CRANE

Fluid Handling

Alex Alcala, Senior Vice President

Results & Guidance

Delivering Share Gain

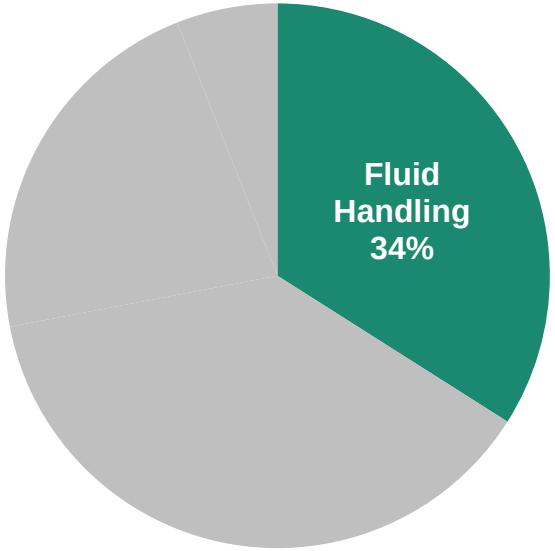
Expanding Margins

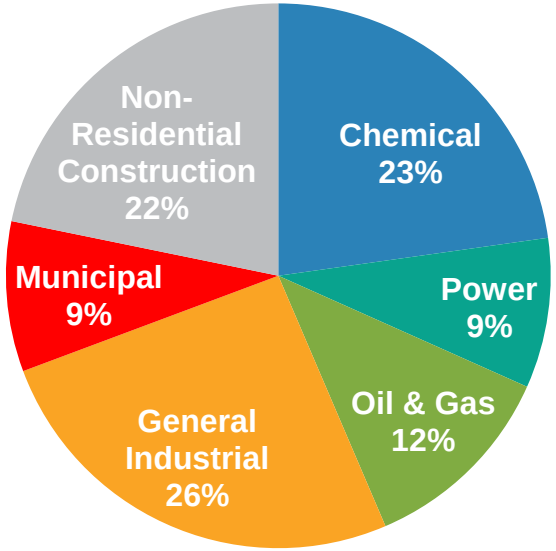
Summary

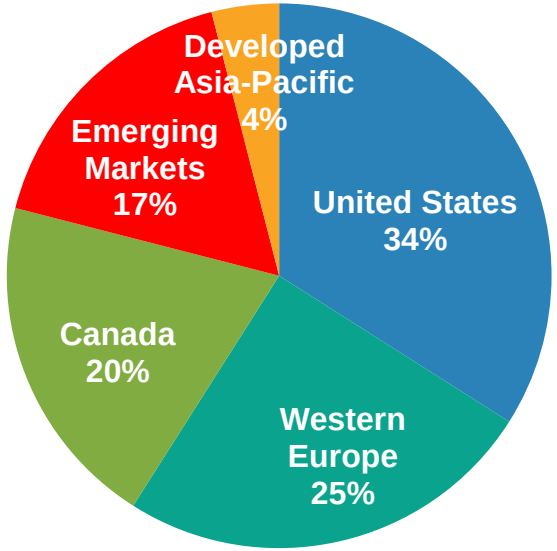
FLUID HANDLING

CRANE

($ Millions)	2017	2018	2019	2020	2021G**
Sales	1,043	1,102	1,117	1,006	1,035
Operating Profit*	115	129	152	115	130
Operating Margin*	11.1%	11.7%	13.6%	11.4%	12.5%







EXPECT 100 BASIS POINTS OF MARGIN EXPANSION PER YEAR

* Excludes Special Items. Please see non-GAAP Financial Measures tables for details.
** Reflects midpoint of guidance range. Segment level guidance unchanged compared to original guidance provided concurrent with Q4 2020 earnings release on January 25, 2021.
Note: Charts based on 2020 actual results. Totals may not sum due to rounding.

