



A DIVERSIFIED TECHNOLOGY COMPANY

Q2 2021 FINANCIAL RESULTS

JULY 23, 2021

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 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, the newly acquired businesses. 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, environmental compliance costs and liabilities, risks and cost associated with litigation, including asbestos related 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. The Q2 Results are Adjusted for the Following Items:

- (1) Acquisition-Related Intangible Amortization Expense
- (2) Purchase Accounting Adjustments to Commission Expense

See Appendix for Reconciliations from GAAP to Adjusted Results



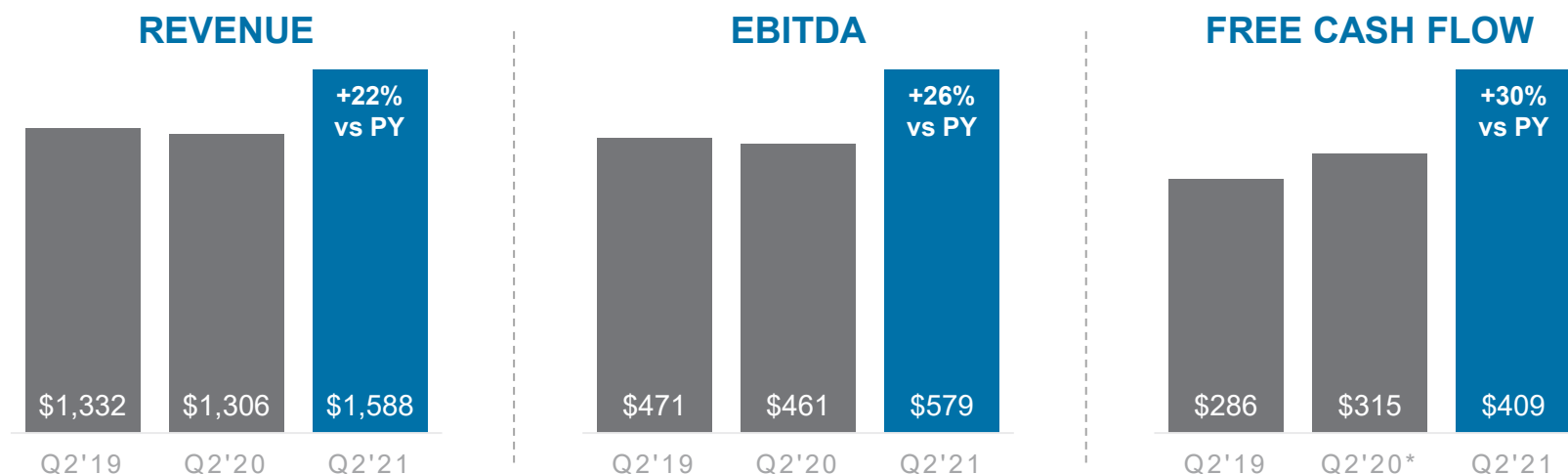
- Q2 Enterprise Highlights & Financial Results
- Segment Detail & Outlook
- Q3 & FY 2021 Enterprise Guidance
- Q&A

- Revenue, EBITDA, DEPS, and Cash Flow Grew 20%+
- Strong Software Organic Revenue Growth: Application Software +9%, Network Software +10%
- Post-Pandemic Recovery Gaining Momentum and Broadening
- 2020 Acquisition Cohort Performing Very Well
- Another Quarter of Rapid Deleveraging Following Acquisitions
- Outstanding First Half; Increasing Full Year Guidance

Q2 FINANCIAL HIGHLIGHTS



- Revenue +22%; Organic Revenue +7%
- EBITDA +26%; EBITDA Margin +110 Bps to 36.4%
- DEPS +28% to \$3.76
- Free Cash Flow +30%; Net Working Capital (8)% of Q2 Annualized Revenue
- Reduced Debt by ~\$375M; Quickly Deleveraging After Acquisitions



