



Fourth Quarter Fiscal Year 2020 Conference Call

November 10, 2020



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.

Q4 FY20 Results Highlights

- Organic sales down (12)% YOY; up 10% sequentially
 - Logix down at about the company average, led by Oil & Gas
 - Drives and Motion outperformance in sales and orders
 - Exceptional order intake for Independent Cart Technology
- Information Solutions & Connected Services (IS/CS) saw strong double-digit orders growth YOY
- Recent acquisitions performing well
 - Kalypso had the strongest order quarter ever
 - ASEM sales better than expected
- Segment operating margin flat YOY at 20.2%, despite lower sales
- Adjusted EPS of \$1.87; down (7)% YOY

Continued Sequential Improvement

Q4 FY20 Organic Industry Segment Performance

	% of Q4 FY20 Sales	Q4 FY20 vs. Q4 FY19	Q4 FY20 vs. Q4 FY19
 Discrete	~ 25%	Down ~10%	<ul style="list-style-type: none"> ▼ Automotive down ~20% ▲ Semiconductor up high single digits
 Hybrid	~ 45%	Down ~5%	<ul style="list-style-type: none"> ▼ Food & Beverage down low single digits ▼ Life Sciences down low single digits ▼ Tire down double digits
 Process	~ 30%	Down ~20%	<ul style="list-style-type: none"> ▼ O&G down ~35% ▼ Mining/Aggregate/Cement down double digits ▼ Chemicals down double digits

Note: Organic sales growth rates depicted above exclude the impact of acquisitions and currency

Q4 and Full Year FY20 Organic Sales Growth

North America
 Q4: (11.8)%
 FY: (8.5)%

EMEA
 Q4: (12.3)%
 FY: (6.5)%

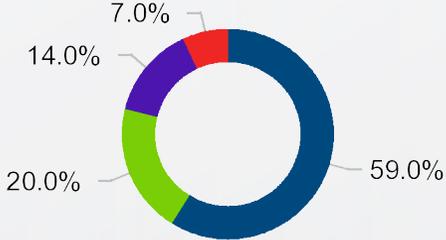
Asia Pacific
 Q4: (9.4)%
 FY: (5.3)%

Latin America
 Q4: (17.9)%
 FY: (9.5)%

Q4 Highlights *

- North America decline led by Oil & Gas, Metals, and Automotive
- EMEA performance impacted by weak process industries and Tire
- Asia Pacific down due to Automotive and Mass Transit
- Latin America decline primarily due to Mining and Oil & Gas
- Emerging markets in-line with Company average

% of FY20 Sales



* All growth comments refer to organic growth

Full Year FY20 Highlights

- Reported sales down (5.5)% YOY; inorganic investments contributed +3.5%
- Organic sales down (7.8)% YOY
 - Logix down (6)%
 - IS/CS ended the year with ~\$400M in organic sales and double-digit orders growth
- Adjusted EPS of \$7.68; down (11)% YOY
- Free Cash Flow of \$1B; 112% conversion
 - Includes a \$50M pre-tax discretionary contribution to the U.S. pension trust
- Increased organic investments in software
- Deployed ~\$550M on strategic inorganic investments and ~\$735M on dividends and share repurchases

Prioritizing employee and customer safety
Successfully managing through COVID and protecting key investments

Full Year FY21 Outlook Highlights

- Continuing to prioritize employee and customer safety
- Assumes gradual recovery continues
 - First half down YOY, followed by double-digit growth in second half
- Organic sales growth of ~5% YOY at the guidance midpoint
- Acquisitions completed in FY20 and FY21 to date expected to contribute >1%
 - Completed the acquisition of Oylo - a European OT cybersecurity company
- Annual Recurring Revenue (ARR) up double digits
- Adjusted EPS of \$8.65 at the midpoint, up 10% YOY on a comparable basis
 - Reflects new definition of Adjusted EPS; refer to slide 30
- Free Cash Flow conversion of ~100%

Note: Guidance as of November 10, 2020

Targeting Over \$1B in Capital Deployment

FY21 Organic Industry Segment Outlook

	% of FY20 Sales	FY21 Vs FY20	Assumptions at Guidance Mid-Point
 Discrete	~ 25%	Up mid single digits	<ul style="list-style-type: none"> ▲ Automotive up ~10% ▲ Semiconductor up mid single digits
 Hybrid	~ 40%	Up mid single digits	<ul style="list-style-type: none"> ▲ Food & Beverage up mid single digits ▲ Life Sciences up ~10% ▲ Tire up mid single digits
 Process	~ 35%	Up low single digits	<ul style="list-style-type: none"> ➔ Oil & Gas flat ▲ Mining/Aggregate/Cement up high single digits ▲ Chemicals up mid single digits

Note: Organic sales growth rates depicted above exclude the impact of acquisitions and currency

Note: Guidance as of November 10, 2020

Q4 FY20 Key Financial Information

(\$ in millions, except per share amounts)

