



A Diversified Technology Company

Q4 2016 Financial Results

February 9, 2017

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 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" or "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 our ability to integrate our acquisitions and realize expected synergies. We also face other general risks, including our ability to realize cost savings from our operating initiatives, general economic conditions, unfavorable changes in foreign exchange rates, difficulties associated with exports, risks associated with our international operations, difficulties in making and integrating acquisitions, risks associated with newly acquired businesses, 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 asbestos related litigation and 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.

Reg. G Disclosure

Today's Conference Call Will Discuss Results Primarily on an Adjusted (Non-GAAP) Basis. The Q4'16 Adjusted Results Exclude the Following Items:

- (1) Purchase Accounting Adjustment to Acquired Deferred Revenue
- (2) Acquisition-Related Expenses Deemed Significant

See Appendix for Reconciliation from GAAP to Adjusted Results

Roper Conference Call

- » Q4'16 and FY Enterprise Financial Results
- » Segment Detail & Outlook
- » Q1 and FY 2017 Guidance
- » Q&A

Q4 2016 Enterprise Highlights

- » Record Results: Orders, Revenue, Net Earnings, EBITDA, Cash Flow
- » Orders: +17%; Book to Bill: 1.07x
 - Organic Order Growth in All Four Segments
- » Revenue: +7% to \$1,018M; Organic +2%
- » Gross Margin +50 Bps to 62.3%
- » EBITDA +7% to \$365M
- » Full Year Operating Cash Flow +8% to \$1.0B
- » Completed Bond Offering in December
- » Deployed \$3.4B, Acquiring Deltek and ConstructConnect

Record Quarter, Transformational Acquisitions

Q4 Income Statement

(in \$ millions)

Note: Amounts may not total due to rounding

	Q4'15	Q4'16	
Orders	\$924	\$1,085	+17%, Book-to-Bill: 1.07x
Revenue	\$948	\$1,018	+7%
Gross Profit	\$586	\$634	+8%
Gross Margin	61.8%	62.3%	+50 Bps
Operating Income	\$285	\$302	+6%
Operating Margin	30.1%	29.7%	
Interest Expense	\$24	\$30	
Other Income/(Expense)	\$0	\$0	
Earnings Before Tax	\$261	\$271	+4%
Tax Rate	28.8%	29.8%	
Net Earnings	\$186	\$191	
DEPS	\$1.82	\$1.86	

Compounding Cash Flow

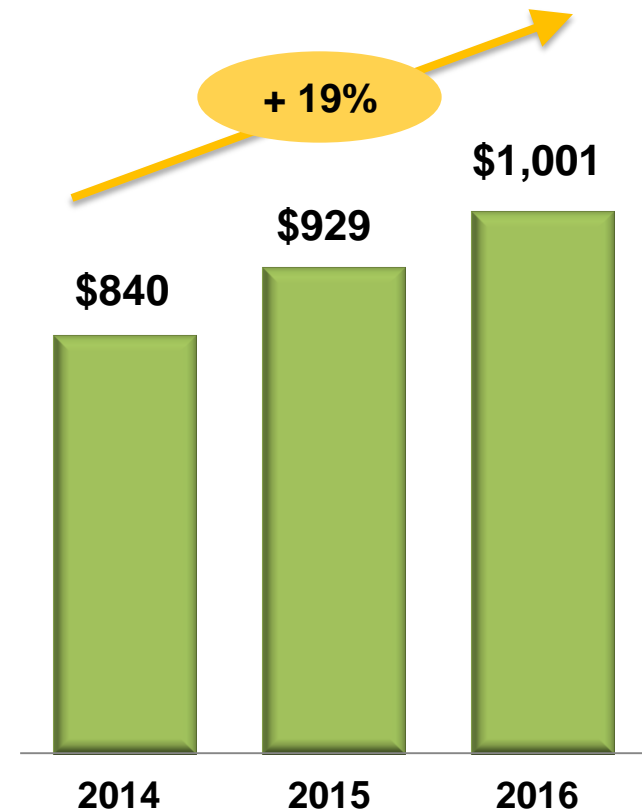
(in \$ millions)

