



WATTS WATER INVESTOR PRESENTATION

August 2025

Forward Looking Statements

Certain statements in this presentation constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995.

These statements are related to forecasts of sales, margins, earnings, earnings per share, effective tax rate, capital expenditures, cash flow, water market growth, acquisition strategy and integration, construction outlook, inflation and management goals and objectives.

Watts cautions investors that any such forward-looking statements made by Watts are not guarantees of future performance. All forward-looking statements are subject to known and unknown risks, uncertainties, and contingencies, many of which are beyond the control of Watts, which may cause actual results, performance or achievements to differ materially from anticipated future results, performance or achievements expressed or implied by the forward-looking statements.

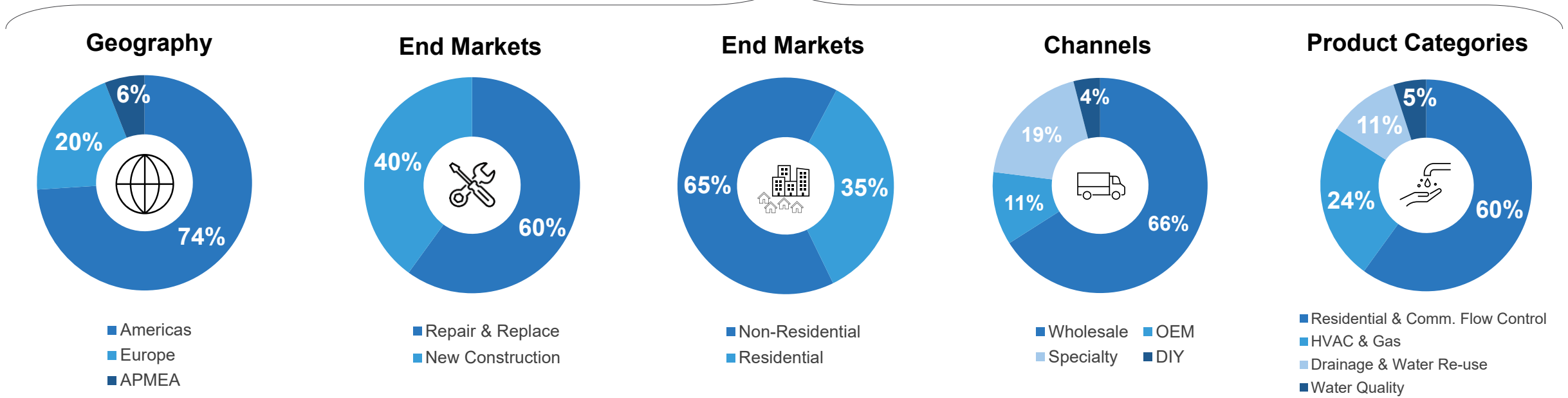
Factors that might affect forward-looking statements include overall economic and business conditions, changes in tariff rates, competitive factors, changes in laws affecting Watts, future acquisitions of material assets or businesses by Watts, the demand for Watts' products and services and other factors identified in "Item 1A. Risk Factors" in our most recent Annual Report on Form 10-K and in subsequent reports filed with the SEC.

Key Messages

- 1 **Global water solutions** leader in commercial, residential and light industrial end markets
- 2 **Industry leading brands aligned** with long-term secular trends; large installed base provides strong repair and replacement footprint
- 3 Driving profitable growth through **innovation and smart & connected offerings**
- 4 Significant cash flow generation and flexible balance sheet to support **balanced capital deployment**

Watts Water Snapshot (NYSE: WTS)