	Q4 2020	Q4 2019	YOY B/(W)	
SALES	\$1,570	\$1,730	Organic Growth	(12.1)%
			Inorganic Growth	+3.1%
			Currency Translation	(0.3)%
			Reported Growth	(9.3)%
SEGMENT OPERATING MARGIN	20.2%	20.2%		0 bps
GENERAL CORPORATE - NET	\$22	\$36		\$14
ADJUSTED EPS	\$1.87	\$2.01		(7)%
ADJUSTED EFFECTIVE TAX RATE	15.0%	17.0%		200 bps
FREE CASH FLOW	\$304	\$451		\$(147)

Q4 FY20 Segment Results

(in millions)

SALES
(\$ in millions)

**SEGMENT OPERATING
MARGIN**

HIGHLIGHTS

ARCHITECTURE & SOFTWARE

\$702.8

Organic	(11.3)%
Inorganic	+1.3%
Currency	—%
Reported	(10.0)%

27.2%

+100 bps YOY
+340 bps seq

- Organic sales up ~10% sequentially
- Segment operating margin up YOY despite impact of lower sales

CONTROL PRODUCTS & SOLUTIONS

\$867.2

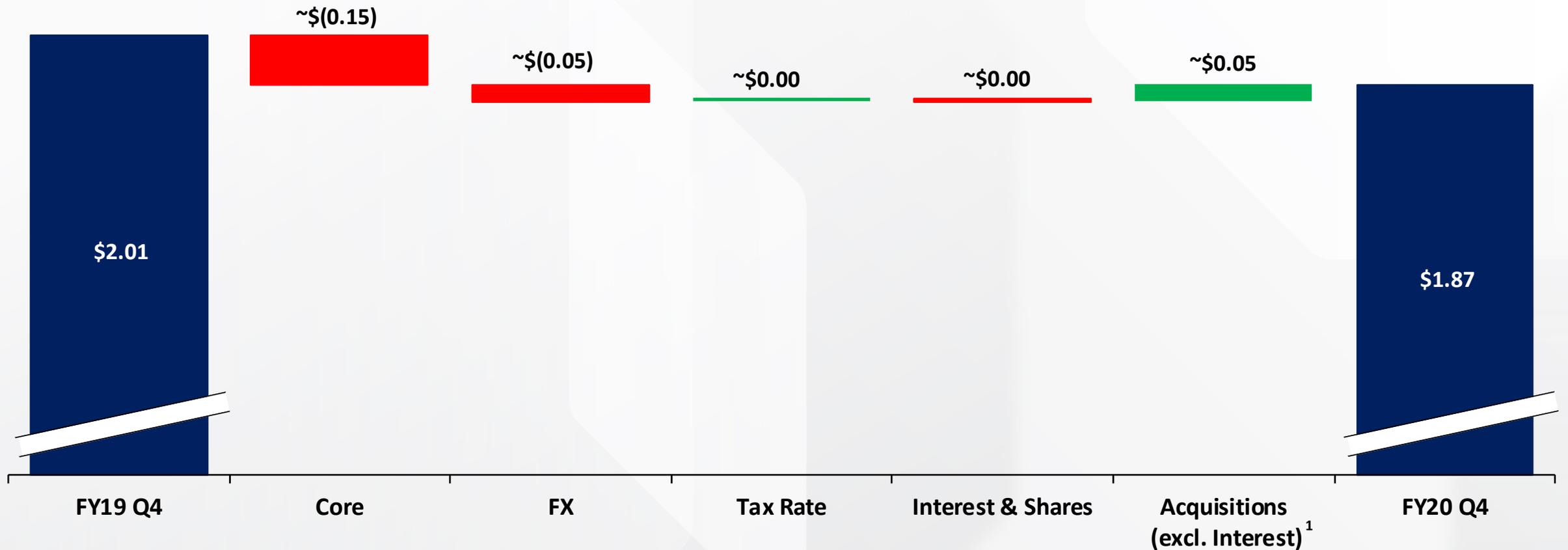
Organic	(12.7)%
Inorganic	+4.6%
Currency	(0.5)%
Reported	(8.6)%

14.6%

(60) bps YOY
+400 bps seq

- Organic sales up ~10% sequentially
- Products down (11)% and Solutions & Services down (14)% organically YOY
- Segment operating margin down YOY primarily due to lower sales

Q4 FY19 to Q4 FY20 Adjusted EPS Walk



¹ Sensia within acquisitions consists of the incremental operating earnings, intangible amortization, transaction fees, setup costs, and non-controlling interest adjustments related to Schlumberger's ownership in Sensia.

Full Year FY20 Key Financial Information

(in millions, except per share amounts)

	2020	2019	YOY B/(W)	
SALES	\$6,330	\$6,695	Organic Growth (7.8)% Inorganic Growth +3.5% Currency Translation (1.2)% Reported Growth <u>(5.5)%</u>	
SEGMENT OPERATING MARGIN	19.9%	22.0%		(210) bps
GENERAL CORPORATE - NET	\$99	\$109		\$10
ADJUSTED EPS	\$7.68	\$8.67		(11)%
ADJUSTED EFFECTIVE TAX RATE	12.0%	17.9%		(590) bps
FREE CASH FLOW ¹	\$1,007	\$1,049		\$(42)
ROIC	35.7%	27.0%		870 bps

¹Fiscal 2020 includes a discretionary pre-tax contribution of \$50.0 million to the Company's U.S. pension trust.