- » Q4 Operating Cash Flow: \$270M
 - 142% Conversion

- » Q4 Free Cash Flow: \$259M
 - 25% of Revenue

- » FY Operating Cash Flow: \$1.0B
 - 8% Increase
 - 149% Conversion

Full Year Operating Cash Flow



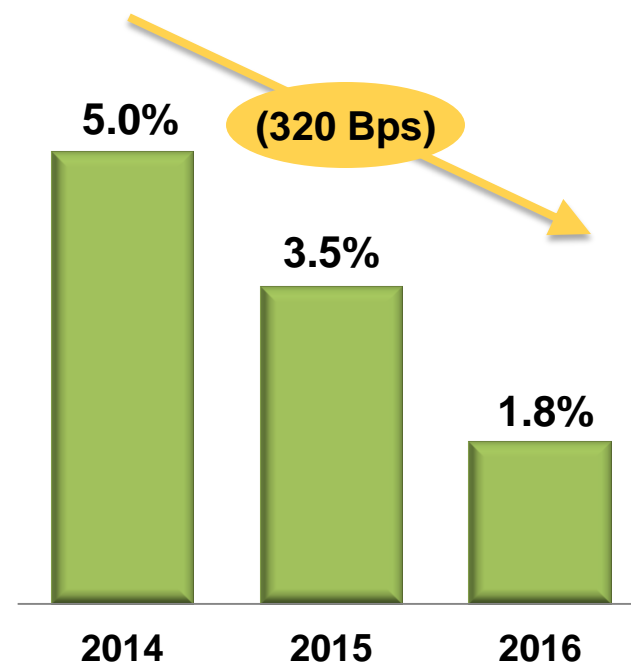
Note: Free Cash Flow = Operating Cash Flow – Capital Expenditures - Capitalized Software Expenditures

Outstanding Cash Performance

Asset-Light Business Model

Working Capital* as % of Q4 Annualized Net Sales

	<u>12/31/14</u>	<u>12/31/15</u>	<u>12/31/16</u>
(I) Inventory	5.1%	5.1%	4.6%
(R) Receivables	16.1%	16.1%	16.3%
<hr/>			
(P) Payables & Accruals	11.1%	11.3%	11.9%
(D) Deferred Revenue	5.0%	6.5%	7.2%
Total (I+R-P-D)	5.0%	3.5%	1.8%



Notes: Percentages may not sum correctly due to rounding

Enterprise Transformation Reflected in Net Working Capital

* Defined as Inventory + A/R + Unbilled Receivables – A/P – Accrued Liabilities – Deferred Revenue; Sales and Working Capital Related to Acquisitions Completed in Each Quarter Removed from Calculation

Segment Detail & Outlook

Energy Systems / Industrial Technology

Energy Systems and Controls

(in \$ millions)	Q4'16	V to PY
Book-to-Bill	1.02x	
Revenue	\$143	(10%)
Op Profit	\$46	(11%)
OP Margin	32.2%	(50 bps)

Energy Segment Q4 Highlights

- » Organic Revenue (8%)
- » Oil & Gas (15%); Headwinds Abating
- » Industrial Test and Measurement Grew
- » Positive Book to Bill, Orders +5%
- » **2017**: Expect Flat to Low Single Digit Growth

Industrial Technology

(in \$ millions)	Q4'16	V to PY
Book-to-Bill	0.99x	
Revenue	\$178	(2%)
Op Profit	\$52	(1%)
OP Margin	28.9%	+20 bps

Industrial Segment Q4 Highlights

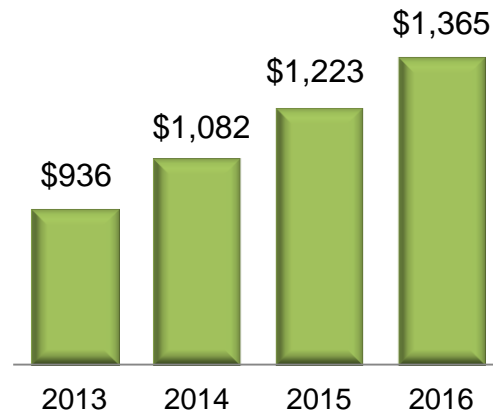
- » Organic Revenue (1%)
- » Material Analysis Strong
- » Neptune Continued Solid Performance
- » Sequential Improvement at Roper Pumps on Improving Rig Counts
- » **2017**: Expect Low Single Digit Growth

