



## Q4 2022 FINANCIAL RESULTS

JANUARY 27, 2023

**SIMPLE IDEAS. POWERFUL RESULTS.**

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, and the prospects for newly acquired businesses to be integrated and contribute to future growth, 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 any ongoing impacts of the COVID-19 pandemic on our business, operations, financial results and liquidity, which will depend on numerous evolving factors which we cannot accurately predict or assess, including: the duration and scope of the pandemic, new variants of the virus and the distribution and efficacy of vaccines; any 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, including obtaining any required regulatory approvals with respect thereto. 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, including risks related to labor shortages and rising interest rates, changes in foreign exchange rates, difficulties associated with exports, risks associated with our international operations, cybersecurity and data privacy risks, including litigation resulting therefrom, risks related to political instability, armed hostilities, incidents of terrorism, public health crises (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, including as a result of the current inflationary environment and ongoing supply chain constraints, environmental compliance costs and liabilities, risks and cost associated with 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) and Continuing Operations Basis.

Q4 Results are Adjusted for the Following Items:

- (1) Acquisition-Related Intangible Amortization Expense
- (2) Purchase Accounting Adjustments to Commission Expense
- (3) Legal Settlement Charge
- (4) Transaction-Related Expenses for Completed Acquisitions
- (5) Cash Taxes Paid Related to Divestiture Activity

See Appendix for Reconciliations.

- Q4 and 2022 Enterprise Highlights & Financial Results
- 2022 Segment Detail & 2023 Outlook
- 2023 Enterprise Guidance
- Q&A

## **Strong 2022**

- Roper Delivered Another Great Year; +11% Revenue, +9% Organic Revenue, +12% EBITDA
- Concluded Multi-Year Divestiture Activities; Enhanced Quality and Reduced Cyclicity
- Deployed \$4.3B Toward Acquisitions of High-Quality Vertical Software Businesses

## **Durable Tailwinds Entering 2023**

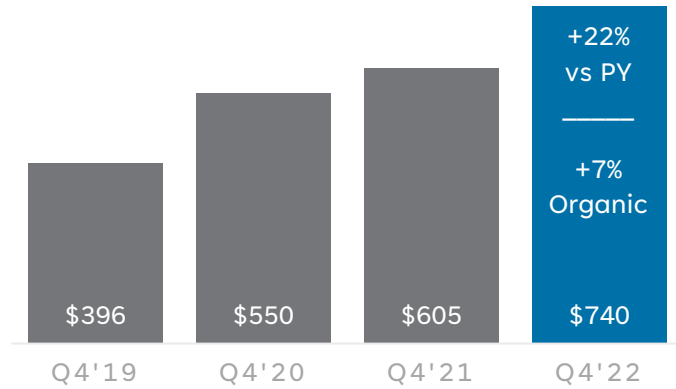
- Meaningfully Enhanced Portfolio Quality
- Increasing Mix of Recurring Revenue
- Sustained Demand for Mission Critical Software and Product Solutions



