



Q1 2023

Financial results

April 27, 2023

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, 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, 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.

Reg. G Disclosure

Today's conference call will discuss results primarily on an adjusted (non-GAAP) and continuing operations basis.

Q1 results adjusted for the following Items:

1. Amortization of acquisition-related intangible assets
2. Financial impacts associated with the minority investment in Indicor

See appendix for reconciliations.

Agenda

Q1 enterprise highlights & financial results

Segment detail & outlook

Q2 & FY 2023 enterprise guidance

Q&A

Q1 overview

Enhanced portfolio
performing well

Great start to 2023

Total revenue +15%; organic revenue +8%

Expanding recurring revenue base

30%+ free cash flow margin

Increasing full year guidance

Well positioned for capital deployment

Q1 financial highlights

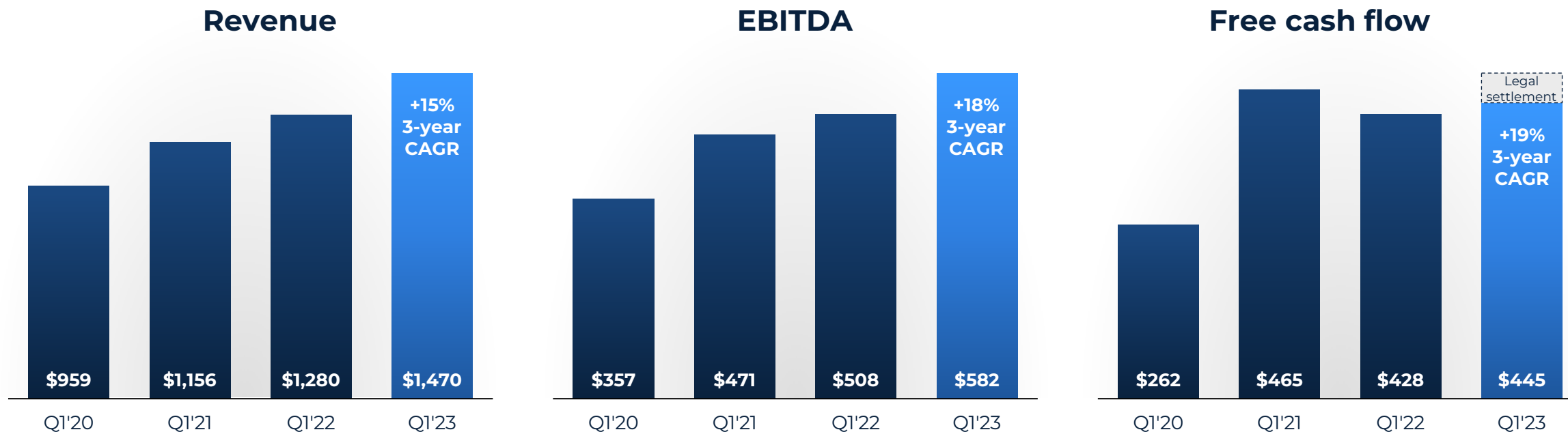
Excellent first quarter results

Total revenue +15%; organic revenue +8%

EBITDA +15%; EBITDA margin 39.6%

DEPS +19% to \$3.90

Free cash flow +4%; +14% excluding legal settlement*



In \$ millions, except DEPS. Results are presented on an adjusted (non-GAAP) and continuing operations basis. See appendix for reconciliations.

* Cash payment of \$45 million related to previously announced settlement of Berall v. Verathon patent litigation matter.

Cash impact of legal settlement* (\$45M) [Dashed Box]

Strong financial position

\$4B+ capacity for capital deployment

	3/31/23
Cash	\$1,182
Gross debt	\$6,664
Net debt	\$5,482
TTM EBITDA	\$2,245
Gross debt-to-EBITDA (TTM)	3.0x
Net debt-to-EBITDA (TTM)	2.4x
Drawn on \$3.5B revolver	\$0

In \$ millions. Numbers may not foot due to rounding.
Results are presented on an adjusted (non-GAAP) and continuing operations basis.
See appendix for reconciliations.