Results & Guidance

Delivering Share Gain

Expanding Margins

Summary

MOMENTUM DRIVING SHARE GAIN

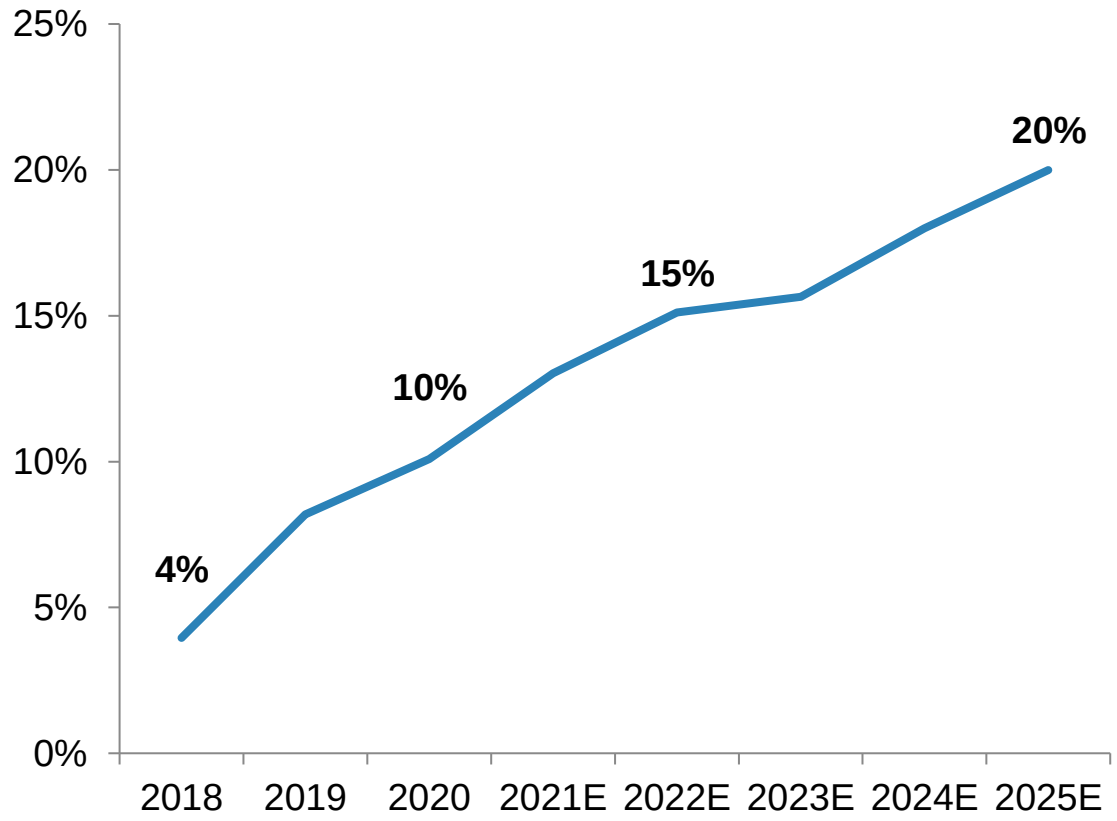
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PRODUCT INNOVATION IS ACCELERATING

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New Product Sales – Vitality*



- ✓ Singular Focus – Solving our Customer's Toughest Problems
- ✓ The Right Culture – Big Bold Fast
- ✓ Speed – From Concept → Commercialization



MOMENTUM WITH PRODUCT INNOVATION IMPACTING BUSINESS PERFORMANCE

*Process Solutions

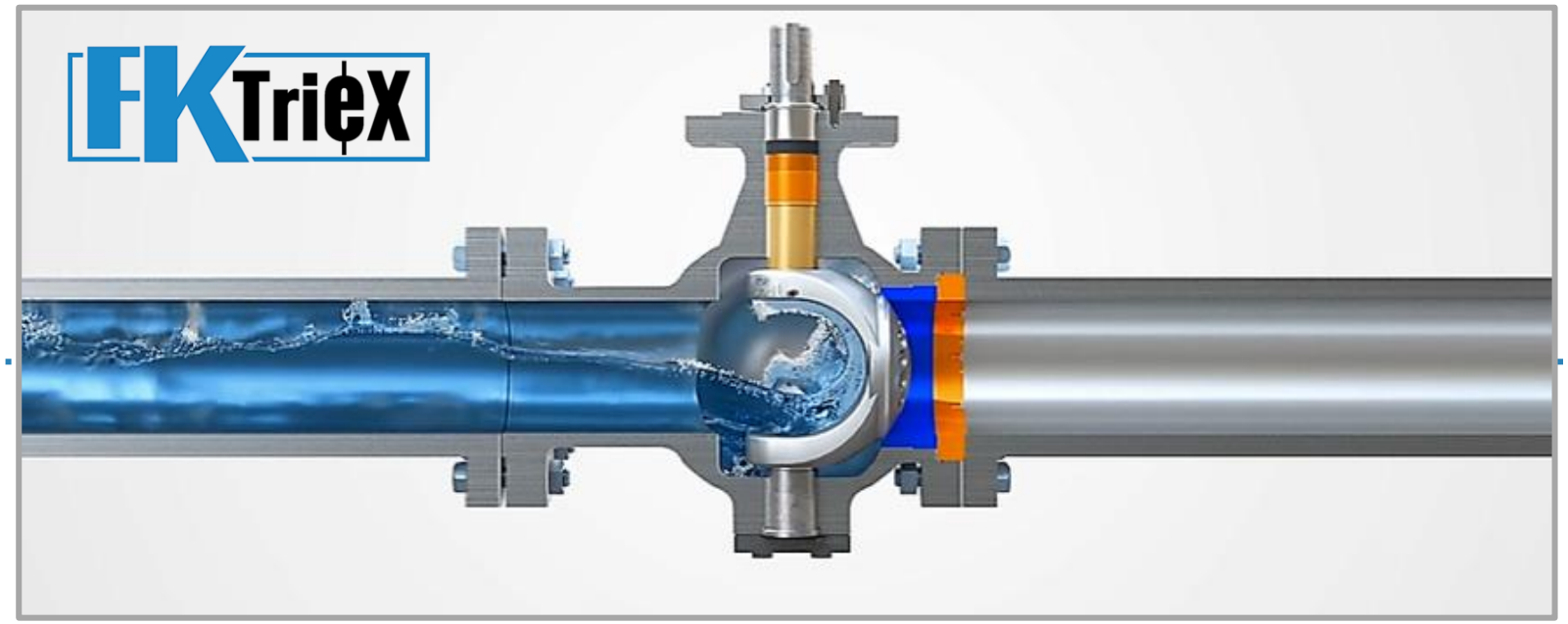
BREAKTHROUGH PRODUCT INNOVATION IMPROVEMENTS IN CORROSIVE, TOXIC, ABRASIVE & HIGH PURITY APPLICATIONS