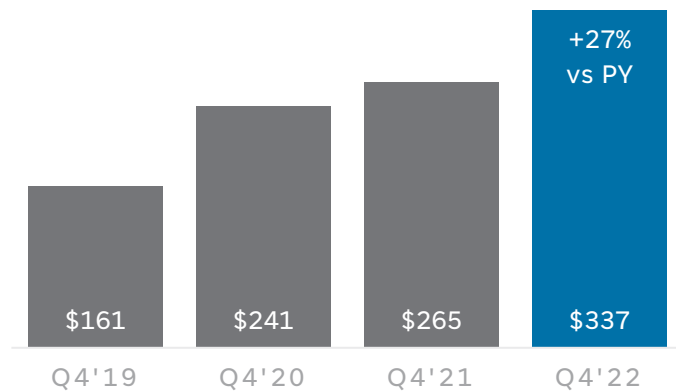
# Q4 SEGMENT RESULTS

## APPLICATION SOFTWARE

### REVENUE



### EBITDA

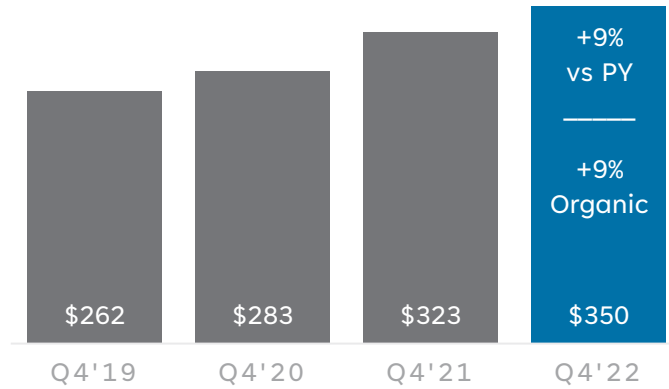


Margin

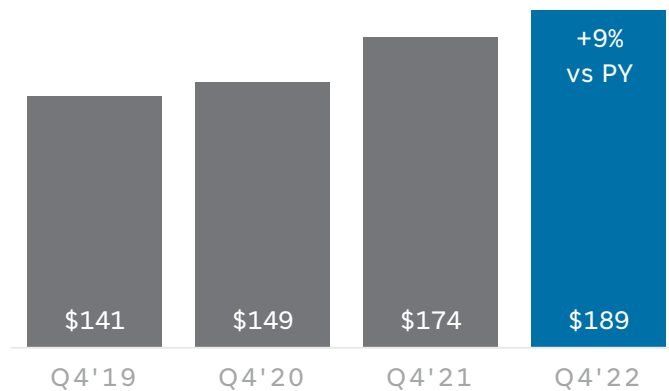
40.7%    43.8%    43.8%    45.6%

## NETWORK SOFTWARE

### REVENUE



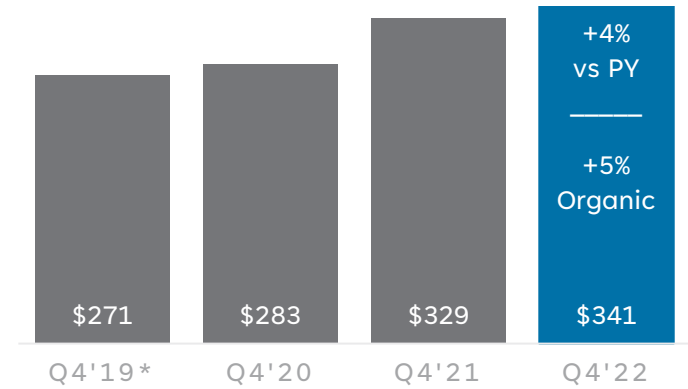
### EBITDA



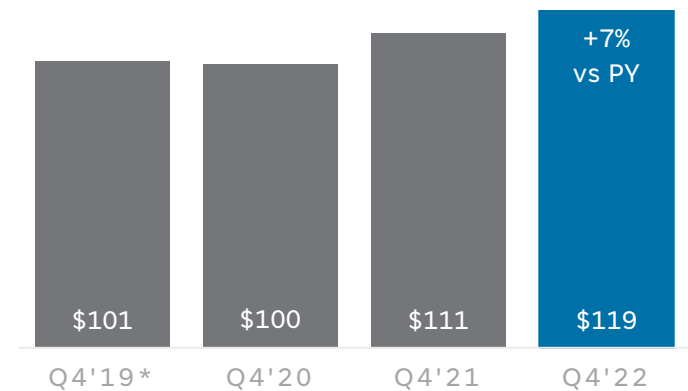
53.9%    52.6%    54.1%    54.0%

## TECHNOLOGY ENABLED PRODUCTS

### REVENUE



### EBITDA



37.4%    35.3%    33.9%    34.9%

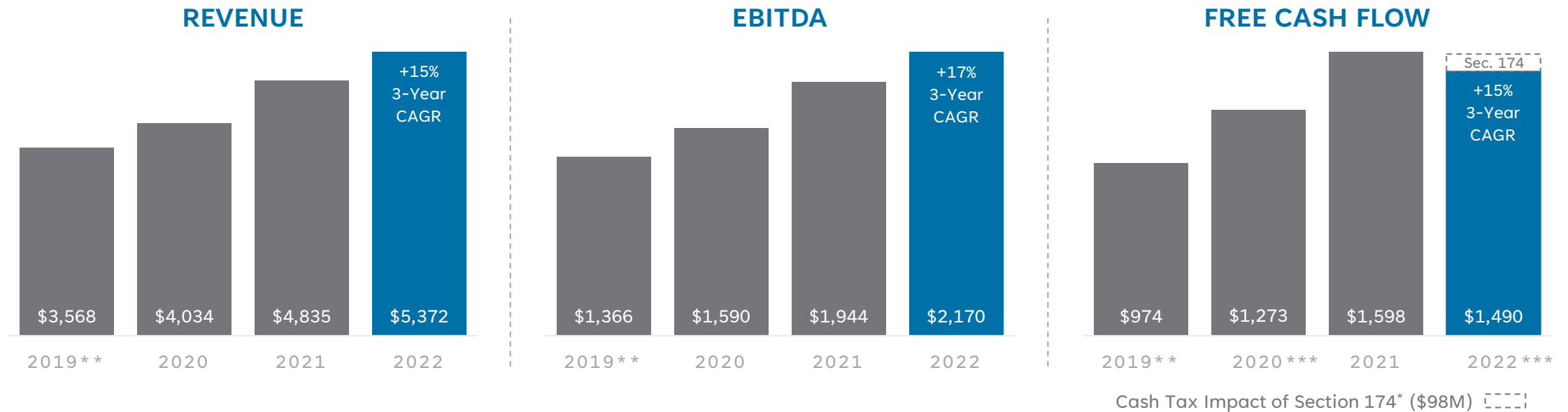
In \$ millions.

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

\* Excludes the results of the divestitures completed in 2019 for (i) the Scientific Imaging businesses, sold to Teledyne on February 5, 2019 and (ii) Gatan, sold to AMETEK on October 29, 2019.

# 2022 FINANCIAL HIGHLIGHTS

- Revenue +11%; Organic Revenue +9%
- EBITDA +12%; EBITDA Margin +20 Bps to 40.4%
- DEPS +15% to \$14.28
- Free Cash Flow (7)% to \$1.49B; (1)% Excluding Cash Tax Impact of Section 174\*



## Another Great Year for Roper

In \$ millions. Results are presented on an Adjusted (Non-GAAP) and continuing operations basis. See appendix of this presentation and press release for reconciliations.

\* Per the Tax Cuts and Jobs Act of 2017, Section 174 requires R&D to be capitalized and amortized beginning in 2022.

\*\* Excludes the results of the divestitures completed in 2019 for (i) the Scientific Imaging businesses, sold to Teledyne on February 5, 2019 and (ii) Gatan, sold to AMETEK on October 29, 2019.