2024 Key Statistics *With 5 Year Performance vs. 2019*

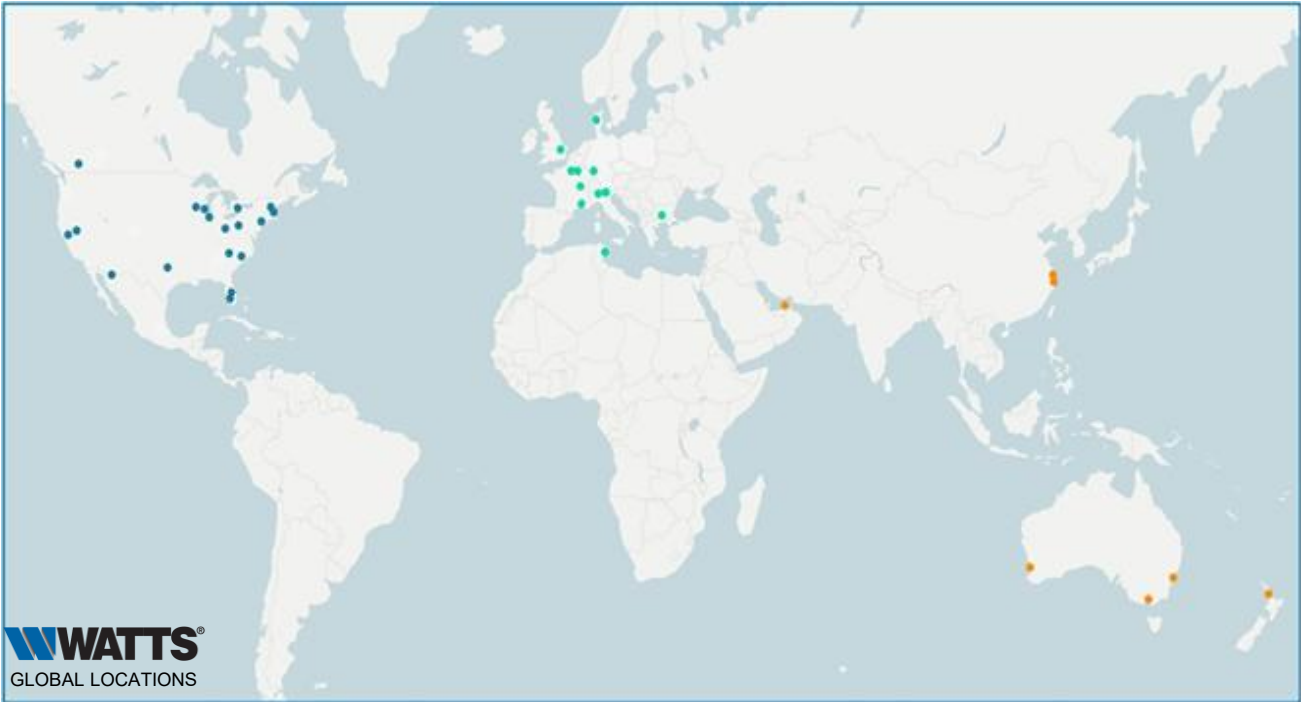


Global Leader in Commercial, Residential and Light Industrial Water Solutions

See Appendix for reconciliation of non-GAAP measures to their corresponding GAAP measures

Strong Global Footprint

Americas			
N. Andover	Massachusetts	● ◆	
Blauvelt	New York	■ ■ ■ ◆	
Burlington	Ont, Canada	■ ■ ◆	
Germantown	Wisconsin	■ ■	
Groveport	Ohio	■	
Export	Pennsylvania	■ ■ ■	
Franklin	New Hampshire	■ ■	
Ft. Myers	Florida	■ ■ ■	
Ft. Worth	Texas	■ ■ ■ ◆	
Menomonee Falls	Wisconsin	■ ■ ■	
Michigan City	Indiana	■ ■ ■	
Nogales	Mexico	■	
Oviedo	Florida	■ ■ ■	
Sparks	Nevada	■	
Spindale	North Carolina	■ ■	
St. Pauls	North Carolina	■ ■ ■ ◆	
Vernon	BC, Canada	■ ■ ■ ◆	
Woodland	California	■ ■ ◆	



Europe

Biassono	Italy		Rosieres	France	
Gardolo	Italy		Sorgues	France	
Hautvillers	France		St. Neots	UK	
Landau	Germany		Vildbjerg	Denmark	
Monastir	Tunisia		Virey le Grand	France	
Plovdiv	Bulgaria				

APMEA

Shanghai	China		Melbourne	Australia	
Ningbo	China		Perth	Australia	
Auckland	New Zealand		Sydney	Australia	
Dubai	UAE				

Legend	
Headquarters	●
Learning Center	◆
Sales, R&D	■
Manufacturing	■
Distribution	■

North Andover, MA

Headquarters

~4,800

Employees

5

Continents

36

Principal Worldwide
Locations

Note: Not all sales offices included on these lists.

Aligning the Business to Secular Growth Trends

**Secular
Growth
Trends**

- Safety and regulation – high performing products to safeguard critical water systems
- Energy efficiency – engineered high efficiency heating and hot water products
- Water conservation – valves, drainage, washroom and leak detection capabilities to conserve water

Competitive Advantages

**Global
Footprint**

Vertical integration keeps production near customers and reduces supply chain

**Broad Product
Portfolio**

Code and specification driven; Extensive certification process

**Manufacturing
Expertise**

Driving operational efficiencies with One Watts Performance System

**Proven
Track Record**

150-year history with large installed base and deep customer relationships; Leadership in code development

**Technology and
Innovation**

Investing in R&D; Expanding Smart and Connected portfolio to drive growth

**Diverse End
Market Exposure**

Diverse exposure to residential, non-residential and light industrial end markets

Competitive Advantages Position Watts to Leverage Long-term Secular Growth Trends

Large and Diverse Addressable Markets

END MARKETS



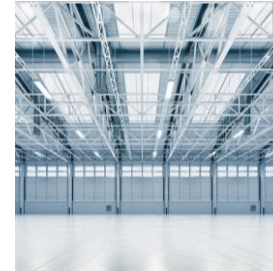
**Institutional /
Educational**



**Data Centers /
Mega Projects**



Healthcare



**Light
Industrial**



**Single-family
Residential**



**Multi-family
Residential**



**Hospitality –
Hotel**



**Hospitality –
Food Service**



Balanced Portfolio Provides Springboard for Future Growth

¹ Based on Company estimates of global market.