Medical & Scientific Imaging

Medical & Scientific Imaging

(in \$ millions)	Q4'16	V to PY
Book to Bill	1.09x	
Revenue	\$352	+9%
Op Profit	\$130	+10%
OP Margin	36.9%	+30 bps

Full Year Revenue



Q4 2016

- » Organic Revenue +3%: Medical +5%, Imaging (4%)
- » All Medical Groups Grew Organically Mid Single Digits
 - Acute Care Software Led by Connectivity Solutions and Strata's Decision Support Software
 - Alternate Site Healthcare: Long Term Care Pharmacy GPO; SoftWriters and SHP Software Applications
 - Medical Products Led by Northern Digital on Adoption of Proprietary Electromagnetic Measurement Technology and IPA Share Gains
- » Scientific Imaging (~15% of Segment)
 - Strong Orders; Book to Bill: 1.12x

FY 2017

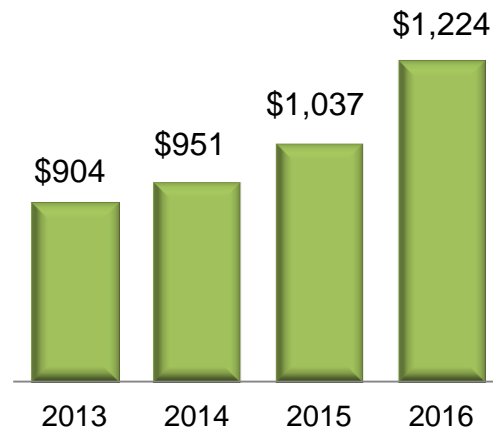
- » Broad-Based Medical Growth Continues
- » Imaging Expected to Grow
- » Mid Single Digit Organic Growth for Segment

RF Technology & Software

RF Technology & Software

(in \$ millions)	Q4'16	V to PY
Book to Bill	1.10x	
Revenue	\$345	+21%
Op Profit	\$106	+20%
OP Margin	30.9%	(20 bps)

Full Year Revenue



Q4 2016

- » Q4 Organic Revenue +8%
- » Growth in Toll & Traffic Applications; Fast Start to All-Electronic Tolling Project for NYC Bridges and Tunnels
- » Mid Single Digit Organic Software Growth Led by Freight Matching Subscriber Additions and CBORD Integrated Security Deployments
- » Aderant Share Gains Continued
- » Completed Acquisitions of Deltek and ConstructConnect, Greatly Expanding Our Application Software Footprint and Capabilities; New Platforms for Growth

FY 2017

- » Continued Software Growth with Strong Margins
- » Growth in Toll and Traffic Projects; Fewer Tag Shipments
- » Segment Revenue Expected to Grow ~60%; Significant Contributions from ConstructConnect and Deltek
- » Organic Revenue Grows Mid Single Digits

2017 Guidance

Establishing 2017 Guidance

» 2017 Adjusted DEPS Includes Following Adjustments:

- Purchase Accounting Adjustment to Acquired Deferred Revenue
- Acquisition-Related Intangibles Amortization (New for 2017)

» Full Year 2017 Guidance:

- Adjusted DEPS: \$8.82 - \$9.22
 - Revenue: +20 - 22%; Organic +3 - 5%
 - Tax Rate: ~30%
- Operating Cash Flow ~\$1.15B

» Q1 2017 Guidance:

- Adjusted DEPS: \$1.92 - \$2.00

2016 Summary

- » Record Q4 Results: Orders, Revenue, Net Earnings, EBITDA, Cash Flow
- » Significant Milestones Achieved:
 - \$1 Billion in Quarterly Revenue
 - Over \$1.5 Billion in Backlog
 - \$1 Billion in Operating Cash Flow
- » Transformational Year on Many Levels
 - \$3.7 Billion in Software Acquisitions
 - 50% of EBITDA from Software / Network Businesses in 2017
- » Expect 20%+ Revenue Growth in 2017
- » Broad-Based Opportunities; Improving End Markets
- » Continuing to Compound Cash Flow; Expect \$1.15B of OCF in 2017