CRANE

Breakthrough Addition to Triple Offset Valve Line

Better Flow
4-6X

Lower Total Cost
2X



$50M
By 2025

AN INNOVATIVE SOLUTION GROWING DOUBLE DIGITS EVEN DURING THE MARKET DOWNTURN

PRODUCT INNOVATION DRIVING STRONG SHARE GAINS IN CORROSIVE, TOXIC, ABRASIVE & HIGH PURITY APPLICATIONS

CRANE

Severe Service Metal Seated Ball Valve



Longer Life

50%

Next Generation Sleeved Plug Valve



Lower Torque

50%

Expanded Aseptic/ Pharma Portfolio



Maintenance & Installation Costs

50%

PRODUCT INNOVATIONS FOR CRITICAL PROCESS APPLICATIONS WILL DELIVER COMBINED $150M BY 2025

SOLVING TOUGH WASTEWATER PROCESSING PROBLEMS: HIGH SOLIDS CONTENT APPLICATIONS

CRANE

Chopper Pump



Maintenance Cost Reduction

75%



High Efficiency Non-Clog Pump



More Efficient

15%

LEADING HIGH SOLID PUMPING SOLUTIONS WILL DELIVER $30M BY 2025

MOVING TO HIGHER GROWTH DIGITAL PRESSURE INSTRUMENTATION SOLUTIONS

CRANE



IO-Link

CAN

Designed for Ease of Customization

