

Q2 2022 FINANCIAL RESULTS JULY 22, 2022

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 forwardlooking 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 guickly 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, as well as complete any announced divestitures, 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, 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) Basis.

During Q2, Roper Announced an Agreement to Sell a Majority Stake in its Industrial Businesses. Results for these Businesses are Reported as Discontinued Operations for All Periods Presented. Unless Otherwise Noted, the Numbers Shown in this Presentation are on a Continuing Operations Basis.

Q2 Results are Adjusted for the Following Items:

- (1) Acquisition-Related Intangible Amortization Expense
- (2) Purchase Accounting Adjustments to Commission Expense
- (3) Income Tax Restructuring Expense Associated with Pending Industrial Sale
- (4) Cash Taxes Paid Related to 2021 Divestitures

See Appendix for Reconciliations.

ROPER CONFERENCE CALL



- Q2 Enterprise Highlights & Financial Results
- Segment Detail & Outlook
- Q3 & FY 2022 Enterprise Guidance
- Q&A

Q2 SUMMARY



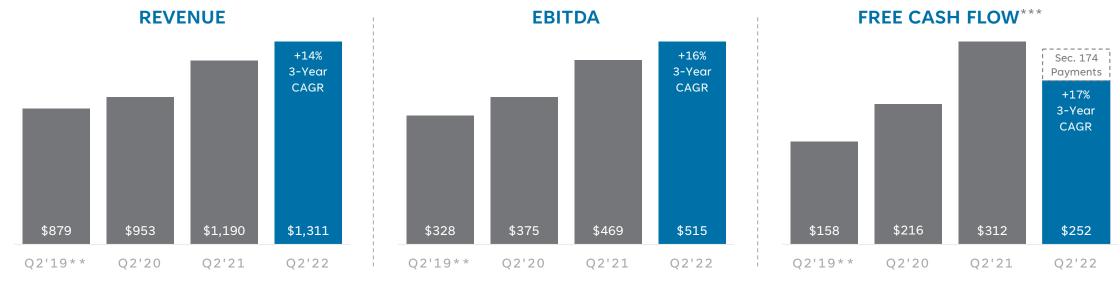
- Another Great Quarter for Roper
 - -+11% Organic Revenue Growth; Broad-Based Across All Segments
 - -+12% Software Recurring Revenue Growth
 - Continued Strong Product Demand Across Medical & Water Businesses
- Announced Sale of Majority Stake in Industrial Businesses; Meaningfully Enhances Portfolio Quality; Expands M&A Capacity
- Improved Full Year Outlook



	Q2'22 DEPS
Continuing Operations	\$3.43
Industrial Businesses in Discontinued Operations	\$0.52
Total Including Industrial Businesses in Discontinued Operations	\$3.95
Guidance	\$3.80 - \$3.84

Q2 FINANCIAL HIGHLIGHTS (CONTINUING OPERATIONS)

- Revenue +10%; Organic Revenue +11%
- EBITDA +10%; DEPS +16%
- Net Working Capital (17)% of Q2 Annualized Revenue
- Free Cash Flow (19)% to \$252M; (4)% Excluding Cash Tax Impact of Section 174*
- New 5-Year, \$3.5B Revolving Credit Facility Completed



Cash Tax Impact of Section 174* (\$49M)

Excellent Second Quarter Results

- 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.
- *** Q2'20 adjusted for income tax payments deferred due to COVID-19; Q2'22 adjusted for cash taxes paid related to divestitures. See appendix for reconciliation.



SEGMENT DETAIL & OUTLOOK

ROPER'S GO-FORWARD PORTFOLIO









61% of Roper Revenue &	Recurr
82% of Software Revenue	Peoce

	% of Roper Q2'22 Revenue	Q2'22 Organic Revenue Growth
Recurring Software	54%	+12%
Reoccurring Software	7%	+5%
Non-Recurring Software	14%	+4%
Total Software	74%	+10%
Total Products	26%	+13%
Total Roper Technologies	100%	+11%

Quality of Roper's Portfolio Meaningfully Enhanced

Numbers may not foot due to rounding. Results are presented on an Adjusted (Non-GAAP) and continuing operations basis. See appendix of this presentation and press release for reconciliations.