\*\*\* Adjusted for cash taxes paid related to divestitures.



- Completed Majority Sale of Industrial Businesses on November 22<sup>nd</sup>
  - After-Tax Proceeds of \$2.3B; Cash Taxes Paid in Q4
  - Roper Now Holds a Minority Interest in New Standalone Industrial Entity Named Indicor
  - Fair Value Accounting Beginning in Q1'23; Excluded from Guidance and Adjusted Results
- 2.7x Net Debt-to-EBITDA (TTM)
- \$0 Drawn on \$3.5B Revolver
- \$4B+ of M&A Capacity

# SEGMENT DETAIL & OUTLOOK

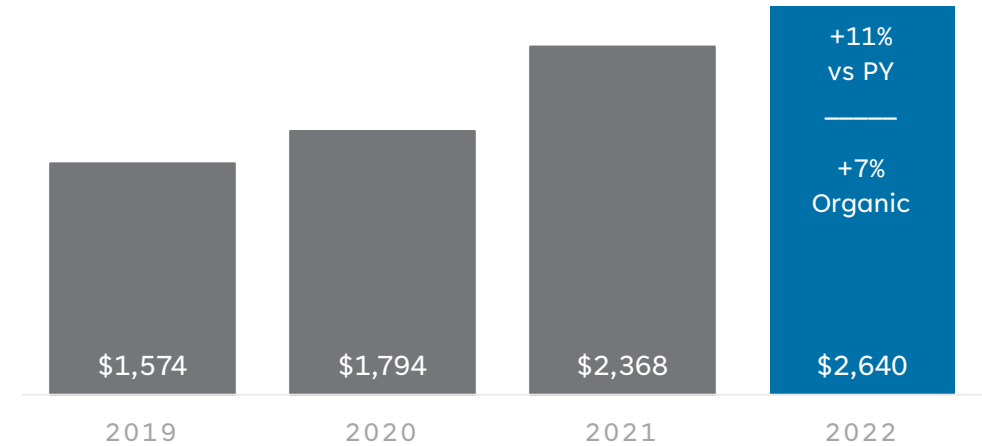
## FY 2022 HIGHLIGHTS

- +7% Organic Revenue Growth
- Growth Accelerated at Vertafore Led by Enterprise Customers; Bolt-On Acquisitions Performing Well
- Continued SaaS Adoption at Deltek and Aderant from New Customer Adds and Existing Customer Migrations
- Strong Year for PowerPlan; Growth Driven by Refocus on Core Utility Market; New Cloud Solution Launched in Q4
- Strata’s EPSi Acquisition Continued to Drive Conversion Uplift Ahead of Expectations
- Large Project Wins and Strong Customer Demand Drove Lab Software Growth for Clinisys and Data Innovations
- Completed Frontline Acquisition

