



# First Quarter Fiscal Year 2021 Conference Call

January 26, 2021



PUBLIC

# Safe Harbor Statement

THIS PRESENTATION INCLUDES GUIDANCE AND OTHER STATEMENTS RELATED TO THE EXPECTED FUTURE RESULTS OF THE COMPANY AND ARE THEREFORE FORWARD-LOOKING STATEMENTS. ACTUAL RESULTS MAY DIFFER MATERIALLY FROM THOSE PROJECTIONS DUE TO A WIDE RANGE OF RISKS AND UNCERTAINTIES, MANY OF WHICH ARE BEYOND OUR CONTROL, INCLUDING THE SEVERITY AND DURATION OF THE IMPACTS OF THE COVID-19 PANDEMIC AND EFFORTS TO MANAGE IT ON THE GLOBAL ECONOMY, LIQUIDITY AND FINANCIAL MARKETS, DEMAND FOR OUR HARDWARE AND SOFTWARE PRODUCTS, SOLUTIONS AND SERVICES, OUR SUPPLY CHAIN, OUR WORK FORCE, OUR LIQUIDITY AND THE VALUE OF THE ASSETS WE OWN, AS WELL AS THOSE RISKS AND UNCERTAINTIES THAT ARE LISTED IN OUR SEC FILINGS.




THIS PRESENTATION ALSO CONTAINS NON-GAAP FINANCIAL INFORMATION AND RECONCILIATIONS TO GAAP ARE INCLUDED IN THE APPENDIX. ALL INFORMATION SHOULD BE READ IN CONJUNCTION WITH OUR HISTORICAL FINANCIAL STATEMENTS.

# Q1 FY21 Results Highlights

- Reported sales down (7.1)% YOY; acquisitions contributed 1.8%
- Closed Oylo cybersecurity and Fiix asset management software acquisitions
- Organic sales down (9.7)% YOY
  - Strong order intake; record backlog was up over 20% YOY
  - Information Solutions & Connected Services (IS/CS) orders up YOY, led by double-digit growth in IS
- Annual Recurring Revenue (ARR) up double-digits
- Segment margin flat YOY despite lower sales
- Adjusted EPS of \$2.38; up 11% YOY
  - Includes \$0.45 related to a favorable legal settlement
  - Better-than-expected EPS performance excluding the legal settlement

Significant orders momentum to benefit the balance of FY21

# Q1 FY21 Organic Industry Segment Performance

	% of Q1 FY21 Sales	Q1 FY21 vs. Q1 FY20	Q1 FY21 vs. Q1 FY20
 <p><b>Discrete</b></p>	~ 25%	Down mid single digits	<ul style="list-style-type: none"> <li>↓ Automotive down ~10%</li> <li>↑ Semiconductor up low single digits</li> </ul>
 <p><b>Hybrid</b></p>	~ 45%	Up low single digits	<ul style="list-style-type: none"> <li>↑ Food &amp; Beverage up low single digits</li> <li>↑ Life Sciences up ~10%</li> <li>↓ Tire down mid single digits</li> </ul>
 <p><b>Process</b></p>	~ 30%	Down ~25%	<ul style="list-style-type: none"> <li>↓ O&amp;G down ~40%</li> <li>↓ Mining/Aggregate/Cement down ~10%</li> <li>↓ Chemicals down mid teens</li> </ul>

Note: Organic sales growth rates depicted above exclude the impact of acquisitions and currency. Arrows reflect positive/negative directional growth vs prior year.



# Q1 FY21 Organic Sales Growth

## NORTH AMERICA

(10.6)%

## EMEA

(7.8)%

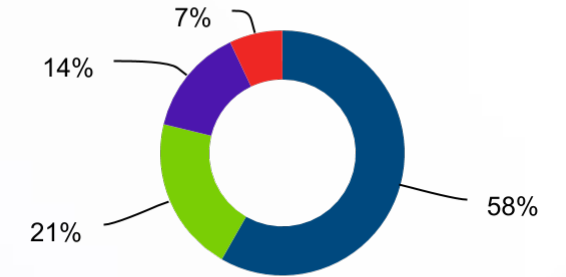
## ASIA PACIFIC

(7.1)%

## LATIN AMERICA

(11.5)%

## % of Sales



## Q1 HIGHLIGHTS \*

- North America decline led by Oil & Gas and Auto; strong growth in Life Sciences and e-Commerce
- EMEA decline driven by Oil & Gas and Metals; Food & Beverage strength led by packaging OEMs
- Asia Pacific decline led by process industries and Food & Beverage; strength in Mass Transit and Semiconductor
- Latin America performance negatively impacted by declines in Oil & Gas and Mining; strength in Food & Beverage

\* All growth comments refer to organic growth




# FY21 Full Year Outlook Highlights

- Orders momentum in the first quarter expected to drive stronger growth in the balance of the year
  - Led by North America Life Sciences and e-Commerce
- Reported sales up 10% YOY at guidance midpoint; includes ~1.5% for acquisitions
- Organic sales up 6% YOY at guidance midpoint
  - IS/CS sales expected to exceed \$500M and grow double digits
- ARR to grow double digits
- Adjusted EPS of \$8.90 at the midpoint
- Free Cash Flow conversion of ~100%

Note: Guidance as of January 26, 2021

Increasing FY21 Sales and Adjusted EPS Guidance

# FY21 Organic Industry Segment Outlook

	% of FY21 Sales	FY21 vs. FY20	Assumptions at Guidance Mid-Point	B/(W) vs. Nov Guidance
 <p><b>Discrete</b></p>	~ 25%	Up ~10%	<ul style="list-style-type: none"> <li>▲ Automotive up ~10%</li> <li>▲ Semiconductor up high single digits</li> </ul>	+
 <p><b>Hybrid</b></p>	~ 40%	Up high single digits	<ul style="list-style-type: none"> <li>▲ Food &amp; Beverage up mid single digits</li> <li>▲ Life Sciences up mid teens</li> <li>▲ Tire up double digits</li> </ul>	+
 <p><b>Process</b></p>	~ 35%	~ flat	<ul style="list-style-type: none"> <li>▼ Oil &amp; Gas down high single digits</li> <li>▲ Mining/Aggregate/Cement up mid single digits</li> <li>▲ Chemicals up mid single digits</li> </ul>	-