Q2-Q4 FY20 Global Daily Average Product Order Trends

\$



January February March April May June July August September

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

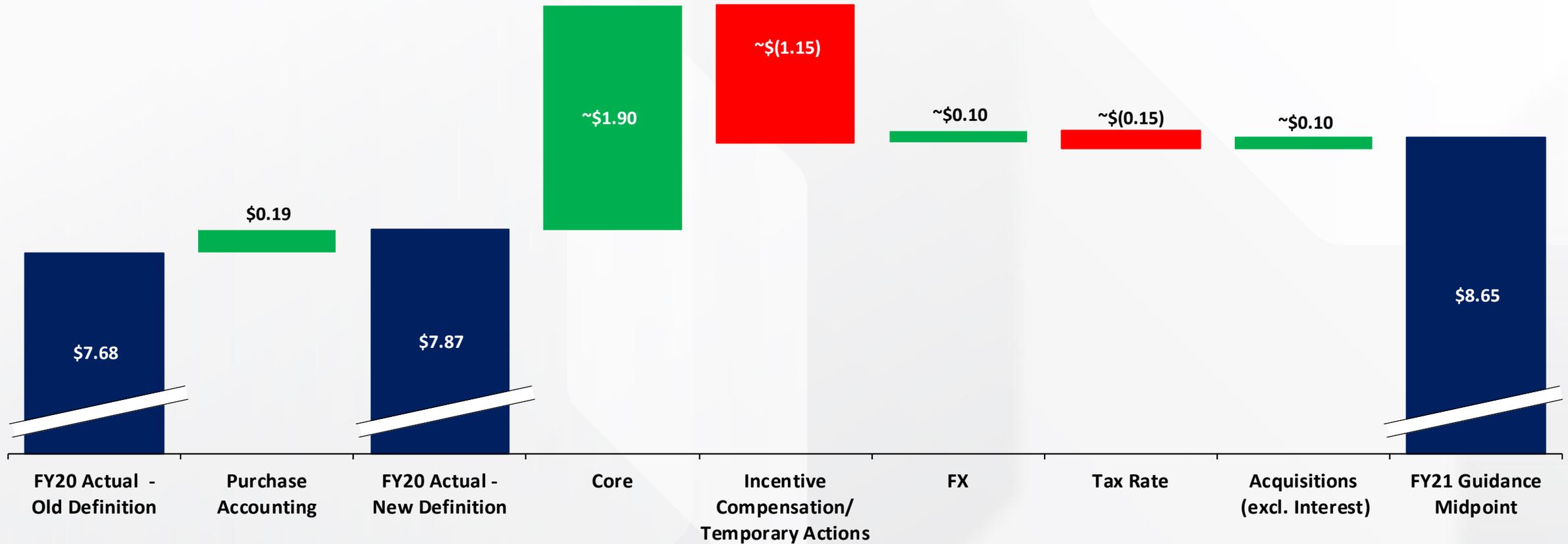
Fiscal 2021 guidance

	Full year outlook
Sales Midpoint	~ \$6.8B
Organic Growth Range	3.5% - 6.5%
Inorganic Growth	1.0% - 1.5%
Currency Translation	~ 1%
Segment Operating Margin	20.0% - 20.5%
Adjusted Effective Tax Rate	~ 14%
Adjusted EPS (new definition) ^{1, 2}	\$8.45 - \$8.85
Free Cash Flow as a % of Adjusted Income	~ 100%
Note: As of November 10, 2020	

