

June 2021



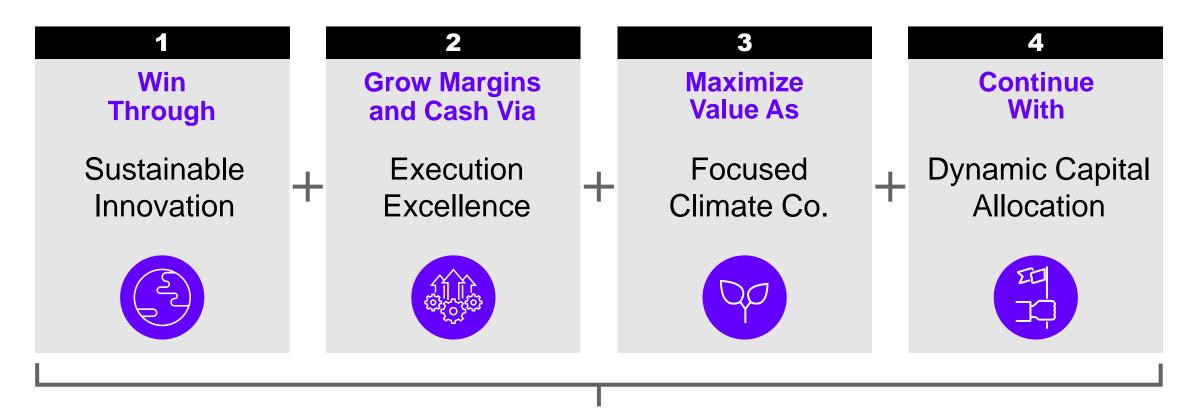
## Safe Harbor

This presentation includes "forward-looking statements" which are statements that are not historical facts, including statements that relate to our future performance, statements relating to the continued impact of the COVID-19 global pandemic, capital deployment including the amount and timing of our dividends, our share repurchase program including the amount of shares to be repurchased and the timing of such repurchases and our capital allocation strategy including acquisitions (if any); our projected free cash flow and usage of such cash; our available liquidity; performance of the markets in which we operate; restructuring activity and cost savings associated with such activity; our projected financial performance and targets including assumptions regarding our effective tax rate.

These forward-looking statements are based on our current expectations and are subject to risks and uncertainties, which may cause actual results to differ materially from our current expectations. Such factors include, but are not limited to, the impact of the global COVID-19 pandemic on our business, our suppliers and our customers, global economic conditions taking into account the global COVID-19 pandemic, disruption and volatility in the financial markets due to the COVID-19 pandemic, improvement in market conditions (if any) with global vaccine administration, the outcome of any litigation, the outcome of the Chapter 11 proceedings for our deconsolidated subsidiaries Aldrich Pump LLC and Murray Boiler LLC, demand for our products and services, and tax audits and tax law changes and interpretations. Additional factors that could cause such differences can be found in our Form 10-K for the year ended December 31, 2020, as well as our subsequent reports on Form 10-Q and other SEC filings. We assume no obligation to update these forward-looking statements.

This presentation also includes non-GAAP financial information which should be considered supplemental to, not a substitute for, or superior to, the financial measure calculated in accordance with GAAP. The definitions of our non-GAAP financial information are included as an appendix in our presentation and reconciliations can be found in our earnings releases for the relevant periods located on our website at <a href="https://www.tranetechnologies.com">www.tranetechnologies.com</a>. Unless otherwise indicated, all data beyond the first quarter of 2021 are estimates.

## Focused Strategy Delivers Differentiated Shareholder Returns



## **Strong Foundation**

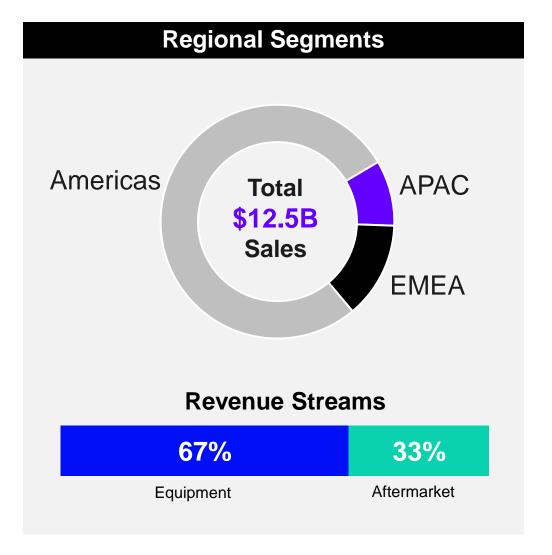
Strong operating system and performance culture