Note: recurring software revenue is comprised of SaaS subscriptions and software maintenance; reoccurring software revenue is comprised of transactional and volume-based fees related to software licenses; non-recurring software revenue is comprised of term and perpetual software licenses, professional services associated with software products, and hardware sold with our software licenses.

APPLICATION SOFTWARE

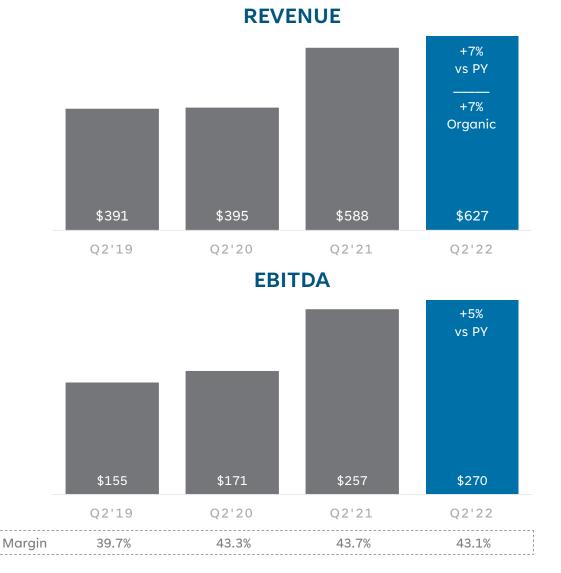


Q2 HIGHLIGHTS

- +7% Organic Revenue Growth Driven by Continued Strong Recurring Revenue
- Deltek Continued SaaS Momentum; Growth Across GovCon and Professional Services End Markets
- Another Great Vertafore Quarter; Strong Recurring Revenue Growth; MGA Systems Acquisition Enhances Suite of Agency Solutions
- Continued Lab Software Growth from CliniSys and Data Innovations; Executing Against Large Project Wins
- Strata Subscription Growth from New Customer Adds and Strong Renewals; EPSi Conversions Ahead of Plan
- Record Aderant SaaS Bookings Driven by Net New Customers and Existing Customer Migrations

2ND HALF OUTLOOK

• +MSD Organic Growth



In \$ millions.

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

NETWORK SOFTWARE

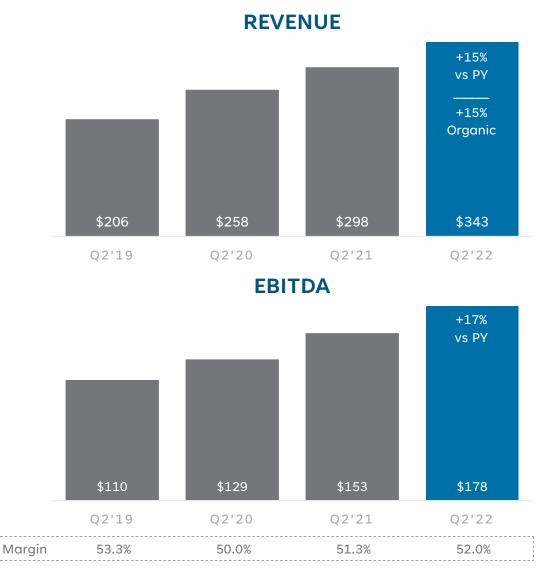


Q2 HIGHLIGHTS

- +15% Organic Revenue Growth Driven by Continued Recurring Momentum
- Exceptional Freight Matching Growth (DAT and Loadlink); Increased Revenue, Customer Count, and Revenue Per Customer Across Carrier and Broker Network Segments
- Continued Great Performance at Foundry; Recurring Revenue and Perpetual License Growth
- iPipeline and iTradeNetwork Growth from Strong Existing Customer Renewals and Expansions Combined with New Customer Additions
- Strong Growth from Alternate Site Healthcare Businesses (MHA, SHP, and SoftWriters)

2ND HALF OUTLOOK

• +MSD Organic Growth



In \$ millions.

