

## THIRD QUARTER 2024 FINANCIAL RESULTS

November 7, 2024

#### FORWARD-LOOKING STATEMENTS - DISCLAIMER

This presentation contains forward-looking statements within the meaning of the federal securities laws. Forward-looking statements include all statements that are not historical statements of fact and those regarding the Company's intent, belief, or expectations. Words such as "anticipate(s)," "expect(s)," "intend(s)," "believe(s)," "plan(s)," "may," "will," "would," "could," "should," "seek(s)," and similar expressions, or the negative of these terms, are intended to identify such forward-looking statements. These statements are based on management's current expectations and beliefs and are subject to a number of risks and uncertainties that could lead to actual results differing materially from those projected, forecasted or expected. The Company assumes no (and disclaims any) obligation to revise or update these statements to reflect future events or circumstances. Although the Company believes that the assumptions underlying the forward-looking statements are reasonable, it can give no assurance that its expectations will be attained. The Company cautions investors not to place undue reliance on any such forward-looking statements.

Risks and uncertainties that could cause actual results to differ materially from the Company's expectations include, but are not limited to: changes in global economic conditions (including inflationary pressures) and geopolitical risks, including macroeconomic fluctuations; demand for its products, which is variable and subject to factors beyond its control; fluctuation in the prices of, or disruption in its ability to source, components and raw materials, and delays in the distribution of its products; information systems and technology networks failures, breaches in data security, theft of personally identifiable and other information, and non-compliance with its contractual or other legal obligations regarding such information; risks associated with conducting a substantial portion of its business outside the U.S.; being unable to successfully develop and introduce new products, which would limit its ability to grow and maintain its competitive position; loss of personnel or being able to hire and retain additional personnel needed to sustain and grow its business as planned; being unable to identify or complete acquisitions, or to successfully integrate the businesses the Company acquires; governmental regulations and failure to comply with those regulations; risks from litigation, claims and investigations, including those related to product liability and warranties, and employee, commercial, intellectual property and environmental matters; risks related to its ability to improve productivity, reduce costs and align manufacturing capacity with customer demand; the ability to protect its intellectual property; significant competition in the Company's markets; adverse impacts from intangible asset impairment charges; additional tax expenses or exposures; inadequate or ineffective internal controls; and risks related to the Separation, including not obtaining the intended tax treatment of the Separation transaction, failure of Crane Company to perform under the various transaction agreements and actual or p

Readers should carefully review Crane NXT, Co.'s financial statements and the notes thereto, as well as the section entitled "Risk Factors" in Item 1A of Crane NXT, Co.'s Annual Report on Form 10-K for the year ended December 31, 2023 and the other documents Crane NXT, Co. and its subsidiaries file from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements.

This presentation contains non-GAAP financial measures. We have provided additional information regarding these non-GAAP financial measures and reconciliations of those measures to the most directly comparable GAAP measures at the end of this presentation. Due to rounding, numbers presented throughout this report may not add up precisely to totals we provide, and percentages may not precisely reflect the absolute figures.



# DELIVERED STRONG Q3 RESULTS EXECUTING STRATEGY TO GROW AND DIVERSIFY CRANE NXT

- Revenue growth of 14%, Adjusted EPS of \$1.16
- Announced definitive agreement to acquire De La Rue Authentication Solutions
- Acquired Tru Tag's Smart Packaging technology
- Integrating OpSec; on track to expectations
- Published first ESG report
- Welcomed Aleta Richards as President of Crane Currency

Building a premier industrial technology company



#### DE LA RUE AUTHENTICATION SOLUTIONS OVERVIEW

## Government Revenue

Digital and physical technologies that enable the traceability of products to ensure the collection of tax revenues



#### Identification Security

Advanced security features and secure substrates to protect identity documents from alteration



## **Brand Protection**

Digital tracking and physical security labels to protect global brands from counterfeiting



~\$130M 2024 Sales\*

**~20%**Adj. EBITDA Margin

~95%

Recurring and
Reoccurring Revenue

~500 Employees

Leading provider of security and authentication technologies to governments and brands