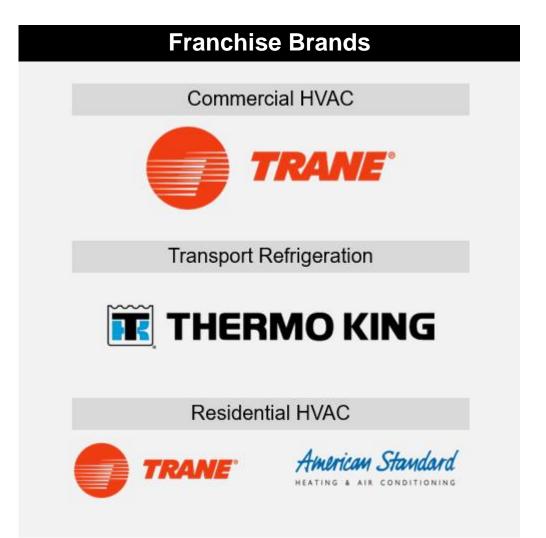
Powerful cash flow

Uplifting culture – integrity, ingenuity, community & engagement



# Pure-Play Climate Control Business with Leading Brands and Market Positions; High Aftermarket Mix







# Global Megatrends Continue to Intensify – Demanding Bold Action

## **Heating and Cooling Buildings**

Global emissions from heating / cooling buildings\*

15% + 10% =

### **Food Loss**

Global emissions come from food loss / waste\*

## **GHG Emissions**

Combined share of global emissions

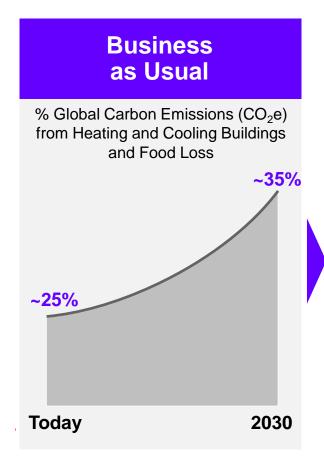
25%







# Uniquely Positioned with Innovative Solutions to Lead a Movement to Reduce GHG Emissions



# Key Actions We are Taking

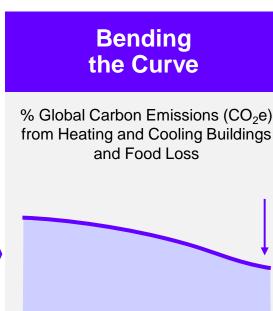
- Accelerating clean technologies
- Addressing system energy efficiency
- Reducing food loss from cold chain
- Transitioning out of high GWP refrigerants
- Like minded companies to join movement

# Delivery on the Gigaton Challenge

Reduce customer carbon footprint by

1

GIGATON of CO<sub>2</sub>e (1 billion metric tons) by 2030



15VNE

**Today** 

TECHNOLOGIES

2030



# Our Sustainability Purpose Yields Benefits Beyond CO<sub>2</sub>e Reduction

# SOCIAL BENEFITS Defines Our Culture



- Generates uplifting culture that builds engagement and empowers people
- Drives innovative solutions
- Creates purpose driven performance
- Fosters employee retention and safety

# FINANCIAL BENEFITS Focuses Business Priorities



- More targeted investments
- Simplifies business model
- Increases speed and agility
- Improves productivity and execution



### SUSTAINABILITY LEADER

# Highly Regarded ESG Performance

Dow Jones Sustainability Indices In Collaboration with RobecoSAM •	10 Years Listed on North America Index
Corporate Anights	#26 On Corporate Knights Top 100 Global Most Sustainable Corporations
FTSE4Good	61% Higher score than industrial machinery average
(NEC)	Gold Medal Winner  35 <sup>th</sup> annual award for International Achievement in Sustainable Development
DISCLOSURE INSIGHT ACTION	A- Climate Change disclosure submitted 10+ consecutive years
FORTUNE WORLD'S MOST ADMIRED COMPANIES	9 Years Listed on most admired companies list
SUSTAINALYTICS	Top Decile Globally Identified as "Industry Leader"



#### SUSTAINABILITY LEADER

# Purpose Alignment Drives Uplifting Culture



### 1st in our industry

to sign on to Paradigm for Parity – A Call to Action for Gender Equality

### OneTen

### **Founding Member**

coalition to hire 1 million Black Americans



#### 2nd Consecutive Year

Forbes Best Employers for Diversity

FOR DIVERSITY & INCLUSION

#### Joined 150

of America's leading CEOs in a pledge to diversity and inclusion in the workplace

**Employee Engagement** 

## **Top Quartile**

of all companies



## The New Trane Technologies: Reimagined to Unlock Our Full Potential

Sustainability innovation fuels our growth

Customer-focused innovation 100% tied to sustainability secular mega trends

Exceptional performance maximizes our margins

Relentlessly focused on leaning out processes and driving excellent execution

Structural transformation unlocks our potential

Redesigned to maximize our value as a pure-play climate focused innovator



# **Trane Technologies Reimagined:**

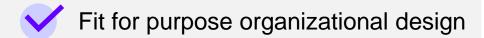
Streamlined, Customer-Focused Climate Innovator

## Uniquely Positioned as IPO-like Climate Innovator with Proven Expertise

# Startup







Strategic choice budgeting

Built for speed



# Credibility of a Market Leader



Long track record of execution

Trusted industry & technical expertise

Deep customer relationships

Strong performance culture

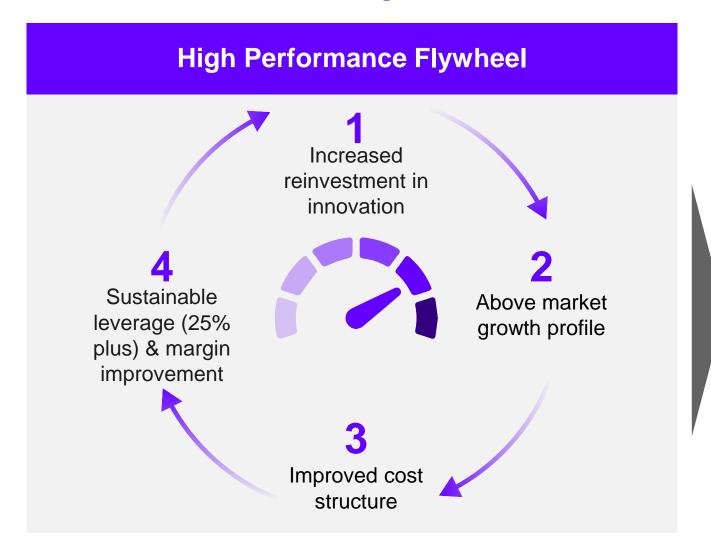
# Why Pure Play Matters? - Purpose Drives Performance