Segment detail & outlook

Application Software

Q1 highlights

Revenue +21%; organic revenue +6%

Continued Deltek SaaS momentum; growth across GovCon & private sector markets

Another quarter of strong SaaS adoption & record bookings for Aderant

Vertafore performing well; MGA bolt-on exceeding expectations

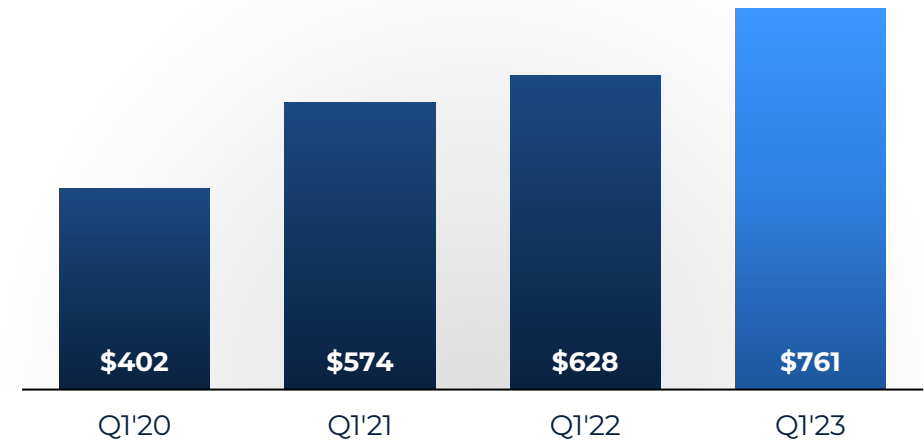
Frontline off to a strong start

Segment margins in line with expectations; capacity ramp for acute care implementations

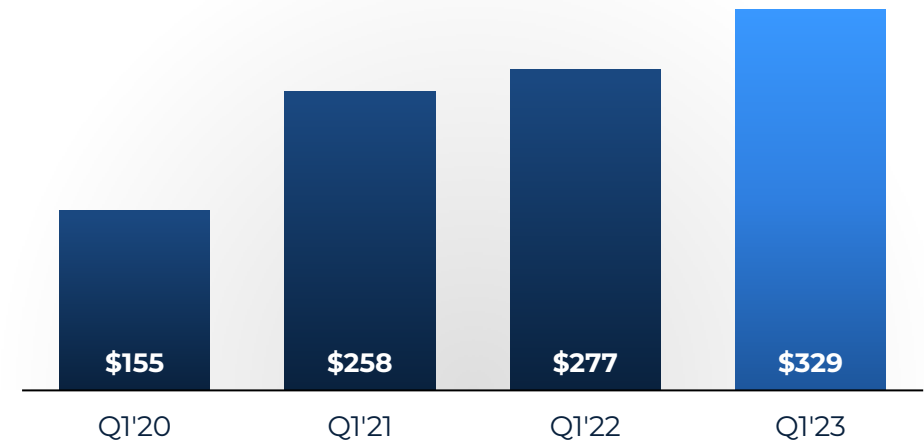
Q2 – Q4 outlook

MSD organic growth

Revenue



EBITDA



Margin	Q1'20	Q1'21	Q1'22	Q1'23
	38.7%	44.9%	44.1%	43.2%

In \$ millions. Results are presented on an adjusted (non-GAAP) and continuing operations basis. See appendix for reconciliations.

Network Software

Q1 highlights

Revenue +5%; organic revenue +6%

DAT & Loadlink growth; premium offerings continued to drive increased ARPU

iPipeline ARR growth; strong renewals & customer expansions

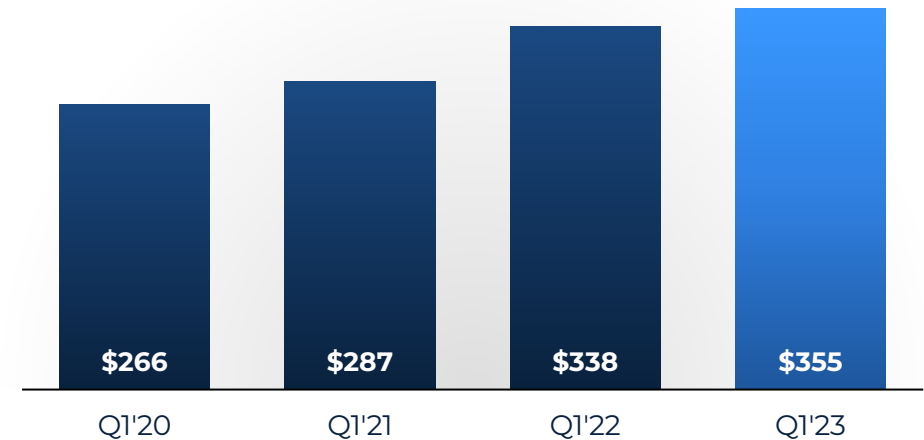
Continued great performance by Foundry; strong adoption of new subscription pricing