## **CLOSED ACQUISITION OF TRU TAG SMART PACKAGING**



- Patented taggant with unique surface microstructure added to coating
- Coating is transparent when applied to the surface of a product
- Real-time authentication via detection of taggant using a proprietary mobile app

#### Continue to follow disciplined approach to M&A



Focused on technology solutions that secure, detect and authenticate





Leading position in niche end markets





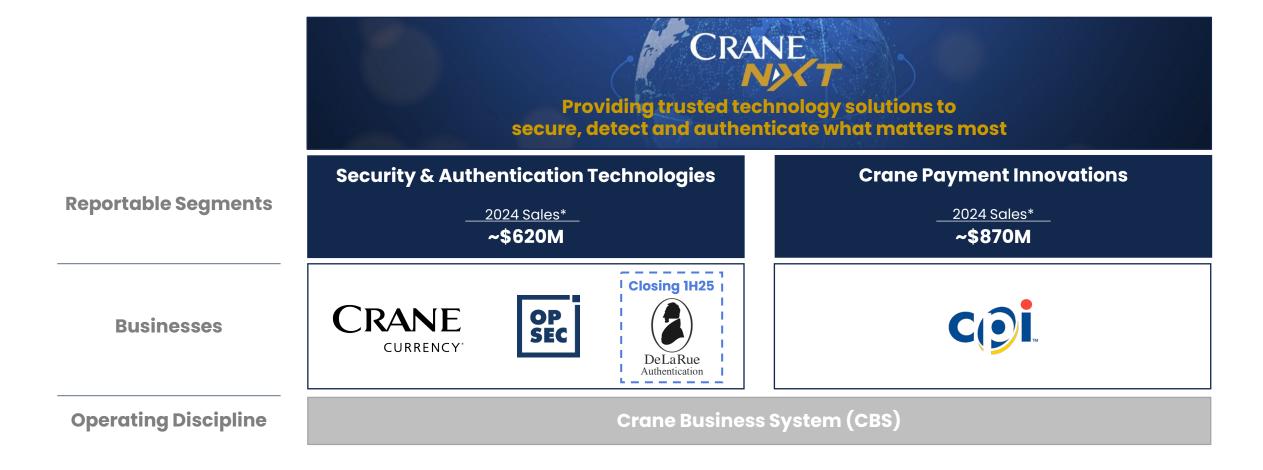
Clear path to value creation; expect HDD ROIC% by Year 3



Further expanding capabilities with innovative authentication technologies



### **CONTINUING TO BUILD AND DIVERSIFY THE NXT PORTFOLIO**



#### Creating a resilient industrial technology leader with best-in-class financials



## **Q3 2024 RESULTS SUMMARY**

	Q3	2024	Q3:	2023
\$ Millions, except per-share amounts	GAAP	Adjusted*	GAAP	Adjusted*
Sales	\$403	\$403	\$353	\$353
Segment Operating Profit	94	109	92	101
Segment OP Margin	23.3%	27.0%	27.0% 26.2%	
FCF	54	59	95	98

	Q3 2024
Core Growth*	4.7%
Acquisitions	9.1%
FX Translation	0.5%
Total Sales Change	14.3%

	Q3 2024
Diluted EPS: GAAP	\$0.81
Adjustments	0.35
Adjusted EPS*	\$1.16

- Core sales increase ~5%, driven by strength in international Currency
- Adjusted segment operating margin decline due to dilution from OpSec and unfavorable mix in Currency
- Adjusted FCF conversion of ~89% driven by shipment timing
- Adjusted EPS of \$1.16, in line with expectations



<sup>\*</sup> Please see the appendix for Non-GAAP reconciliations and explanations.