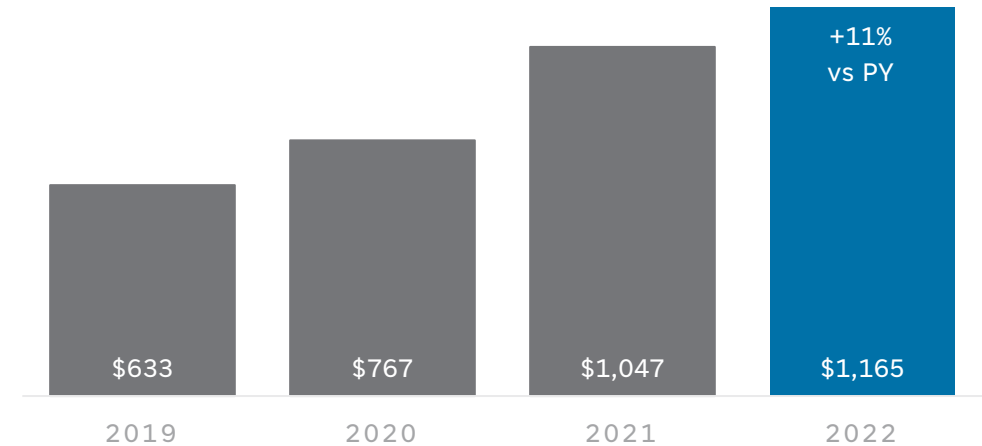
## FY 2023 OUTLOOK

- MSD Organic Growth

### REVENUE



### EBITDA



Year	2019	2020	2021	2022
Margin	40.2%	42.8%	44.2%	44.1%

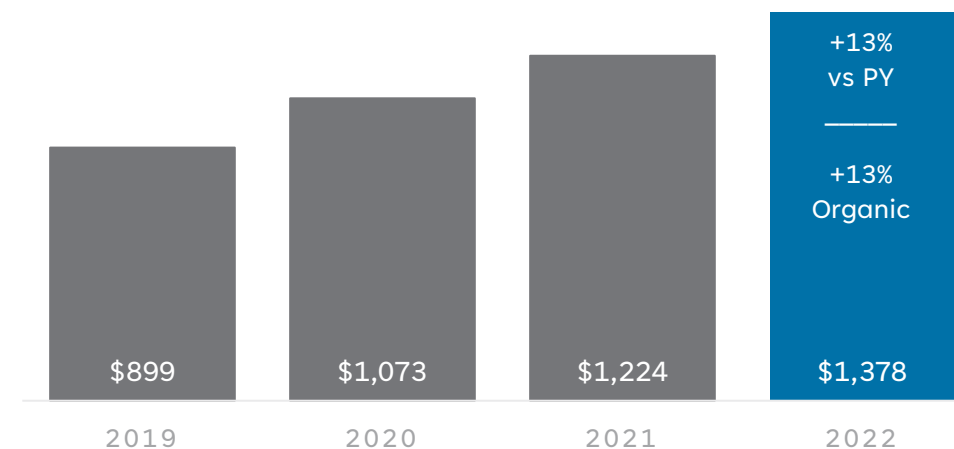
## FY 2022 HIGHLIGHTS

- +13% Organic Revenue Growth
- Exceptional Growth Year for Freight Matching Businesses (DAT and Loadlink); Premium Offerings Drove Increased Value for Network Subscribers
- Strong Renewals and Expansions Combined with New Customer Adds Drove Continued ARR Momentum for iPipeline and iTradeNetwork
- Another Great Year for Foundry; Focused Innovation in Nuke and Katana Drove Growth; Subscription Transition Begins in 2023
- Continued Strong Retention for Alternate Site Healthcare Businesses; Growth Led by SHP and SoftWriters

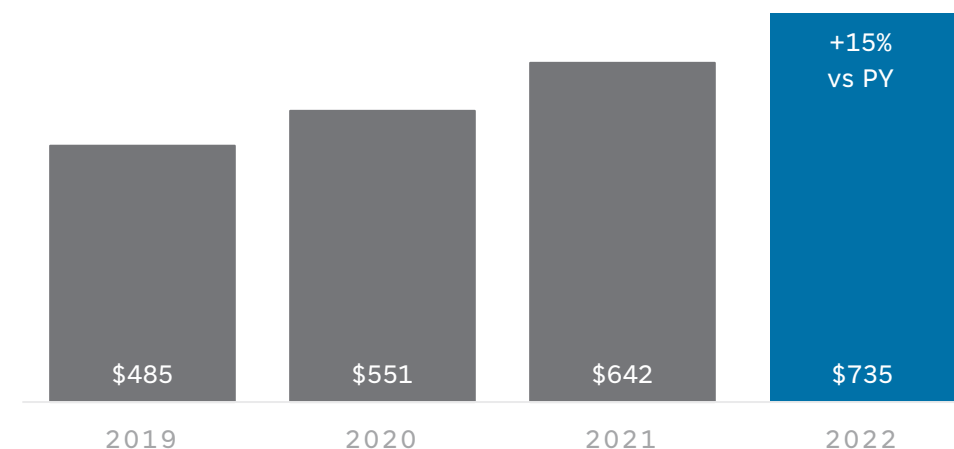
## FY 2023 OUTLOOK

- MSD Organic Growth

### REVENUE



### EBITDA



Margin	2019	2020	2021	2022
	53.9%	51.4%	52.4%	53.3%

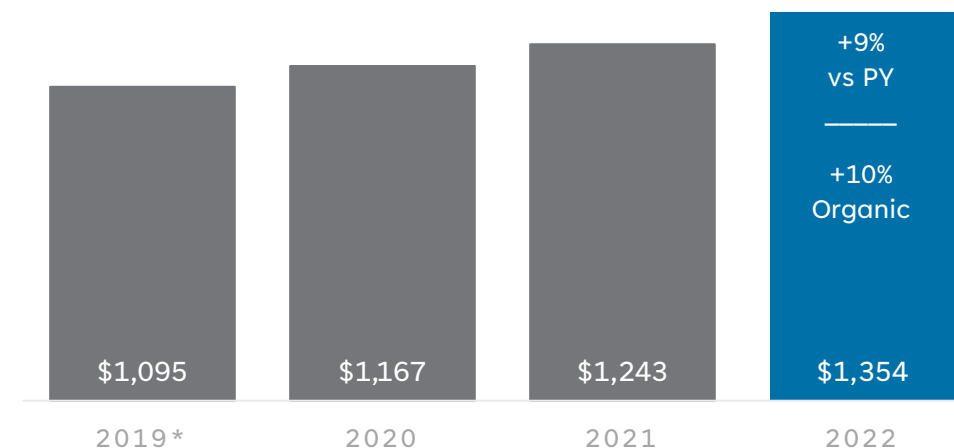
## FY 2022 HIGHLIGHTS

- +10% Organic Revenue Growth
- Leverage Improved Through the Year Driven by Pricing and Supply Chain Improvements
- Another Excellent Year for Neptune; Record Revenue, Orders, and Backlog; Share Gains and Strong Adoption of Ultrasonic Meters
- Record Year for NDI with Continued Strong Demand for Precision Measurement Solutions
- Verathon Growth Driven by Single-Use Bronchoscopy and Laryngoscopy Offerings Amid Constrained Capital Spending Environment

