

# Key Performance Indicators & Non-GAAP Measures

Management reviews a variety of key performance indicators including revenue, segment operating income and margins, earnings per share, order growth, adjusted free cash flow, and backlog, some of which are non-GAAP. In addition, we consider certain measures to be useful to management and investors when evaluating our operating performance for the periods presented. These measures provide a tool for evaluating our ongoing operations and management of assets from period to period. This information can assist investors in assessing our financial performance and measures our ability to generate capital for deployment among competing strategic alternatives and initiatives, including, but not limited to, acquisitions, dividends and share repurchases. These metrics, however, are not measures of financial performance under accounting principles generally accepted in the United States of America (GAAP) and should not be considered a substitute for measures determined in accordance with GAAP. We consider the following non-GAAP measures, which may not be comparable to similarly titled measures reported by other companies, to be key performance indicators for purposes of our reconciliation tables.

**Organic Revenues** and **Organic Orders** are defined as revenues and orders, excluding the impacts of foreign currency fluctuations, acquisitions and divestitures. Divestitures include sales of portions of our business that did not meet the criteria for presentation as a discontinued operation. The period-over-period change resulting from foreign currency fluctuations is estimated using a fixed exchange rate for both the current and prior periods. Management believes that reporting organic revenue and organic orders provides useful information to investors by helping identify underlying trends in our business and facilitating easier comparisons of our revenue performance with prior and future periods and to our peers.

**Adjusted Operating Income, Adjusted Segment Operating Income and Adjusted Segment Operating Margin** are defined as total operating income and segment operating income, adjusted to exclude special items that include, but are not limited to, asbestos-related costs, restructuring costs, realignment costs, certain acquisitions-related expenses, and unusual or infrequent operating items. Special items represent significant charges or credits that impact the current results, which management views as unrelated to the Company's ongoing operations and performance. Adjusted segment operating margin is defined as adjusted segment operating income divided by total revenue. We believe that adjusted segment operating income is useful to investors and other users of our financial statements in evaluating ongoing operating profitability, as well as in evaluating operating performance in relation to our competitors.

**Adjusted Income from Continuing Operations, Adjusted EPS and Adjusted EPS Guidance** are defined as income from continuing operations attributable to ITT Inc. and income from continuing operations attributable to ITT Inc. per diluted share, adjusted to exclude special items that include, but are not limited to, asbestos-related costs, restructuring costs, realignment costs, pension settlement and other curtailment costs, certain acquisition-related expenses, income tax settlements or adjustments, and unusual and infrequent non-operating items. Special items represent significant charges or credits, on an after-tax basis, that impact current results, which management views as unrelated to the Company's ongoing operations and performance. The after-tax basis of each special item is determined using the jurisdictional tax rate of where the expense or benefit occurred. We believe that adjusted income from continuing operations is useful to investors and other users of our financial statements in evaluating ongoing operating profitability, as well as in evaluating operating performance in relation to our competitors.

**Adjusted Free Cash Flow** is defined as net cash provided by operating activities less capital expenditures, adjusted for cash payments for restructuring costs, realignment actions, net asbestos cash flows and other significant items that impact current results which management views as unrelated to the Company's ongoing operations and performance. Due to other financial obligations and commitments, including asbestos, the entire free cash flow may not be available for discretionary purposes. We believe that adjusted free cash flow provides useful information to investors as it provides insight into the primary cash flow metric used by management to monitor and evaluate cash flows generated by our operations.



**ITT Inc. Non-GAAP Reconciliation**  
**Reported vs. Organic Revenue / Order Growth**  
**Second Quarter 2018 & 2017**  
(In Millions)

	(As Reported - GAAP)				(As Adjusted - Organic)				
	(A)	(B)	(C)		(D)	(E)	(F) = A-D-E	(G) =C-D-E	(H) = G / B
	3M 2018	3M 2017	Change 2018 vs. 2017	% Change 2018 vs. 2017	Acquisition / Divestitures 3M 2018	FX Impact 3M 2018	Revenue / Orders 3M 2018	Change Adj. 2018 vs. 2017	% Change Adj. 2018 vs. 2017
<b>Revenue</b>									
<b>ITT Inc.</b>	<b>696.8</b>	<b>630.9</b>	<b>65.9</b>	<b>10.4%</b>	-	<b>22.5</b>	<b>674.3</b>	<b>43.4</b>	<b>6.9%</b>
Industrial Process	203.2	192.3	10.9	5.7%	-	0.8	<b>202.4</b>	10.1	5.3%
Motion Technologies	330.3	290.1	40.2	13.9%	-	19.5	<b>310.8</b>	20.7	7.1%
Connect & Control Technologies	164.1	149.6	14.5	9.7%	-	2.3	<b>161.8</b>	12.2	8.2%
<b>Orders</b>									
<b>Total Segment Orders</b>	<b>741.7</b>	<b>626.3</b>	<b>115.4</b>	<b>18.4%</b>	-	<b>23.4</b>	<b>718.3</b>	<b>92.0</b>	<b>14.7%</b>
Industrial Process	237.4	190.3	47.1	24.8%	-	0.7	<b>236.7</b>	46.4	24.4%
Motion Technologies	327.6	288.9	38.7	13.4%	-	20.7	<b>306.9</b>	18.0	6.2%
Connect & Control Technologies	177.2	147.8	29.4	19.9%	-	2.1	<b>175.1</b>	27.3	18.5%