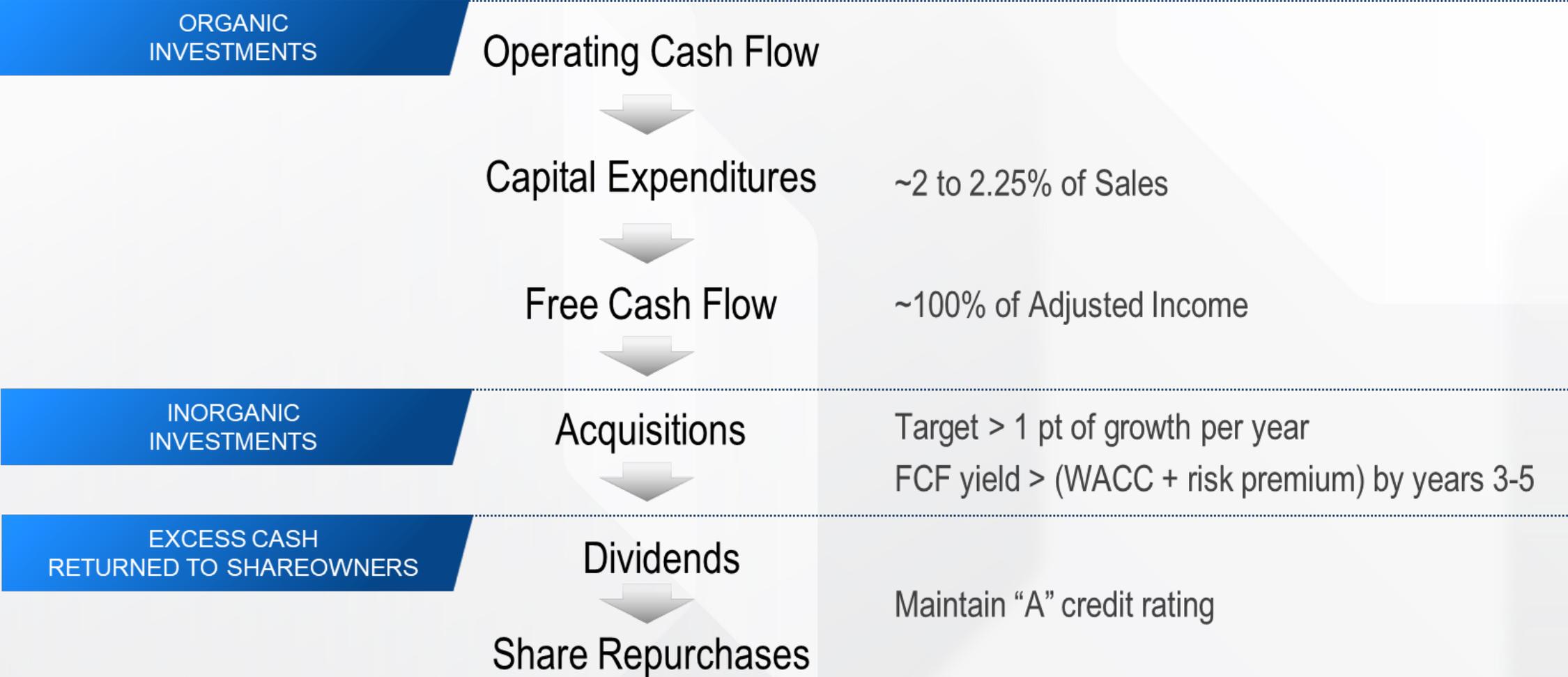
¹ Based on Adjusted Income attributable to Rockwell, which includes an adjustment for Schlumberger's non-controlling interest in Sensia.

² 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 30.