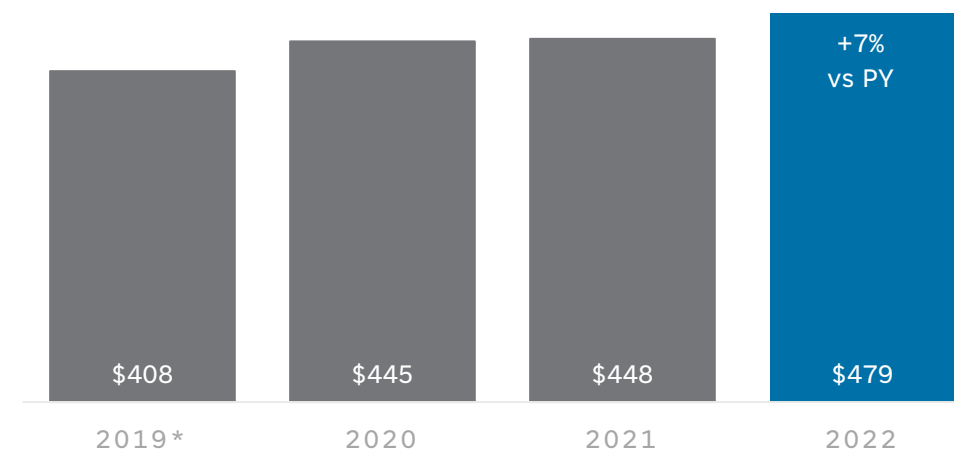
## FY 2023 OUTLOOK

- HSD Organic Growth; Easier Comp in Q1

### REVENUE



### EBITDA



Year	2019*	2020	2021	2022
Margin	37.2%	38.2%	36.0%	35.4%

In \$ millions.

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

\* Excludes the results of the divestitures completed in 2019 for (i) the Scientific Imaging businesses, sold to Teledyne on February 5, 2019 and (ii) Gatan, sold to AMETEK on October 29, 2019.



# 2023 ENTERPRISE GUIDANCE

- Full Year Adjusted DEPS: \$15.90 - \$16.20
  - Organic Revenue Growth: +5 - 6%
  - Tax Rate: 21 - 22%
- Q1 Adjusted DEPS: \$3.80 - \$3.84

## **Another Great Year for Roper**

- Revenue +11%; Organic Revenue +9%; Double-Digit Software Recurring Revenue Growth
- EBITDA +12%; EBITDA Margin +20 Bps to 40.4%

## **Meaningfully Enhanced Portfolio Quality**

- Concluded Multi-Year Divestiture Activities
- Deployed \$4.3B Toward Acquisitions of High-Quality Vertical Software Businesses

## **Well Positioned for Double-Digit Cash Flow Compounding in 2023**

- Strong Organic Growth Outlook
- Contributions from 2022 Acquisitions
- \$4B+ of M&A Capacity

## **Looking Forward to Investor Day on March 21<sup>st</sup> in New York**

**Simple Ideas. Powerful Results.**



# APPENDIX

# Q4 INCOME STATEMENT METRICS

	Q4'21	Q4'22	
Revenue	\$1,257	\$1,431	+14%; Organic +7%
Gross Profit	\$880	\$1,002	
Gross Margin	70.1%	70.0%	
EBITDA	\$506	\$592	+17%
EBITDA Margin	40.3%	41.4%	
Interest Expense	\$56	\$54	
Tax Rate	18.2%	20.3%	
Net Earnings	\$359	\$419	+17%
DEPS	\$3.36	\$3.92	+17%

# FULL YEAR INCOME STATEMENT METRICS

	2021	2022	
Revenue	\$4,835	\$5,372	+11%; Organic +9%
Gross Profit	\$3,409	\$3,753	
Gross Margin	70.5%	69.9%	
EBITDA	\$1,944	\$2,170	+12%
EBITDA Margin	40.2%	40.4%	
Interest Expense	\$234	\$192	
Tax Rate	20.5%	20.9%	
Net Earnings	\$1,319	\$1,525	+16%
DEPS	\$12.39	\$14.28	+15%

# ROPER'S REVENUE COMPOSITION

Revenue	Application Software		Network Software		Technology Enabled Products		Roper Total	
	Q4'21	Q4'22	Q4'21	Q4'22	Q4'21	Q4'22	Q4'21	Q4'22
<b>Software Related</b>								
Recurring	\$436	\$556	\$225	\$252	\$2	\$3	\$663	\$811
Reoccurring	\$29	\$34	\$63	\$62	-	-	\$92	\$96
Non-Recurring	\$141	\$150	\$35	\$37	-	-	\$176	\$187
<b>Total Software Revenue</b>	<b>\$605</b>	<b>\$740</b>	<b>\$323</b>	<b>\$350</b>	<b>\$3</b>	<b>\$4</b>	<b>\$930</b>	<b>\$1,094</b>
<b>Total Product Revenue</b>	-	-	-	-	<b>\$326</b>	<b>\$337</b>	<b>\$326</b>	<b>\$337</b>
<b>Total Revenue</b>	<b>\$605</b>	<b>\$740</b>	<b>\$323</b>	<b>\$350</b>	<b>\$329</b>	<b>\$341</b>	<b>\$1,257</b>	<b>\$1,431</b>

# RECONCILIATIONS I

## Adjusted Revenue, Gross Profit, and EBITDA Reconciliation (\$M)

(From Continuing Operations)