Note: Excludes intercompany eliminations  
Immaterial differences due to rounding



**ITT Inc. Non-GAAP Reconciliation**  
**Reported vs Adjusted Segment Operating Income & Operating Margin**  
**Second Quarter 2018 & 2017**  
(In Millions)

	3M 2018	3M 2018	3M 2018	3M 2017*	3M 2017	3M 2017	% Change	% Change
	As Reported	Special Items	As Adjusted	As Reported	Special Items	As Adjusted	As Reported	As Adjusted
							2018 vs. 2017	2018 vs. 2017
<b>Revenue:</b>								
Industrial Process	203.2		203.2	192.3		192.3	5.7%	5.7%
Motion Technologies	330.3		330.3	290.1		290.1	13.9%	13.9%
Connect & Control Technologies	164.1		164.1	149.6		149.6	9.7%	9.7%
Intersegment eliminations	(0.8)		(0.8)	(1.1)		(1.1)		
Total Revenue	<u>696.8</u>		<u>696.8</u>	<u>630.9</u>		<u>630.9</u>	<u>10.4%</u>	<u>10.4%</u>
<b>Operating Margin:</b>								
Industrial Process	11.5%	- BP	11.5%	8.0%	- BP	8.0%	350 BP	350 BP
Motion Technologies	16.8%	50 BP	17.3%	18.0%	20 BP	18.2%	(120) BP	(90) BP
Connect & Control Technologies	16.6%	30 BP	16.9%	9.5%	460 BP	14.1%	710 BP	280 BP
Total Operating Segments	<u>15.2%</u>	<u>30 BP</u>	<u>15.5%</u>	<u>12.9%</u>	<u>130 BP</u>	<u>14.2%</u>	<u>230 BP</u>	<u>130 BP</u>
<b>Income (loss):</b>								
Industrial Process	23.4	(0.1)	23.3	15.3	0.1	15.4	52.9%	51.3%
Motion Technologies	55.5	1.8	57.3	52.1	0.7	52.8	6.5%	8.5%
Connect & Control Technologies	27.3	0.4	27.7	14.2	6.9	21.1	92.3%	31.3%
Total Segment Operating Income	<u>106.2</u>	<u>2.1</u>	<u>108.3</u>	<u>81.6</u>	<u>7.7</u>	<u>89.3</u>	<u>30.1%</u>	<u>21.3%</u>

Note: Immaterial differences due to rounding.

Special items include, but are not limited to, restructuring and realignment costs, certain asset impairment charges, acquisition-related expenses, and other unusual or infrequent operating items.

\*2017 As Reported Operating Income was adjusted to reflect the adoption of ASU 2017-07 which amends the Statement of Operations presentation for the components of net periodic benefit cost for entities that sponsor defined benefit pension and other postretirement plans.

The 2017 adjustments to Segment Operating Income in the 2017 As Reported column were as follows:

Industrial Process	0.5
Motion Technologies	0.0
Connect & Control Technologies	0.5
Total Segment Operating Income	<u>1.0</u>



**ITT Inc. Non-GAAP Reconciliation**  
**Reported vs. Adjusted Income from Continuing Operations & Adjusted EPS**  
**Second Quarter 2018 & 2017**  
(In Millions, except per share amounts)