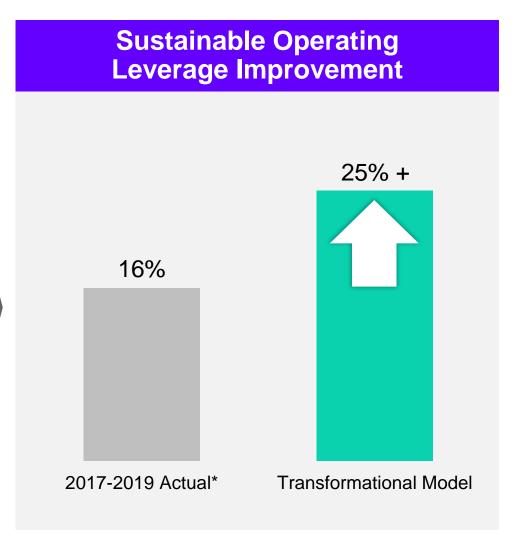
- World class climate innovator relentlessly reinvesting to bend the curve on climate change
- Lean-based, customer-focused model
- Increased speed and agility in the marketplace
- Strong competitive position with full spectrum of product and service capabilities
- Global reach provides scale to deliver next generation technologies through unequaled channel expertise

100%

focus on sustainability drives differentiated results for shareholders

# Business Transformation Delivers \$300M in Cost Savings by 2023 to Fund Continued Market Outgrowth With 25% Sustainable Leverage





<sup>\*</sup> Operating leverage calculated based on change in historical Climate segment adjusted operating income less adjusted unallocated corporate costs divided by change in Climate segment revenues,



# Megatrends are Powerful Drivers of Growth and Accelerate Need for Innovative Trane Technologies' Solutions

## **Continuing Megatrends**



Climate Change



Urbanization



Resource Scarcity



Demographics

## **Accelerating Megatrends**



Indoor Environmental Quality



Digital Connectedness

## **Driving Sustainability**

Accelerating need for innovative climate sustainability solutions

## **Trane Technologies Innovation Advantage**

Leader in innovative climate solutions at nexus of environmental sustainability and impact

## Proven Business Operating System Delivers Results

## **Business Operating System**

Aligns resources for customer value

4
Accelerates
profitable growth

2

Empowers people to solve problems

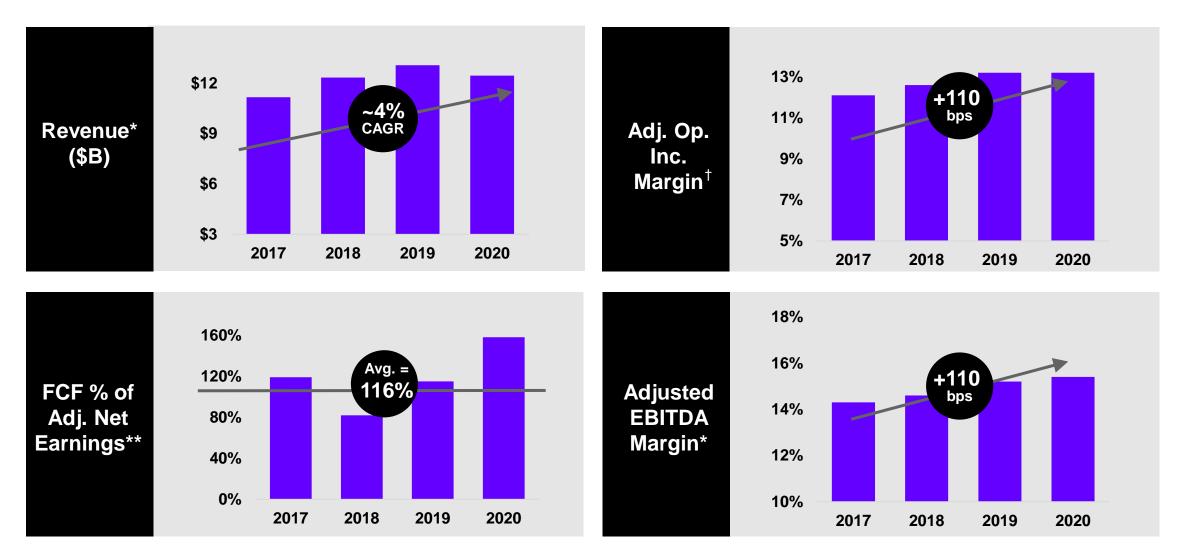
Embeds sustainability in our operations

## Results

- World class sales, service capabilities / offerings
- Sustained market outgrowth
- Margin expansion
- Continuous improvement and sustainable performance

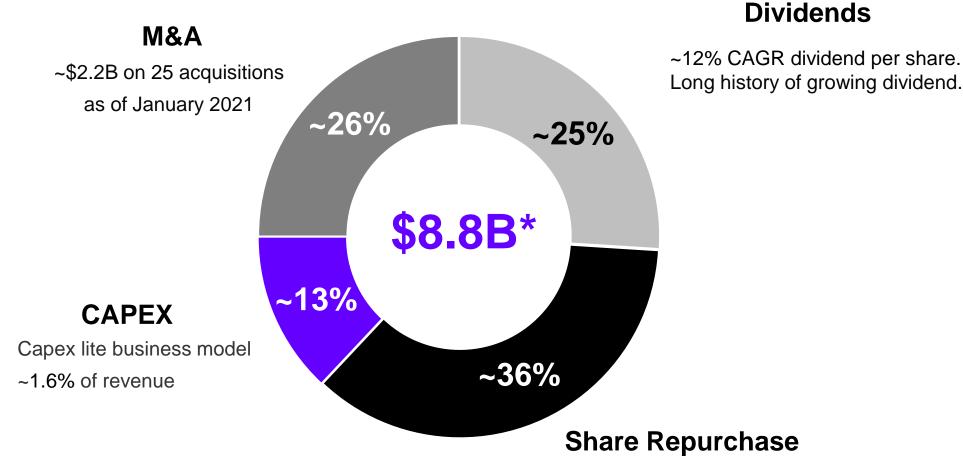


## Driving Sustained Growth and Operating Margin Improvement 2017-2020



<sup>\* 2017, 2018, 2019</sup> and 2020 historical information restated to reflect Ingersoll Rand Industrial segment in discontinued operations
\*\* 2017 and 2018 free cash flow conversion history based on pre-RMT transaction consolidated Ingersoll Rand financial statements
† 2018, 2019 and 2020 historical information restated to reflect Ingersoll Rand Industrial segment in discontinued operations. 2017
calculated based on historical Climate segment adj. op. inc. less adj. unallocated corporate costs divided by Climate segment revenues