Broad Range of Industry-leading Products and Solutions



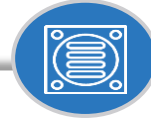
Residential and Commercial Flow Control Solutions

Safeguarding water systems through backflow preventers, regulators, relief valves, thermostatic mixing valves, leak detection, commercial washroom and emergency safety solutions



Water Quality Solutions

Point-of-use and point-of-entry filtration, monitoring, conditioning and scale prevention systems



Drainage & Water Re-use Solutions

High performance drainage systems and engineered rainwater harvesting solutions for commercial, industrial, marine and residential uses



Heating & Hot Water Solutions

Advanced high-efficiency boilers, water heaters, under-floor heating solutions & controls designed to optimize energy efficiency

High Quality Products and Solutions for the Conveyance, Conservation, Control and Safe Use of Water

Commercial Offerings

~65% of Sales; More Complexity / Systems

Commercial / Institutional Washroom

Hand Washing Stations • Tapware • Fixtures • Shower Valves • Partitions • Locker Systems • Lavatory Carriers • Correctional Controllers



Boiler / Mechanical Room

Hot Water Heaters / Boilers • Digital Thermostatic Mixing Stations • Boiler & Pump Controls • Temperature and Pressure Sensors



Leak Detection

Wireless Leak Detection & Notification



Industrial Safety

Eyewash Systems • Full Body Systems • Handheld Showers • Shower Skids



Commercial Kitchens

Gas Connectors • Stainless Steel Drains • Point of Use Filtration Systems



Guestroom

Shower Valves • Shower Drains • Underfloor Heating • Thermostats



Water Quality

Anti-Scale Systems • Ballast Water • Water Softeners • SmartStream UV System



Driveway / Sidewalk

Electronic Temperature Controls • Snow Melt Hydronic Systems • Manifolds



Water Safety / Fire Protection / Irrigation

Backflow Preventers • Cross Connection Systems • Isolation Valves • Automatic Control Valves • Pressure Reducing Valves • Ball, Gate, & Butterfly Valves • Thermostatic Mixing Valves



Drainage

Cast Iron & Trench • Stainless Steel Drains & Pipe • Rainwater Harvesting • Roofs, Parking Garages, Bathrooms, Kitchens



Residential Offerings

~35% of Sales; Comprehensive Product Range

Kitchen

Undersink Thermostatic Mixing Valves • Reverse Osmosis Water Filtration Systems • Electric Tile Warming • SmartSense Excess Flow Valve & Thermal Shutoff



WATTS
DORMONT



Living Room

Control Panel / Thermostat • Radiant Underfloor Heating



SunTouch
tekmar



Leak Detection

Wireless Leak Detection

LEAKDEFENSE

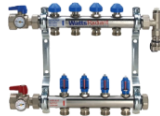


Driveway / Sidewalk

Snow Melt Hydronic Systems • Electronic Temperature Controls • Manifolds • Quick Connect Fittings • Hydrocontrol Panels



tekmar
SunTouch
WATTS



Water Safety

Backflow Preventers • Pressure Reducing Valves



WATTS



Irrigation

Backflow Preventers • Pressure Reducing Valves • Flow Control Valves



FEBCO
WATTS



Water Quality

Whole House Filtration Systems • Water Softeners • SmartStream UV Disinfection Systems • Anti-Scale Systems



WATTS



Bathroom

Tempering Valves • Electric Tile Warming • Stainless Steel Shower Drains • Hot Water on Demand Recirculation



BLÜCHER
POWERS

WATTS
SunTouch



Laundry Room

Gas Ball Valves & Connectors • SmartSense Excess Flow Valve & Thermal Shutoff • IntelliFlow Automatic Washing Machine Shutoff Valves



Boiler / Mechanical Room

T&P Relief Valves • Tempering Valves • Pressure Reducing Valves • Expansion Tanks • Temperature & Pressure Gauges • Air Separators • Anti-Scale Systems



WATTS



Driving Value Creation Through Sustainability Strategy

Access Our Full 2024 Sustainability Report [Here](#)

SUSTAINABILITY PILLARS AND 2024 PROGRESS EXAMPLES

	Footprint	>80 M	Liters of water reduced since 2014
	Handprint	~950 MT	Absolute CO ₂ reduction in 2024
	Social Responsibility	~93K MT	Reduction in CO ₂ emissions for customers with AERCO, PVI and Lync heating solutions in 2024
	Corporate Governance	30	Products with Environmental Product Declarations
		Zero	Recordable injuries at 18 operating sites; 50% improvement in TRIR since 2020
		>8K	Quick kaizens submitted by employees through our OWPS program
		100%	New supplier conformance to Supplier ESG Standards
		500	Supplier Quality Audits completed globally

SOLVING CUSTOMERS' CHALLENGES ACROSS OUR "TRIPLE PLAY"

	CHALLENGE	SOLUTION
Safety & Regulation	Costly property damage from debris build up	Smart Strainers: Monitoring system sends real-time alerts so strainer can be flushed proactively
Water Conservation	Monitoring and managing water usage in commercial buildings	Nexa: Intelligent water management platform with advanced sensor tech to collect real-time system data
Energy Efficiency	Inefficient water heating with traditional thermostatic mixing valves	Powers IntelliStation 2: Optimizes energy usage through tighter, programmable temperature control