Outstanding Results; Exciting Momentum for 2017 and Beyond

Appendix

Historical Adjusted DEPS, excluding Amortization*

	Roper 2015 & 2016 Adjusted DEPS		
	Adjusted DEPS – (As Reported)	Acquisition-Related Intangibles Amortization (after tax*)	Adjusted DEPS, Excluding Amortization* (2017 Definition)
Q1'15	\$1.55	\$0.24	\$1.79
Q2'15	1.70	0.25	1.95
Q3'15	1.61	0.26	1.87
Q4'15	1.82	0.29	2.11
FY 2015	\$6.68	\$1.04	\$7.72
Q1'16	\$1.50	\$0.31	\$1.81
Q2'16	1.56	0.31	1.87
Q3'16	1.65	0.31	1.96
Q4'16	1.86	0.34	2.20
FY 2016	\$6.57	\$1.27	\$7.84

*Applies 35% Tax Rate to Acquisition-Related Intangibles Amortization

Reconciliations I

Revenue Reconciliation

Q4 2016 Revenue Growth Reconciliation	Industrial Technology	Energy Systems & Controls	Medical & Scientific Imaging	RF Technology	Roper
Organic Growth	(1)%	(8)%	3%	8%	2%
Acquisitions/Divestitures	-	-	6%	14%	7%
Foreign Exchange	(1)%	(1)%	(1)%	(1)%	(1)%
Rounding	-	(1)%	1%	-	(1)%
Total Revenue Growth	(2)%	(10)%	9%	21%	7%

Orders Reconciliation

Q4 2016 Orders Growth Reconciliation	Industrial Technology	Energy Systems & Controls	Medical & Scientific Imaging	RF Technology	Roper
Organic Growth	1%	7%	8%	24%	11%
Acquisitions/Divestitures	-	-	7%	15%	7%
Foreign Exchange	(1)%	(1)%	-	(1)%	(1)%
Rounding		(1)%			
Total Orders Growth	0%	5%	15%	38%	17%

Reconciliations II

(in \$ thousands)	Q4 2016			
	Industrial Technology	Energy Systems & Controls	Medical & Scientific Imaging	RF Technology
Margin Reconciliation				
GAAP Revenue	\$178,446	\$142,639	\$351,987	\$337,728
Add: Atlas / CliniSys Adj	0	0	200	0
Add: ConstructConnect / Deltek Adj	0	0	0	6,990
Adjusted Revenue	178,446	142,639	352,187	344,718
GAAP Gross Profit	90,683	85,824	256,941	193,430
Add: Atlas / CliniSys Adj	0	0	200	0
Add: ConstructConnect / Deltek Adj	0	0	0	6,990
Less: Deltek Prepaid Commissions Adj	0	0	0	(3)
Adjusted Gross Profit	90,683	85,824	257,141	200,417
GAAP Operating Profit	51,601	45,874	129,842	99,562
Add: Atlas / CliniSys Adj	0	0	200	0
Add: ConstructConnect / Deltek Adj	0	0	0	6,990
Less: Deltek Prepaid Commissions Adj	0	0	0	(93)
Adjusted Operating Profit	51,601	45,874	130,042	106,459
Add Amortization	<u>2,237</u>	<u>3,622</u>	<u>26,966</u>	<u>21,180</u>
EBITA	53,838	49,496	157,008	127,639
Add Depreciation	<u>2,255</u>	<u>977</u>	<u>3,046</u>	<u>2,941</u>
EBITDA	56,093	50,473	160,054	130,580
EBITDA Margin	31%	35%	45%	38%

* Excludes Corporate Expenses

Reconciliations III

(in \$ thousands)	Q4 2015			
	Industrial Technology	Energy Systems & Controls	Medical & Scientific Imaging	RF Technology
Margin Reconciliation				
GAAP Revenue	\$182,039	\$157,983	\$321,735	\$281,883
Add: DI / SWI / Strata / Atlas Adj	0	0	1,821	0
Add: On Center / RF IDEas / Aderant Adj	0	0	0	2,170
Adjusted Revenue	182,039	157,983	323,556	284,053
GAAP Gross Profit	89,842	95,714	238,804	154,731
Add: DI / SWI / Strata / Atlas Adj	0	0	1,821	0
Add: On Center / RF IDEas / Aderant Adj	0	0	0	4,767
Adjusted Gross Profit	89,842	95,714	240,625	159,498
GAAP Operating Profit	52,155	51,704	116,492	83,591
Add: DI / SWI / Strata / Atlas Adj	0	0	1,821	0
Add: On Center / RF IDEas / Aderant Adj	0	0	0	4,767
Adjusted Operating Profit	52,155	51,704	118,313	88,358
Add Amortization	<u>2,263</u>	<u>3,948</u>	<u>24,457</u>	<u>15,642</u>
EBITA	54,418	55,652	142,770	104,000
Add Depreciation	<u>2,577</u>	<u>1,480</u>	<u>2,945</u>	<u>2,683</u>
EBITDA	56,995	57,132	145,715	106,683
EBITDA Margin	31%	36%	45%	38%