# Long Track Record of Disciplined and Balanced Capital Deployment (2016 to 2020)



~\$3.2 billion on share repurchases

#### IN SUMMARY

# Positioned to Outperform. Consistently.

Secular Tailwinds The markets we serve will continue to outgrow GDP fueled by long-term sustainability megatrends

Sustainability Focused Innovation

We are positioned to outgrow the market and expand margins with market-leading sustainable innovations

Margin Expansion Our execution excellence and transformational work position us to maximize margins and cash generation

Financial Strength

Our strong balance sheet, exceptional cash generation and balanced capital allocation strategy deliver significant value to shareholders

## Non-GAAP Measures Definitions

Adjusted operating income in 2021 and 2020 is defined as GAAP operating income plus restructuring costs and transformation costs. Adjusted operating income in 2019, 2018 and 2017 is defined as GAAP operating income plus restructuring costs.

Adjusted operating margin is defined as the ratio of adjusted operating income divided by net revenues.

Adjusted earnings from continuing operations attributable to Trane Technologies plc (adjusted net earnings) is defined as GAAP earnings from continuing operations attributable to Trane Technologies plc plus / minus certain adjustments applicable to each respective year such as restructuring costs, transformation costs, gain on M&A transaction, legacy legal liability adjustment, gain from deconsolidation of certain entities under Chapter 11, debt redemption premium and related charges, net of tax impacts as well as separation-related tax costs, tax reform/tax legislation adjustments and other U.S. and Non-U.S. discrete non-cash tax adjustments.

Adjusted EBITDA in 2021 is defined as adjusted operating income plus depreciation and amortization expense plus or minus other income / (expense), net. Adjusted EBITDA in 2020 is defined as adjusted operating income plus depreciation and amortization expense plus or minus other income / (expense), net less the legacy legal liability adjustment. Adjusted EBITDA in 2019, 2018 and 2017 is defined as adjusted operating income plus depreciation and amortization expense plus or minus other income / (expense), net.

Adjusted EBITDA margin is defined as the ratio of adjusted EBITDA divided by net revenues.

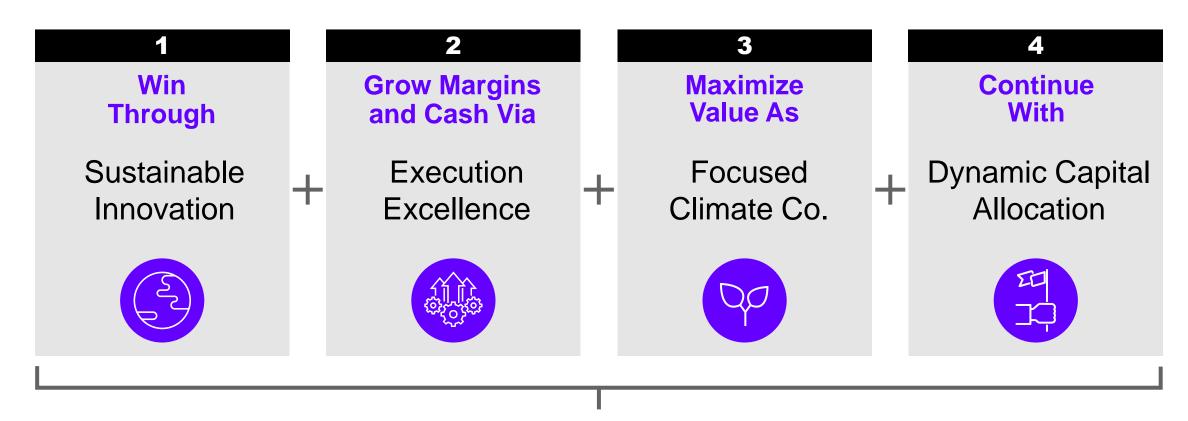
<u>Free cash flow</u> is defined as net cash provided by (used in) continuing operating activities, less capital expenditures, plus cash payments for restructuring costs and transformation costs.

Operating leverage is defined as the ratio of the change in adjusted operating income for the current period (e.g. 2020) less the prior period (e.g. 2019), divided by the change in net revenues for the current period less the prior period.





## Focused Strategy Delivers Differentiated Shareholder Returns



## **Strong Foundation**

Strong operating system and performance culture

Powerful cash flow

Uplifting culture – integrity, ingenuity, community & engagement

# Exceptional Q1 2021 Performance and Steadily Improving End Markets; Raising FY Revenue and EPS Guidance Above Prior Range

- Exceptional financial performance highlights strength of focused strategy, business operating system & high-performance culture
  - Broad-based outgrowth / share gains across improving global end-markets
  - Double-digit Q1 bookings growth in all segments
  - Record backlog exiting Q1, with backlog growth of more than 30% both sequentially and YOY; growth in all segments
  - Enterprise organic revenues +11%, with significant margin expansion & EPS growth
- Raising 2021 revenue & EPS guidance on strong Q1 / improving market conditions with increasing global vaccination rates
  - 2021 revenue growth of ~+10.5% (up from +6.5% to +8.5%); Adj. EPS raised to ~\$6.00 (up from \$5.30 to \$5.50)
  - Organic revenue growth of ~9% (up from +5% to +7%) with 35%+ organic leverage; driving strong margin expansion
- Transformation savings contributing to strong leverage in 2021
  - On track for ~\$90M incremental savings in 2021 after delivering stranded / fixed cost take-out of \$100M in 2020
  - Expected \$300M total transformation savings by 2023 funds superior innovation, market outgrowth & sustainable strong leverage
- Powerful FCF, financial position, liquidity and balance sheet optionality support balanced capital allocation strategy
  - Deployed ~\$614M in Q1; expect to deploy ~\$2.5B+ FY 2021, up \$500M vs. prior guidance
- Purpose-driven sustainability strategy remains focused on long-term secular tailwinds towards sustainability megatrends
  - 2030 emissions reduction targets validated by SBTi; 1 of 47 companies to have two targets validated (2014 and 2021)
  - Leadership in addressing sustainability challenges, delivering top-tier financial performance & differentiated shareholder returns

<sup>\*</sup> Includes certain Non-GAAP financial measures. See the company's Q1 2021 earnings release for additional details and reconciliations.