Note: Organic sales growth rates depicted above exclude the impact of acquisitions and currency. Arrows reflect positive/negative directional growth vs prior year

Note: Guidance as of January 26, 2021

# Q1 FY21 Key Financial Information

(\$ in millions, except per share amounts)

	Q1 FY21	Q1 FY20	YOY B/(W)	
<b>SALES</b>	<b>\$1,565</b>	<b>\$1,685</b>	<b>Organic Growth</b>	<b>(9.7)%</b>
			Inorganic Growth	+1.8 %
			Currency Translation	+0.8 %
			<b>Reported Growth</b>	<b>(7.1)%</b>
<b>SEGMENT OPERATING MARGIN</b>	<b>19.8%</b>	<b>20.1%</b>		<b>-30 bps</b>
<b>CORPORATE AND OTHER</b>	<b>\$28</b>	<b>\$33</b>		<b>\$5</b>
<b>ADJUSTED EPS<sup>1</sup></b>	<b>\$2.38</b>	<b>\$2.15</b>		<b>11%</b>
<b>ADJUSTED EFFECTIVE TAX RATE</b>	<b>15.4%</b>	<b>8.3%</b>		<b>-7.1 pts</b>
<b>FREE CASH FLOW</b>	<b>\$319</b>	<b>\$194</b>		<b>\$125</b>

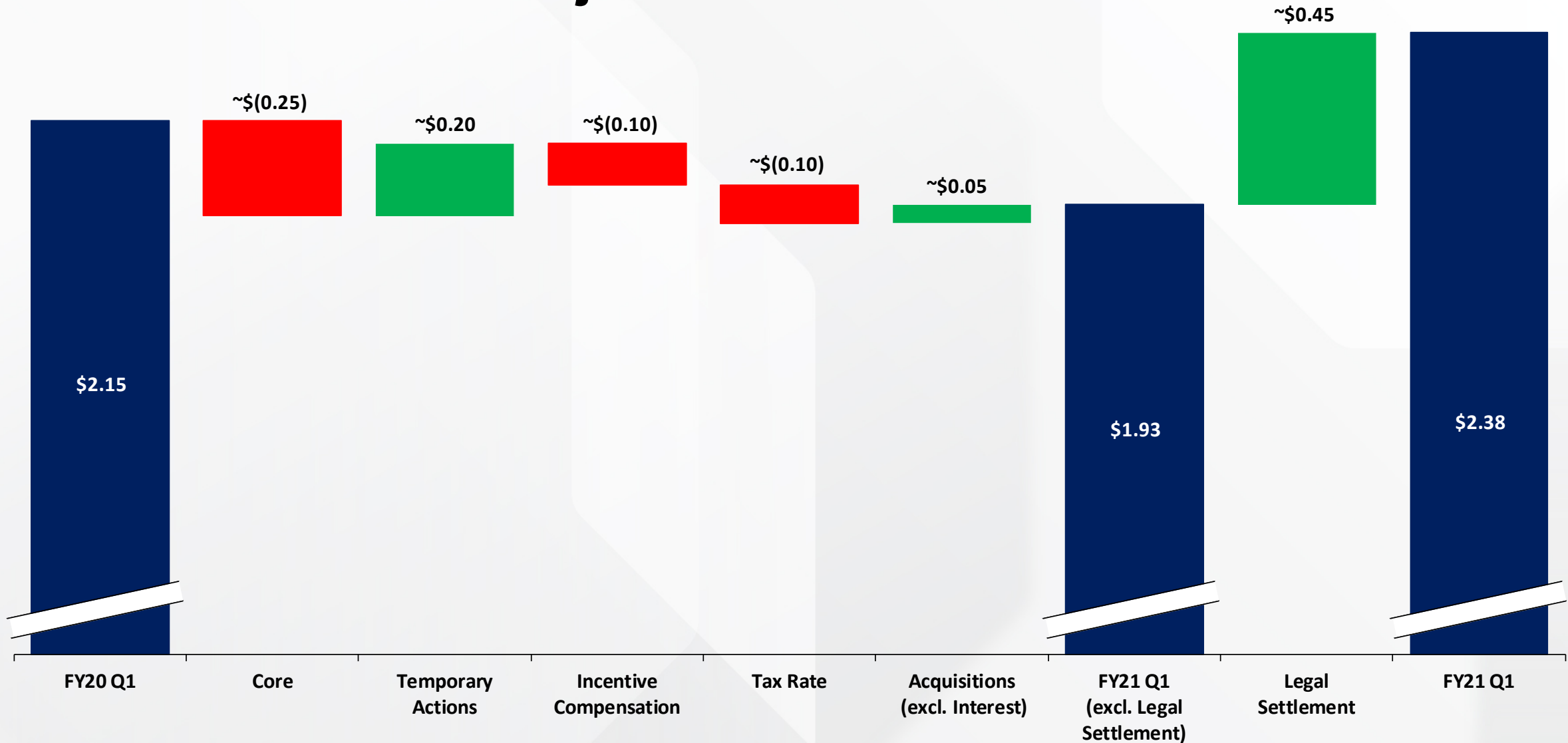
<sup>1</sup> First quarter fiscal 2021 results include \$0.45 related to a legal settlement