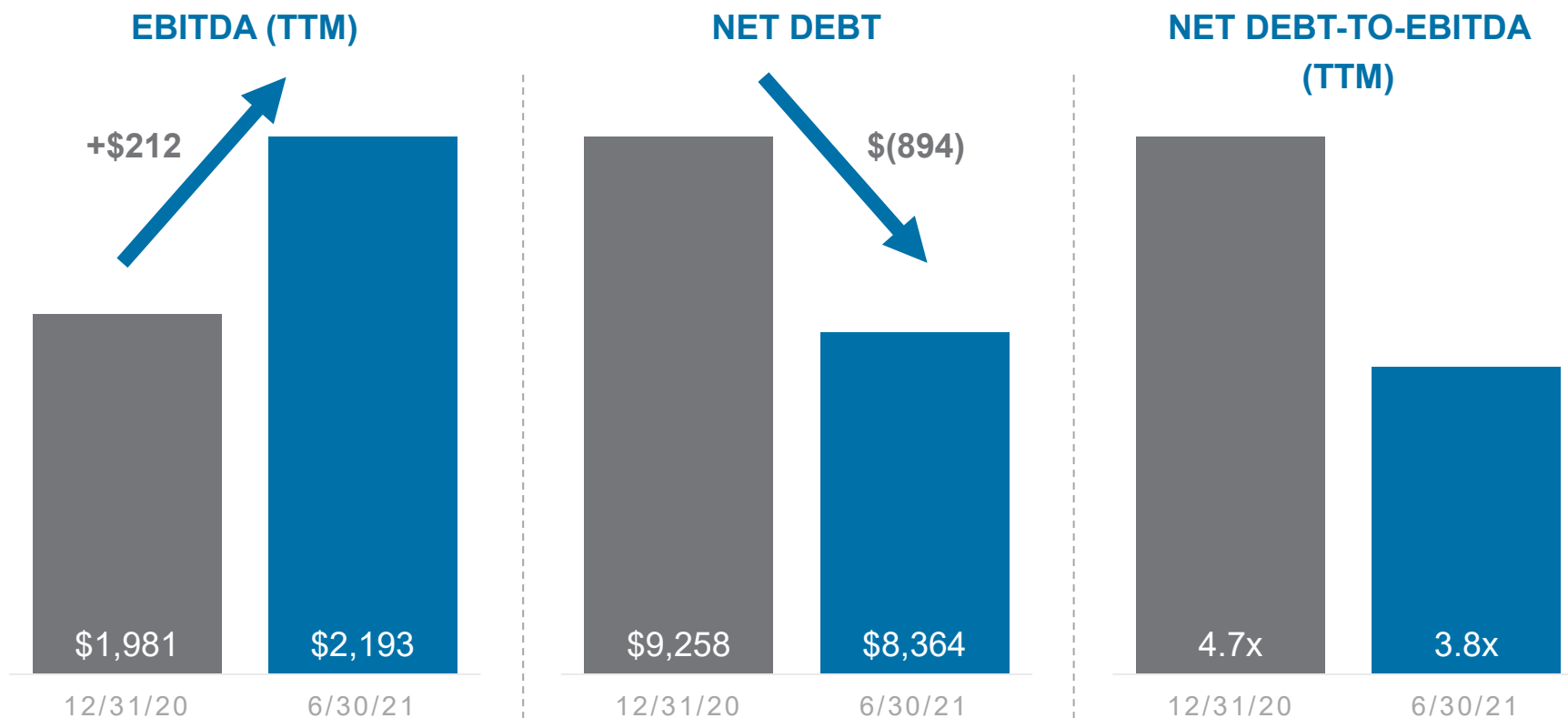
Excellent Second Quarter Results

In \$ millions, except DEPS.

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

* Adjusted for income tax payments deferred due to COVID-19. See appendix for reconciliation.

