



2nd Quarter 2021 Earnings Conference Call

July 22, 2021

Safe Harbor

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Today's presentation includes forward-looking statements that reflect management's current expectations about the Company's future business and financial performance.

These statements are subject to certain risks and uncertainties that could cause actual results to differ from anticipated results.

Factors that could cause actual results to differ from anticipated results are identified in Item 1A of the Company's Form 10-K, and Item 1A of the most recent Quarterly Report on Form 10-Q and also the Company's Earnings Release dated July 21, 2021.

Conference Call Logistics

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The release, accompanying slides and replay webcast are available online at www.graco.com/ir

Telephone replay will be available after 2 p.m. ET July 22, 2021.
The replay by telephone will be available through 2 p.m. ET July 29, 2021.

- ▶ 855-859-2056 – Conference ID #9785074
- ▶ 404-537-3406 – with the same conference ID #,
for international participants

Financial Results

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Statement of Earnings

\$ in millions except per share amounts

Net Sales

	Second Quarter			June Year to Date		
	2021	2020	Change	2021	2020	Change
	\$ 507.2	\$ 366.9	38 %	\$ 961.3	\$ 740.5	30 %

Gross Profit

% of Net Sales

	263.9	182.5	45 %	511.2	381.2	34 %
	52.0%	49.8%	2.2 pts	53.2%	51.5%	1.7 pts

Operating Earnings

% of Net Sales

	133.8	44.8	199 %	262.1	134.6	95 %
	26%	12%	14 pts	27%	18%	9 pts

Net Earnings

% of Net Sales

	\$ 110.1	\$ 28.8	282 %	\$ 215.8	\$ 101.7	112 %
	22%	8%	14 pts	22%	14%	8 pts

Diluted Earnings Per Share

Diluted Shares in Millions

	\$ 0.63	\$ 0.17	271 %	\$ 1.24	\$ 0.59	110 %
	174.6	170.5	2 %	174.2	171.6	2 %

Operating Earnings, Adjusted (1)

Net Earnings, Adjusted (1)

Diluted Earnings Per Share, Adjusted (1)

	\$ 133.8	\$ 79.8	68 %	\$ 262.1	\$ 169.6	55 %
	\$ 108.0	\$ 62.3	73 %	\$ 209.6	\$ 127.5	65 %
	\$ 0.62	\$ 0.37	68 %	\$ 1.20	\$ 0.74	62 %

(1) Operating earnings, net earnings and diluted earnings per share for 2021 and 2020 have been adjusted to provide a more consistent basis of comparison of on-going results. See page 5 for a reconciliation of the adjusted non-GAAP financial measures to GAAP.

Financial Results Adjusted for Comparability

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Certain items have caused fluctuation in the Company's financial results. Excluding the impacts of these items presents a more consistent basis for comparison of financial results. A calculation of the non-GAAP measurements follows:

Non-GAAP Reconciliation	Second Quarter			June Year to Date		
	2021	2020	Change	2021	2020	Change
\$ in millions except per share amounts						
Operating earnings, as reported	\$ 133.8	\$ 44.8	199 %	\$ 262.1	\$ 134.6	95 %
Impairment	-	35.0		-	35.0	
Operating earnings, adjusted	<u>\$ 133.8</u>	<u>\$ 79.8</u>	<u>68 %</u>	<u>\$ 262.1</u>	<u>\$ 169.6</u>	<u>55 %</u>
Income taxes, as reported	\$ 21.6	\$ 13.2	64 %	\$ 41.7	\$ 22.5	85 %
Impairment tax benefit	-	1.2		-	1.2	
Excess tax benefit from option exercises	2.1	0.3		6.2	8.0	
Income taxes, adjusted	<u>\$ 23.7</u>	<u>\$ 14.7</u>	<u>61 %</u>	<u>\$ 47.9</u>	<u>\$ 31.7</u>	<u>51 %</u>
Effective income tax rate						
As reported	16%	31%		16%	18%	
Adjusted	18%	19%		19%	20%	
Net earnings, as reported	\$ 110.1	\$ 28.8	282 %	\$ 215.8	\$ 101.7	112 %
Impairment, net	-	33.8		-	33.8	
Excess tax benefit from option exercises	(2.1)	(0.3)		(6.2)	(8.0)	
Net earnings, adjusted	<u>\$ 108.0</u>	<u>\$ 62.3</u>	<u>73 %</u>	<u>\$ 209.6</u>	<u>\$ 127.5</u>	<u>65 %</u>
Weighted average diluted shares, in millions	174.6	170.5		174.2	171.6	
Diluted earnings per share						
As reported	\$ 0.63	\$ 0.17	271 %	\$ 1.24	\$ 0.59	110 %
Adjusted	\$ 0.62	\$ 0.37	68 %	\$ 1.20	\$ 0.74	62 %