# Q1 FY21 Segment Results

	SALES (\$ in millions; YOY growth %)		SEGMENT OPERATING MARGIN	SEGMENT HIGHLIGHTS
Intelligent Devices	\$722M	Organic (7.9)%	19.4% (130) bps YOY	<ul style="list-style-type: none"> <li>Lower segment margin YOY driven by lower sales, partially offset by temporary and structural cost savings</li> <li>Orders grew low single digits YOY; high single digits sequentially</li> </ul>
		Inorganic — %		
		Currency +0.8 %		
		<b>Reported (7.1)%</b>		
Software & Control	\$441M	Organic (6.2)%	30.2% (80) bps YOY	<ul style="list-style-type: none"> <li>Lower segment margin YOY driven by lower sales, partially offset by temporary and structural cost savings</li> <li>Orders grew low single digits YOY; high single digits sequentially</li> </ul>
		Inorganic +2.7 %		
		Currency +1.0 %		
		<b>Reported (2.5)%</b>		
Lifecycle Services	\$403M	Organic (16.3)%	8.9% 50 bps YOY	<ul style="list-style-type: none"> <li>Higher segment margin YOY despite lower sales                             <ul style="list-style-type: none"> <li>Temporary and structural cost savings, and the absence of Sensia one-times from Q1 FY20 contributed to YOY margin improvement</li> </ul> </li> <li>Book-to-bill of 1.18</li> </ul>
		Inorganic +3.9 %		
		Currency +0.8 %		
		<b>Reported (11.6)%</b>		