	Q2 2018 As Reported	Non-GAAP Adjustments	Q2 2018 As Adjusted	Q2 2017 As Previously Reported	ASU 2017-07 Adjustments (1)	Non-GAAP Adjustments	Q2 2017 As Adjusted	2018 vs. 2017 As Adjusted	Percent Change 2018 vs. 2017 As Adjusted
Segment Operating Income	106.2	2.1 #A	108.3	80.6	1.0	7.7 #A	89.3		
Corporate (Expense)	(25.9)	13.2 #B	(12.7)	(22.9)	0.4	13.1 #B	(9.4)		
Operating Income	<u>80.3</u>	<u>15.3</u>	<u>95.6</u>	<u>57.7</u>	<u>1.4</u>	<u>20.8</u>	<u>79.9</u>		
Interest Income (Expense)	(0.2)	(0.1) #C	(0.3)	1.1	-	(2.1) #C	(1.0)		
Other Income (Expense)	(1.3)	-	(1.3)	(0.2)	(1.4)	-	(1.6)		
Income from Continuing Operations before Tax	<u>78.8</u>	<u>15.2</u>	<u>94.0</u>	<u>58.6</u>	<u>-</u>	<u>18.7</u>	<u>77.3</u>		
Income Tax (Expense)	(8.9)	(12.5) #D	(21.4)	(10.6)	-	(8.7) #D	(19.3)		
Income from Continuing Operations	<u>69.9</u>	<u>2.7</u>	<u>72.6</u>	<u>48.0</u>	<u>-</u>	<u>10.0</u>	<u>58.0</u>		
Less: Non Controlling Interest	0.2	-	0.2	0.1	-	-	0.1		
Income from Continuing Operations - ITT Inc.	<u>69.7</u>	<u>2.7</u>	<u>72.4</u>	<u>47.9</u>	<u>-</u>	<u>10.0</u>	<u>57.9</u>		
EPS from Continuing Operations	<u>0.79</u>	<u>0.03</u>	<u>0.82</u>	<u>0.54</u>	<u>-</u>	<u>0.11</u>	<u>0.65</u>	<u>0.17</u>	<u>26.2%</u>

Note: Amounts may not calculate due to rounding.

#A - 2018 includes restructuring costs (\$1.2M) and acquisition related costs (\$0.9M).

#A - 2017 includes restructuring and realignment costs (\$2.6M), legal accrual (\$5.0M), and acquisition related costs (\$0.1M).

#B - 2018 includes asbestos related expense (\$13.5M); income from a legacy environmental settlement (\$0.4M) and certain costs associated primarily from the sale of excess property (\$0.1M).

#B - 2017 includes asbestos related expense (\$14.9M); certain costs associated primarily with sale of excess property (\$2.0M), offset by income of (\$3.8M) related to environmental insurance recovery.

#C - Interest income related to a change in uncertain tax position for both 2018 & 2017.

#D - 2018 includes various tax-related special items including tax benefit for valuation allowance change (\$1.5M), tax benefit for tax law changes (\$3.1M), tax benefit on current and future distribution of foreign earnings (\$3.1M), and the tax impact of other operating special items.

#D -2017 includes various tax-related special items including tax benefit on change in uncertain tax positions (\$2.3M), tax benefit for change in valuation allowance (\$2.2M), tax expense on distribution of foreign earnings (\$1.0M), and the tax impact of other operating special items.

(1) The adjustments in June 2017 reflect the adoption of ASU 2017-07 which amends the Statement of Operations presentation for the components of net periodic benefit cost for entities that sponsor defined benefit pension and other postretirement plans.



**ITT Inc. Non-GAAP Reconciliation**  
**Net Cash - Operating Activities vs. Adjusted Free Cash Flow Conversion**  
**Second Quarter 2018 & 2017**  
(In Millions)

	<u>6M 2018</u>	<u>6M 2017</u>
<b>Net Cash - Operating Activities *</b>	<b>119.3</b>	<b>92.6</b>
Capital expenditures	46.3	53.3
<b>Free Cash Flow</b>	<b><u>73.0</u></b>	<b><u>39.3</u></b>
Insurance settlement agreement, net	(16.9)	-
Asbestos cash payments, net	30.8	30.7
Restructuring cash payments	4.2	8.8
Realignment-related cash (receipts) payments	(0.1)	6.2
<b>Adjusted Free Cash Flow</b>	<b><u>91.0</u></b>	<b><u>85.0</u></b>
<b>Income from Continuing Operations - ITT Inc.</b>	<b>170.8</b>	<b>94.0</b>
Special Items, net of tax	(29.6)	21.3
<b>Income from Continuing Operations - ITT Inc., Excluding Special Items</b>	<b><u>141.2</u></b>	<b><u>115.3</u></b>
<b>Adjusted Free Cash Flow Conversion</b>	<b><u>64.4%</u></b>	<b><u>73.7%</u></b>

\* 2017 revised to reflect the new standard ASU 2016-18 regarding presentation of the changes in restricted cash.



# ITT Inc. Non-GAAP Reconciliation GAAP vs. Adjusted EPS Guidance Full Year 2018

	2018 Full-Year Guidance	
	Low	High
<b>EPS from Continuing Operations - GAAP</b>	<b>\$ 3.32</b>	<b>\$ 3.44</b>
Estimated Asbestos Related Costs, Net of Tax	0.18	0.18
	<b>\$ 3.50</b>	<b>\$ 3.62</b>
Estimated Gain on Sale of Excess Property, Net of Tax	(0.33)	(0.35)
Estimated Restructuring, Realignment and Other Costs, Net of Tax	0.17	0.17
Acquisition Related Costs, Net of Tax	0.02	0.02
Other Special Tax Items	(0.31)	(0.31)
<b>EPS from Continuing Operations - Adjusted</b>	<b>\$ 3.05</b>	<b>\$ 3.15</b>