# Robust Bookings w/ Growth in All Businesses; Strong Revenue Outgrowth in Improving End Markets

#### Q1 Organic\* Y-O-Y Change

	Bookings	Revenue
Enterprise	+ 31%	+ 11%
Americas	+ 36%	+ 9%
Commercial HVAC	+	flat
Residential HVAC	+	+
Transport	+	+
EMEA	+ 18%	+ 12%
Commercial HVAC	+	+
Transport	+	+
Asia Pacific	+ 14%	+ 34%
Commercial HVAC	+	+
Transport	+	+

#### **Americas**

- CHVAC bookings up LSD and revs flat on tough comps (2-year stack bookings of high-teens, HSD 2 yr avg; revenues of MSD, LSD 2 yr avg); Svcs revs up LSD; Cont'd impacts from low building occupancy / school / other closings; IAQ demand remains healthy
- Res HVAC revs up 30+% on strong end market demand; Strong backlog headed into 2Q21
- Transport bookings up substantially, revs up mid-teens, outpacing improving transport markets (trailer markets up LSD and truck markets down in Q1)

#### **EMEA**

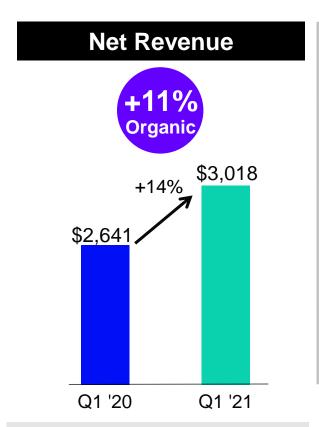
- CHVAC bookings strong (up HSD) w/ growth in both equipment and services; CHVAC revs up mid-teens
- Transport bookings strong (up 20+%); revs up HSD

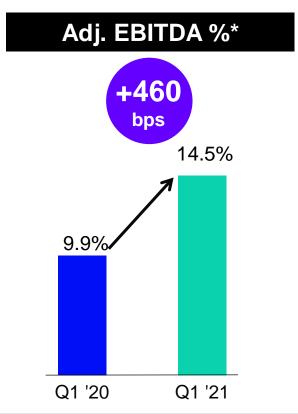
#### **Asia Pacific**

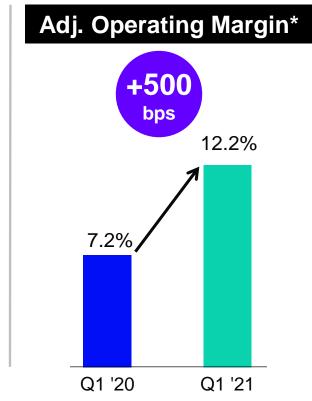
- CHVAC bookings up HSD; Revs up 30+% against soft 1Q20, led by China growth
- Transport bookings up 40+% and revs up 20+%

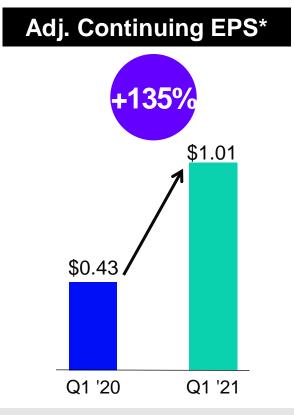


## Consistent Execution Drives Strong Performance in Improving Markets









- Strong rev outgrowth in improving end markets; Res HVAC & Asia
   Pacific revs particularly strong
- Transport rev growth in all regions
- Svcs and equip rev growth in all regions

- Strong margin expansion / operating leverage on revenue growth in all regions
- Strong volume and productivity / other inflation
- Strong price execution setting stage for material cost inflation management in 2021; Significant price / cost tailwind in 1Q21
- High level of business reinvestment in innovation, technology and productivity
- Primarily driven by strong operating performance, higher op income, op margin expansion
- Effective tax rate of ~17%; FY effective tax rate guidance remains unchanged at ~19% to ~20%

<sup>\*</sup>Includes certain Non-GAAP financial measures. See the company's Q1 2021 earnings release for additional details and reconciliations.

# Strong Execution, Product and Service Innovation, Productivity and Price / Cost Deliver Significant Growth and Margin Expansion

\$M	Revenue Org. Growth	Adj. EBITDA% vs PY	Adj OI% vs PY	Highlights
Americas	<b>\$2,326</b> +9%	<b>16.5%</b> +400 bps	<b>14.0%</b> + <i>4</i> 20 bps	<ul> <li>Market outgrowth including strong Res HVAC and Transport volumes, productivity and cost controls, price / cost drive margin expansion while maintaining high levels of business reinvestment</li> <li>IAQ full systems approach (services, controls, equipment), innovation driving market outgrowth / share gains</li> </ul>
EMEA	<b>\$444</b> +12%	<b>17.3%</b> +540 bps	<b>15.3%</b> +510 bps	<ul> <li>Strong execution / productivity / price / volume / cost controls drive margin expansion</li> <li>Electrification of heat / transport new product launches driving market outgrowth / share gains</li> </ul>
Asia Pacific	<b>\$248</b> +34%	<b>17.5%</b> +1160 bps	<b>15.8%</b> +1160 bps	<ul> <li>Robust rev growth as expected against soft 1Q20</li> <li>Strong execution / productivity / price / volume / cost controls drive margin expansion</li> <li>IAQ full systems approach, innovation driving market outgrowth / share gains</li> </ul>

TECHNOLOGIES

<sup>\*</sup> Includes certain Non-GAAP financial measures. See the company's Q1 2021 earnings release for additional details and reconciliations.