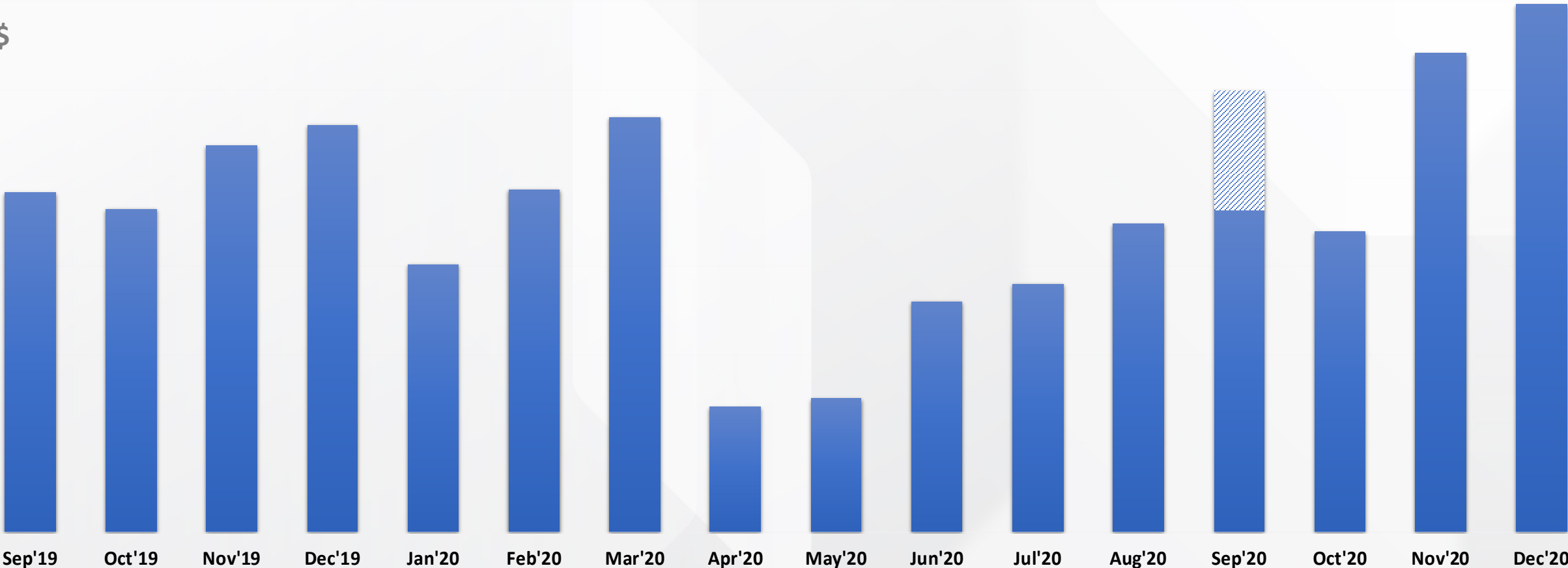
# Q1 FY20 to Q1 FY21 Adjusted EPS Walk



# Monthly Product Order Trends: Sep'19 – Dec'20

## Global Daily Average Product Orders

\$

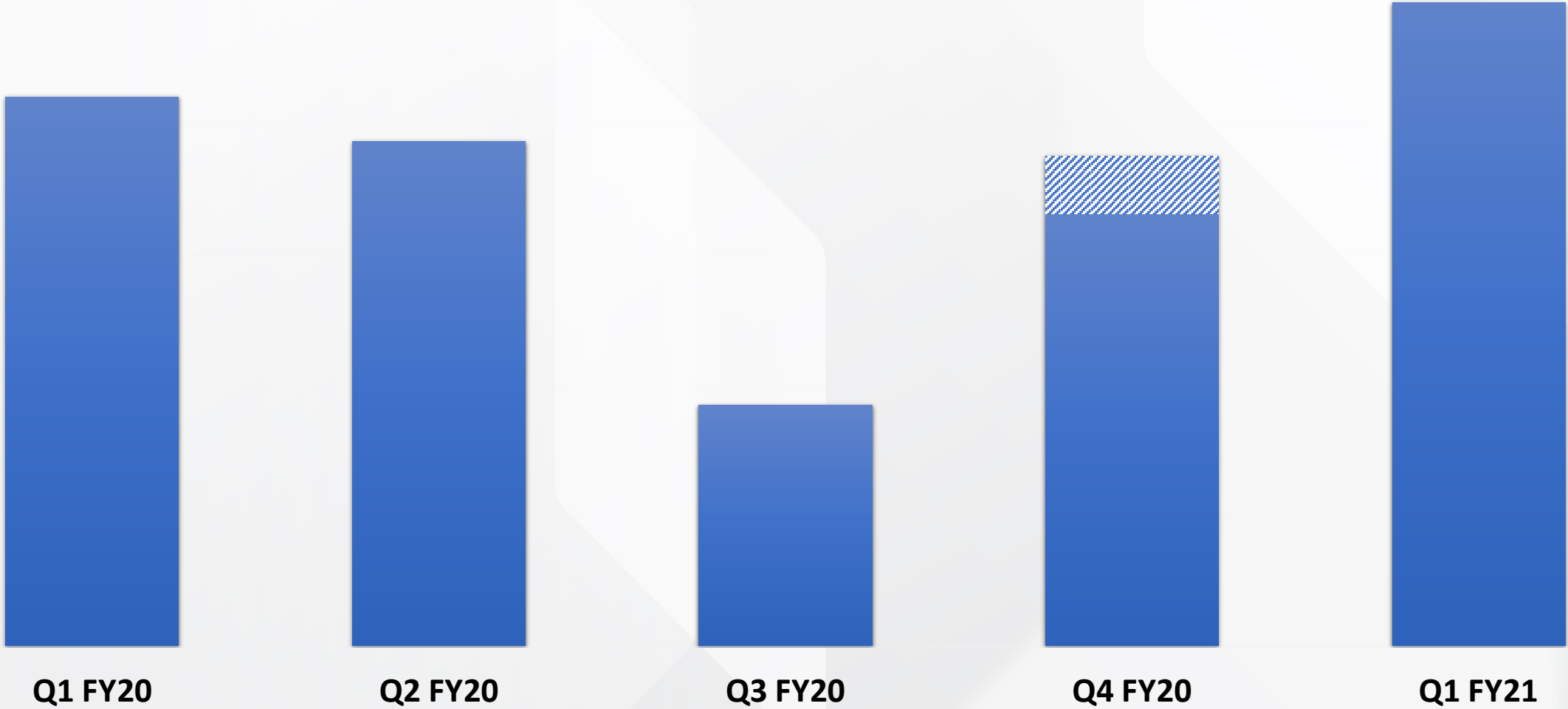


 *Impact of large Independent Cart Technology order booked in September 2020*

# Quarterly Product Order Trends: Q1 FY20 – Q1 FY21

Global Daily Average Product Orders

\$



 *Impact of large Independent Cart Technology order booked in September 2020*

# Updated FY21 Guidance

	January Guidance	November Guidance
<b>Sales Midpoint</b>	~ \$6.9B	~ \$6.8B
Organic Growth Range	4.5% - 7.5%	3.5% - 6.5%
Inorganic Growth	~ 1.5%	1.0% - 1.5%
Currency Translation	~ 2.5%	~ 1%
<b>Segment Operating Margin<sup>1</sup></b>	~ 19.5%	20.0% - 20.5%
<b>Adjusted Effective Tax Rate</b>	~ 14%	~ 14%
<b>Adjusted EPS<sup>2,3</sup></b>	\$8.70 - \$9.10	\$8.45 - \$8.85
<b>Free Cash Flow as a % of Adjusted Income</b>	~ 100%	~ 100%

Note: As of January 26, 2021

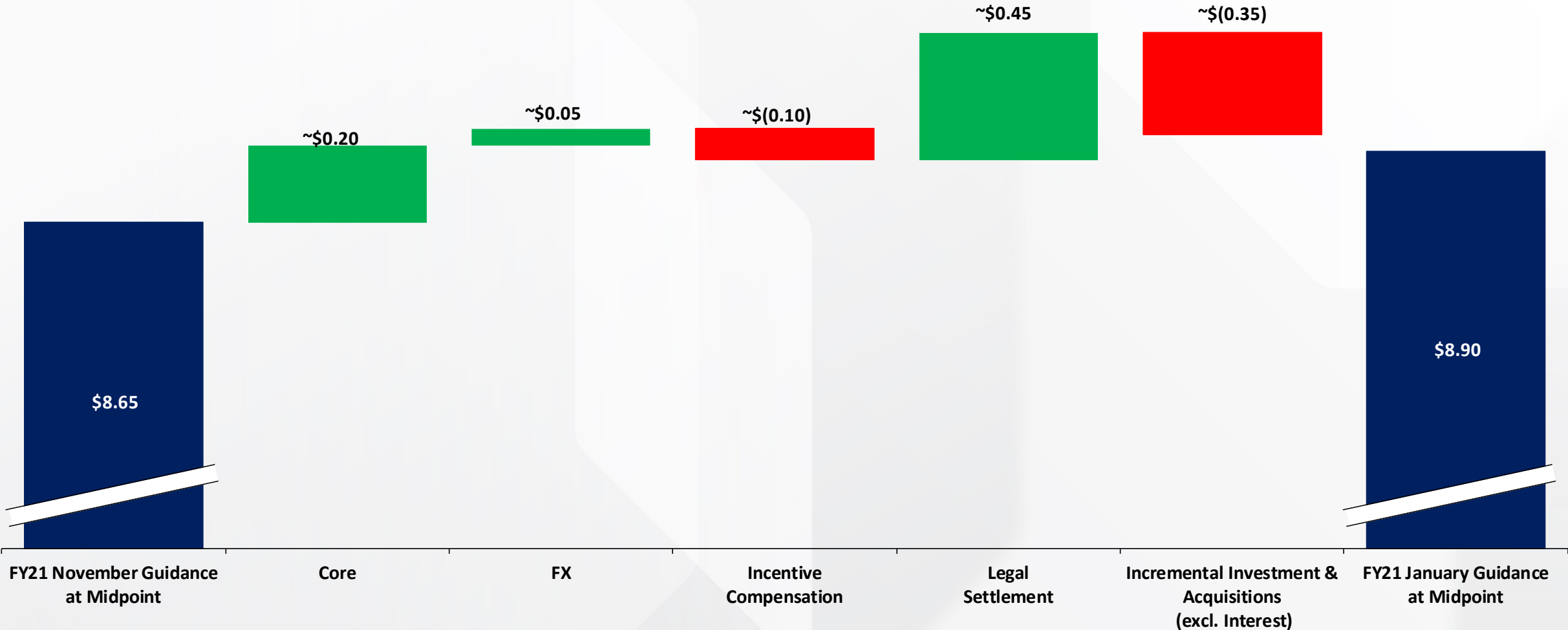
<sup>1</sup>Lower segment operating margin due to higher investments to pull forward key software product launches and sustainability initiatives

<sup>2</sup>Based on Adjusted Income attributable to Rockwell, which includes an adjustment for Schlumberger's non-controlling interest in Sensia.