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

TECHNOLOGY ENABLED PRODUCTS



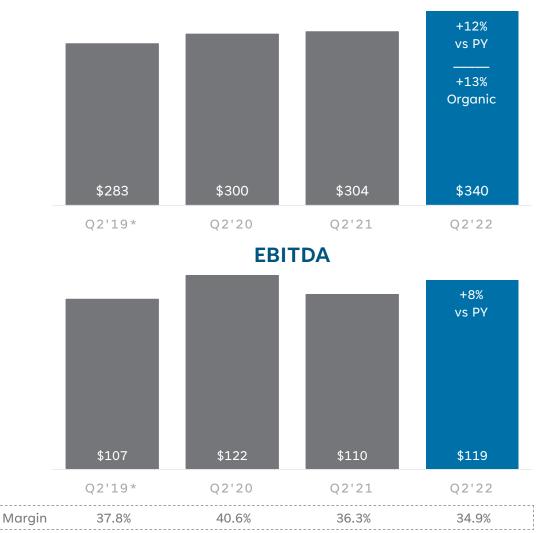
Q2 HIGHLIGHTS

- +13% Organic Revenue Growth
- Another Record Neptune Quarter; Continued Strong Adoption of Ultrasonic Meters; Tremendous Execution
- Medical Products Growth Constrained by Supply Chain Challenges; Strong Customer Demand and Businesses Executing Well
- Strong Growth Across Verathon's Single-Use Bronchoscope and Video Intubation Devices
- Record NDI Quarter Driven by Continued Strong Demand for Precision Measurement Solutions

2ND HALF OUTLOOK

• +HSD Organic Growth





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 ENTERPRISE GUIDANCE

	Adjuste	d DEPS
	Low End	High End
Previous FY'22 Guidance (Including Industrial Businesses)	\$15.50	\$15.75
FY'22 Industrial Businesses in Discontinued Operations	\$(2.	30)
Previous FY'22 Guidance (Continuing Operations)	\$13.20	\$13.45
New FY'22 Guidance (Continuing Operations)	\$13.46	\$13.62

- Full Year Organic Growth (Continuing Operations): +8 9%
- Establishing Q3 2022 DEPS Guidance (Continuing Operations): \$3.42 \$3.46

Guidance excludes impact of unannounced future acquisitions or divestitures. Also excludes any redeployment of proceeds from announced divestitures. Guidance presented on an Adjusted (Non-GAAP) and continuing operations basis. See Appendix of this presentation and press release for reconciliations. Discontinued operations DEPS assumes ownership of businesses for the entire fiscal year 2022.

SUMMARY



- Another Strong Quarter
 - +11% Organic Revenue Growth
 - EBITDA +10%; DEPS +16%
 - Free Cash Flow +17% 3-Year CAGR
- Improved Full Year Outlook
- Majority Sale of Industrial Businesses Meaningfully Enhances Portfolio Quality
 - Higher & More Resilient Organic Growth; Improved Working Capital Drives Strong Cash Conversion
- \$7B+ of M&A Firepower
 - Large Pipeline of High-Quality Acquisition Candidates
 - New 5-Year, \$3.5B Revolving Credit Facility

Simple Ideas. Powerful Results.

APPENDIX



	Q1'22	Q2'22
Revenue	\$1,280	\$1,311
Gross Profit	\$897	\$912
Gross Margin	70.1%	69.5%
EBITDA	\$508	\$515
EBITDA Margin	39.7%	39.3%
Interest Expense	\$53	\$45
Tax Rate	21.3%	20.1%
Net Earnings	\$349	\$366
DEPS	\$3.27	\$3.43



	Q2'22
Application Software	\$630
Network Software & Systems	\$370
Measurement & Analytical Solutions	\$422
Process Technologies	\$143
Revenue	\$1,566
Application Software	\$166
Network Software & Systems	\$144
Measurement & Analytical Solutions	\$130
Process Technologies	\$43
Segment Operating Profit	\$483
Corporate*	\$55
Tax Rate	20.1%

In \$ millions, except DEPS.