## Market Improvements Expected w/ Global Vaccinations in 2021

## Commercial HVAC IAQ demand strong for systems-focused solutions; IAQ remains long-term tailwind • End markets mixed; data center and warehouse remain strong; education outlook improving on IAQ stimulus, however full impact and timing of U.S. stimulus TBD • End market indicators (ABI, Dodge, etc) improving, limited visibility driving some uncertainty Cautiously optimistic, expect improving markets in 2H21 with increased vaccination rates Americas **Residential HVAC** Strong demand again drove record bookings / revs in Q1; strong backlog entering Q2 Expecting strong 1H and challenging 2H21 vs tough comps given record 2020 bookings / revs 2H20 **Transport** Strong market outgrowth during 1Q21; weighted average mkt growth outlook of ~26% in 2021, reiterated • Economic conditions improved broadly across region, still impacted by partial lock downs in some areas • CHVAC continued underlying demand for sustainability focused products and services; expect improving **EMEA** markets with increased vaccination rates. Transport growth expected to continue through 2021 w/ HSD weighted avg mkt growth, reiterated • China strong market growth driven by strength in Data Center, Electronics, Pharma and Health Care **Asia Pacific** Rest of Asia improving, but low vaccination rates creating some uncertainty

<sup>\*</sup> Includes certain Non-GAAP financial measures. See the company's Q1 2021 earnings release for additional details and reconciliations.

#### 2021 GUIDANCE UPDATE

# Leveraging Value Creation Framework to Outgrow Improving Markets with Strong Operating Leverage

_	ganic
Reve	enues
Δdi	FPS

## **Prior FY Guidance**

## **Updated FY Guidance**



+ 5% to + 7%
(Up 6.5% to 8.5% w/ M&A)

 $+ \sim 9\%$ (Up ~10.5% w/ M&A)

Adj. EPS

\$5.30 to \$5.50\*

(\$5.25 to \$5.45 Organic)

M&A modestly accretive in year 1 (~\$0.05)



~\$6.00\*

(\$5.95 Organic)

M&A modestly accretive in year 1 (~\$0.05)

Operating Leverage

Organic ~30%

Impact of transformation savings and higher transport mix



Organic 35%+

~30% leverage expected Q2 to Q4

Free Cash Flow = / > Adj. Net Earnings



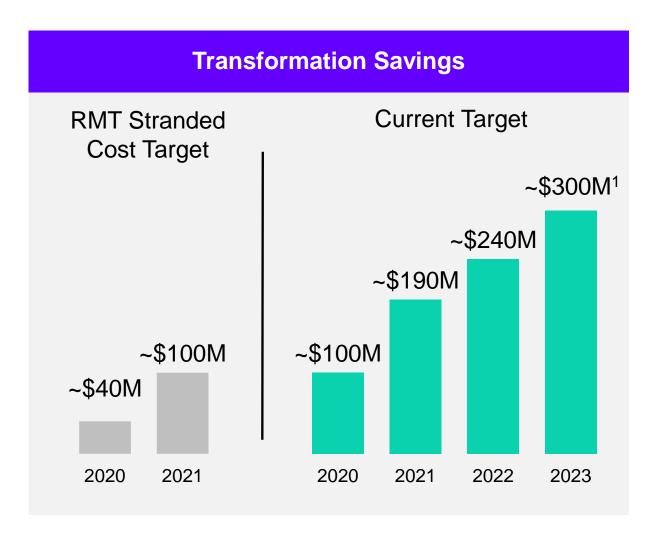
= / > Adj. Net Earnings

Higher on greater EPS growth

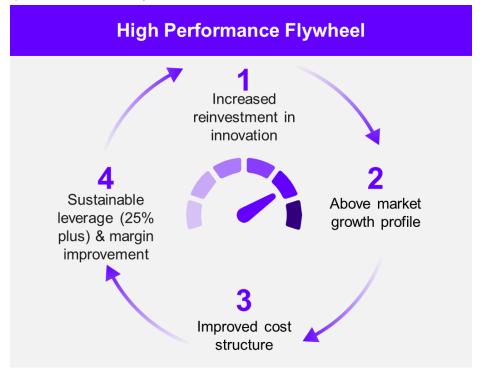
\*2021 FX unknown. FX revs leverage at translational OI% (~13% in 2020); ~1pt of FX rev growth = ~\$0.05 EPS \*\*See pg. 14 for additional details

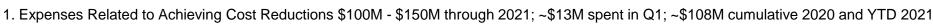


# On Track to Deliver ~\$300M Total Transformation Savings by 2023; 3X Original \$100M RMT Stranded Cost Reduction Target



- On track to deliver ~\$90M incremental savings in 2021 after delivering stranded / fixed cost take-out of ~\$100M in 2020; 2021 total = ~\$190M
- \$300M transformation savings adds fuel to highperformance flywheel





# Strong FCF Drives Continued Balanced Capital Deployment Strategy

1

# Invest for Growth

- Strengthen the core business and extend product & market leadership
- Invest in new technology and innovation
- Fully invest in strategic, valueaccretive M&A

2

# Maintain Healthy, Efficient Balance Sheet

- Expect to deliver FCF ≥ 100% of adjusted net earnings
- Strengthening balance sheet
- Strong BBB investment grade rating offers optionality as markets evolve