<sup>3</sup>This compares to fiscal 2020 Adjusted EPS of \$7.87 under the new definition. A reconciliation of fiscal 2020 diluted EPS to Adjusted EPS in the new definition is included on page 28.



# FY21 November to January Guidance Midpoint Adjusted EPS Walk



# Accelerating FactoryTalk as a Service



## FactoryTalk Design Hub

*Streamlined automation system design*

## FactoryTalk Operations Hub

*Simplified access to real-time data for analytics and cloud-based applications*

## FactoryTalk Maintenance Hub

*Asset management and predictive maintenance*

**Focus of accelerated organic investments in FY21**



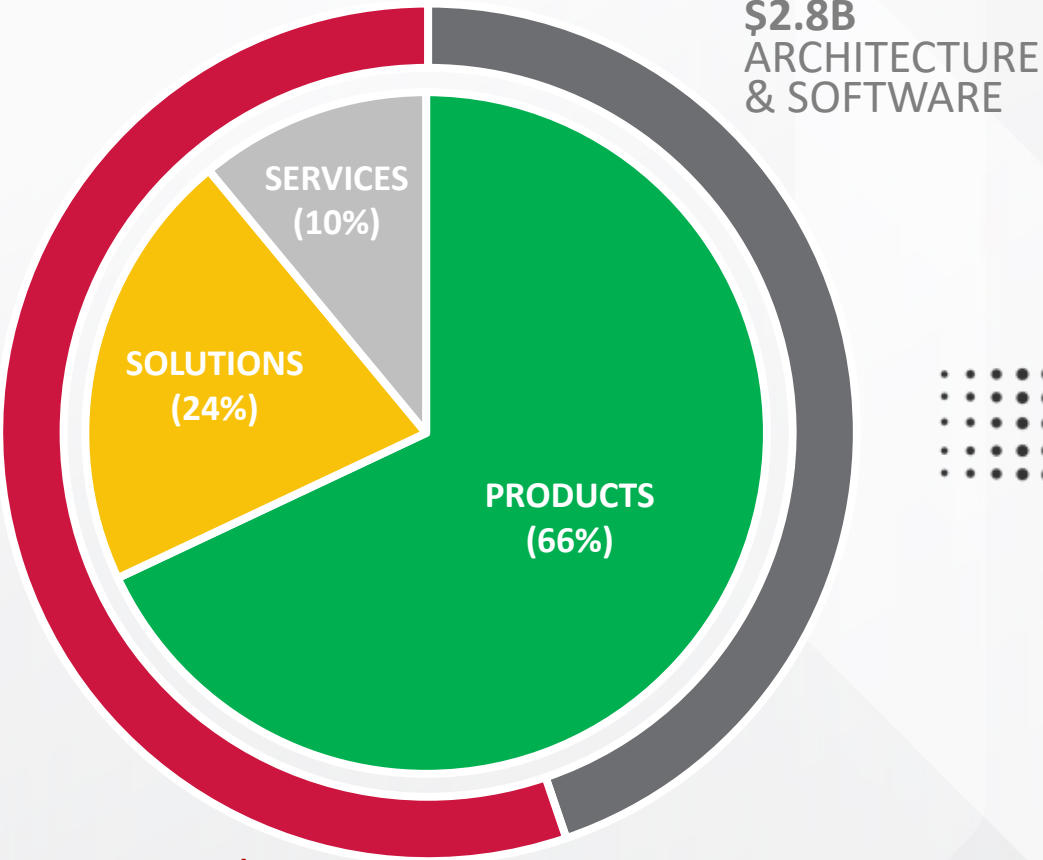


# Appendix

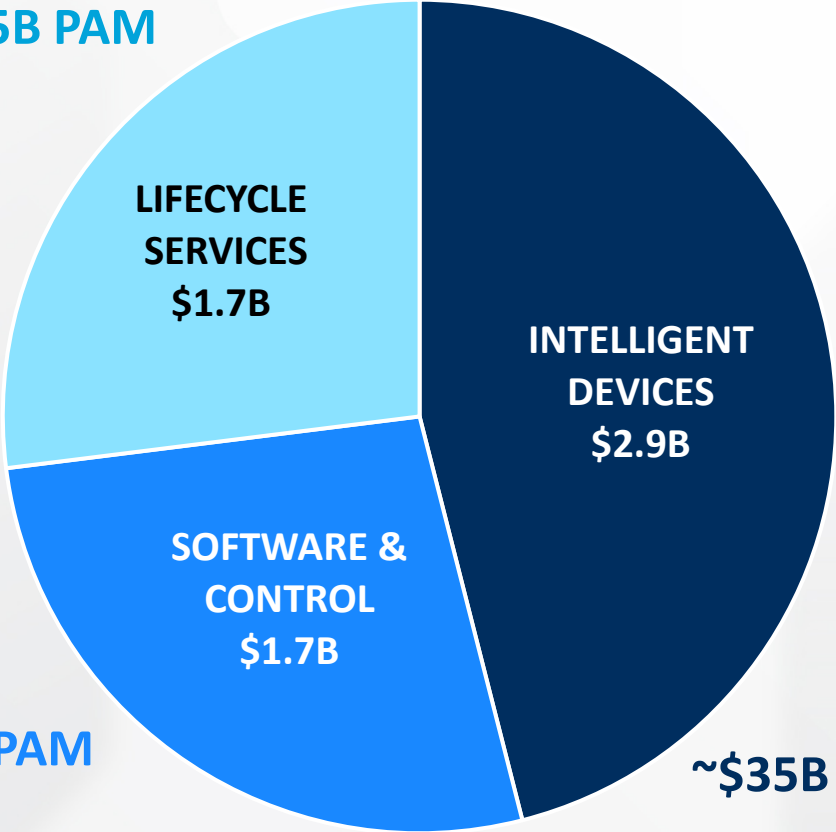
Supplemental Financial Information  
and Reconciliations to Non-GAAP Measures