Fiscal 2020 to Fiscal 2021 Midpoint Adjusted EPS Walk

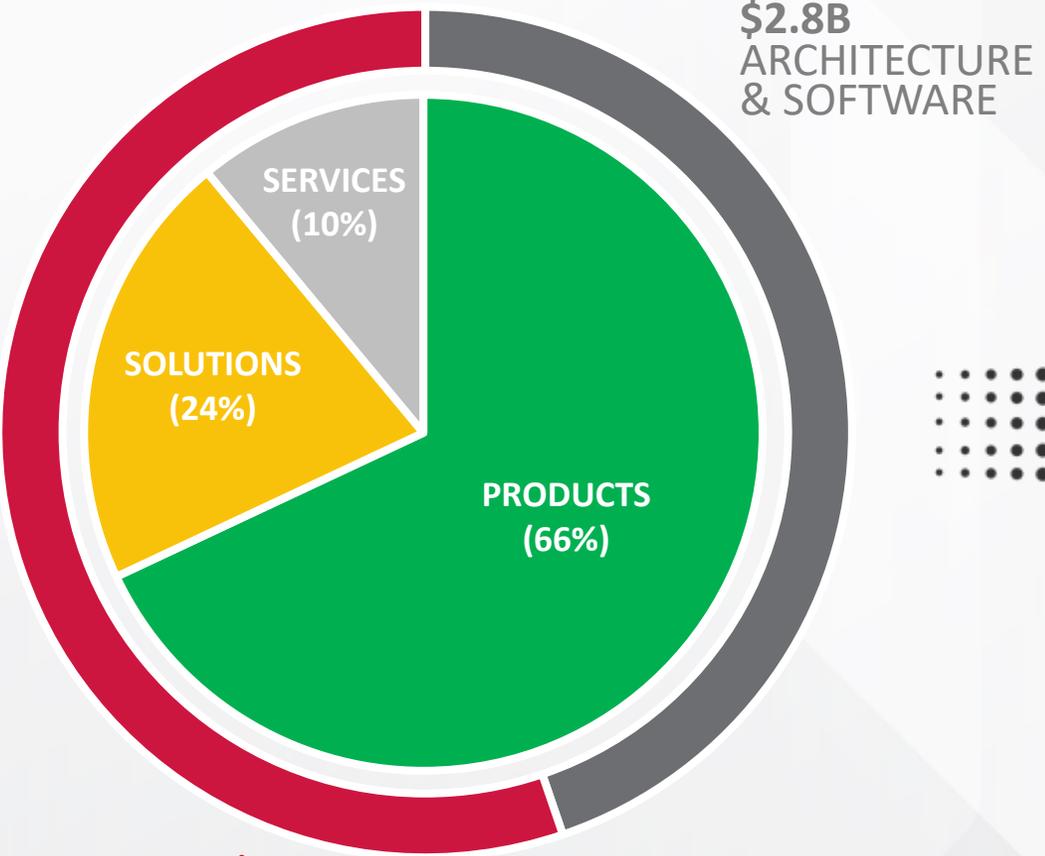


Capital Deployment Framework



New Operating Segments to Simplify and Accelerate Profitable Growth

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

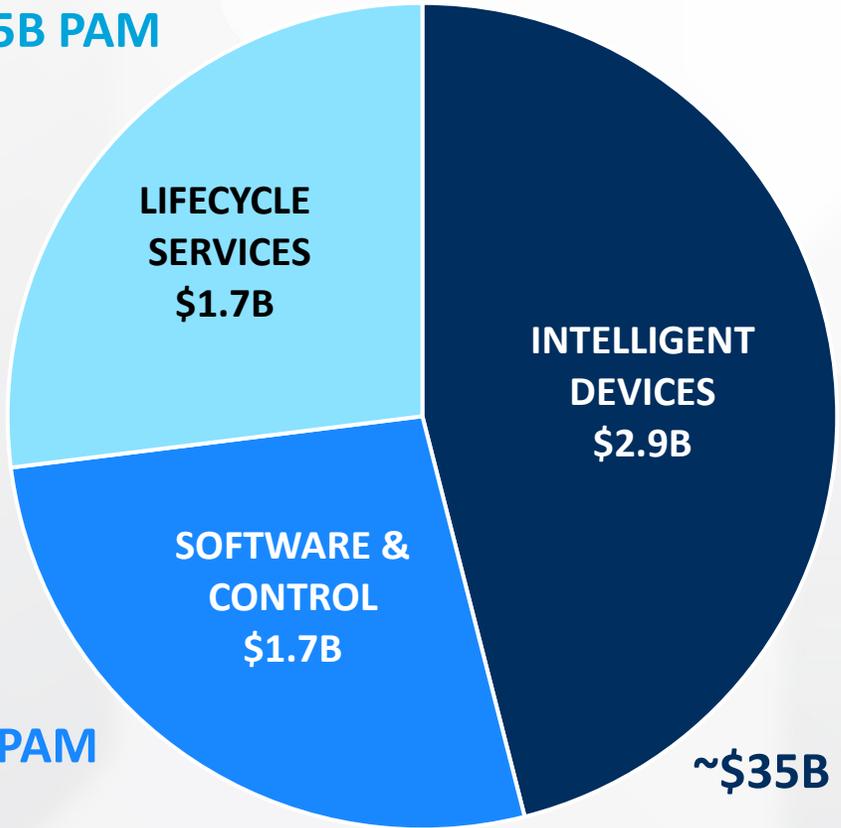


\$3.5B
CONTROL PRODUCTS & SOLUTIONS

\$2.8B
ARCHITECTURE & SOFTWARE



~\$25B PAM



~\$35B PAM

~\$35B PAM



**Rockwell
Automation**

Appendix

Supplemental Financial Information and
Reconciliations to Non-GAAP Measures

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 ●

FY20 Organic Industry Segment Performance

	% of FY20 Sales	FY20 vs. FY19	FY20 vs. FY19
 Discrete	~ 25%	Down ~5%	<ul style="list-style-type: none"> ↓ Automotive down mid single digits ↑ Semiconductor up mid single digits
 Hybrid	~ 40%	Down ~5%	<ul style="list-style-type: none"> ↓ Food & Beverage down low single digits ↓ Life Sciences down low single digits ↓ Tire down double digits
 Process	~ 35%	Down ~15%	<ul style="list-style-type: none"> ↓ O&G down ~20% ↓ Mining/Aggregate/Cement down high single digits ↓ Chemicals down double digits

Note: Organic sales growth rates depicted above exclude the impact of acquisitions and currency

Q4 FY20 Results: Summary

(in millions, except per share amounts)

	<u>Q4 2020</u>	<u>Q4 2019</u>
Total Sales	\$ 1,570.0	\$ 1,730.2
Total Segment Operating Earnings	\$ 317.9	\$ 349.0
Purchase Accounting Depreciation and Amortization	(11.3)	(4.1)
General Corporate - Net	(22.0)	(36.4)
Non-operating pension and postretirement benefit (cost) credit	(11.5)	0.6
Change in fair value of investments ¹	52.2	(228.4)
Interest (expense) income, net	(25.7)	(24.3)
Income tax provision	(35.9)	(48.3)
Net income	\$ 263.7	\$ 8.1
Net income attributable to noncontrolling interests	1.0	—
Net income attributable to Rockwell Automation	\$ 262.7	\$ 8.1
<u>Adjustments</u>		
Non-operating pension and postretirement benefit cost (credit), net of tax	8.6	(0.6)
Change in fair value of investments ¹	(52.2)	228.4
Tax effect of change in fair value of investments ¹	—	—
Adjusted Income	\$ 219.1	\$ 235.9
Adjusted EPS	\$ 1.87	\$ 2.01
Average Diluted Shares	116.9	117.0

¹Primarily relates to the change in value of our investment in PTC.