3

# Return Capital to Shareholders

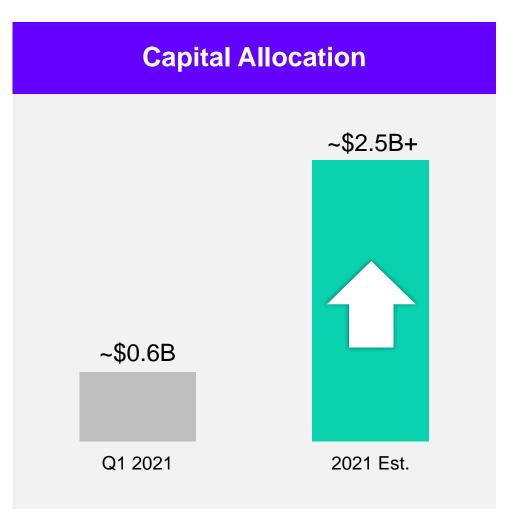
- Expect to consistently deploy 100% of excess cash over time
- Pay competitive dividend and grow dividend at or above rate of earnings growth over time
- Repurchase shares with excess cash when intrinsic value provides high returns



# Increased Target to ~\$2.5B for Balanced Capital Allocation in FY 2021, up \$500M vs prior guidance; Strong Deployment in Q1

Balanced Capital Deployment									
	Q1 2021	FY 2021							
Dividends*	\$140M	~\$564M							
Acquisitions and investments	\$70M	~\$1.5B**							
Share repurchases	\$104M	~\$1.5 <b>D</b>							
Debt retirement	\$300M	\$425M†							
Total Capital Deployed	\$614M	~\$2.5B							

<sup>\*</sup> Quarterly dividend increased in 2021 by 11% to \$2.36 per share annualized





<sup>\*\* ~\$1.5</sup>B between M&A and share repurchases; ~241M Diluted Shares

<sup>† \$125</sup>M scheduled to be retired in Q3 '21



# Strong 2021 Organic Leverage on Growth in Improving Markets; Positive Impact from EPS-Accretive M&A in First Year of Integration

Updated FY 2021	Revenue	Adj. EPS			
Organic	+ ~9%	~\$5.95			
Acquisitions	~1.5%	~\$0.05			
Combined*	+ ~10.5%	~\$6.00			

### Commentary

- ~30% organic leverage through balance of 2021; transformation savings plus higher Transport mix
- ~5% OI contribution in year 1; impact of integration costs

#### Other Items

- ~\$240M Corporate Costs (+~\$20M; strategic investments & incentive comp)
- ~\$240M Interest Expense (unchanged)
- ~19% to ~20% Adj. Eff. Tax Rate (unchanged)
- ~241M Diluted Shares (unchanged)
- ~\$75M in transformation and other restructuring costs (unchanged and excluded from adj. EPS)\*\*



<sup>\*</sup>Anticipate FY FX revenues to leverage at translational OI% (~13% in 2020); ~1pt of FX rev growth = ~\$0.05 EPS

<sup>\*</sup>Includes certain Non-GAAP financial measures. See the company's Q1 2021 earnings release for additional details and reconciliations.

<sup>\*\*</sup>Supports initiatives to deliver ~\$300M in annualized savings by 2023 (3X initial \$100M RMT stranded cost reduction target)

# Continued Strong North America / EMEA Transport Markets Primed for Growth in 2021; FY Outlook Reiterated

#### N.A. and EMEA Market Results / Forecast

2020 Transport N.A.

Market Results

Trailer / Truck / APU wtd avg

-33%

2020 Transport EMEA
Market Results
Trailer / Truck wtd avg

-23%

2021 Transport N.A.

Market Outlook\*

Trailer / Truck / APU wtd avg

+34%

2021 Transport EMEA
Market Outlook
Trailer / Truck wtd avg

+9%

Source: ACT / IHS / Company Estimates

### N.A. and EMEA 2021 Strong Market Outlook

- Trailer/Truck/APU: ~2/3<sup>rds</sup> of Total Transport Revenue
  - N.A. growth estimates up ~34%;
  - EMEA growth estimates up ~9%
- Marine/Bus/Rail/Air/Aftermarket ("all other"): ~1/3<sup>rd</sup> of Total Transport Revenue
  - N.A. and EMEA wtd avg. growth estimates both up +5% to +10%
- Total Transport: Truck/Trailer/APU/Marine/Bus/Rail/Air
  - Americas\*\* weighted avg. growth estimate +26%\*\*\*
  - EMEA\*\* weighted avg. growth estimate +8%\*\*\*
- Diversified Americas / EMEA business outperformed endmarkets in 2020; Expect continued outperformance 2021
- ACT 2022 N.A. Trailer outlook raised to 51.1K, up 13% yoy



<sup>\*</sup>Includes 2021 N.A. Trailer build fcst up ~40% (45.2K)

<sup>\*\*</sup> Americas and EMEA represent ~50% and ~40% of global Transport revenues, respectively

<sup>\*\*\*</sup> Weighted avg calculation assumes midpoint of "all other" range (7.5%)

#### IN SUMMARY

# Positioned to Outperform. Consistently.

Secular Tailwinds The markets we serve will continue to outgrow GDP fueled by long-term sustainability megatrends

Sustainability Focused Innovation

We are positioned to outgrow the market and expand margins with market-leading sustainable innovations

Margin Expansion Our execution excellence and transformational work position us to maximize margins and cash generation

Financial Strength

Our strong balance sheet, exceptional cash generation and balanced capital allocation strategy deliver significant value to shareholders



## Trane Technologies Core Sustainability Strategy: Challenge Possible

### **Global Megatrends**









**URBANIZATION** 

**DIGITAL** CONNECTEDNESS



**RESOURCE SCARCITY** 



INDOOR AIR QUALITY (IAQ)

#### **Our Commitments**

### The Gigaton Challenge

Reducing one gigaton of carbon emissions (CO<sub>2</sub>e) from our customers' footprint by 2030

### Leading by Example

Achieving carbon neutral operations, 10% absolute energy reduction, zero waste to landfill and net positive water

## **Opportunity for All**

Creating gender parity in leadership, workforce diversity, investing in STEM education