*Includes corporate expenses related to industrial businesses now reported as discontinued operations.

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

We disaggregate our revenues by reportable segment into four categories: (i) recurring revenue comprised of SaaS subscriptions and software maintenance; (ii) reoccurring revenue comprised of transactional and volume-based fees related to software licenses; (iii) non-recurring revenue comprised of term and perpetual software licenses, professional services associated with software products and hardware sold with our software licenses; and (iv) products and related services revenue.

Q2'22 Revenue	Application Software	Network Software	Technology Enabled Products	Roper Total
Software Related				
Recurring	\$458	\$244	\$3	\$705
Reoccurring	\$29	\$62	-	\$90
Non-Recurring	\$141	\$37	-	\$178
Total Software Revenue	\$627	\$343	\$3	\$974
Total Product Revenue	-	-	\$337	\$337
	\$627	\$343	\$340	\$1,311

RECONCILIATIONS I



Adjusted Revenue and EBITDA Reconciliation (\$M)

(From Continuing Operations)

	Q2	2019 [*]	Q2	2020	Q	2 2021	Q	2 2022	V% to '21	3-Year CAGR
GAAP Revenue	\$	878	\$	952	\$	1,190	\$	1,311	10%	14%
Purchase accounting adjustment to acquired deferred revenue		2		1		-		-		
Adjusted Revenue	\$	879	\$	953	\$	1,190	\$	1,311	10%	14%
GAAP Earnings Before Income Taxes	\$	186	\$	219	\$	257	\$	317		
Interest Expense		45		47		59		45		
Depreciation		9		9		12		9		
Amortization		83		97		143		146		
EBITDA	\$	322	\$	372	\$	471	\$	516		
Purchase accounting adjustment to acquired deferred revenue										
and commission expense		2		1		(1)		(1) A		
Transaction-related expenses for completed acquisitions		3		1		-		-		
Adjusted EBITDA	\$	328	\$	375	\$	469	\$	515	10%	16%
% of Adjusted Revenue		37.3%		39.3%		39.4%		39.3%	(10 bps)	

*

Adjusted Cash Flow Reconciliation (\$M)

(From Continuing Operations)

	Q2	2019 [*]	Q2	2020	Q2	2021	Q2	2 2022	V% to '21	3-Year CAGR
Operating Cash Flow	\$	169	\$	349	\$	327	\$	(110)	nm	nm
Cash taxes paid related to 2021 divestitures		-		-		-		378		
Deferred tax payments due to COVID-19	_	-	_	(124)		-		-		
Adjusted Operating Cash Flow	\$	169	\$	225	\$	327	\$	268	(18%)	17%
Capital Expenditures		(8)		(6)		(6)		(8)		
Capitalized Software Expenditures		(3)		(3)		(8)		(8)		
Adjusted Free Cash Flow	\$	158	\$	216	\$	312	\$	252	(19%)	17%

*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. Note: Numbers may not foot due to rounding.

RECONCILIATIONS II



Adjusted Revenue Growth Reconciliation

(From Continuing Operations)

		Technology									
Q2 2022	Application	Network	Enabled								
	Software	Software	Products	Roper							
Organic	7%	15%	13%	11%							
Acquisitions/Divestitures	1%	1%	-	1%							
Foreign Exchange	(1%)	(1%)	(1%)	(1%)							
Total Adjusted Revenue Growth	7%	15%	12%	10%							

Disaggregated Revenue Growth Reconciliation

(From Continuing Operations)