## **CRANE PAYMENT INNOVATIONS – Q3 RESULTS**

		GAAP		Adjusted*						
\$ Millions	Q3 2024	Q3 2023	Change	Q3 2024	Q3 2023	Change				
Sales	\$ 225	\$ 222	2%	\$ 225	\$ 222	2%				
Segment Operating Profit	65	60	8%	70	65	<b>7%</b>				
Segment Operating Margin	28.7%	26.9%	180bps	31.1%	29.4%	170bps				
Backlog	133	232	(42%)	133	232	(42%)				

#### **Comments:**

- Core sales growth of 1.5% driven by MSD growth across end markets outside of gaming
- Strong margins reflect disciplined pricing execution and productivity initiatives
- Backlog decline reflecting softness in gaming orders

	Q3 2024
Core Growth*	1.5%
FX Translation	0.0%
Total Sales Change	1.5%



## **SECURITY & AUTHENTICATION TECHNOLOGIES – Q3 RESULTS**

		GAAP		Adjusted*					
\$ Millions	Q3 2024	Q3 2023	Change	Q3 2024	Q3 2023	Change			
Sales	\$ 179	\$ 131	+36%	\$ 179	\$ 131	+36%			
Segment Operating Profit	29	33	(11%)	39	36	8%			
Segment Operating Margin	16.4%	25.0%	(860bps)	21.9%	27.6%	(570 bps)			
Backlog	351	223	+57%	351	223	+57%			

#### **Comments:**

- Core sales increase driven by international Currency; OpSec executing as planned
- Margin compression based on dilution from OpSec and unfavorable mix in Currency
- Backlog continues to be very strong; high confidence in achieving full year targets

	Q3 2024
Core Growth*	10.2%
Acquisitions	24.6%
FX Translation	1.2%
Total Sales Change	36.0%

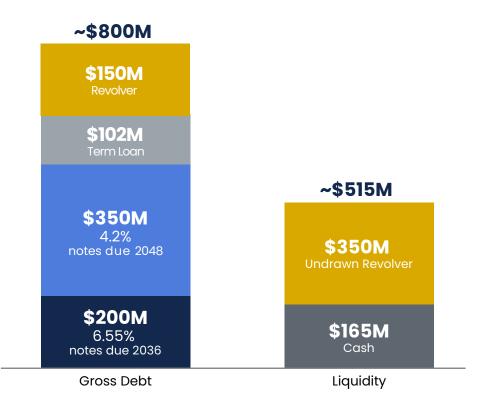


<sup>\*</sup> Please see the appendix for Non-GAAP reconciliations and explanations.

#### STRONG BALANCE SHEET AND CAPITAL STRUCTURE

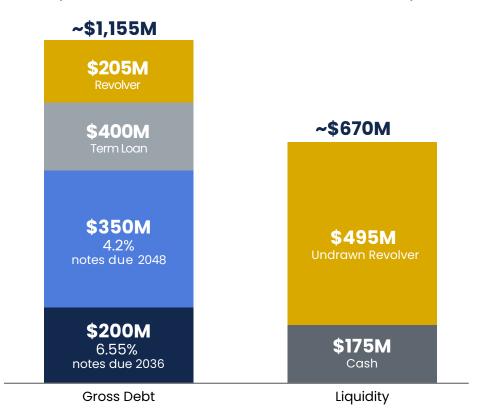
#### Net debt to EBITDA of ~1.7x

(Sept. 30, 2024)



#### Estimated Net debt to EBITDA of ~2.3x

(after De La Rue Authentication close in 1H25)



Repaid ~\$65M of debt in Q3; capacity for additional M&A



### **2024 FULL YEAR GUIDANCE UPDATE**

	Prior Guidance	Updated Guidance
Crane NXT Sales Growth*	+5% to +8%	+6% to +8%
CPI Core Sales Growth	-3% to +2%	−2% to −1%
Currency Core Sales Growth	+3% to +5%	+5% to +7%
Adjusted Segment Margin	26% to 28%	26% to 28%
Adjusted EPS	\$4.20 to \$4.35	\$4.22 to \$4.30
Corporate Expense	~\$53	~\$53
Non-Operating Expense, Net	~\$47	~\$47
Adjusted Tax Rate	~21%	~21%
Adjusted Free Cash Flow Conversion	~100%	~70%
Diluted Shares	~57.6	~57.6