#### Material Issues to Focus Our Efforts

#### **Operations**

**Emissions intensity** Renewable energy Water usage Heating electrified

#### **Products and** Services

Energy efficiency Low-emission products Technology & innovation **Emerging market innovations** Product life cycle

### **Supply Chain**

Responsible sourcing Supplier diversity

#### **Employees**

Diversity and inclusion Ethics and integrity Safety Development

Engagement

#### **Communities**

Access to cooling Food and wellness Education Workforce development

#### Governance

Board oversight Financial performance Public policy

### **Targets Align** with Global Priorities



2 Zero Hunger



**5** Gender Equality













Sustainable Cities &



13 Climate Action























One company can change an industry and one industry can change the world - MIKE LAMACH, CHAIRMAN AND CEO



# Q1 Organic Bookings Up 31% Year-Over-Year; Organic Revenues Up 11%

Organic* Bookings	2019					2020				2021	
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>
Americas	-2%	-4%	+2%	-7%	-3%	+11%	-5%	+8%	+2%	+4%	+36%
EMEA	-9%	+0%	-2%	-1%	-3%	-2%	-20%	+6%	+9%	-3%	+18%
Asia Pacific	+0%	-6%	+3%	-5%	-2%	-17%	-2%	-5%	+2%	-6%	+14%
Total	-3%	-4%	+2%	-6%	-3%	+6%	-7%	+7%	+3%	+2%	+31%

Organic* Revenue	2019					2020				2021	
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>
Americas	+12%	+7%	+10%	+9%	+10%	-2%	-13%	+2%	+1%	-3%	+9%
EMEA	+1%	-3%	+3%	+1%	+1%	-3%	-15%	-6%	-6%	-8%	+12%
Asia Pacific	+2%	+0%	-4%	-1%	-1%	-34%	-5%	-2%	-6%	-11%	+34%
Total	+10%	+5%	+8%	+7%	+7%	-5%	-13%	+50bps	-1%	-5%	+11%

## Restructuring and Transformation Costs GAAP to Non-GAAP Adjustments

#### **Restructuring and Transformation Costs**

- Restructuring costs of ~\$10M included in Table 2 of the Q1 2021 earnings release includes ~\$9M of restructuring costs
  related to transformation activities as well as ~\$1M of restructuring costs supporting other cost reduction programs, not
  directly related to transformation.
- Total transformation costs of ~\$13M on slide 28 include both the ~\$9M of restructuring transformation costs mentioned above and ~\$4M of non-restructuring transformation costs also disclosed in Table 2 of the Q1 2021 earnings release.

Costs	Restructuring	Transformation	<b>Total Costs</b>
Transformation-related (restructuring and other)	~\$9M	~\$4M	~\$13M
Restructuring related to other cost reduction programs	~\$1M		~\$1M
Table 2 Total (Q1 2021 earnings release)	~\$10M	~\$4M	~\$14M

## Q1 Non-GAAP Measures Definitions

Organic bookings is defined as reported orders in the current period adjusted for the impact of currency and acquisitions. Organic revenue is defined as GAAP net revenues adjusted for the impact of currency and acquisitions

Adjusted operating income in 2021 and 2020 is defined as GAAP operating income plus restructuring costs and transformation costs.

Adjusted operating margin is defined as the ratio of adjusted operating income divided by net revenues.

Adjusted earnings from continuing operations attributable to Trane Technologies plc (adjusted net earnings) in 2021 is defined as GAAP earnings from continuing operations attributable to Trane Technologies plc plus restructuring costs and transformation costs, net of tax impacts. Adjusted net earnings in 2020 is defined as GAAP earnings from continuing operations attributable to Trane Technologies plc plus restructuring costs and transformation costs less the legacy legal liability adjustment, net of tax impacts plus separation-related tax adjustments.

Adjusted continuing EPS in 2021 is defined as GAAP continuing EPS plus restructuring costs and transformation costs, net of tax impacts. Adjusted continuing EPS in 2020 is defined as GAAP continuing EPS plus restructuring costs and transformation costs less the legacy legal liability adjustment, net of tax impacts plus separation-related tax adjustments.

Adjusted EBITDA in 2021 is defined as adjusted operating income plus depreciation and amortization expense plus or minus other income / (expense), net. Adjusted EBITDA in 2020 is defined as adjusted operating income plus depreciation and amortization expense plus or minus other income / (expense), net less the legacy legal liability adjustment.

Adjusted EBITDA margin is defined as the ratio of adjusted EBITDA divided by net revenues.

## Q1 Non-GAAP Measures Definitions

<u>Free cash flow</u> in 2021 and 2020 is defined as net cash provided by (used in) continuing operating activities, less capital expenditures, plus cash payments for restructuring costs and transformation costs.

Working capital measures a firm's operating liquidity position and its overall effectiveness in managing the enterprise's current accounts.

- Working capital is calculated by adding net accounts and notes receivables and inventories and subtracting total current liabilities that exclude short-term debt, dividend payables and income tax payables.
- Working capital as a percent of revenue is calculated by dividing the working capital balance (e.g. as of December 31) by the annualized revenue for the period (e.g. reported revenues for the three months ended December 31 multiplied by 4 to annualize for a full year).

Adjusted effective tax rate for 2021 is defined as the ratio of income tax expense less the net tax effect of adjustments for restructuring costs and transformation costs divided by earnings from continuing operations before income taxes plus restructuring costs and transformation costs. Adjusted effective tax rate for 2020 is defined as the ratio of income tax expense less the net tax effect of adjustments for restructuring costs, transformation costs and the legacy legal liability adjustment plus separation-related tax adjustments divided by earnings from continuing operations before income taxes plus restructuring costs and transformation costs less the legacy legal liability adjustment. This measure allows for a direct comparison of the effective tax rate between periods.

Operating leverage is defined as the ratio of the change in adjusted operating income for the current period (e.g. Q1 2021) less the prior period (e.g. Q1 2020), divided by the change in net revenues for the current period less the prior period.