FIRST HALF DELEVERAGING UPDATE

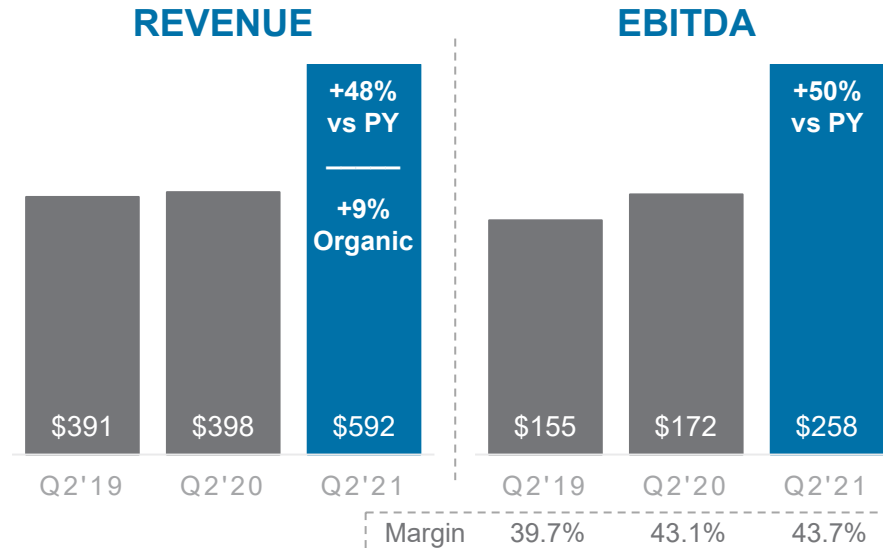


Reduced Leverage by \$1.4B Since Completing 2020 Acquisitions

SEGMENT PERFORMANCE

Q2 HIGHLIGHTS

- Accelerating Organic Revenue
 - Recurring Revenue +HSD (~75% of Segment)
 - Non-Recurring Revenue Returned to Growth
- Broad-Based Growth Across the Segment
 - Deltek Strength from Large GovCon Customers and Continued SaaS Adoption Across Professional Services End Markets
 - Aderant Continues to Win in the Market; Increased SaaS Adoption
 - Continued CliniSys and Data Innovations Market Share Gains
 - CBORD Grew as Education and Healthcare Markets Recover
- Vertafore and EPSi Performing Very Well



2nd HALF OUTLOOK

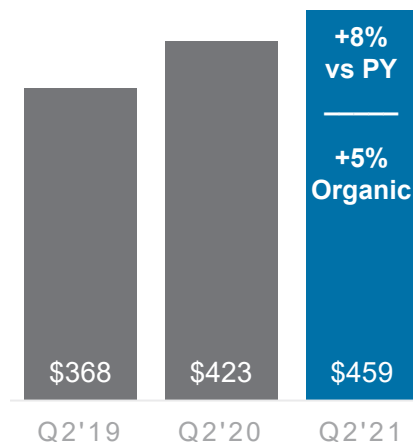
- +HSD Organic Growth for the Segment
 - Continued Recurring and Non-Recurring Revenue Growth

Q2 HIGHLIGHTS

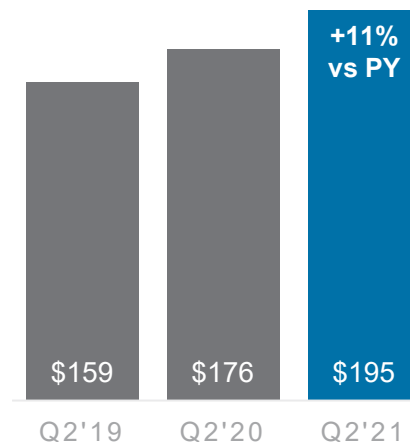
- Network Software +10% Organic
 - Recurring Revenue Growth Accelerated
 - DAT Strength Driven by Tremendous Network Expansion
 - ConstructConnect Growth Across Enhanced Platform Offerings
 - End Market Recovering Well for Foundry
 - Continued Strong Customer Retention Across All Verticals
- TransCore Impacted by Environmental Approval Delays for NYC Project; Tag Demand Normalizing