* Excludes Corporate Expenses

Reconciliations IV

(in \$ thousands)	Full Year 2016			
Margin Reconciliation	Industrial Technology	Energy Systems & Controls	Medical & Scientific Imaging	RF Technology
GAAP Revenue	\$706,625	\$510,223	\$1,362,813	\$1,210,264
Add: Strata / SWI / DI / Atlas / CliniSys	0	0	1,884	0
Add: Aderant / On Center / ConstructConnect / Deltek	0	0	0	13,243
Adjusted Revenue	706,625	510,223	1,364,697	1,223,507
GAAP Gross Profit	357,362	291,459	997,666	685,923
Add: Strata / SWI / DI / Atlas / CliniSys / PCI	0	0	2,141	0
Add: Aderant / On Center / ConstructConnect / Deltek	0	0	0	13,243
Less: Deltek Prepaid Commissions Adj	0	0	0	(3)
Adjusted Gross Profit	357,362	291,459	999,807	699,163
GAAP Operating Profit	202,451	129,602	477,548	372,467
Add: Strata / SWI / DI / Atlas / CliniSys / PCI	0	0	2,141	0
Add: Aderant / On Center / ConstructConnect / Deltek	0	0	0	13,243
Less: Deltek Prepaid Commissions Adj	0	0	0	(93)
Adjusted Operating Profit	202,451	129,602	479,689	385,617
Add Amortization	<u>8,964</u>	<u>15,311</u>	<u>106,960</u>	<u>71,919</u>
EBITA	211,415	144,913	586,649	457,536
Add Depreciation	<u>9,609</u>	<u>4,390</u>	<u>12,288</u>	<u>10,734</u>
EBITDA	221,024	149,303	598,937	468,270
EBITDA Margin	31%	29%	44%	38%

* Excludes Corporate Expenses

Reconciliations V

(in \$ thousands)	Medical & RF Technology Segments			
Revenue Reconciliation	2013	2014	2015	2016
Medical & Scientific Imaging GAAP Revenue	\$902,281	\$1,080,309	\$1,215,318	\$1,362,813
Add: Adjustments	33,413	1,970	7,831	1,884
Medical & Scientific Imaging Adjusted Revenue	935,694	1,082,279	1,223,149	1,364,697
RF Technology GAAP Revenue	\$904,363	\$950,227	\$1,033,951	\$1,210,264
Add: Adjustments	0	360	2,786	13,243
RF Technology Adjusted Revenue	904,363	950,587	1,036,737	1,223,507

Reconciliations VI

Cash Flow Reconciliation (in \$ thousands)	Q4 2016	FY 2016
Operating Cash Flow	\$270,460	\$963,785
Add: Cash Paid for Taxes on Sale of ABEL	-	37,429
Adjusted Operating Cash Flow (A)	270,460	1,001,214
Capital Expenditures	(10,420)	(37,305)
Capitalized Software Expenditures	(837)	(2,801)
Free Cash Flow (B)	259,203	961,108
GAAP Net Income	182,081	658,645
Add: Purchase Accounting Adjustment to Acquired Deferred Revenue	4,674	9,833
Add: Acquisition Related Inventory Step-Up Charge	-	167
Less: Deltek Prepaid Commissions Adjust	(61)	(61)
Add: Debt Extinguishment	-	566
Add: Acquisition Related Expenses	3,982	3,982
Adjusted Net Income (C)	190,676	673,132
Operating Cash Flow Conversion (A / C)	142%	149%
Free Cash Flow Conversion (B / C)	136%	143%



A Diversified Technology Company