	Q4 2019*	Q4 2020	Q4 2021	Q4 2022	V% to '21	3-Year CAGR	FY 2019*	FY 2020	FY 2021	FY 2022	V% to '21	3-Year CAGR
GAAP Revenue	\$ 924	\$ 1,111	\$ 1,257	\$ 1,431			\$ 3,558	\$ 4,022	\$ 4,834	\$ 5,372		
Purchase accounting adjustment to acquired deferred revenue	5	5	-	-			11	12	1	-		
Adjusted Revenue	\$ 929	\$ 1,116	\$ 1,257	\$ 1,431	14%	15%	\$ 3,568	\$ 4,034	\$ 4,835	\$ 5,372	11%	15%
GAAP Gross Profit	\$ 642	\$ 781	\$ 880	\$ 1,002			\$ 2,474	\$ 2,828	\$ 3,408	\$ 3,753		
Purchase accounting adjustment to acquired deferred revenue	5	5	-	-			11	12	1	-		
Adjusted Gross Profit	\$ 647	\$ 786	\$ 880	\$ 1,002	14%	16%	\$ 2,485	\$ 2,840	\$ 3,409	\$ 3,753	10%	15%
% of Adjusted Revenue	69.6%	70.4%	70.1%	70.0%			69.6%	70.4%	70.5%	69.9%		
GAAP Earnings Before Income Taxes	\$ 1,010	\$ 220	\$ 204	\$ 308			\$ 1,699	\$ 861	\$ 1,032	\$ 1,282		
Interest Expense	49	64	56	54			186	219	234	192		
Depreciation	10	12	10	9			37	41	44	37		
Amortization	96	144	143	174			349	451	572	613		
EBITDA	\$ 1,165	\$ 439	\$ 413	\$ 546			\$ 2,271	\$ 1,572	\$ 1,882	\$ 2,124		
Purchase accounting adjustment to acquired deferred revenue and commission expense	5	3	(1)	(1) <sup>A</sup>			10	10	(5)	(5) <sup>A</sup>		
Transaction-related expenses for completed acquisitions	-	5	-	3 <sup>B</sup>			6	9	-	5 <sup>B</sup>		
Legal settlement charge	-	-	-	45 <sup>C</sup>			-	-	-	45 <sup>C</sup>		
Impairment related to merger of CliniSys and Sunquest	-	-	94	-			-	-	94	-		
Gain on sale related to minority investment in Sedaru	-	-	-	-			-	-	(28)	-		
Gain on sale of Gatan and Scientific Imaging businesses	(801)	-	-	-			(921)	-	-	-		
Adjusted EBITDA	\$ 369	\$ 447	\$ 506	\$ 592	17%	17%	\$ 1,366	\$ 1,590	\$ 1,944	\$ 2,170	12%	17%
% of Adjusted Revenue	39.8%	40.1%	40.3%	41.4%	+110 bps		38.3%	39.4%	40.2%	40.4%	+20 bps	

## Adjusted Cash Flow Reconciliation (\$M)

(From Continuing Operations)

	Q4 2019*	Q4 2020	Q4 2021	Q4 2022	V% to '21	3-Year CAGR	FY 2019*	FY 2020	FY 2021	FY 2022	V% to '21	3-Year CAGR
Operating Cash Flow	\$ 343	\$ 456	\$ 513	\$ 56			\$ 982	\$ 1,123	\$ 1,656	\$ 607		
Taxes paid in period related to divestitures	-	-	-	419			39	192	-	954		
Adjusted Operating Cash Flow	\$ 343	\$ 456	\$ 513	\$ 476	(7%)	12%	\$ 1,021	\$ 1,315	\$ 1,656	\$ 1,560	(6%)	15%
Capital Expenditures	(8)	(6)	(9)	(10)			(38)	(25)	(28)	(40)		
Capitalized Software Expenditures	(2)	(8)	(7)	(8)			(10)	(18)	(30)	(30)		
Adjusted Free Cash Flow	\$ 333	\$ 442	\$ 497	\$ 457	(8%)	11%	\$ 974	\$ 1,273	\$ 1,598	\$ 1,490	(7%)	15%

Note: Numbers may not foot due to rounding.

\*Excludes the results of the divestitures completed in 2019 for (i) the Scientific Imaging businesses, sold to Teledyne on February 5, 2019 and (ii) Gatan, sold to AMETEK on October 29, 2019.

# RECONCILIATIONS II

## Adjusted Revenue Growth Reconciliation

(From Continuing Operations)

Q4 2022	Technology			Roper
	Application Software	Network Software	Enabled Products	
Organic	7%	9%	5%	7%
Acquisitions/Divestitures	17%	1%	-	8%
Foreign Exchange	(2%)	(2%)	(1%)	(2%)
<b>Total Adjusted Revenue Growth</b>	<b>22%</b>	<b>9%</b>	<b>4%</b>	<b>14%</b>

## Adjusted Segment Reconciliation (\$M)

(From Continuing Operations)