Growth across alternate site healthcare businesses; senior care occupancy improving

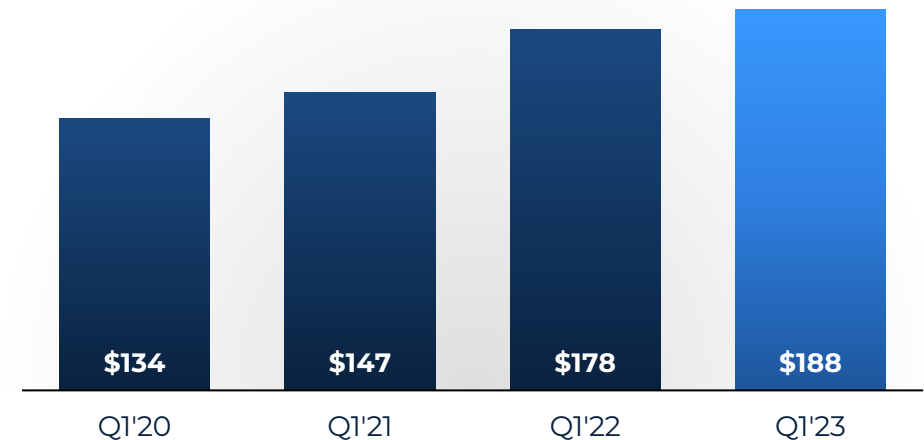
Q2 – Q4 outlook

MSD organic growth

Revenue



EBITDA



Margin	50.5%	51.1%	52.7%	53.1%

In \$ millions. Results are presented on an adjusted (non-GAAP) and continuing operations basis. See appendix for reconciliations.

Technology Enabled Products

Q1 highlights

Revenue +13%; organic revenue +14%

Continued strong execution & progress addressing supply chain challenges

Record Neptune revenue & backlog; increasing momentum for ultrasonic meters

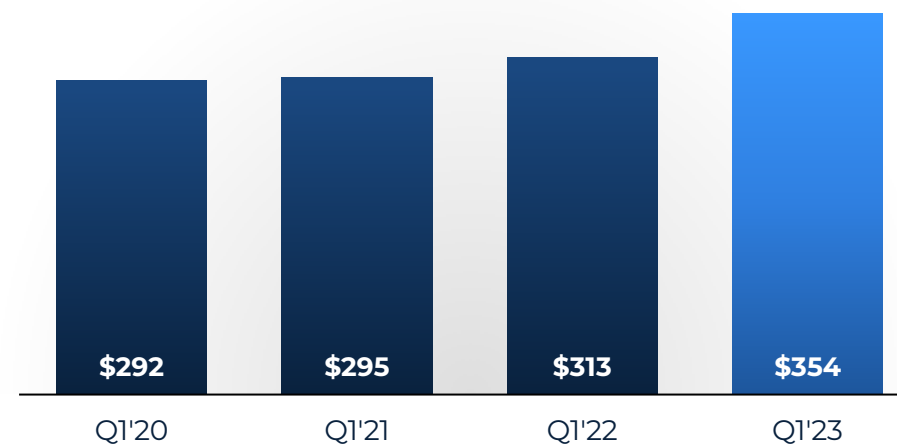
Verathon growth across BFlex, GlideScope & BladderScan

Another strong growth quarter for NDI's precision measurement solutions

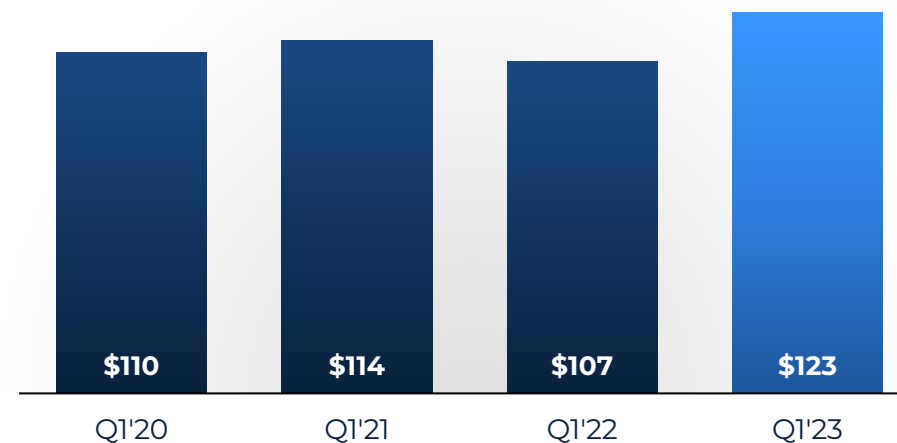
Q2 – Q4 outlook

LDD organic growth

Revenue



EBITDA



Margin	Q1'20	Q1'21	Q1'22	Q1'23
	37.6%	38.6%	34.3%	34.7%

In \$ millions. Results are presented on an adjusted (non-GAAP) and continuing operations basis. See appendix for reconciliations.