80%

Reduction in Components

Customization drives Performance and Reliability in Difficult Applications



Factory Automation



Mobile Hydraulics



Agricultural Equipment

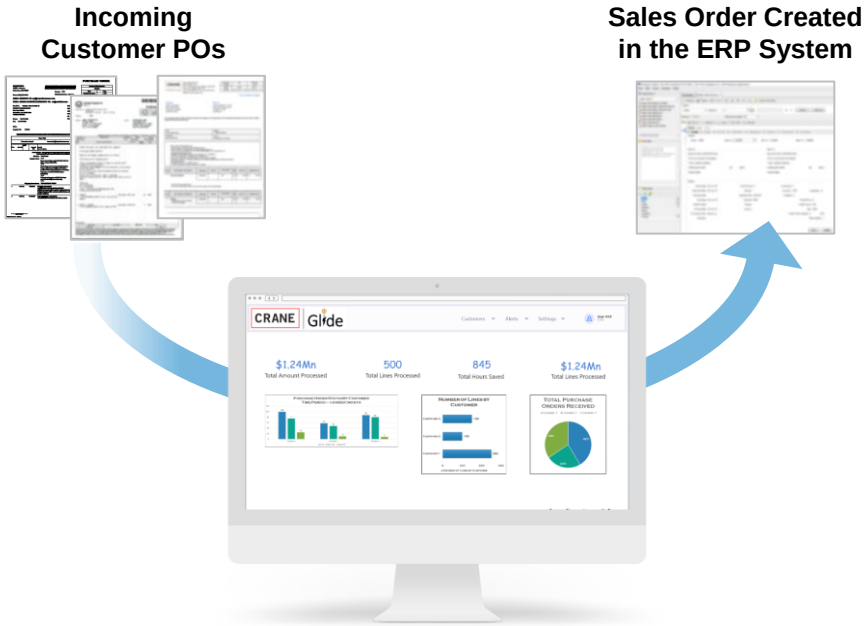


Transportation

EXPANDS SERVED MARKET BY $480M – EXPECTING $10M GROWTH BY 2025

DRIVING GROWTH THROUGH COMMERCIAL EXCELLENCE

CRANE



Front End Automation



Next Generation Sales Tools



Sales Call Activity Optimization

TRENDING TOWARDS 40% IMPROVED SALES PRODUCTIVITY BY 2024

LOCALIZATION – GROWTH THROUGH SPEED AND CUSTOMER INTIMACY

CRANE

China



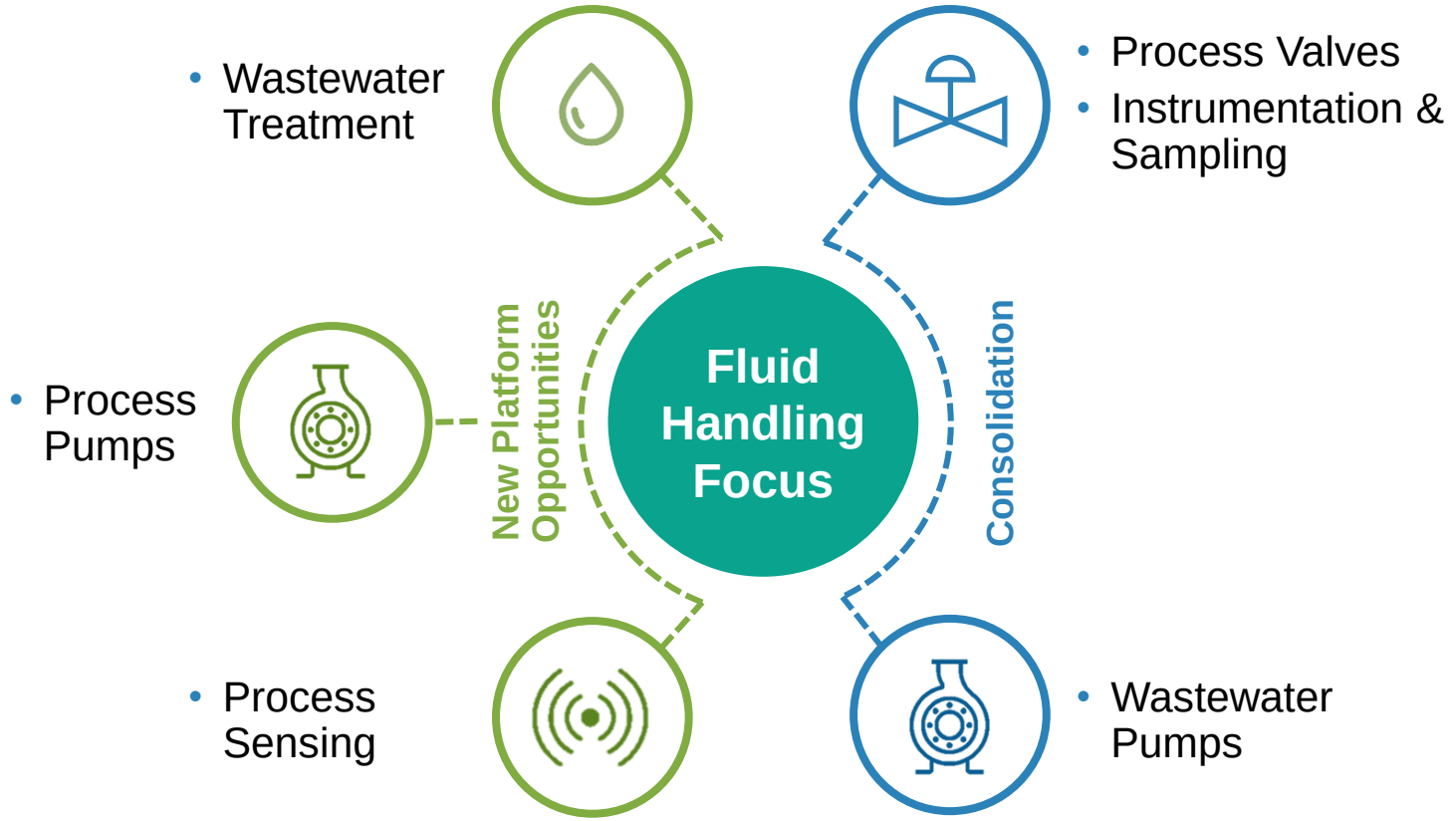
Middle East



GROWTH MARKETS & SHARE GAIN THROUGH LOCALIZATION WILL DELIVER $20M BY 2025

STRONG FOCUS ON INORGANIC GROWTH OPPORTUNITIES

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Prioritization

- Positive Market Segment Growth Drivers
- Ability to Technically Differentiate
- Strategic Alignment
- Extendibility