Free Cash Flow

(in millions)	<u>Q4 2020</u>	<u>FY 2020</u>
Net Income	\$ 264	\$ 1,023
Depreciation/Amortization	45	173
Retirement Benefits Expense	35	130
Receivables/Inventory/Payables	78	16
Compensation and Benefits	8	(45)
Pension Contributions	(59)	(84)
Income Taxes	4	(78)
Change in fair value of investments ¹	(52)	(154)
Other	3	140
Cash Flow From Operations	326	1,121
Capital Expenditures	(22)	(114)
Free Cash Flow	<u>\$ 304</u>	<u>\$ 1,007</u>
Adjusted Income	\$ 218	\$ 897
Free Cash Flow as a % of Adjusted Income	139%	112%

¹Primarily 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 & E-commerce
 - 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
 - Waste Management
 - 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, except percentages)

	Three Months Ended September 30,					Reported Sales Growth (Decline) (a)/(c)	Acquisition Growth (e)/(c)	Currency Growth (Decline) (d)/(c)	Organic Growth (Decline) (b)/(c)
	2020			2019					
	Sales(a)	Effect of Acquisitions(e) ¹	Effect of Changes in Currency(d)	Organic Sales(b)	Sales(c)				
North America	\$ 905.2	\$ (6.1)	\$ 0.9	\$ 900.0	\$ 1,020.4	(11.3)%	0.6%	(0.1)%	(11.8)%
EMEA	325.2	(37.9)	(9.8)	277.5	316.4	2.8%	12.0%	3.1%	(12.3)%
Asia Pacific	231.4	(5.2)	(2.5)	223.7	246.8	(6.2)%	2.1%	1.1%	(9.4)%
Latin America	108.2	(4.2)	16.4	120.4	146.6	(26.2)%	2.9%	(11.2)%	(17.9)%
Total	\$ 1,570.0	\$ (53.4)	\$ 5.0	\$ 1,521.6	\$ 1,730.2	(9.3)%	3.1%	(0.3)%	(12.1)%

	Twelve Months Ended September 30,					Reported Sales Growth (Decline) (a)/(c)	Acquisition Growth (e)/(c)	Currency Growth (Decline) (d)/(c)	Organic Growth (Decline) (b)/(c)
	2020			2019					
	Sales(a)	Effect of Acquisitions(e) ¹	Effect of Changes in Currency(d)	Organic Sales(b)	Sales(c)				
North America	\$ 3,760.2	\$ (91.5)	\$ 4.0	\$ 3,672.7	\$ 4,014.3	(6.3)%	2.3%	(0.1)%	(8.5)%
EMEA	1,249.3	(97.0)	16.7	1,169.0	1,249.8	—%	7.8%	(1.3)%	(6.5)%
Asia Pacific	868.7	(22.3)	13.7	860.1	908.6	(4.4)%	2.5%	(1.6)%	(5.3)%
Latin America	451.6	(23.1)	43.8	472.3	522.1	(13.5)%	4.4%	(8.4)%	(9.5)%
Total	\$ 6,329.8	\$ (233.9)	\$ 78.2	\$ 6,174.1	\$ 6,694.8	(5.5)%	3.5%	(1.2)%	(7.8)%

¹Includes incremental sales resulting from the formation of the Sensia joint venture and sales from other acquired businesses in fiscal year 2020.

Reconciliation to Non-GAAP Measures

Organic Sales

(in millions, except percentages)

	Three Months Ended September 30,					Sales Growth (Decline) (a)/(c)	Acquisition Growth (e)/(c)	Currency Growth (Decline) (d)/(c)	Organic Growth (Decline) (b)/(c)
	2020				2019				
	Sales(a)	Effect of Acquisitions(e) ¹	Effect of Changes in Currency(d)	Organic Sales(b)	Sales(c)				
Architecture & Software	\$ 702.8	\$ (9.9)	\$ 0.4	\$ 693.3	\$ 781.2	(10.0)%	1.3%	—%	(11.3)%
Control Products & Solutions	867.2	(43.5)	4.6	828.3	949.0	(8.6)%	4.6%	(0.5)%	(12.7)%
Total	\$ 1,570.0	\$ (53.4)	\$ 5.0	\$ 1,521.6	\$ 1,730.2	(9.3)%	3.1%	(0.3)%	(12.1)%

	Twelve Months Ended September 30,					Sales Growth (Decline) (a)/(c)	Acquisition Growth (e)/(c)	Currency Growth (Decline) (d)/(c)	Organic Growth (Decline) (b)/(c)
	2020				2019				
	Sales(a)	Effect of Acquisitions(e) ¹	Effect of Changes in Currency(d)	Organic Sales(b)	Sales(c)				
Architecture & Software	\$ 2,832.9	\$ (17.1)	\$ 34.5	\$ 2,850.3	\$ 3,021.9	(6.3)%	0.6%	(1.2)%	(5.7)%
Control Products & Solutions	3,496.9	(216.8)	43.7	3,323.8	3,672.9	(4.8)%	5.9%	(1.2)%	(9.5)%
Total	\$ 6,329.8	\$ (233.9)	\$ 78.2	\$ 6,174.1	\$ 6,694.8	(5.5)%	3.5%	(1.2)%	(7.8)%

¹Includes incremental sales resulting from the formation of the Sensia joint venture and sales from the other acquired businesses in fiscal year 2020.