	Application Software				Network Software				Technology Enabled Products			
	Q4'19	Q4'20	Q4'21	Q4'22	Q4'19	Q4'20	Q4'21	Q4'22	Q4'19*	Q4'20	Q4'21	Q4'22
GAAP Revenue	\$ 396	\$ 545	\$ 605	\$ 740	\$ 257	\$ 283	\$ 323	\$ 350	\$ 271	\$ 283	\$ 329	\$ 341
Purchase accounting adjustment to acquired deferred revenue	-	5	-	-	5	-	-	-	-	-	-	-
<b>Adjusted Revenue</b>	<b>\$ 396</b>	<b>\$ 550</b>	<b>\$ 605</b>	<b>\$ 740</b>	<b>\$ 262</b>	<b>\$ 283</b>	<b>\$ 323</b>	<b>\$ 350</b>	<b>\$ 271</b>	<b>\$ 283</b>	<b>\$ 329</b>	<b>\$ 341</b>
GAAP Operating Profit	\$ 106	\$ 132	\$ 162	\$ 203	\$ 95	\$ 107	\$ 134	\$ 149	\$ 92	\$ 92	\$ 103	\$ 111
Purchase accounting adjustment to acquired deferred revenue and commission expense	-	3	(1)	(1)	5	-	-	-	-	-	-	-
<b>Adjusted Operating Profit</b>	<b>\$ 106</b>	<b>\$ 135</b>	<b>\$ 161</b>	<b>\$ 201</b>	<b>\$ 100</b>	<b>\$ 107</b>	<b>\$ 134</b>	<b>\$ 149</b>	<b>\$ 92</b>	<b>\$ 92</b>	<b>\$ 103</b>	<b>\$ 111</b>
<b>Adjusted Operating Margin</b>	<b>26.8%</b>	<b>24.6%</b>	<b>26.5%</b>	<b>27.2%</b>	<b>38.3%</b>	<b>37.9%</b>	<b>41.4%</b>	<b>42.4%</b>	<b>33.8%</b>	<b>32.4%</b>	<b>31.5%</b>	<b>32.7%</b>
Amortization	51	98	99	130	38	39	39	39	7	6	6	6
Adjusted EBITA	\$ 157	\$ 233	\$ 259	\$ 332	\$ 139	\$ 147	\$ 172	\$ 187	\$ 99	\$ 98	\$ 109	\$ 117
Depreciation	5	8	6	6	3	2	2	2	3	2	2	2
<b>Adjusted EBITDA</b>	<b>\$ 161</b>	<b>\$ 241</b>	<b>\$ 265</b>	<b>\$ 337</b>	<b>\$ 141</b>	<b>\$ 149</b>	<b>\$ 174</b>	<b>\$ 189</b>	<b>\$ 101</b>	<b>\$ 100</b>	<b>\$ 111</b>	<b>\$ 119</b>
<b>Adjusted EBITDA Margin</b>	<b>40.7%</b>	<b>43.8%</b>	<b>43.8%</b>	<b>45.6%</b>	<b>53.9%</b>	<b>52.6%</b>	<b>54.1%</b>	<b>54.0%</b>	<b>37.4%</b>	<b>35.3%</b>	<b>33.9%</b>	<b>34.9%</b>

Note: Numbers may not foot due to rounding.

\*Excludes the results of the divestitures completed in 2019 for (i) the Scientific Imaging businesses, sold to Teledyne on February 5, 2019 and (ii) Gatan, sold to AMETEK on October 29, 2019.

# RECONCILIATIONS III

## Adjusted Revenue Growth Reconciliation

(From Continuing Operations)

FY 2022	Technology			Roper
	Application Software	Network Software	Enabled Products	
Organic	7%	13%	10%	9%
Acquisitions/Divestitures	5%	1%	-	3%
Foreign Exchange	(1%)	(1%)	(1%)	(1%)
<b>Total Adjusted Revenue Growth</b>	<b>11%</b>	<b>13%</b>	<b>9%</b>	<b>11%</b>

## Adjusted Segment Reconciliation (\$M)

(From Continuing Operations)

	Application Software				Network Software				Technology Enabled Products			
	FY'19	FY'20	FY'21	FY'22	FY'19	FY'20	FY'21	FY'22	FY'19*	FY'20	FY'21	FY'22
GAAP Revenue	\$1,573	\$1,786	\$2,367	\$2,640	\$ 889	\$1,069	\$1,224	\$1,378	\$1,095	\$1,167	\$1,243	\$1,354
Purchase accounting adjustment to acquired deferred revenue	1	8	1	-	10	4	-	-	-	-	-	-
<b>Adjusted Revenue</b>	<b>\$1,574</b>	<b>\$1,794</b>	<b>\$2,368</b>	<b>\$2,640</b>	<b>\$ 899</b>	<b>\$1,073</b>	<b>\$1,224</b>	<b>\$1,378</b>	<b>\$1,095</b>	<b>\$1,167</b>	<b>\$1,243</b>	<b>\$1,354</b>
GAAP Operating Profit	\$ 406	\$ 468	\$ 633	\$ 714	\$ 355	\$ 383	\$ 477	\$ 571	\$ 370	\$ 412	\$ 415	\$ 449
Purchase accounting adjustment to acquired deferred revenue and commission expense	-	6	(5)	(5)	10	4	-	-	-	-	-	-
<b>Adjusted Operating Profit</b>	<b>\$ 406</b>	<b>\$ 474</b>	<b>\$ 628</b>	<b>\$ 709</b>	<b>\$ 365</b>	<b>\$ 386</b>	<b>\$ 477</b>	<b>\$ 571</b>	<b>\$ 370</b>	<b>\$ 412</b>	<b>\$ 415</b>	<b>\$ 449</b>
<b>Adjusted Operating Margin</b>	<b>25.8%</b>	<b>26.4%</b>	<b>26.5%</b>	<b>26.9%</b>	<b>40.6%</b>	<b>36.0%</b>	<b>39.0%</b>	<b>41.4%</b>	<b>33.8%</b>	<b>35.3%</b>	<b>33.4%</b>	<b>33.2%</b>
Amortization	207	271	393	433	112	156	156	157	29	24	23	22
Adjusted EBITA	\$ 614	\$ 745	\$1,021	\$1,143	\$ 477	\$ 542	\$ 633	\$ 728	\$ 399	\$ 436	\$ 439	\$ 471
Depreciation	19	22	26	22	8	9	8	7	9	9	9	8
<b>Adjusted EBITDA</b>	<b>\$ 633</b>	<b>\$ 767</b>	<b>\$1,047</b>	<b>\$1,165</b>	<b>\$ 485</b>	<b>\$ 551</b>	<b>\$ 642</b>	<b>\$ 735</b>	<b>\$ 408</b>	<b>\$ 445</b>	<b>\$ 448</b>	<b>\$ 479</b>
<b>Adjusted EBITDA Margin</b>	<b>40.2%</b>	<b>42.8%</b>	<b>44.2%</b>	<b>44.1%</b>	<b>53.9%</b>	<b>51.4%</b>	<b>52.4%</b>	<b>53.3%</b>	<b>37.2%</b>	<b>38.2%</b>	<b>36.0%</b>	<b>35.4%</b>

Note: Numbers may not foot due to rounding.