- Increasing sales guidance driven by strength in Currency
- OpSec on track for ~\$80M to \$90M in sales as expected
- CPI experiencing order softness in gaming; other end markets growing at ~MSD
- Updating FCF conversion based on expected timing of Currency shipments
- No change to other aspects of guidance

### Updating 2024 Adj. EPS guidance range of \$4.22-\$4.30



<sup>\*</sup> Represents growth over 2023. Includes FX impact of 0-1%. Updated Guidance for Crane NXT in May 2024 includes ~8 months of OpSec Security performance. Please see the appendix for Non-GAAP explanations.

#### **US CURRENCY PROGRAM UPDATE**

### PREPARING FOR LAUNCH OF NEW \$10 NOTE IN 2026

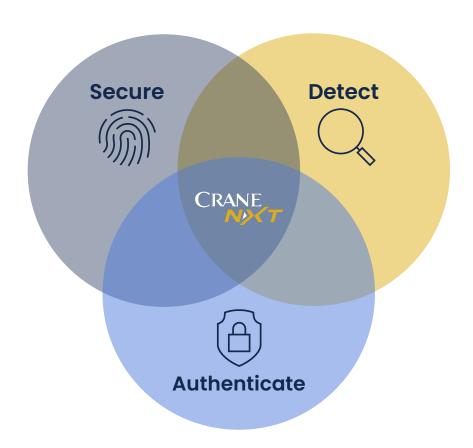
Cu	Current Technology Supplied by Crane Currency										
	Paper	Micro-Optics	Launch of New Design*								
DEPOSITOR OF THE PROPERTY OF T	V		2026								
129999001	$\overline{\checkmark}$		2028								
2 (1) (1) (1) (1) (1) (1) (1) (1) (1) (1)	V		2030								
THE COLUMN	V		2032								
DESCRIPTION OF THE PROPERTY OF	V	$\overline{\checkmark}$	2034								

- High confidence that new notes will have increased anticounterfeiting security features
- Expect announcement from US Government on design specifics in late 2025 or early 2026
- Crane Currency equipment upgrades in Q4 '24 Q1 '25 executing as expected; represents the final upgrades needed to prepare for new banknotes
- US Bureau of Engraving and Printing (BEP) preparing for launch in 2025
  - 2025 order volume down ~18% at midpoint; reflecting preparations for new series release and normalization of inventory volumes

Executing final stage of upgrades for launch of new US banknotes; Represents decade-long growth opportunity for Crane Currency starting in 2026



#### **BUILDING A PREMIER INDUSTRIAL TECHNOLOGY COMPANY**



- Strong Q3 performance, ~14% revenue growth and ~5% core revenue growth
- Utilizing CBS to drive operational performance and integrate OpSec acquisition
- Executing on strategy to build leadership position in higher growth, adjacent end markets aligned to secular growth trends
  - De La Rue Authentication Solutions
  - Tru Tag Smart Packaging
- Ample capacity and strong funnel for continued M&A

Well positioned for significant shareholder value creation



Q&A



## **APPENDIX**



### **NON-GAAP EXPLANATIONS**

Crane NXT reports its financial results in accordance with U.S. generally accepted accounting principles ("GAAP"). This press release includes certain non-GAAP financial measures, including Adjusted operating profit, Adjusted operating margin, Adjusted EPS, free cash flow, and Adjusted free cash flow, that are not prepared in accordance with GAAP. These non-GAAP measures are an addition, and not a substitute for or superior, to measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to operating income, net income or any other performance measures derived in accordance with GAAP. The Company's management believes that these non-GAAP measures of financial results (including on a forward-looking or projected basis) provide useful supplemental information to investors about Crane NXT. However, there are a number of limitations related to the use of these non-GAAP measures and their nearest GAAP equivalents. For example, other companies may calculate non-GAAP measures differently or may use other measures to calculate their financial performance, and therefore the Company's non-GAAP measures may not be directly comparable to similarly titled measures of other companies.