RECOGNITIONS

MSCI ESG RATINGS
CCC B BB BBB A AA AAA

Corporate ESG Performance
RATED BY ISS Prime

SUSTAINALYTICS
Negligible Low Medium High Severe
0-10 10-20 20-30 30-40 40+

USA TODAY
AMERICA'S CLIMATE LEADERS
2024

AMERICA'S GREENEST COMPANIES
2024
Newsweek

AMERICA'S MOST RESPONSIBLE COMPANIES
2024
Newsweek

WATTS
The Boston Globe
TOP PLACES TO WORK
2023, 2024

TIME
AMERICA'S BEST COMPANIES
2025
statista



Experienced Executive Leadership Team



Bob Pagano

CEO, President and Chairperson
Previously at ITT Corporation
Joined WTS: 2014



Ryan Lada

Chief Financial Officer
Previously at The AZEK
Company
Joined WTS: 2025



Andre Dhawan

Chief Operating Officer
Previously at Vontier
Corporation
Joined WTS: 2022



Kim Trevisan

Chief Information Officer
Previously at Old Castle APG
Joined WTS: 2025



Kenneth Lepage

General Council
Chief Sustainability Officer
Secretary
Joined WTS: 2003



James F. Dagley

President of Watts Applied Solutions
Previously at Johnson Controls
Joined WTS: 2016



Elie Melhem

President, Asia Pacific,
The Middle East, Africa
Previously at Ariston Thermo Group
Joined WTS: 2011



Monica Barry

Chief Human Resource Officer
Previously at Colfax Corporation
Joined WTS: 2021



Ram Ramakrishnan

Executive Vice President, Strategy
and Business Development
Previously at Avery Dennison Corporation
Joined WTS: 2013

Strong Management Team with Sound Execution Track Record

- ✓ Long-standing management team with an average tenure of ~8 years
- ✓ Significant industry knowledge and experience allowing to identify and solve critical water challenges through utilizing global team and best-in-class R&D capabilities
- ✓ Experienced finance and strategy-oriented team focused on maintaining a strong balance sheet and balanced capital deployment

The Right Leadership in Place to Lead Watts Forward

Engaged and Accountable Board of Directors



David Dunbar
Lead Independent Director
President and CEO,
Standex International Corp.
Joined WTS: 2017



Kenneth Napolitano
Retired President of Applied
Water Systems, Xylem Inc.
Joined WTS: 2024



Bob Pagano
CEO, President and
Chairperson
Joined WTS: 2014



Michael Dubose
CEO, B2B Industrial
Packaging
Joined WTS: 2020



Merilee Raines
Retired CFO, IDEXX
Laboratories, Inc.
Joined WTS: 2011



Louise Goeser
Retired President and CEO,
Grupo Siemens S.A. de C.V.
Joined WTS: 2018



Joseph Noonan
eCommerce Entrepreneur;
Horne Family Member
Joined WTS: 2013



Joseph Reitmeier
Retired EVP,
Lennox International Inc.
Joined WTS: 2016



Rebecca Boll
SVP & Chief Product Officer,
Fluence Energy Inc.
Joined WTS: 2024

Board Skillsets and Attributes

- ✓ Operational & C-Suite Experience
- ✓ International Markets Exposure
- ✓ Public Company Board Experience
- ✓ Global Manufacturing
- ✓ Relevant End Market Exposure
- ✓ Business Ethics
- ✓ eCommerce / Digital

61 Years
Avg. Age

8 Years
Avg. Tenure

Director Skillset and Attributes Support Long-term Strategy

Disciplined M&A Strategy

Strategic Acquisition Criteria

- Core or complementary markets
- Brand name products, market leadership
- Entry into new markets and geographies
- Product offering expansion, including new / improved technology
- Increase in shelf space with existing customers

Financial Criteria

- ROIC > cost of capital within 3 – 5 years
- Accretive to EPS in year 1
- Accretive to EBITDA margin within 3 – 5 years

History of Successful Bolt-on Acquisitions

2020 
THE DETECTION GROUP

The Detection Group

TDG specializes in the design, marketing and distribution of wireless leak detection systems for commercial buildings

2021 
LEAK DEFENSE

Sentinel Hydrosolutions

Sentinel, now known as Leak Defense, specializes in leak detection products, primarily sold into the high-end residential end market

2023 
ENWARE

Enware

Leading supplier for specialty plumbing and safety equipment used in Australian institutional and commercial end markets

2023 
Bradley

Bradley Corporation

a comprehensive portfolio of plumbing fixtures, washroom accessories and emergency safety products to commercial and industrial end markets

2024 
JOSAM

Josam Company

Leading provider and manufacturer of drainage and plumbing products offering customized products to commercial and multi-family end markets

2025 
I-CON

I-CON Systems

Leading provider of plumbing control solutions primarily for correctional facilities within the institutional end market