# New Operating Segments to Simplify and Accelerate Profitable Growth

2020 Total Fiscal Year Sales and Product Available Market (PAM)



~\$25B PAM



**\$3.5B**  
CONTROL PRODUCTS & SOLUTIONS

# New Operating Segments Composition

- Former A&S business
- Former CP&S business

## Intelligent Devices

- Drives ●
- Motion ●
- Safety ●
- Sensing ●
- Industrial components ●
- Configured-to-order products ●

## Software & Control

- Control software & hardware ●
- Visualization software & hardware ●
- Digital twin & simulation software ●
- Information Solutions software ●
  - ✓ MES software
  - ✓ Data analytics
  - ✓ IoT visualization
  - ✓ Augmented reality
  - ✓ Device & enterprise connectivity
- Network & security infrastructure ●

## Lifecycle Services

- Consulting ●
- Professional services ●
  - ✓ Solutions
- Connected Services ●
  - ✓ Remote monitoring
  - ✓ Network & security
  - ✓ Safety services
  - ✓ Infrastructure-as-a-service
- Maintenance services ●
  - ✓ Asset management
  - ✓ Field services
  - ✓ Workforce training
  - ✓ Other support services
- Sensia business ●



# Annual Recurring Revenue (ARR) Metric

- Adopting ARR as our measure for recurring revenue
- Provides increased focus on generating more predictable revenue streams
- ARR added as an element of incentive compensation plans in FY21 and going forward
- Targeting double-digit growth in ARR in FY21

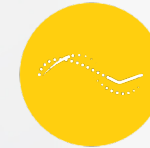
## EXAMPLES



Software subscriptions



SaaS



Perpetual software maintenance



Hardware/software support



Contractual services



Managed service contracts

Goal: ARR >10% of sales in FY25

# Q1 FY21 Results: Summary

(\$ in millions, except per share amounts)

	<b>Q1 2021</b>	<b>Q1 2020</b>
Total Sales	\$ 1,565.3	\$ 1,684.5
Total segment operating earnings	\$ 309.3	\$ 339.1
Purchase accounting depreciation and amortization	(11.7)	(10.0)
Corporate and other	(28.0)	(32.8)
Non-operating pension and postretirement benefit cost	(7.0)	(8.7)
Change in fair value of investments <sup>1</sup>	390.4	71.0
Legal settlement	70.0	—
Interest (expense) income, net	(22.3)	(24.0)
Income tax provision	(110.3)	(19.2)
Net income	\$ 590.4	\$ 315.4
Net (loss) income attributable to noncontrolling interests	(2.9)	4.7
Net income attributable to Rockwell Automation	\$ 593.3	\$ 310.7
<u>Adjustments</u>		
Non-operating pension and postretirement benefit cost, net of tax	5.0	6.3
Change in fair value of investments <sup>1</sup>	(390.4)	(71.0)
Tax effect of change in fair value of investments <sup>1</sup>	64.2	—
Purchase accounting depreciation and amortization attributable to Rockwell Automation	8.7	7.0
Tax effect of purchase accounting depreciation and amortization attributable to Rockwell Automation	(2.1)	(1.6)
Adjusted Income	\$ 278.7	\$ 251.4
Adjusted EPS	\$ 2.38	\$ 2.15
Average Diluted Shares	117.1	116.6

<sup>1</sup>Primarily relates to the change in value of our investment in PTC.

# Free Cash Flow

(\$ in millions)	<u>Q1 2021</u>	<u>Q1 2020</u>
Net Income	\$ 590	\$ 315
Depreciation/Amortization	44	42
Retirement Benefits Expense	30	32
Receivables/Inventory/Payables	(105)	(84)
Compensation and Benefits	7	(39)
Pension Contributions	(9)	(7)
Income Taxes	73	(17)
Change in fair value of investments <sup>1</sup>	(390)	(71)
Other	106	60
Cash Flow From Operations	<u>346</u>	<u>231</u>
Capital Expenditures	(27)	(37)
Free Cash Flow	<u>\$ 319</u>	<u>\$ 194</u>
Adjusted Income	\$ 279	\$ 251
Free Cash Flow as a % of Adjusted Income	115 %	77 %

<sup>1</sup>Primarily relates to the change in value of our investment in PTC.

# Industry Segmentation

% of FY20 Sales

## Discrete

- ~10% Automotive
- ~5% Semiconductor
- ~5% General Industries
  - Warehousing & Logistics
  - Printing & Publishing
  - Marine
  - Glass
  - Fiber & Textiles
  - Airports
  - Aerospace
- ~5% Other Discrete

**Total Discrete Industries ~25% of sales**

## Hybrid

- ~20% Food & Beverage
- ~5% Life Sciences
- ~5% Household & Personal Care
- ~5% Tire
- ~5% Eco Industrial
  - Water & Wastewater
  - Mass Transit
  - Renewable Energy

**Total Hybrid Industries ~40% of sales**

## Process

- ~10% Oil & Gas
- ~5% Mining, Aggregates & Cement
- ~5% Metals
- ~5% Chemicals
- ~5% Pulp & Paper
- ~5% Other Process
  - Traditional Power
  - Other Process

**Total Process Industries ~35% of sales**

# Reconciliation to Non-GAAP Measures

## Organic Sales

(\$ in millions)

	Three Months Ended December 31,				Reported Sales Growth (Decline) (a)/(c)	Acquisition Growth (Decline) (e)/(c)	Currency Growth (Decline) (d)/(c)	Organic Growth (Decline) (b)/(c)	
	2020		2019						
	Sales(a)	Effect of Acquisitions(e)	Effect of Changes in Currency(d)	Organic Sales(b)					Sales(c)
North America	\$ 912.3	\$ (11.1)	\$ (1.3)	\$ 899.9	\$ 1,006.9	(9.4)%	1.1%	0.1%	(10.6)%
EMEA	320.7	(18.5)	(16.4)	285.8	310.1	3.4%	6.0%	5.2%	(7.8)%
Asia Pacific	221.9	(0.3)	(8.4)	213.2	229.6	(3.4)%	0.1%	3.6%	(7.1)%
Latin America	110.4	—	11.7	122.1	137.9	(19.9)%	—%	(8.4)%	(11.5)%
Total	\$ 1,565.3	\$ (29.9)	\$ (14.4)	\$ 1,521.0	\$ 1,684.5	(7.1)%	1.8%	0.8%	(9.7)%

