\$ 1,480</u>	<u>5%</u>

RECONCILIATIONS IV



Adjusted DEPS Reconciliation ^C

	<u>Q1 2019</u>	<u>Q1 2020</u>	<u>V %</u>
GAAP DEPS	\$ 3.53	\$ 2.28	(35%)
Purchase accounting adjustment to acquired deferred revenue	-	0.02 ^A	
Amortization of acquisition-related intangible assets ^B	0.62	0.75	
Gain on sale of Scientific Imaging businesses	(0.86)	-	
Rounding	0.01	-	
Adjusted DEPS	<u>\$ 3.30</u>	<u>\$ 3.05</u>	<u>(8%)</u>

Forecasted Adjusted DEPS Reconciliation ^C

	<u>Q2 2020</u>		<u>FY 2020</u>	
	<u>Low End</u>	<u>High End</u>	<u>Low End</u>	<u>High End</u>
GAAP DEPS	\$ 1.75	\$ 1.95	\$ 8.60	\$ 9.60
Purchase accounting adjustment to acquired deferred revenue ^A	0.01	0.01	0.03	0.03
Amortization of acquisition-related intangible assets ^B	0.74	0.74	2.97	2.97
Adjusted DEPS	<u>\$ 2.50</u>	<u>\$ 2.70</u>	<u>\$ 11.60</u>	<u>\$ 12.60</u>

RECONCILIATIONS V



Adjusted Segment Reconciliation (\$M)

	Application Software		Network Software & Systems		Measurement & Analytical Solutions		Process Technologies	
	Q1 2019	Q1 2020	Q1 2019	Q1 2020	Q1 2019	Q1 2020	Q1 2019	Q1 2020
GAAP Revenue	\$ 381	\$ 405	\$ 346	\$ 438	\$ 402	\$ 365	\$ 158	\$ 142
Add: PowerPlan; Foundry, iPipeline	1	-	-	2	-	-	-	-
Adjusted Revenue	382	405	346	441	402	365	158	142
GAAP Gross Profit	253	270	239	293	231	215	87	79
Add: PowerPlan; Foundry, iPipeline	1	-	-	2	-	-	-	-
Adjusted Gross Profit	254	270	239	296	231	215	87	79
Adjusted Gross Margin	66.5%	66.8%	69.1%	67.1%	57.5%	58.8%	54.9%	55.3%
GAAP Operating Profit	91	98	125	139	118	114	50	43
Add: Foundry, iPipeline	-	-	-	2	-	-	-	-
Adjusted Operating Profit	92	98	125	141	118	114	50	43
Adjusted Operating Margin	24.0%	24.1%	36.2%	32.0%	29.4%	31.2%	31.6%	30.5%
Add Amortization	52	54	22	40	7	6	2	2
Adjusted EBITA	144	152	147	181	125	120	52	45
Add Depreciation	5	5	3	4	3	3	1	1
Adjusted EBITDA	\$ 149	\$ 156	\$ 150	\$ 185	\$ 128	\$ 123	\$ 53	\$ 46
Adjusted EBITDA Margin	39.0%	38.6%	43.3%	42.0%	31.9%	33.6%	33.5%	32.4%

- A. 2020 actual results and forecast of estimated acquisition-related fair value adjustments to deferred revenue related to the acquisitions of Foundry and iPipeline as shown below (\$M except per share data).

	<u>Q1 2019A</u>	<u>Q1 2020A</u>	<u>Q2 2020E</u>	<u>FY 2020E</u>
Pretax	\$ 1	\$ 2	\$ 1	\$ 4
After-tax	\$ -	\$ 2	\$ 1	\$ 3
Per Share	\$ -	\$ 0.02	\$ 0.01	\$ 0.03

- B. Actual results and forecast of estimated amortization of acquisition-related intangible assets (\$M, except per share data); for comparison purposes, prior period amounts are also shown below. Tax rate of 21% applied to amortization.

	<u>Q1 2019A</u>	<u>Q1 2020A</u>	<u>Q2 2020E</u>	<u>FY 2020E</u>
Pretax	\$ 82	\$ 101	\$ 99	\$ 397
After-tax	\$ 65	\$ 79	\$ 79	\$ 314
Per share	\$ 0.62	\$ 0.75	\$ 0.74	\$ 2.97

- C. All 2019 and 2020 adjustments taxed at 21%, except for the gain on sale of the Scientific Imaging businesses, which was taxed at 25%.



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