\*Excludes the results of the divestitures completed in 2019 for (i) the Scientific Imaging businesses, sold to Teledyne on February 5, 2019 and (ii) Gatan, sold to AMETEK on October 29, 2019.

# RECONCILIATIONS IV

## Adjusted Net Earnings Reconciliation (\$M)

(From Continuing Operations)

	<u>Q4 2021</u>	<u>Q4 2022</u>	<u>V %</u>	<u>FY 2021</u>	<u>FY 2022</u>	<u>V %</u>
GAAP Net Earnings	\$ 167	\$ 247	48%	\$ 805	\$ 986	22%
Purchase accounting adjustment to acquired deferred revenue and commission expense	(1)	(1) <sup>A</sup>		(4)	(4) <sup>A</sup>	
Transaction-related expenses for completed acquisitions	-	2 <sup>B</sup>		-	4 <sup>B</sup>	
Legal settlement charge	-	36 <sup>C</sup>		-	36 <sup>C</sup>	
Amortization of acquisition-related intangible assets	111	135 <sup>D</sup>		446	474 <sup>D</sup>	
Income tax restructuring expense associated with discontinued operations	7	-		18	29	
Impairment related to merger of CliniSys and Sunquest	75	-		75	-	
Gain on sale related to minority investment in Sedaru	-	-		(22)	-	
Adjusted Net Earnings	<u>\$ 359</u>	<u>\$ 419</u>	<u>17%</u>	<u>\$ 1,319</u>	<u>\$ 1,525</u>	<u>16%</u>

## Adjusted DEPS Reconciliation

(From Continuing Operations)

	<u>Q4 2021</u>	<u>Q4 2022</u>	<u>V %</u>	<u>FY 2021</u>	<u>FY 2022</u>	<u>V %</u>
GAAP DEPS	\$ 1.57	\$ 2.32	48%	\$ 7.56	\$ 9.23	22%
Purchase accounting adjustment to acquired deferred revenue and commission expense	(0.01)	(0.01) <sup>A</sup>		(0.04)	(0.04) <sup>A</sup>	
Transaction-related expenses for completed acquisitions	-	0.02 <sup>B</sup>		-	0.04 <sup>B</sup>	
Legal settlement charge	-	0.33 <sup>C</sup>		-	0.33 <sup>C</sup>	
Amortization of acquisition-related intangible assets	1.04	1.26 <sup>D</sup>		4.19	4.44 <sup>D</sup>	
Income tax restructuring expense associated with discontinued operations	0.06	-		0.17	0.27	
Impairment related to merger of CliniSys and Sunquest	0.70	-		0.70	-	
Gain on sale related to minority investment in Sedaru	-	-		(0.20)	-	
Adjusted DEPS	<u>\$ 3.36</u>	<u>\$ 3.92</u>	<u>17%</u>	<u>\$ 12.39</u>	<u>\$ 14.28</u>	<u>15%</u>



## Forecasted Adjusted DEPS Reconciliation

(From Continuing Operations)

	Q1 2023		FY 2023	
	Low End	High End	Low End	High End
GAAP DEPS <sup>E</sup>	\$ 2.54	\$ 2.58	\$ 10.92	\$ 11.22
Amortization of acquisition-related intangible assets <sup>D</sup>	1.26	1.26	4.98	4.98
Financial impacts associated with the minority investment in Indicor	TBD	TBD	TBD	TBD
Adjusted DEPS	<u>\$ 3.80</u>	<u>\$ 3.84</u>	<u>\$ 15.90</u>	<u>\$ 16.20</u>

- A. Acquisition-related fair value adjustments to commission expense related to the acquisition of Vertafore. These adjustments are taxed at 21%.
- B. Transaction-related expenses for the Frontline and viGlobal acquisitions. This adjustment is taxed at 21%.
- C. Related to the Berall legal settlement. This adjustment is taxed at 21%.
- D. Actual results and forecast of estimated amortization of acquisition-related intangible assets as shown below (\$M, except per share data). These adjustments are taxed at 21%.

	<u>Q4 2021A</u>	<u>Q4 2022A</u>	<u>FY 2021A</u>	<u>FY 2022A</u>	<u>Q1 2023E</u>	<u>FY 2023E</u>
Pretax	\$ 141	\$ 171	\$ 565	\$ 600	\$ 170	\$ 676
After-tax	\$ 111	\$ 135	\$ 446	\$ 474	\$ 135	\$ 534
Per share	\$ 1.04	\$ 1.26	\$ 4.19	\$ 4.44	\$ 1.26	\$ 4.98

- E. Forecasted results do not include any potential impact associated with our Indicor investment, and will be adjusted out of all GAAP results in future periods.

# Roper

TECHNOLOGIES