	Three Months Ended December 31,				Reported Sales Growth (Decline) (a)/(c)	Acquisition Growth (Decline) (e)/(c)	Currency Growth (Decline) (d)/(c)	Organic Growth (Decline) (b)/(c)	
	2020		2019						
	Sales(a)	Effect of Acquisitions(e)	Effect of Changes in Currency(d)	Organic Sales(b)					Sales(c)
Intelligent Devices	\$ 721.7	\$ —	\$ (6.4)	\$ 715.3	\$ 776.6	(7.1)%	—%	0.8%	(7.9)%
Software & Control	\$ 441.0	\$ (12.0)	\$ (4.5)	\$ 424.5	\$ 452.5	(2.5)%	2.7%	1.0%	(6.2)%
Lifecycle Services	402.6	(17.9)	(3.5)	381.2	455.4	(11.6)%	3.9%	0.8%	(16.3)%
Total	\$ 1,565.3	\$ (29.9)	\$ (14.4)	\$ 1,521.0	\$ 1,684.5	(7.1)%	1.8%	0.8%	(9.7)%



# Reconciliation to Non-GAAP Measures

## Segment Operating Margin

(\$ in millions)

	Three Months Ended	
	December 31, 2020	December 31, 2019
Sales		
Intelligent Devices (a)	\$ 721.7	\$ 776.6
Software & Control (b)	441.0	452.5
Lifecycle Services (c)	402.6	455.4
Total sales (d)	<u>\$ 1,565.3</u>	<u>\$ 1,684.5</u>
Segment operating earnings		
Intelligent Devices (e)	\$ 140.2	\$ 160.6
Software & Control (f)	133.1	140.4
Lifecycle Services (g)	36.0	38.1
Total segment operating earnings <sup>1</sup> (h)	<u>309.3</u>	<u>339.1</u>
Purchase accounting depreciation and amortization	(11.7)	(10.0)
General corporate - net	(28.0)	(32.8)
Non-operating pension and postretirement benefit cost	(7.0)	(8.7)
Legal Settlement	70.0	—
Change in fair value of investments	390.4	71.0
Interest (expense) income, net	(22.3)	(24.0)
Income before income taxes (i)	<u>\$ 700.7</u>	<u>\$ 334.6</u>
Segment operating margin:		
Intelligent Devices (e/a)	19.4 %	20.7 %
Software & Control (f/b)	30.2 %	31.0 %
Lifecycle Services (g/c)	8.9 %	8.4 %
Total segment operating margin <sup>1</sup> (h/d)	19.8 %	20.1 %
Pretax margin (i/d)	44.8 %	19.9 %

<sup>1</sup>Total segment operating earnings and total segment operating margin are non-GAAP financial measures. We exclude purchase accounting depreciation and amortization, corporate and other, non-operating pension and postretirement benefit cost, gains and losses on investments, the \$70 million legal settlement in fiscal 2021, certain corporate initiatives, interest (expense) income - net and income tax provision because we do not consider these costs to be directly related to the operating performance of our segments. We believe total segment operating earnings and total segment operating margin are useful to investors as measures of operating performance. We use these measures to monitor and evaluate the profitability of our operating segments. Our measures of total segment operating earnings and total segment operating margin may be different from measures used by other companies.

# Reconciliation to Non-GAAP Measures

## Adjusted Income, Adjusted EPS, and Adjusted Effective Tax Rate

(\$ in millions, except per share amounts)

	Three Months Ended	
	December 31, 2020	December 31, 2019
Net Income attributable to Rockwell Automation	\$ 593.3	\$ 310.7
Non-operating pension and postretirement benefit cost	7.0	8.7
Tax effect of non-operating pension and postretirement benefit cost	(2.0)	(2.4)
Change in fair value of investments	(390.4)	(71.0)
Tax effect of change in fair value of investments	64.2	—
Purchase accounting depreciation and amortization attributable to Rockwell Automation	8.7	7.0
Tax effect of purchase accounting depreciation and amortization attributable to Rockwell Automation	(2.1)	(1.6)
<b>Adjusted Income</b>	<b>\$ 278.7</b>	<b>\$ 251.4</b>
Diluted EPS	\$ 5.06	\$ 2.66
Non-operating pension and postretirement benefit cost	0.06	0.08
Tax effect of non-operating pension and postretirement benefit cost	(0.02)	(0.02)
Change in fair value of investments	(3.33)	(0.61)
Tax effect of change in fair value of investments	0.55	—
Purchase accounting depreciation and amortization attributable to Rockwell Automation	0.08	0.06
Tax effect of purchase accounting depreciation and amortization attributable to Rockwell Automation	(0.02)	(0.02)
<b>Adjusted EPS</b>	<b>\$ 2.38</b>	<b>\$ 2.15</b>
Effective Tax Rate	15.8 %	5.7 %
Tax effect of non-operating pension and postretirement benefit cost	0.1	0.6
Tax effect of change in fair value of investments	(0.7)	1.6
Tax effect of purchase accounting depreciation and amortization attributable to Rockwell Automation	0.2	0.4
<b>Adjusted Effective Tax Rate</b>	<b>15.4 %</b>	<b>8.3 %</b>

## Non-operating pension and postretirement benefit cost

(in millions)

	Three Months Ended	
	December 31, 2020	December 31, 2019
Interest cost	\$ 31.6	\$ 34.6
Expected return on plan assets	(60.4)	(61.2)
Amortization of prior service credit	(1.0)	(1.2)
Amortization of net actuarial loss	37.0	37.2
Settlements	(0.2)	(0.7)
<b>Non-operating pension and postretirement benefit cost</b>	<b>\$ 7.0</b>	<b>\$ 8.7</b>