Organic Growth	Q2'21 Actual
Network Software (~65% of Segment)	+10%
TransCore/Other	(3)%
Total Organic	+5%

REVENUE



EBITDA



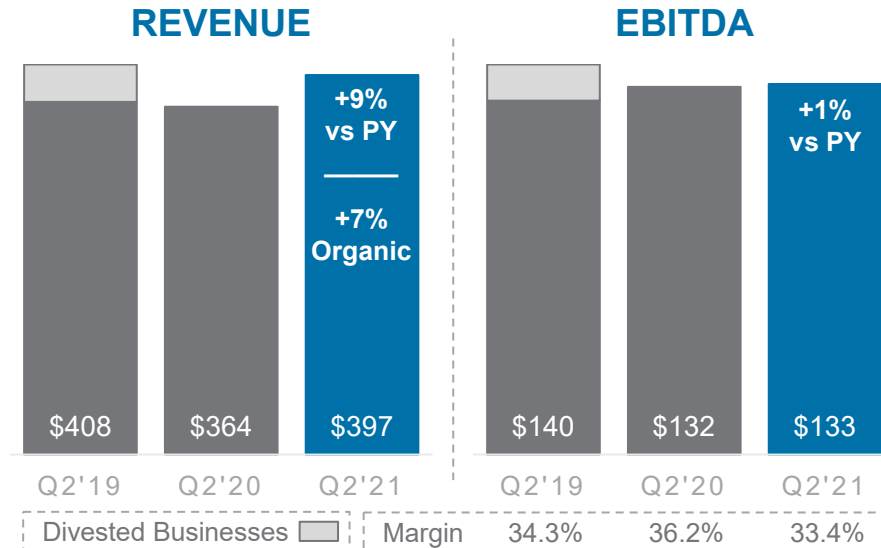
Margin	Q2'19	Q2'20	Q2'21
	43.2%	41.5%	42.5%

2nd HALF OUTLOOK

- +HSD Organic Growth for the Segment
 - Double-Digit Network Software Growth
 - TransCore NYC Project Delays Shift ~\$40M Revenue from 2021 to 2022

Q2 HIGHLIGHTS

- Organic Revenue Grew 20%+ Excl. Verathon
- Verathon Significant Growth Versus 2019 from Expansion of Installed Base; Revenue and Margins Down Against Extraordinary Prior Year Comp
- Growth Accelerated for Other Medical Products Businesses on Recovery of Hospital Capital Spending and Elective Procedure Volumes
- Neptune Recovery Gained Momentum Driven by Significant Easing of Access Restrictions in Northeast US
- Further End Market Improvement Across Industrial Businesses; Capital Spending Rebounding
- Businesses Managing Well Through Supply Chain Challenges Given Strength of Demand Recovery