Reconciliation to Non-GAAP Measures

Segment Operating Margin

(in millions, except percentages)

	Three Months Ended		Twelve Months Ended	
	September 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019
Sales				
Architecture & Software (a)	\$ 702.8	\$ 781.2	\$ 2,832.9	\$ 3,021.9
Control Products & Solutions (b)	867.2	949.0	3,496.9	3,672.9
Total sales (c)	<u>\$ 1,570.0</u>	<u>\$ 1,730.2</u>	<u>\$ 6,329.8</u>	<u>\$ 6,694.8</u>
Segment operating earnings				
Architecture & Software (d)	\$ 190.9	\$ 205.0	\$ 795.2	\$ 874.8
Control Products & Solutions (e)	127.0	144.0	462.7	598.8
Total segment operating earnings ¹ (f)	<u>317.9</u>	<u>349.0</u>	<u>1,257.9</u>	<u>1,473.6</u>
Purchase accounting depreciation and amortization	(11.3)	(4.1)	(41.4)	(16.6)
General corporate - net	(22.0)	(36.4)	(98.9)	(108.8)
Non-operating pension and postretirement benefit (cost) credit	(11.5)	0.6	(37.4)	8.4
Change in fair value of investments	52.2	(228.4)	153.9	(368.5)
Interest (expense) income, net	(25.7)	(24.3)	(98.0)	(87.1)
Income before income taxes (g)	<u>\$ 299.6</u>	<u>\$ 56.4</u>	<u>\$ 1,136.1</u>	<u>\$ 901.0</u>
Segment operating margin:				
Architecture & Software (d/a)	27.2%	26.2%	28.1%	28.9%
Control Products & Solutions (e/b)	14.6%	15.2%	13.2%	16.3%
Total segment operating margin (f/c)	20.2%	20.2%	19.9%	22.0%
Pretax margin (g/c)	19.1%	3.3%	17.9%	13.5%

⁽¹⁾ Total segment operating earnings and total segment operating margin are non-GAAP financial measures. We exclude purchase accounting depreciation and amortization, general corporate – net, non-operating pension and postretirement benefit (cost) credit, gains and losses on investments, valuation adjustments related to the registration of PTC Shares, gains and losses from the disposition of businesses, 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		Twelve Months Ended	
	September 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019
Net Income attributable to Rockwell Automation	\$ 262.7	\$ 8.1	\$ 1,023.4	\$ 695.8
Non-operating pension and postretirement benefit cost (credit)	11.5	(0.6)	37.4	(8.4)
Tax effect of non-operating pension and postretirement benefit cost (credit)	(2.9)	—	(10.1)	1.0
Change in fair value of investments	(52.2)	228.4	(153.9)	368.5
Tax effect of change in fair value of investments	—	—	—	(21.7)
Adjusted Income	\$ 219.1	\$ 235.9	\$ 896.8	\$ 1,035.2
Diluted EPS	\$ 2.25	\$ 0.07	\$ 8.77	\$ 5.83
Non-operating pension and postretirement benefit cost (credit)	0.09	(0.01)	0.32	(0.07)
Tax effect of non-operating pension and postretirement benefit cost (credit)	(0.02)	—	(0.09)	0.01
Change in fair value of investments	(0.45)	1.95	(1.32)	3.08
Tax effect of change in fair value of investments	—	—	—	(0.18)
Adjusted EPS	\$ 1.87	\$ 2.01	\$ 7.68	\$ 8.67
Effective Tax Rate	12.0%	85.6%	9.9%	22.8%
Tax effect of non-operating pension and postretirement benefit cost (credit)	0.5%	0.9%	0.6%	0.1%
Tax effect of change in fair value of investments	2.5%	(69.5)%	1.5%	(5.0)%
Adjusted Effective Tax Rate	15.0%	17.0%	12.0%	17.9%

Non-operating pension and postretirement benefit cost (credit)

(in millions)

	Three Months Ended		Twelve Months Ended	
	September 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019
Interest cost	\$ 34.5	\$ 40.0	\$ 138.0	\$ 160.6
Expected return on plan assets	(61.5)	(61.1)	(244.8)	(244.7)
Amortization of prior service credit	(1.1)	(1.0)	(4.5)	(4.2)
Amortization of net actuarial loss	37.3	19.7	148.7	78.7
Settlements	2.3	1.8	—	1.2
Non-operating pension and postretirement benefit cost (credit)	\$ 11.5	\$ (0.6)	\$ 37.4	\$ (8.4)