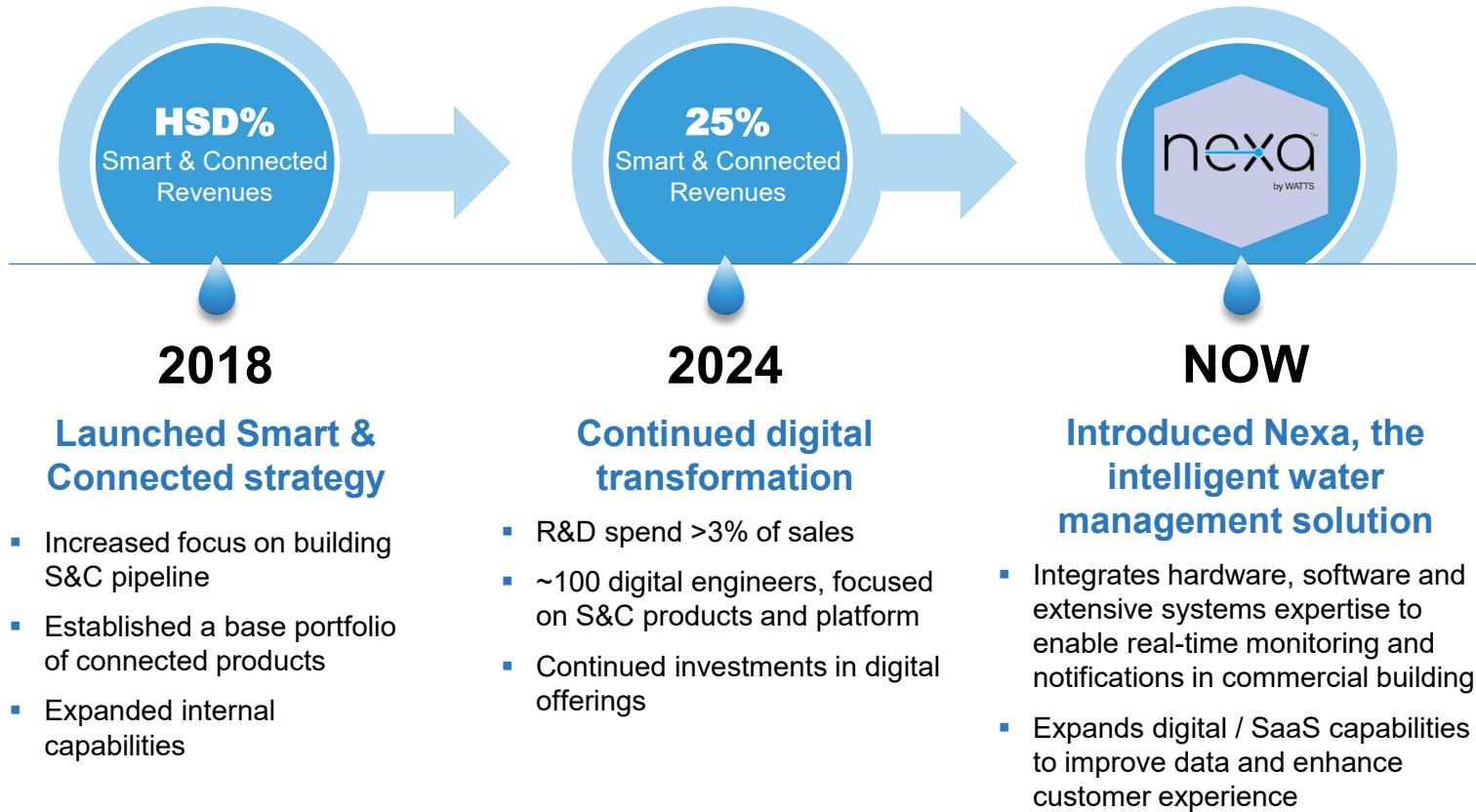
2025 
EASYWATER

EasyWater

Leading provider of innovative salt and chemical-free water treatment solutions for residential, commercial and industrial applications

Successful Acquisitions Contributing to Profitable Growth

A New Chapter in Our Smart & Connected Strategy



Aligning Nexa with Long-term Secular Growth Trends to Address Commercial Customer Challenges

Sustainability

Increasing focus on water scarcity and efficiency standards make comprehensive water usage solutions critical

Efficiency

Shrinking pool of skilled plumbers and facility managers drives need for easy-to-install products and remotely monitorable systems

Risk Mitigation

Increasing water-related risks drive demand for intelligent water management solutions

Driving Digital Innovation Through Our Evolution to Intelligent Water Management Solutions

Continuous Improvement Through One Watts Performance System (OWPS)



Tools and Processes

- Product road maps
- Product development stage gates
- Integrated SIOP processes
- Kaizen and lean training
- Value stream mapping
- Job hazard analysis
- Talent / performance management
- Learning management system
- Monthly business operating reviews
- Disciplined M&A evaluation process
- Standard M&A integration process

Benefits

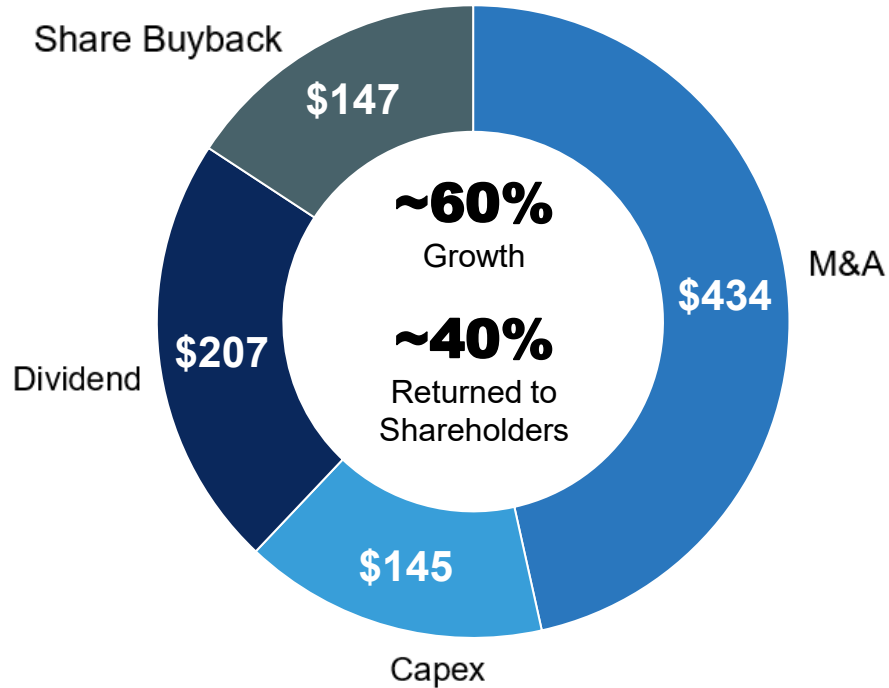
- **For customers:** Consistency is the foundation of high-quality products and customer service
- **For employees:** well-implemented safety procedures support an engaged workplace
- **For investors:** sustainable best practices and efficiencies yield consistently strong results