2023 enterprise guidance

Guidance update

Raising full year 2023 guidance

Total revenue: 12%+

Organic: +6 - 7%

Previously +5 - 6%

Adjusted DEPS: \$16.10 - \$16.30

Previously \$15.90 - \$16.20

Establishing Q2 2023 guidance

Adjusted DEPS: \$3.96 - \$4.00

Summary

**Simple ideas.
Powerful results.**

Great start to 2023

Total revenue +15%; organic revenue +8%

Free cash flow +14% excluding legal settlement*

Increasing full year guidance

Excellent first quarter results

Enhanced portfolio performing well

Well positioned for capital deployment

Significant M&A firepower

Large pipeline of high-quality acquisition opportunities

Results are presented on an adjusted (non-GAAP) and continuing operations basis. See appendix for reconciliations.

* Cash payment of \$45 million related to previously announced settlement of Berall v. Verathon patent litigation matter.

**Market-leading businesses
in defensible niches**

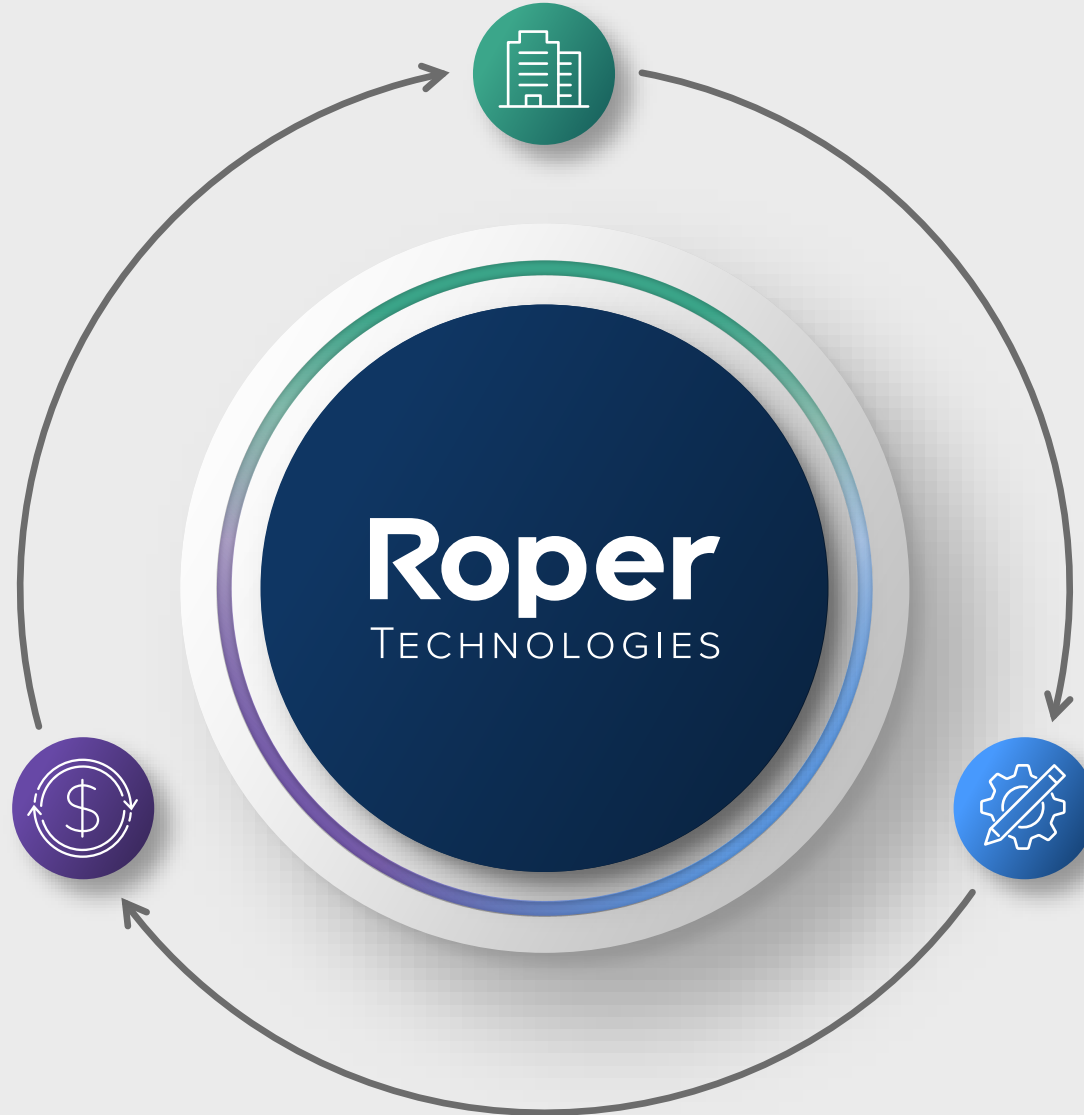


**Decentralized
operating
environment**



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**Process-driven
capital deployment**



Appendix

Q1 income statement metrics

	Q1'22	Q1'23	
Revenue	\$1,280	\$1,470	+15%; organic +8%
Gross profit	\$897	\$1,019	
Gross margin	70.1%	69.3%	
EBITDA	\$508	\$582	+15%
EBITDA margin	39.7%	39.6%	
Interest expense	\$53	\$37	
Tax rate	21.3%	21.6%	
Net earnings	\$348.5	\$416.8	+20%
DEPS	\$3.27	\$3.90	+19%

In \$ millions, except DEPS.

Results are presented on an adjusted (non-GAAP) and continuing operations basis. See subsequent slides for reconciliations

Roper's revenue composition

Disaggregated revenue reconciliation (\$M)

(from continuing operations)

	Q1 2023				Technology Enabled Products		Roper	