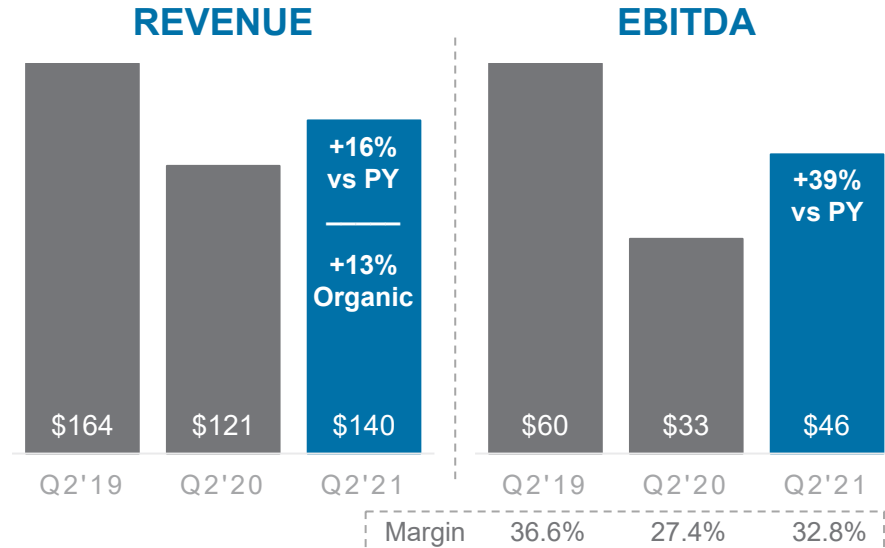


2nd HALF OUTLOOK

- +Double-Digit Organic Growth for the Segment
 - Broadly Improving Markets and Easing Verathon Comps

Q2 HIGHLIGHTS

- Broad-Based Growth and Continued Improvement in Market Conditions
- Upstream O&G Recovering
- Cornell Market Share Gains; Strong Demand for IoT Pumping Solutions
- Solid Growth at CCC Based on Field Services Recovery; Project Pipeline Strong



2nd HALF OUTLOOK

- 20%+ Organic Growth for the Segment

2021 GUIDANCE

- Raising Full Year 2021 Guidance
 - Adjusted DEPS: \$15.00 - \$15.20
 - Previously \$14.75 - \$15.00
 - Organic: 7%+
 - H2: Low Double-Digits
- Establishing Q3 2021 Guidance
 - Adjusted DEPS: \$3.80 - \$3.84

- Another Excellent Quarter; Increased Outlook for Year
 - Strong Software Organic Revenue Growth: Application Software +9%, Network Software +10%
 - Recovery Gaining Momentum and Broadening
 - 20%+ Revenue, EBITDA, DEPS, and Cash Flow Growth
 - EBITDA Margin +110 Bps to 36.4%
 - Free Cash Flow +30% to \$409M
 - Reduced Debt by ~\$375M in Q2; Decreased \$1.4B Since Completing 2020 Acquisitions
- Positive Momentum Continues to Build
 - Enterprise Benefitting from Enhanced Portfolio Quality, Accelerating Recurring Revenue Growth, and Improving End Market Conditions
 - Double-Digit Organic Growth for the Second Half
 - Strong Contributions from 2020 Acquisitions
 - Large and Active Pipeline of High-Quality M&A Opportunities

Simple Ideas. Powerful Results.

APPENDIX

Q2 INCOME STATEMENT METRICS



	Q2'20	Q2'21	
Revenue	\$1,306	\$1,588	+22%; Organic +7%
Gross Profit	\$845	\$1,304	
Gross Margin	64.7%	65.1%	+40 Bps
EBITDA	\$461	\$579	+26%
EBITDA Margin	35.3%	36.4%	+110 Bps
Interest Expense	\$47	\$60	
Tax Rate	22.3%	20.5%	
Net Earnings	\$311	\$400	
DEPS	\$2.94	\$3.76	+28%

In \$ millions, except DEPS.