Creating Customer-Focused Culture to Drive Operational Excellence

Balanced Capital Deployment

Deployment History (\$M)

2020 - 2024



Priorities

- 1 Strategic M&A**
 - Disciplined valuation / screening process
- 2 Investing in High ROI Capex**
 - ~70% of capex invested in growth and productivity initiatives
 - Reinvestment ratio >100%
- 3 Competitive Dividend**
 - 13% 5-year CAGR through 2024
 - Increased dividend 21% effective June 2025 to annual dividend of \$2.08/share, 0.8% yield¹
- 4 Stable Share Buyback**
 - Offset stock dilution at minimum

Strong Cash Flow Generation Provides Flexibility

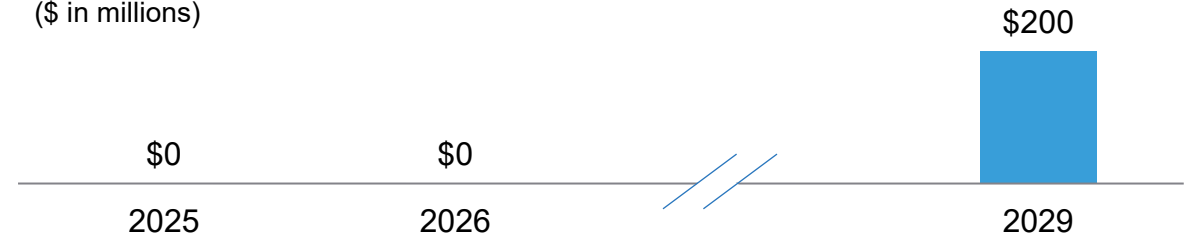
¹ Yield as of August 6, 2025.

Flexible Balance Sheet

\$ in millions	June 29, 2025
Cash	\$369
Other Current Assets	845
Non-Current Assets	1,431
TOTAL ASSETS	\$2,645
Current Liabilities, Excluding Short-term Debt	\$468
Non-Current Liabilities	88
Debt	197
Equity	1,892
TOTAL LIABILITIES & EQUITY	\$2,645
Net Debt / Capitalization Ratio	(10%)
UNUSED AND AVAILABLE CREDIT CAPACITY	~ \$588M

\$ in millions	TTM ¹ Ended June 29, 2025
Net cash provided by operations	\$355
Less: additions to property, plant, and equipment	(38)
FREE CASH FLOW	\$317
Net income	\$312
Cash conversion rate of free cash flow to net income	102%

Debt Maturity (\$ in millions)

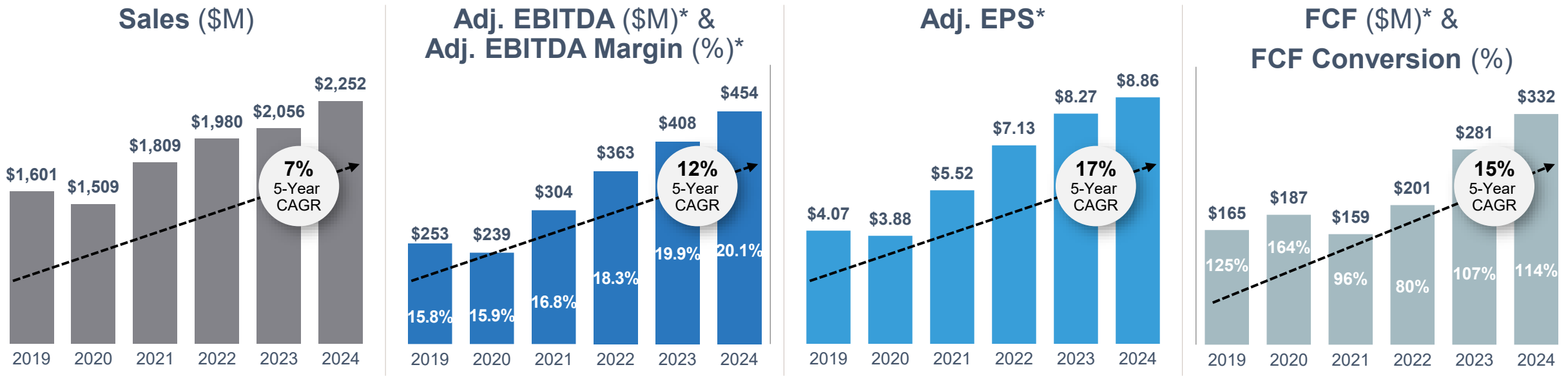


No Debt Due Until 2029

Capacity to Execute on Strategic Growth

¹ Trailing Twelve Months

Proven Track Record of Resilience



5-year performance versus 2019

Strong performance through significant market challenges supported by:

