The Win Strategy™
Our Vision: Engineering Your Success

## Goals

### Engaged People
- Environmental, Health & Safety
- Ownership – Entrepreneurial
- High Performance Teams & Leaders
- Continuous Improvement – Kaizen

### Customer Experience
- Quality Solutions On Time
- Digital Leadership
- Ease of Doing Business

### Profitable Growth
- Strategic Positioning
- Market-Driven Innovation
- System Solutions
- Strong Distribution
- Grow Share
- Acquisitions

### Financial Performance
- Simplification
- Lean Enterprise
- Strategic Supply Chain
- Value Pricing

## Our Culture & Values

---

SEPTEMBER 2019
#1 Motion & Control Company

## Goals

### Engaged People
- Zero Safety Incidents
- Speed & Agility
- 80%+ in High Performance Teams
- Inclusive Environment
- Engagement > 75%

### Customer Experience
- Composite Likelihood to Recommend
- Customer Dashboards
- Zero Defects
- 98%+ On-Time Delivery
- Best-in-Class Lead Times

### Profitable Growth
- Organic Growth 150 bps > Market
- 20%+ Market Share
- #1, #2 Position Each Business
- Grow Global Distribution & Services
- Increasing New Product Vitality & Gross Margins

### Financial Performance
- Top Quartile Performance
- Year-over-Year Growth in:
  - DNE
  - EBIT
  - EPS
  - Cash Flow
- 19% Operating Income
- 30% MROS
- 21.4% RONA
- 17% ROIC
- >100% FCF Conversion

Enabling Engineering Breakthroughs that Lead to a Better Tomorrow