Reconciliations of certain forward-looking and projected non-GAAP measures, including Adjusted segment operating margin and Adjusted EPS, to the closest corresponding GAAP measure are not available without unreasonable efforts due to the high variability, complexity and low visibility with respect to the charges excluded from these non-GAAP measures, which could have a potentially significant impact on Crane NXT's future GAAP results. Crane NXT calculates Adjusted segment operating margin and Adjusted EPS as described below.

- "Adjusted segment operating margin" is calculated as Adjusted segment profit divided by sales. Adjusted segment profit is calculated as segment profit excluding acquired intangible asset amortization, restructuring charges, impact of acquisition related fair value step-up, and transaction related expenses. Impact of acquisition related fair value step-up includes acquisition related inventory step-up amortization and fixed asset step-up depreciation. Transaction related expenses include acquisition related expenses such as incremental professional fees associated with closing and integration of the acquisition, and expenses associated with the Separation.
- "Adjusted EPS" is calculated as Adjusted net income divided by diluted shares. Adjusted net income is calculated as net income excluding acquired intangible asset amortization, restructuring charges, impact of acquisition related fair value step-up, transaction related expenses, the tax effect of these adjustments and other discrete tax items. Impact of acquisition related fair value step-up includes acquisition related inventory step-up amortization and fixed asset step-up depreciation. Transaction related expenses include acquisition related expenses such as incremental professional fees associated with closing and integration of the acquisition, and expenses associated with the Separation.



#### **NON-GAAP EXPLANATIONS**

The Company's management believes that each of the following non-GAAP measures provides useful information to investors regarding the Company's financial conditions and operations:

- "Adjusted operating profit" and "Adjusted operating margin" add back to operating profit items which are outside of the Company's core performance, some of which may or may not be non-recurring, and which management believes may complicate the interpretation of the Company's underlying earnings and operational performance. These items include income and expense such as: acquired intangible asset amortization, restructuring charges, impact of acquisition related fair value step-up, and transaction related expenses. Impact of acquisition related fair value step-up includes acquisition related inventory step-up amortization and fixed asset step-up depreciation. Transaction related expenses include acquisition related expenses such as incremental professional fees associated with closing and integration of the acquisition, and expenses associated with the Separation. These items are not incurred in all periods, the size of these items is difficult to predict, and none of these items are indicative of the operations of the underlying businesses. Management believes that non-GAAP financial measures that exclude these items provide investors with an alternative metric that can assist in predicting future earnings and profitability that are complementary to GAAP metrics.
- "Adjusted net income" and "Adjusted EPS" exclude items which are outside of the Company's core performance, some of which may or may not be non-recurring, and which management believes may complicate the presentation of the Company's underlying earnings and operational performance. These measures include income and expense items that impacted operating profit such as: acquired intangible asset amortization, restructuring charges, impact of acquisition related fair value step-up, transaction related expenses, the tax effect of these adjustments and other discrete tax items. Impact of acquisition related fair value step-up includes acquisition related inventory step-up amortization and fixed asset step-up depreciation. Transaction related expenses include acquisition related expenses such as incremental professional fees associated with closing and integration of the acquisition, and expenses associated with the Separation. Additionally, these non-GAAP financial measures exclude income and expense items that impacted net income and earnings per diluted share such as related party interest with Crane Company incurred prior to the Separation. These items are not incurred in all periods, the size of these items is difficult to predict, and none of these items are indicative of the operations of the underlying businesses. Management believes that non-GAAP financial measures that exclude these items provide investors with an alternative metric that can assist in predicting future earnings and profitability that are complementary to GAAP metrics.