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

RECONCILIATIONS I



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

	Q2 2019	Q2 2020	Q2 2021	V %	FY 2020	Q2 TTM
Adjusted Revenue Reconciliation						
GAAP Revenue	\$ 1,330	\$ 1,305	\$ 1,588	22%	\$ 5,527	\$ 5,988
Purchase accounting adjustment to acquired deferred revenue	2	1	-		12	9
Adjusted Revenue	<u>\$ 1,332</u>	<u>\$ 1,306</u>	<u>\$ 1,588</u>	<u>22%</u>	<u>\$ 5,539</u>	<u>\$ 5,997</u>
Adjusted Gross Profit Reconciliation						
GAAP Gross Profit	\$ 850	\$ 844	\$ 1,034		\$ 3,543	\$ 3,870
Purchase accounting adjustment to acquired deferred revenue	2	1	-		12	9
Adjusted Gross Profit	<u>\$ 852</u>	<u>\$ 845</u>	<u>\$ 1,034</u>	<u>22%</u>	<u>\$ 3,555</u>	<u>\$ 3,879</u>
GAAP Gross Margin	63.9%	64.7%	65.1%	+40 bps	64.1%	64.6%
Adjusted Gross Margin	64.0%	64.7%	65.1%	+40 bps	64.2%	64.7%
Adjusted EBITDA Reconciliation						
GAAP Net Earnings	\$ 250	\$ 219	\$ 286		\$ 950	\$ 1,066
Taxes	73	65	73		260	281
Interest Expense	45	47	60		219	246
Depreciation	12	12	14		53	57
Amortization	87	101	147		467	558
EBITDA	<u>\$ 466</u>	<u>\$ 445</u>	<u>\$ 580</u>	<u>30%</u>	<u>\$ 1,949</u>	<u>\$ 2,208</u>
Purchase accounting adjustment to acquired deferred revenue and commission expense	2	1	(1) ^A		10	4
Restructuring charge associated with certain Process Technologies businesses	-	14	-		14	-
Transaction-related expenses for completed acquisitions	3	1	-		9	8
Gain on sale related to minority investment in Sedaru	-	-	-		-	(28)
Adjusted EBITDA	<u>\$ 471</u>	<u>\$ 461</u>	<u>\$ 579</u>	<u>26%</u>	<u>\$ 1,981</u>	<u>\$ 2,193</u>
% of Adjusted Revenue	35.3%	35.3%	36.4%	+110 bps	35.8%	36.6%

RECONCILIATIONS II



Adjusted Revenue Growth Reconciliation

Q2 2021	Application Software	Network Software & Systems	Measurement & Analytical Solutions	Process Technologies	Roper
Organic	9%	5%	7%	13%	7%
Acquisitions/Divestitures	38%	2%	-	-	12%
Foreign Exchange	2%	1%	2%	4%	2%
Rounding	(1%)	-	-	(1%)	1%
Total Adjusted Revenue Growth	48%	8%	9%	16%	22%

Adjusted Segment Reconciliation (\$M)

	Application Software			Network Software & Systems			Measurement & Analytical Solutions			Process Technologies		
	Q2 2019	Q2 2020	Q2 2021	Q2 2019	Q2 2020	Q2 2021	Q2 2019	Q2 2020	Q2 2021	Q2 2019	Q2 2020	Q2 2021
GAAP Revenue	\$ 391	\$ 398	\$ 592	\$ 367	\$ 422	\$ 459	\$ 408	\$ 364	\$ 397	\$ 164	\$ 121	\$ 140
Add: Foundry, iPipeline	-	-	-	2	1	-	-	-	-	-	-	-
Adjusted Revenue	391	398	592	368	423	459	408	364	397	164	121	140
GAAP Operating Profit	98	113	154	129	131	151	130	123	124	57	17	44
Add: Vertafore, Foundry, iPipeline, Process Technologies	-	-	(1)	2	1	-	-	-	-	-	14	-
Adjusted Operating Profit	98	113	153	131	132	151	130	123	124	57	31	44
Adjusted Operating Margin	25.2%	28.5%	25.8%	35.5%	31.1%	32.8%	31.9%	33.8%	31.2%	34.8%	25.3%	31.3%
Add: Amortization	52	54	99	26	40	41	7	6	6	2	2	1
Adjusted EBITA	150	167	251	156	172	192	137	129	130	59	32	45
Add: Depreciation	5	5	7	3	4	4	3	3	3	1	1	1
Adjusted EBITDA	\$ 155	\$ 172	\$ 258	\$ 159	\$ 176	\$ 195	\$ 140	\$ 132	\$ 133	\$ 60	\$ 33	\$ 46
Adjusted EBITDA Margin	39.7%	43.1%	43.7%	43.2%	41.5%	42.5%	34.3%	36.2%	33.4%	36.6%	27.4%	32.8%