# Reconciliation to Non-GAAP Measures

## Return On Invested Capital

(\$ in millions)

	Twelve Months Ended December 31,	
	2020	2019
<b>(a) Return</b>		
Net income	\$ 1,298.2	\$ 930.9
Interest expense	99.7	103.9
Income tax provision	204.0	183.9
Purchase accounting depreciation and amortization	43.1	22.5
Return	<u>1,645.0</u>	<u>1,241.2</u>
<b>(b) Average invested capital</b>		
Short-term debt	200.8	370.9
Long-term debt	1,970.5	1,803.7
Shareowners' equity	1,256.8	1,041.6
Accumulated amortization of goodwill and intangibles	936.2	890.1
Cash and cash equivalents	(782.6)	(829.1)
Short-term and long-term investments	(0.6)	(126.7)
Average invested capital	<u>3,581.1</u>	<u>3,150.5</u>
<b>(c) Effective tax rate</b>		
Income tax provision	204.0	183.9
Income before income taxes	\$ 1,502.2	\$ 1,114.8
Effective tax rate	<u>13.6 %</u>	<u>16.5 %</u>
<b>(a) / (b) * (1-c) Return On Invested Capital</b>	<u>39.7 %</u>	<u>32.9 %</u>

# Reconciliation to Non-GAAP Measures

## Fiscal 2021 Guidance

(\$ in billions, except per share amounts)

### Organic Sales

Organic sales growth  
Inorganic sales growth  
Foreign currency impact  
Reported sales growth

### Segment Operating Margin

Total sales (a)  
Total segment operating earnings (b)  
Costs not allocated to segments  
Income before income taxes (c)  
Total segment operating margin (b/a)  
Pretax margin (c/a)

### Adjusted Effective Tax Rate

Effective tax rate  
Tax effect of non-operating pension and postretirement benefit cost  
Tax effect of change in fair value of investments<sup>1</sup>  
Tax effect of purchase accounting depreciation and amortization attributable to Rockwell Automation  
Adjusted Effective Tax Rate

### Adjusted EPS<sup>(2)</sup>

Diluted EPS  
Non-operating pension and postretirement benefit cost  
Tax effect of non-operating pension and postretirement benefit cost  
Change in fair value of investments<sup>1</sup>  
Tax effect of change in fair value of investments<sup>1</sup>  
Purchase accounting depreciation and amortization attributable to Rockwell Automation  
Tax effect of purchase accounting depreciation and amortization attributable to Rockwell Automation  
Adjusted EPS

<u>Fiscal 2021 Guidance</u>		
	4.5% - 7.5%	
	~ 1.5%	
	~ 2.5%	
	8.5% - 11.5%	
\$	~	6.9
	~	1.3
	~	0.1
\$	~	1.2
	~	19.5 %
	~	17.5 %
	~	14.1 %
	~	0.2 %
	~	(0.7)%
	~	0.4 %
	~	14.0 %
	\$11.07 - \$11.47	
	0.23	
	(0.07)	
	(3.33)	
	0.55	
	0.33	
	(0.08)	
	\$8.70 - \$9.10	

<sup>1</sup>The actual year-to-date adjustments, which are based on PTC's share price at December 31, 2020, are used for guidance, as estimates of these adjustments on a forward-looking basis are not available due to variability, complexity and limited visibility of these items.

<sup>2</sup>Fiscal 2021 guidance based on Adjusted Income attributable to Rockwell, which includes an adjustment for Schlumberger's non-controlling interest in Sensia.

# New Definition of Adjusted Income and Adjusted EPS

- Beginning in fiscal 2021, Rockwell is changing its definition of Adjusted Income and Adjusted EPS
- New definition will also exclude the impact of purchase accounting depreciation and amortization expense attributable to Rockwell Automation and the related tax effects of such exclusion
- The definition of Adjusted Effective Tax Rate is also changing to correspond to the purchase accounting items now being excluded from Adjusted Income

	Fiscal 2020 Results	Q1 2021 Results	Fiscal 2021 Guidance
Diluted EPS	\$ 8.77	\$ 5.06	\$ \$11.07 - \$11.47
Non-operating pension and postretirement benefit cost	0.32	0.06	0.23
Tax effect of non-operating pension and postretirement benefit cost	(0.09)	(0.02)	(0.07)
Change in fair value of investments <sup>1</sup>	(1.32)	(3.33)	(3.33)
Tax effect of change in fair value of investments <sup>1</sup>	—	0.55	0.55
Purchase accounting depreciation and amortization attributable to Rockwell Automation	0.25	0.08	0.33
Tax effect of purchase accounting depreciation and amortization attributable to Rockwell Automation	(0.06)	(0.02)	(0.08)
Adjusted EPS <sup>2</sup>	<u>\$ 7.87</u>	<u>\$ 2.38</u>	<u>\$ \$8.70 - \$9.10</u>
Effective Tax Rate	9.9 %	15.8 %	~ 14.1%
Tax effect of non-operating pension and postretirement benefit cost	0.6	0.1	~ 0.2
Tax effect of change in fair value of investments <sup>1</sup>	1.5	(0.7)	~ (0.7)
Tax effect of purchase accounting depreciation and amortization expense attributable to Rockwell Automation	0.4	0.2	~ 0.4
Adjusted Effective Tax Rate	<u>12.4 %</u>	<u>15.4 %</u>	<u>~ 14.0%</u>

<sup>1</sup>The actual year-to-date adjustments, which are based on PTC's share price at December 31, 2020, are used for guidance, as estimates of these adjustments on a forward-looking basis are not available due to variability, complexity and limited visibility of these items.

<sup>2</sup>Fiscal 2021 guidance based on Adjusted Income attributable to Rockwell, which includes an adjustment for Schlumberger's non-controlling interest in Sensia.





# Thank you



[www.rockwellautomation.com](http://www.rockwellautomation.com)



expanding **human possibility**<sup>™</sup>