Q2 2022				Total	Total	Roper
QZ 2022	Recurring	Recurring Reoccurring		Software	Product	Total
Organic	12%	5%	4%	10%	13%	11%
Acquisitions/Divestitures	1%	-	1%	1%	-	1%
Foreign Exchange	(1%)		(2%)	(1%)	(1%)	(1%)
Total Revenue Growth	12%	5%	3%	10%	12%	10%

RECONCILIATIONS III

Adjusted Segment Reconciliation (\$M)

(From Continuing Operations)

	Application Software				Network	Software		Technology Enabled Products				
	Q2'19	Q2'20	Q2'21	Q2'22	Q2'19	Q2'20	Q2'21	Q2'22	Q2'19 [*]	Q2'20	Q2'21	Q2'22
GAAP Revenue	\$ 391	\$ 395	\$ 588	\$ 627	\$ 204	\$ 257	\$ 298	\$ 343	\$ 283	\$ 300	\$ 304	\$ 340
Purchase accounting adjustment to acquired												
deferred revenue					2	1						
Adjusted Revenue	\$ 391	\$ 395	\$ 588	\$ 627	\$ 206	\$ 258	\$ 298	\$ 343	\$ 283	\$ 300	\$ 304	\$ 340
GAAP Operating Profit	\$ 98	\$ 113	\$ 153	\$ 165	\$83	\$87	\$ 111	\$ 137	\$97	\$ 114	\$ 102	\$ 111
Purchase accounting adjustment to acquired												
deferred revenue and commission expense			(1)	(1)	2	1						
Adjusted Operating Profit	\$98	\$ 113	\$ 152	\$ 164	\$84	\$89	\$ 111	\$ 137	\$ 97	\$ 114	\$ 102	\$ 111
Adjusted Operating Margin	25.2%	28.7%	25.9%	26.2%	40.9%	34.3%	37.3%	40.0%	34.4	6 37.8%	33.6%	32.7%
Amortization	52	53	98	100	24	38	39	40	7	6	6	6
Adjusted EBITA	\$ 150	\$ 166	\$ 250	\$ 265	\$ 108	\$ 127	\$ 150	\$ 177	\$ 105	\$ 120	\$ 108	\$ 117
Depreciation	5	5	7	6	2	2	2	2	2	2	2	2
Adjusted EBITDA	\$ 155	\$ 171	\$ 257	\$ 270	\$ 110	\$ 129	\$ 153	\$ 178	\$ 107	\$ 122	\$ 110	\$ 119
Adjusted EBITDA Margin	39.7%	43.3%	43.7%	43.1%	53.3%	50.0%	51.3%	52.0%	37.8	6 40.6%	36.3%	34.9%

RECONCILIATIONS IV



Adjusted DEPS Reconciliation		Discontinue Operations					
	Q	Co Q2 2021		2 2022	V %	Q2	2022
GAAP DEPS	\$	1.92	\$	2.11	10%	\$	0.41
2021 Divestitures (TransCore, Zetec, CIVCO Radiotherapy) ^B		-		-			0.10
Purchase accounting adjustment to acquired commission expense		(0.01)		(0.01) ^A			-
Amortization of acquisition-related intangible assets ^C		1.05		1.05			0.01
Income tax restructuring expense associated with pending							
industrial sale		_		0.27			-
Adjusted DEPS	\$	2.96	\$	3.43	16%	\$	0.52

Forecasted Adjusted DEPS Reconciliation

(From Continuing Operations)	Q3 2022					FY 2022				
	Low End		Low End High End		Lo	w End	High End			
GAAP DEPS	\$	2.37	\$	2.41	\$	9.00	\$	9.16		
Purchase accounting adjustment to acquired commission expense ^A		(0.01)		(0.01)		(0.04)		(0.04)		
Amortization of acquisition-related intangible assets ^C Income tax restructuring expense associated with pending		1.06		1.06		4.23		4.23		
industrial sale		-		-		0.27		0.27		
Adjusted DEPS	\$	3.42	\$	3.46	\$	13.46	\$	13.62		

RECONCILIATIONS V



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

(From Continuing Operations)