	Application Software		Network Software					
	Q1'22	Q1'23	Q1'22	Q1'23	Q1'22	Q1'23	Q1'22	Q1'23
Software related								
Recurring	462	581	237	256	3	4	701	840
Reoccurring	32	35	61	64	-	-	92	100
Non-recurring	135	145	41	34	-	-	176	180
Total software revenue	628	761	338	355	3	4	970	1,120
Total product revenue	-	-	-	-	310	350	310	350
Total revenue	628	761	338	355	313	354	1,280	1,470

Reconciliations I

Adjusted revenue and EBITDA reconciliation (\$M) (from continuing operations)

	Q1 2020	Q1 2021	Q1 2022	Q1 2023	V% to '22	3-Year CAGR	TTM 2023
GAAP revenue	\$ 957	\$ 1,155	\$ 1,280	\$ 1,470			\$ 5,562
Purchase accounting adjustment to acquired deferred revenue	2	1	-	-			-
Adjusted revenue	\$ 959	\$ 1,156	\$ 1,280	\$ 1,470	15%	15%	\$ 5,562
GAAP earnings before income taxes	\$ 202	\$ 284	\$ 301	\$ 360			\$ 1,341
Interest expense	45	61	53	37			177
Depreciation	10	12	10	9			36
Amortization	98	143	146	175			642
EBITDA	\$ 354	\$ 499	\$ 509	\$ 581			\$ 2,197
Purchase accounting adjustment to acquired deferred revenue and commission expense	2	-	(1)	-			(3)
Transaction-related expenses for completed acquisitions	-	-	-	-			5
Financial impacts associated with the minority investment in Indicor	-	-	-	1 ^A			1
Legal settlement charge	-	-	-	-			45
Gain on sale of divested businesses	-	(28)	-	-			-
Adjusted EBITDA	\$ 357	\$ 471	\$ 508	\$ 582	15%	18%	\$ 2,245
% of adjusted revenue	37.2%	40.8%	39.7%	39.6%	(10 bps)		40.4%

Cash flow reconciliation (\$M) (from continuing operations)

	Q1 2020	Q1 2021	Q1 2022	Q1 2023	V% to '22	3-Year CAGR
Operating cash flow	\$ 271	\$ 479	\$ 441	\$ 465	5%	20%
Capital expenditures	(6)	(6)	(5)	(10)		
Capitalized software expenditures	(3)	(7)	(8)	(10)		
Free cash flow	\$ 262	\$ 465	\$ 428	\$ 445	4%	19%