#### **NON-GAAP EXPLANATIONS**

The Company's management believes that each of the following non-GAAP measures provides useful information to investors regarding the Company's financial conditions and operations:

- "Free cash flow," "Adjusted free cash flow" and "Adjusted free cash flow conversion" provide supplemental information to assist management and investors in analyzing the Company's ability to generate liquidity from its operating activities. The measure of free cash flow does not take into consideration certain other non-discretionary cash requirements such as, for example, mandatory principal payments on the Company's long-term debt. Free cash flow is calculated as cash provided by operating activities less capital expenditures. Adjusted free cash flow is calculated as free cash flow adjusted for certain cash items which management believes may complicate the interpretation of the Company's underlying free cash flow performance such as certain transaction related cash flow items. Adjusted free cash flow conversion is calculated as Adjusted free cash flow divided by Adjusted net income. These items are not incurred in all periods, the size of these items is difficult to predict, and none of these items are indicative of the operations of the underlying businesses. Management believes that non-GAAP financial measures that exclude these items provide investors with an alternative metric that can assist in predicting future cash flows that are complementary to GAAP metrics.
- "Adjusted EBITDA" and "Adjusted EBITDA margin" exclude net interest expense, tax expense and depreciation and amortization expense from net income, as
  well as Special items such as restructuring charges, impact of acquisition related fair value step-up, and transaction related expenses. Impact of acquisition
  related fair value step-up includes acquisition related inventory step-up amortization and fixed asset step-up depreciation. Transaction related expenses
  include acquisition related expenses such as incremental professional fees associated with closing and integration of the acquisition, and expenses
  associated with the Separation. Management believes that non-GAAP financial measures that exclude these items provide investors with an alternative
  metric that can assist in predicting future earnings and profitability that are complementary to GAAP metrics.
- "Net leverage ratio" refers to Net debt divided by trailing twelve months (TTM) Adjusted EBITDA. "Net debt" represents total debt (excluding deferred financing costs) less cash and cash equivalents. Management believes that these non-GAAP financial measures provide useful information about our ability to satisfy our debt obligation with currently available funds.
- References to "core," such as "core sales," exclude currency effects and, where applicable, the first-year impacts of acquisitions and divestitures. Management believes that non-GAAP financial measures that exclude these items provide investors with an alternative metric that can assist in identifying underlying growth trends in our business and facilitate comparison of our sales performance, for example, with prior and future periods that are complementary to GAAP metrics.



## NON-GAAP FINANCIAL MEASURES FOR CRANE NXT, CO.

#### **Non-GAAP Financial Measures**

(unaudited, in millions except per share data)

	Three Months Ended September 30,									
		20	24			20	23			
Adjusted Operating Profit and Adjusted Operating Profit Margin		\$	Per S	hare		\$	Pe	er Share		
Net sales (GAAP)	\$	403.5			\$	352.9				
Operating profit (GAAP)	\$	75.0			\$	79.7				
Operating profit margin (GAAP)		18.6 %				22.6 %				
Special items impacting operating profit:										
Acquired intangible asset amortization		13.4				8.9				
Transaction related expenses		6.2				3.0				
Impact of acquisition related fair value step-up		1.9				_				
Adjusted operating profit (Non-GAAP)	\$	96.5			\$	91.6				
Adjusted operating profit margin (Non-GAAP)		23.9 %				26.0 %				
Adjusted Net Income and Adjusted Net Income per Share										
Net income attributable to common shareholders (GAAP)	\$	47.1	\$	0.81	\$	51.9	\$	0.90		
Acquired intangible asset amortization		13.4		0.23		8.9		0.15		
Transaction related expenses		6.2		0.11		3.0		0.06		
Impact of acquisition related fair value step-up		1.9		0.03		_		_		
Tax adjustments		(1.9)		(0.02)		(1.2)		(0.02		
Adjusted net income (Non-GAAP)	\$	66.7	\$	1.16	\$	62.6	\$	1.09		
Adjusted EBITDA and Adjusted EBITDA margin										
Net income attributable to common shareholders (GAAP)	\$	47.1			\$	51.9				
Net income margin (GAAP)		11.7 %				14.7 %				
Adjustments to net income attributable to common shareholders:										
Income tax expense		16.2				16.0				
Intangible asset amortization		13.5				8.9				
Interest expense, net		13.0				12.5				
Depreciation		9.3				11.0				
Transaction related expenses		6.2				3.0				
Impact of acquisition related fair value step-up		1.9								
Adjusted EBITDA (Non-GAAP)	\$	107.2			\$	103.3				
Adjusted EBITDA Margin (Non-GAAP)		26.6 %				29.3 %				