Reconciliation to Non-GAAP Measures

Return On Invested Capital

(\$ in millions)

	Twelve Months Ended	
	September 30,	
	2020	2019
(a) Return		
Net income	\$ 1,023.2	\$ 695.8
Interest expense	103.5	98.2
Income tax provision	112.9	205.2
Purchase accounting depreciation and amortization	41.4	16.6
Return	<u>1,281.0</u>	<u>1,015.8</u>
(b) Average invested capital		
Short-term debt	230.8	416.2
Long-term debt	1,965.7	1,658.1
Shareowners' equity	962.9	1,157.8
Accumulated amortization of goodwill and intangibles	920.0	883.1
Cash and cash equivalents	(840.2)	(767.7)
Short-term and long-term investments	(9.3)	(210.4)
Average invested capital	<u>3,229.9</u>	<u>3,137.1</u>
(c) Effective tax rate		
Income tax provision	112.9	150.6
Income from continuing operations before income taxes	\$ 1,136.1	\$ 901.0
Effective tax rate	<u>9.9%</u>	<u>16.7%</u>
(a) / (b) * (1-c) Return On Invested Capital	<u>35.7%</u>	<u>27.0%</u>

Reconciliation to Non-GAAP Measures

Logix Sales Growth

	<u>Three Months Ended September 30, 2020</u>	<u>Twelve Months Ended September 30, 2020</u>
<u>Logix</u>		
Logix reported growth	(12.6) %	(7.3) %
Effect of currency translation	— %	1.2 %
Logix organic growth	<u>(12.6) %</u>	<u>(6.1) %</u>

Control Products & Solutions Sales Growth

	<u>Three Months Ended September 30, 2020</u>	<u>Twelve Months Ended September 30, 2020</u>
<u>Control Products</u>		
Control products reported growth	(11.1) %	(9.8) %
Effect of currency translation	0.3 %	0.9 %
Effect of inorganic investments	— %	— %
Control products organic growth	<u>(10.8) %</u>	<u>(8.9) %</u>
<u>Solutions & Services</u>		
Solutions reported growth	(6.9) %	(1.4) %
Effect of currency translation	0.4 %	1.3 %
Effect of inorganic investments	(7.5) %	(9.8) %
Solutions organic growth	<u>(14.0) %</u>	<u>(9.9) %</u>

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	Fiscal 2021 Guidance
Diluted EPS	\$8.77	\$8.07 - \$8.47
Purchase accounting depreciation and amortization expense attributable to Rockwell Automation	0.25	0.28
Tax effect of purchase accounting depreciation and amortization expense attributable to Rockwell Automation	(0.06)	(0.07)
Non-operating pension and postretirement cost	0.32	0.24
Tax effect of non-operating pension and postretirement cost	(0.09)	(0.07)
Change in fair value of investments ¹	(1.32)	—
Tax effect of change in fair value of investments ¹	—	—
Adjusted EPS ²	\$7.87	\$8.45 - \$8.85
Effective tax rate	9.9%	~ 13.3%
Tax effect of purchase accounting depreciation and amortization expense attributable to Rockwell Automation	0.4%	~ 0.4%
Tax effect of non-operating pension and postretirement cost	0.6%	~ 0.3%
Tax effect of change in fair value of investments ¹	1.5%	~ —%
Adjusted Effective Tax Rate ³	12.4%	~ 14.0%

¹The year ended September 30, 2020 included a gain on investment of \$153.9 million due to the change in value of our investment in PTC. Fiscal 2021 guidance excludes estimates of these adjustments on a forward-looking basis due to variability, complexity, and limited visibility of these items.

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

Reconciliation to Non-GAAP Measures

Fiscal 2021 Guidance

(in billions, 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 purchase accounting and depreciation attributable to Rockwell Automation
Tax effect of non-operating pension and postretirement benefit cost
Tax effect of change in fair value of investments³
Adjusted Effective Tax Rate

Adjusted EPS⁽¹⁾

Diluted EPS
Purchase accounting depreciation and amortization expense attributable to Rockwell Automation
Tax effect of purchase accounting and amortization expense attributable to Rockwell Automation
Non-operating pension and postretirement benefit cost
Tax effect of non-operating pension and postretirement benefit cost
Adjusted EPS

Fiscal 2021 Guidance

	3.5% - 6.5%
	1.0% - 1.5%
	~ 1%
	6% - 9%
\$	~ 6.8
	~ 1.4
	~ 0.2
\$	~ 1.2
	20.0% - 20.5%
	~ 17.6 %
	~ 13.3 %
	~ 0.4 %
	~ 0.3 %
	~ — %
	~ 14.0 %
	\$8.07 - \$8.47
	0.28
	(0.07)
	0.24
	(0.07)
	\$8.45 - \$8.85

⁽¹⁾ Based on Adjusted Income attributable to Rockwell, which includes an adjustment for Schlumberger's non-controlling interest in Sensia. This compares to fiscal 2020 Adjusted EPS of \$7.87 under the new definition.



Thank you



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