- Alignment to secular growth trends
- Recognized leader
- Proactive and nimble team
- One Watts Performance System
- Flexible balance sheet
- Commitment to long-term strategy

* See Appendix for reconciliation of non-GAAP measures to their corresponding GAAP measures

Q3 and Full Year 2025 Outlook*

	<u>Previous FY Outlook</u>	<u>Updated FY Outlook</u>	<u>Q3 Outlook</u>
Sales Growth	Reported -2% to +3% Organic -3% to +2% Segment Organic Growth Americas: -2% to +3% Europe: -9% to -3% APMEA: +2% to +7% 80/20: Americas ~-\$10M, Europe ~-\$5M Acquired: Americas ~\$25M FX: Sales ~-\$7M; EPS ~-\$0.03	Reported +2% to +5% Organic Flat to +3% Segment Organic Growth Americas: +2% to +5% Europe: -9% to -5% APMEA: +3% to +6% 80/20: Americas ~-\$10M, Europe ~-\$5M Acquired: Americas ~\$30M FX: Sales ~+\$12M; EPS ~+\$0.04	Reported +4% to +7% Organic +2% to +5% Segment Organic Growth Americas: +5% to +8% Europe: -9% to -6% APMEA: +2% to +5% 80/20: Americas ~-\$2M Acquired: Americas ~\$8M FX: Sales ~+\$4M; EPS ~+\$0.01
Adj. EBITDA Margin	20.4% to 21.0% +30 bps to +90 bps	20.7% to 21.3% +60 bps to +120 bps	19.7% to 20.3% +20 bps to +80 bps
Adj. Operating Margin	17.7% to 18.3% Flat to +60 bps Americas: Flat to +60 bps Europe: -30 bps to +30 bps APMEA: Flat to +60 bps	18.2% to 18.8% +50 bps to +110 bps Americas: +60 bps to +120 bps Europe: -30 bps to +30 bps APMEA: Flat to +60 bps	17.1% to 17.7% Flat to +60 bps Americas: +20 bps to +80 bps Europe: -30 bps to +30 bps APMEA: +30 bps to +90 bps
Free Cash Flow	≥ 100% of Net Income	≥ 100% of Net Income	

* Incorporates estimates as of August 6, 2025, including direct tariff cost estimate of ~\$40M for 2025 . See Appendix for other Outlook assumptions.

Long-term Aspirations

Organic Growth **1% Above Market**

- New product development, led by our **smart & connected** strategy
- Leveraging **Voice of Customer** (VOC) to drive product innovation
- Key account management and **commercial excellence**
- Providing training in 10 state-of-the-art **Watts Works Learning Centers**

Operating Margin Expansion **30 – 50 bps per Year**

How We Will Reach Our Goal...

- Driving productivity through **One Watts Performance System**; both inside and outside the factory
- Continuous focus on **price/cost dynamic**
- Volume leverage

Growth through **M&A** and **Geographic Expansion**

- M&A focused on strong **market positions** in core or complementary markets
- Maintain **extensive M&A pipeline**
- Expanding through **cross-selling** existing products into new regions
- Targeted expansion into countries with **well-established plumbing codes**

Profitable Growth Through Innovation, Acquisitions and Commercial Excellence



APPENDIX

Other 2025 Outlook* Inputs

	<u>Previous Other FY Inputs</u>	<u>Updated Other FY Inputs</u>	<u>Other Q3 Inputs</u>
Corporate Costs	~\$55M to \$57M	~\$58M	~\$15M
Net Interest Expense	~\$2M - \$3M	~\$2M - \$3M	~\$1M
Stock-Based Compensation	~\$20M	~\$20M	~\$6M
Adj Effective Tax Rate	~25%	~25%	~25%
Share Count	~33.5M	~33.5M	~33.5M
Capex	~\$50M	~\$50M	~\$15M
Depreciation & Amortization	~\$60M	~\$58M	~\$15M
FX	Europe (EUR @1.04) ~-\$20M	Europe (FY Avg EUR @1.12) ~+\$15M	Europe (EUR @1.15) ~+\$5M
	Americas (CAD) ~-\$4M	Americas (CAD) ~-\$1M	Americas (CAD) ~Flat
	APMEA (RMB/AUD/NZD) ~-\$4M	APMEA (RMB/AUD/NZD) ~-\$2M	APMEA (RMB/AUD/NZD) ~-\$1M

* As of August 6, 2025. See Appendix for reconciliation of non-GAAP measures to their corresponding GAAP measures.