## NON-GAAP FINANCIAL MEASURES FOR CRANE NXT, CO.

#### Non-GAAP Financial Measures by Segment, Third Quarter

(unaudited, in millions)

Three Months Ended September 30, 2024		ne Payment novations	Aut	curity and hentication chnologies		Corporate	Tota	l Company
Net sales	\$	224.9	\$	178.6	\$	_	\$	403.5
Operating exafit (loca) (CAAD)	<u> </u>	64.6	<u> </u>	20.2	<u>ب</u>	(19.0)	۲.	75.0
Operating profit (loss) (GAAP)	\$	64.6	\$	29.3	\$	(18.9)	Ş	75.0
Operating profit margin (GAAP)		28.7 %		16.4 %				18.6 %
Special items impacting operating profit:								
Acquired intangible asset amortization		5.4		8.0		_		13.4
Impact of acquisition related fair value step-up		_		1.9		_		1.9
Transaction related expenses		_		_		6.2		6.2
Adjusted operating profit (loss) (non-GAAP)	\$	70.0	\$	39.2	\$	(12.7)	\$	96.5
Adjusted operating profit margin (non-GAAP)	_	31.1 %		21.9 %		_	-	23.9 %

Three Months Ended September 30, 2023	e Payment novations	Aut	curity and hentication chnologies	Corporate	Tot	al Company
Net sales	\$ 221.6	\$	131.3	\$ _	\$	352.9
Operating profit (loss) (GAAP)	\$ 59.7	\$	32.8	\$ (12.8)	\$	79.7
Operating profit margin (GAAP)	26.9 %		25.0 %			22.6 %
Special items impacting operating profit:						
Acquired intangible asset amortization	5.4		3.5	_		8.9
Transaction related expenses	_		_	3.0		3.0
Adjusted operating profit (loss) (non-GAAP)	\$ 65.1	\$	36.3	\$ (9.8)	\$	91.6
Adjusted operating profit margin (non-GAAP)	29.4 %		27.6 %			26.0 %



## NON-GAAP FINANCIAL MEASURES FOR CRANE NXT, CO.

#### Free Cash Flow, Net Leverage Ratio

(unaudited, in millions)

#### CRANE NXT, CO. AND SUBSIDIARIES

#### Free Cash Flow and Adjusted Free Cash Flow

(unaudited, in millions)

		Three Months Ended September 30,				Nine Months Ended September 30,		
Cash Flow Items		2024		2023		2024		2023
Cash provided by operating activities (GAAP)	\$	66.7	\$	102.8	\$	133.0	\$	197.8
Less: Capital expenditures		(13.2)		(7.6)		(34.6)		(16.1)
Free cash flow	\$	53.5	\$	95.2	\$	98.4	\$	181.7
Transaction related expenses <sup>1</sup>		5.5		2.3		12.8		19.3
Adjusted free cash flow (non-GAAP)	\$	59.0	\$	97.5	\$	111.2	\$	201.0
Adjusted net income (non-GAAP)*	\$	66.7	\$	62.6	\$	176.9	\$	182.3
Adjusted free cash flow conversion (non-GAAP)	·	88.5 %	)	155.8 %	)	62.9 %	,	110.3 %

<sup>&</sup>lt;sup>1</sup> Represents cash paid for transaction related expenses.

#### **Net Leverage Ratio**

(unaudited, in millions, except net leverage ratio)

	September 30, 2024
Total debt (excluding deferred financing costs of \$8.5 million)	\$ 801.7
Less: Cash and cash equivalents	(165.1)
Net debt	\$ 636.6
TTM Adjusted EBITDA (non-GAAP)*	\$ 380.0
Net leverage ratio	1.7

<sup>\*</sup>Please refer to the Non-GAAP Financial Measures tables in prior quarter releases and in this release.



<sup>\*</sup>Please see the Non-GAAP Financial Measures tables in this release.