Reconciliations II

Revenue growth reconciliation (from continuing operations)

Q1 2023	Technology			
	Application Software	Network Software	Enabled Products	Roper
Organic	6%	6%	14%	8%
Acquisitions/divestitures	16%	-	-	8%
Foreign exchange	(1%)	(1%)	(1%)	(1%)
Total revenue growth	21%	5%	13%	15%

Adjusted segment reconciliation (\$M) (from continuing operations)

	Application Software				Network Software				Technology Enabled Products			
	Q1'20	Q1'21	Q1'22	Q1'23	Q1'20	Q1'21	Q1'22	Q1'23	Q1'20	Q1'21	Q1'22	Q1'23
GAAP revenue	\$ 402	\$ 573	\$ 628	\$ 761	\$ 263	\$ 287	\$ 338	\$ 355	\$ 292	\$ 295	\$ 313	\$ 354
Purchase accounting adjustment to acquired deferred revenue	-	1	-	-	2	-	-	-	-	-	-	-
Adjusted revenue	\$ 402	\$ 574	\$ 628	\$ 761	\$ 266	\$ 287	\$ 338	\$ 355	\$ 292	\$ 295	\$ 313	\$ 354
GAAP operating profit	\$ 97	\$ 154	\$ 172	\$ 193	\$ 91	\$ 106	\$ 137	\$ 148	\$ 101	\$ 106	\$ 100	\$ 115
Purchase accounting adjustment to acquired deferred revenue and commission expense	-	-	(1)	-	2	-	-	-	-	-	-	-
Adjusted operating profit	\$ 97	\$ 153	\$ 171	\$ 193	\$ 94	\$ 106	\$ 137	\$ 148	\$ 101	\$ 106	\$ 100	\$ 115
Adjusted operating margin	24.2%	26.7%	27.2%	25.4%	35.2%	36.7%	40.4%	41.6%	34.7%	35.8%	31.8%	32.6%
Amortization	53	98	100	130	38	39	40	39	6	6	6	6
Adjusted EBITA	\$ 151	\$ 251	\$ 271	\$ 324	\$ 132	\$ 145	\$ 177	\$ 187	\$ 107	\$ 112	\$ 105	\$ 121
Depreciation	5	7	6	5	2	2	2	2	2	2	2	2
Adjusted EBITDA	\$ 155	\$ 258	\$ 277	\$ 329	\$ 134	\$ 147	\$ 178	\$ 188	\$ 110	\$ 114	\$ 107	\$ 123
Adjusted EBITDA margin	38.7%	44.9%	44.1%	43.2%	50.5%	51.1%	52.7%	53.1%	37.6%	38.6%	34.3%	34.7%

Note: Numbers may not foot due to rounding.

Reconciliations III

Adjusted DEPS reconciliation (from continuing operations)

	Q1 2022	Q1 2023	V %
GAAP DEPS	\$ 2.22	\$ 2.66	20%
Purchase accounting adjustment to acquired commission expense	(0.01)	-	
Financial impacts associated with the minority investment in Indicor	-	(0.02) ^A	
Amortization of acquisition-related intangible assets	1.06	1.26 ^B	
Adjusted DEPS	\$ 3.27	\$ 3.90	19%

Forecasted adjusted DEPS reconciliation (from continuing operations)

	Q2 2023		FY 2023	
	Low end	High end	Low end	High end
GAAP DEPS ^C	\$ 2.71	\$ 2.75	\$ 11.11	\$ 11.31
Financial impacts associated with the minority investment in Indicor ^A	TBD	TBD	TBD	TBD
Amortization of acquisition-related intangible assets ^B	1.25	1.25	4.99	4.99
Adjusted DEPS	\$ 3.96	\$ 4.00	\$ 16.10	\$ 16.30

Footnotes

A. Financial impacts associated with the minority investment in Indicor as shown below (\$M, except per share data).

	Q1 2022A	Q1 2023A	Q2 2023E	FY 2023E
Pretax	\$ -	\$ 1	TBD	TBD
After-tax	\$ -	\$ (2)	TBD	TBD
Per share	\$ -	\$ (0.02)	TBD	TBD

B. 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%.

	Q1 2022A	Q1 2023A	Q2 2023E	FY 2023E
Pretax	\$ 143	\$ 170	\$ 170	\$ 678
After-tax	\$ 113	\$ 135	\$ 134	\$ 535
Per share	\$ 1.06	\$ 1.26	\$ 1.25	\$ 4.99

C. 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.



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