Reconciliation of Long-term Debt (Including Current Portion) to Net Debt to Capitalization Ratio

	June 29, 2025	December 31, 2024
Current portion of long-term debt	\$ -	\$ -
<u>Plus</u> : Long-term debt, net of current portion	197.3	197.0
<u>Less</u> : Cash and cash equivalents	(369.3)	(386.9)
Net debt	(\$172.0)	(\$189.9)
Net debt	(\$172.0)	(\$189.9)
<u>Plus</u> : Total stockholders' equity	1,892.4	1,707.9
Capitalization	\$1,720.4	\$1,518.0
Net debt to capitalization ratio	(10%)	(13%)

(M) (Unaudited)

Reconciliation of GAAP to Non-GAAP Measures

\$ in millions	Year					
	2019	2020	2021	2022	2023	2024
Net sales	\$1,600.5	\$1,508.6	\$1,809.2	\$1,979.5	\$2,056.3	\$2,252.2
Operating income	\$197.1	\$181.1	\$239.6	\$315.0	\$350.9	\$390.4
Operating margin %	12.3%	12.0%	13.2%	15.9%	17.1%	17.3%
Adjustments for special items:						
Restructuring and long-lived asset impairment charges	\$5.1	\$11.3	\$19.3	\$10.6	\$5.5	\$7.2
Acquisition-related costs	0.9	1.3	-	-	11.3	14.2
Pension settlement	-	-	-	-	-	(7.8)
Contingent consideration	-	(1.5)	-	-	(2.5)	-
(Gain) loss on sale of assets and other adjustments	3.1	1.7	-	(1.8)	-	(4.4)
Adjusted operating income	\$206.2	\$193.9	\$258.9	\$323.8	\$365.2	\$399.6
Adjusted operating margin %	12.9%	12.9%	14.3%	16.4%	17.8%	17.7%
Net income	\$131.5	\$114.3	\$165.7	\$251.5	\$262.1	\$291.2
Adjustments for special items – tax effected:						
Restructuring and long-lived asset impairment charges	\$3.8	\$8.4	\$14.1	\$7.9	\$4.1	\$5.4
Acquisition-related costs	0.7	1.0	-	-	8.3	10.7
Pension settlement	-	-	-	-	-	(5.8)
Contingent consideration	-	(1.5)	-	-	(2.5)	-
(Gain) loss on sale of assets and other adjustments	3.1	0.1	-	(1.4)	-	(4.5)
Tax adjustment items	-	9.7	7.2	(18.2)	5.3	-
Adjusted net income	\$139.1	\$132.0	\$187.0	\$239.8	\$277.3	\$297.0
Diluted earnings per share	\$3.85	\$3.36	\$4.88	\$7.48	\$7.82	\$8.69
Adjustments for special items	0.22	0.52	0.64	(0.35)	0.45	0.17
Adjusted diluted earnings per share	\$4.07	\$3.88	\$5.52	\$7.13	\$8.27	\$8.86

Reconciliation of Net Cash Provided by Operations to Free Cash Flow

\$ in millions	Year					
	2019	2020	2021	2022	2023	2024
Net cash provided by operations	\$194.0	\$228.8	\$180.8	\$224.0	\$310.8	\$361.1
<u>Less:</u> additions to property, plant, and equipment	(29.2)	(43.8)	(26.7)	(28.1)	(29.7)	(35.3)
<u>Plus:</u> proceeds from the sale of property, plant, and equipment	0.1	2.2	5.1	5.2	-	5.9
Free cash flow	\$164.9	\$187.2	\$159.2	\$201.1	\$281.1	\$331.7
Net income	\$131.5	\$114.3	\$165.7	\$251.5	\$262.1	\$291.2
Cash conversion rate of free cash flow to net income	125%	164%	96%	80%	107%	114%

Reconciliation between GAAP and Non-GAAP Measures Included in 2025 Outlook*

	Third Quarter 2025	Full Year 2025
Net Sales		
Net sales growth	+4% to +7%	+2% to +5%
Forecasted impact of acquisition / FX	-2%	-2%
Organic net sales growth	+2% to +5%	Flat to +3%
Operating Margin		
Operating margin range	16.9% to 17.5%	17.2% to 17.8%
Forecasted restructuring / other costs	0.2%	1.0%
Adjusted operating margin range	17.1% to 17.7%	18.2% to 18.8%

* As of August 6, 2025.

Calculation of EBITDA

\$ in millions	Year					
	2019	2020	2021	2022	2023	2024
Sales	\$1,600.5	\$1,508.6	\$1,809.2	\$1,979.5	\$2,056.3	\$2,252.2
Net income	\$131.5	\$114.3	\$165.7	\$251.5	\$262.1	\$291.2
<u>Plus:</u> Interest expense, net	13.7	13.3	6.2	6.4	1.0	5.8
<u>Plus:</u> Income taxes	52.4	52.7	68.4	56.1	87.4	94.8
<u>Plus:</u> Depreciation	31.0	31.3	31.4	27.6	30.1	34.6
<u>Plus:</u> Amortization	15.6	15.2	13.7	12.1	13.2	19.8
EBITDA - Earnings before interest, taxes, depreciation and amortization	\$244.2	\$226.8	\$285.4	\$353.7	\$393.8	\$446.2
<i>EBITDA Margin %</i>	15.3%	15.0%	15.8%	17.9%	19.2%	19.8%
Adjustments for special items	9.0	12.3	18.3	8.8	14.3	7.8
Adjusted EBITDA – Adjusted earnings before interest, taxes, depreciation and amortization	\$253.2	\$239.1	\$303.7	\$362.5	\$408.1	\$453.7
<i>Adjusted EBITDA Margin %</i>	15.8%	15.9%	16.8%	18.3%	19.9%	20.1%