RECONCILIATIONS III



Adjusted Net Earnings Reconciliation (\$M) ^B

	<u>Q2 2020</u>	<u>Q2 2021</u>	<u>V %</u>
GAAP Net Earnings	\$ 219	\$ 286	31%
Purchase accounting adjustment to acquired deferred revenue and commission expense	1	(1) ^A	
Restructuring charge associated with certain Process Technologies businesses	11	-	
Transaction-related expenses for completed acquisitions	1	-	
Amortization of acquisition-related intangible assets ^C	79	115	
Adjusted Net Earnings	<u>\$ 311</u>	<u>\$ 400</u>	<u>29%</u>

Adjusted DEPS Reconciliation ^B

	<u>Q2 2020</u>	<u>Q2 2021</u>	<u>V %</u>	<u>Q3 2021</u>		<u>FY 2021</u>	
				<u>Low End</u>	<u>High End</u>	<u>Low End</u>	<u>High End</u>
GAAP DEPS	\$ 2.08	\$ 2.69	29%	\$ 2.74	\$ 2.78	\$ 10.95	\$ 11.15
Purchase accounting adjustment to acquired deferred revenue and commission expense ^A	0.01	(0.01)		(0.01)	(0.01)	(0.04)	(0.04)
Restructuring charge associated with certain Process Technologies businesses	0.10	-		-	-	-	-
Transaction-related expenses for completed acquisitions	0.01	-		-	-	-	-
Amortization of acquisition-related intangible assets ^C	0.75	1.08		1.07	1.07	4.30	4.30
Gain on sale related to minority investment in Sedaru	-	-		-	-	(0.21)	(0.21)
Rounding	(0.01)	-		-	-	-	-
Adjusted DEPS	<u>\$ 2.94</u>	<u>\$ 3.76</u>	<u>28%</u>	<u>\$ 3.80</u>	<u>\$ 3.84</u>	<u>\$ 15.00</u>	<u>\$ 15.20</u>

Adjusted Cash Flow Reconciliation (\$M)

	<u>Q2 2019</u>	<u>Q2 2020</u>	<u>Q2 2021</u>	<u>V %</u>
Operating Cash Flow	\$ 301	\$ 449	\$ 426	(5%)
Deferred tax payments from Q2 to Q3 2020	-	(124)	-	
Adjusted Operating Cash Flow	\$ 301	\$ 325	\$ 426	31%
Capital Expenditures	(12)	(8)	(8)	
Capitalized Software Expenditures	(3)	(3)	(8)	
Adjusted Free Cash Flow	<u>\$ 286</u>	<u>\$ 315</u>	<u>\$ 409</u>	<u>30%</u>

A. 2021 actual results and forecast of estimated acquisition-related fair value adjustments to deferred revenue and commission expense related to the acquisition of Vertafore as shown below (\$M, except per share data).

	<u>Q2 2020A</u>	<u>Q2 2021A</u>	<u>Q3 2021E</u>	<u>FY 2021E</u>
Pretax	\$ 1	\$ (1)	\$ (1)	\$ (5)
After-tax	\$ 1	\$ (1)	\$ (1)	\$ (4)
Per Share	\$ 0.01	\$ (0.01)	\$ (0.01)	\$ (0.04)

B. All 2020 and 2021 adjustments taxed at 21%.

C. Actual results and forecast of estimated amortization of acquisition-related intangible assets as shown below (\$M, except per share data).

	<u>Q2 2020A</u>	<u>Q2 2021A</u>	<u>Q3 2021E</u>	<u>FY 2021E</u>
Pretax	\$ 100	\$ 145	\$ 145	\$ 580
After-tax	\$ 79	\$ 115	\$ 114	\$ 458
Per share	\$ 0.75	\$ 1.08	\$ 1.07	\$ 4.30



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