PROVEN TRACK RECORD AND FOCUS ON EXPANDING TARGET OPPORTUNITIES

Results & Guidance

Delivering Share Gain

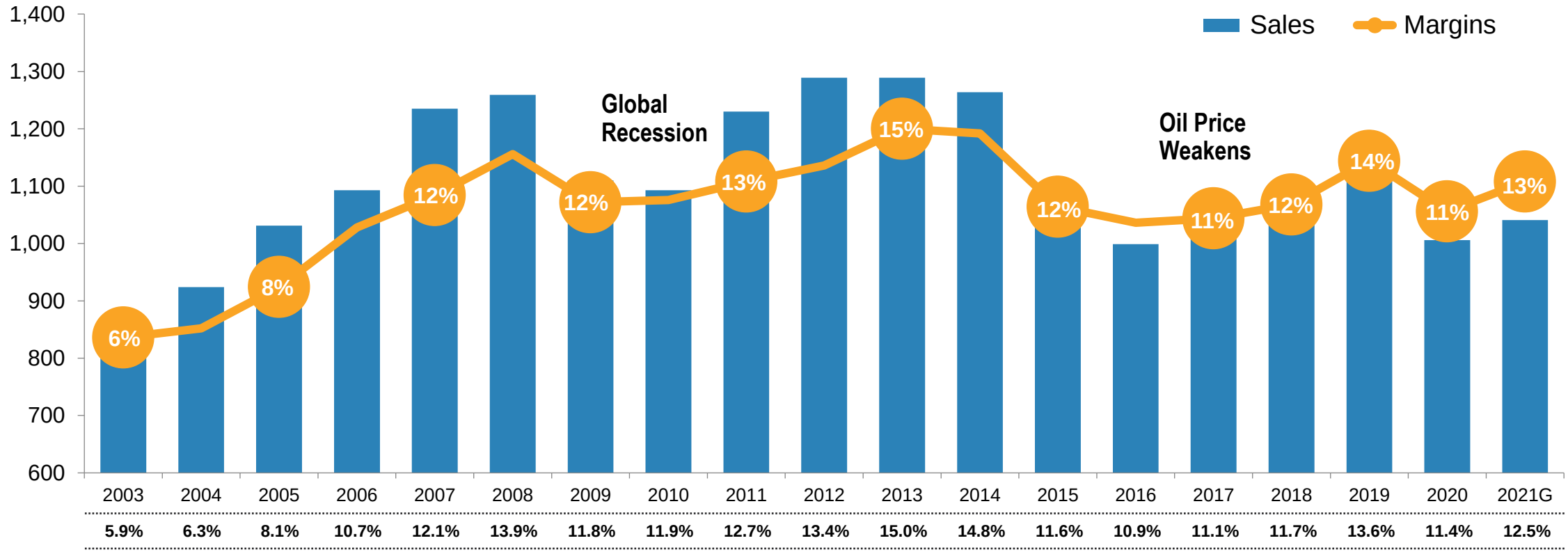
Expanding Margins

Summary

CONFIDENCE IN PATH TO MID-TEEN MARGINS

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Fluid Handling Sales ($ Millions) and Margin %*



FOCUSED ON 100 BPS AVERAGE MARGIN IMPROVEMENT PER YEAR

*Excludes Special Items. Please see non-GAAP Financial Measures tables for details.

EXPANDING MARGINS THROUGH REPOSITIONING

CRANE

1 Breakthrough consolidation opportunities; space created through ongoing CBS execution



2 Leveraging current India manufacturing center of excellence – site expansion & consolidation



AMERICAS REPOSITIONING COMPLETE, EUROPE ON TRACK – DELIVER $25M COST SAVINGS BY 2022

Results & Guidance

Delivering Share Gain

Expanding Margins

Summary

SUMMARY

CRANE

1. STRONG MOMENTUM with Share Gains
2. Attractive Business Platform for INORGANIC GROWTH
3. FOCUSED on 100 BPS Average Margin Improvement per Year


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