	Q1	L 2022	Q2	2 2022
Adjusted Revenue Reconciliation				
GAAP Revenue	\$	1,280	\$	1,311
Adjusted Revenue	\$	1,280	\$	1,311
Adjusted Gross Profit Reconciliation				
GAAP Gross Profit	\$	897	\$	912
Adjusted Gross Profit	\$	897	\$	912
% of Adjusted Revenue		70.1%		69.5%
Adjusted EBITDA Reconciliation				
GAAP Earnings Before Income Taxes	\$	301	\$	317
Interest Expense		53		45
Depreciation		10		9
Amortization		146		146
Amontization				

expense ^A	(1)	(1)
Adjusted EBITDA	\$ 508	\$ 515
% of Adjusted Revenue	 39.7%	39.3%

Adjusted Net Earnings Reconciliation (\$M)

(From Continuing Operations)

	Q1 2022		Q2	2022
GAAP Net Earnings	\$	236	\$	225
Purchase accounting adjustment to acquired commission				
expense ^A		(1)		(1)
Amortization of acquisition-related intangible assets ^C Income tax restructuring expense associated with pending		113		113
Industrial sale		-		29
Adjusted Net Earnings		349	\$	366

Adjusted DEPS Reconciliation

(From Continuing Operations)

	Q1 2022		Q2	2 2022
GAAP DEPS		2.22	\$	2.11
Purchase accounting adjustment to acquired commission				
expense ^A		(0.01)		(0.01)
Amortization of acquisition-related intangible assets ^C		1.06		1.05
Income tax restructuring expense associated with pending				
industrial sale		-		0.27
Adjusted DEPS	\$	3.27	\$	3.43

RECONCILIATIONS VI



Adjusted Segment Reconciliation (\$M)

(Previous Guidance Basis; Includes Discontinued Operations)

	Application Software Q2'22		Software		Software		Software		Soft Sy	etwork ware & stems 22'22	& An Sol	surement alytical lutions 2'22	Tech	ocess nologies 2'22	 nent Total)2'21
GAAP Revenue	\$	630	\$	370	\$	422	\$	143	\$ 1,566						
Adjusted Revenue	\$	630	\$	370	\$	422	\$	143	\$ 1,566						
GAAP Operating Profit Purchase accounting adjustment to acquired	\$	167	\$	144	\$	130	\$	43	\$ 484						
commission expense		(1)		-		-		-	 (1)						
Adjusted Operating Profit	\$	166	\$	144	\$	130	\$	43	\$ 483						
Adjusted Operating Margin		26.3%		38.9%		30.8%		30.0%	 30.9%						

FOOTNOTES



A. 2022 actual results and 2022 forecast of estimated acquisition-related fair value adjustments to commission expense related to the acquisition of Vertafore as shown below (\$M, except per share data). These adjustments are taxed at 21%.

	Q2	2021A	Q1 2022A Q2 2022A		Q3	2022E	FY	2022E	
Pretax	\$	(1)	\$	(1)	\$ (1)	\$	(1)	\$	(5)
After-tax	\$	(1)	\$	(1)	\$ (1)	\$	(1)	\$	(4)
Per Share	\$	(0.01)	\$	(0.01)	\$ (0.01)	\$	(0.01)	\$	(0.04)

- **B.** 2022 adjusted for gain / (loss) on disposition of discontinued operations, net of tax, associated with the working capital true-up related to the TransCore divestiture.
- **C.** 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%.

Continuing Operations

	Q2 :	2021A	Q	12	2022A	Q2	2022A	Q3	2022E	FY 2	2022E
Pretax		142			143		143		144	\$	573
After-tax	\$	112		\$	113	\$	113	\$	113	\$	452
Per share	\$	1.05		\$	1.06	\$	1.05	\$	1.06	\$	4.23

Discontinued Operations

	Q2 2	2022A	
Pretax	\$	2	
After-tax	\$	1	
Per share	\$	0.01	

Roper Technologies