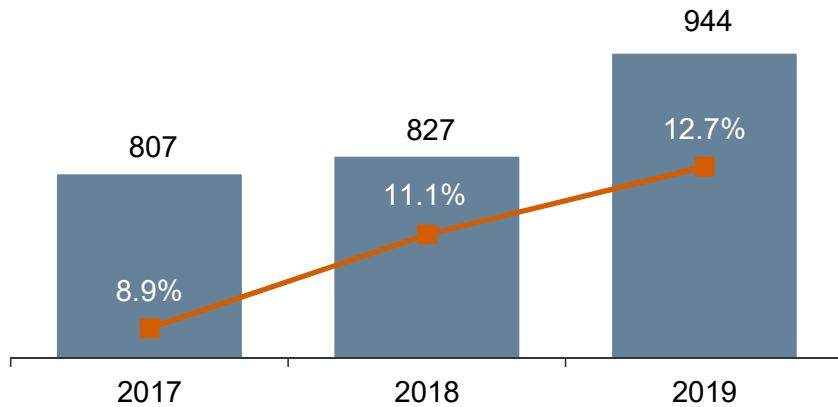
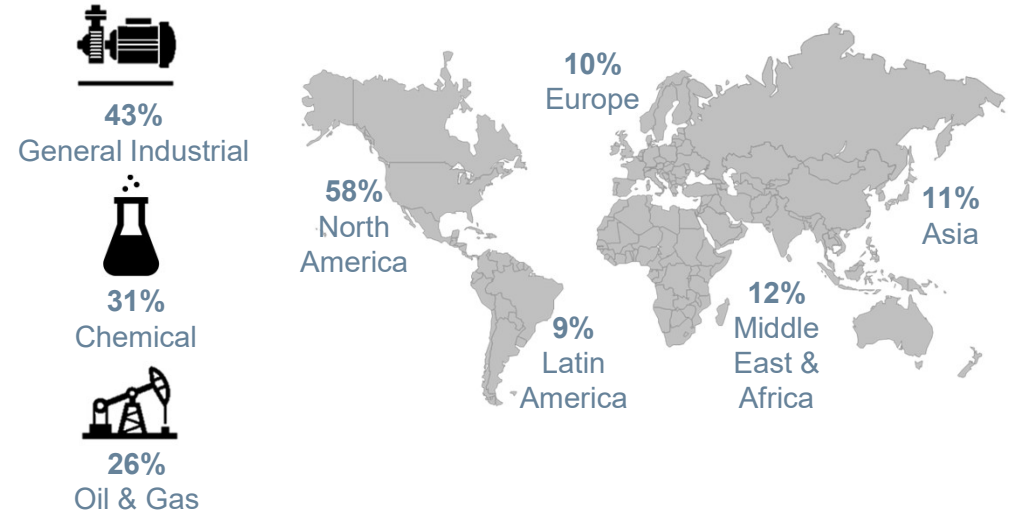


Revenue & Adjusted Operating Margins

\$ Millions



2019 Revenue Breakdown



Growth Drivers

- ❑ Strong Goulds Pumps Brand in North America
 - Premier North American Distribution Network
 - 500k Pump Installed Base; Life-Cycle Revenue Capture
 - North American Chemical & GI Markets Leader
- ❑ Share Gains Through Customer Intimacy, Project Management Rigor & Leading On-Time Performance
- ❑ ~40% Aftermarket; Recurring Revenue Stream
- ❑ Innovative Technology Development
 - Pump Portfolio Redesign for Competitiveness
 - EnviZion® Valve Technology
 - IoT-Enabled Asset Health Monitoring i-ALERT®

Margin Expansion Drivers

- ❑ Manufacturing Excellence Initiatives Across Production Facilities; Replicating ANSI Line Transformation
- ❑ VAVE Initiatives Drive Improved Manufacturing and Lower Input Costs
- ❑ Project Profitability Through Selectivity & Flawless Execution
- ❑ Footprint Optimization Maximizes Resource Efficiency
- ❑ Supply Chain Rationalization with Best Cost Country Focus