Net Sales



Components of Net Sales Changes

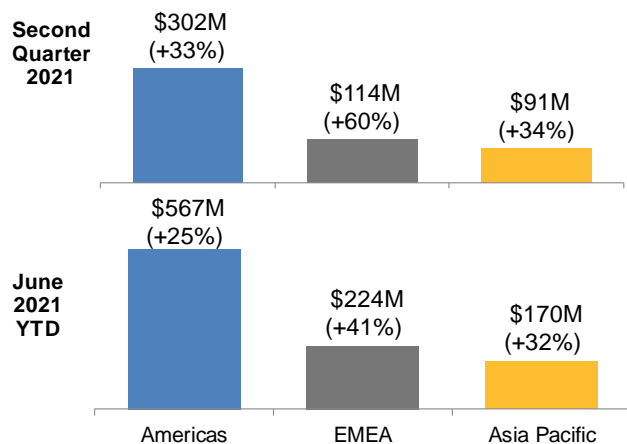
Second Quarter June 2021

	Segment			Region			Consolidated
	Industrial	Process	Contractor	Americas	EMEA	Asia Pacific	
Volume and Price	46 %	29 %	29 %	32 %	49 %	31 %	35 %
Acquisitions and Divestitures	1 %	(7)%	0 %	0 %	0 %	(6)%	(1)%
Currency	6 %	3 %	3 %	1 %	11 %	9 %	4 %
Total	53 %	25 %	32 %	33 %	60 %	34 %	38 %

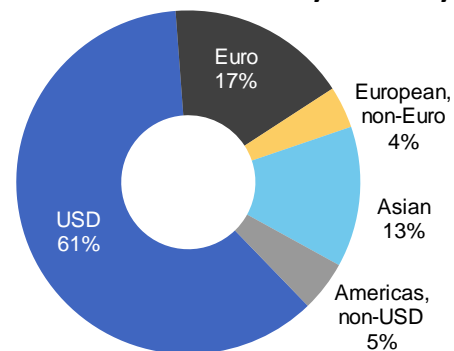
Year to Date June 2021

	Segment			Region			Consolidated
	Industrial	Process	Contractor	Americas	EMEA	Asia Pacific	
Volume and Price	28 %	17 %	32 %	25 %	32 %	28 %	27 %
Acquisitions and Divestitures	0 %	(5)%	0 %	0 %	(1)%	(4)%	(1)%
Currency	5 %	3 %	3 %	0 %	10 %	8 %	4 %
Total	33 %	15 %	35 %	25 %	41 %	32 %	30 %

Net Sales by Region



2021 June YTD Net Sales by Currency



Asian currencies include: AUD, CNY, JPY, KRW. European, non-euro currencies include: CHF, GBP, RON. Americas, non-USD currencies include: BRL, CAD, MXN.

Operating Earnings

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2020 Operating Earnings, as Reported (\$M and % of sales)

Non-cash impairment

2020 Operating Earnings, as Adjusted

Translation effect

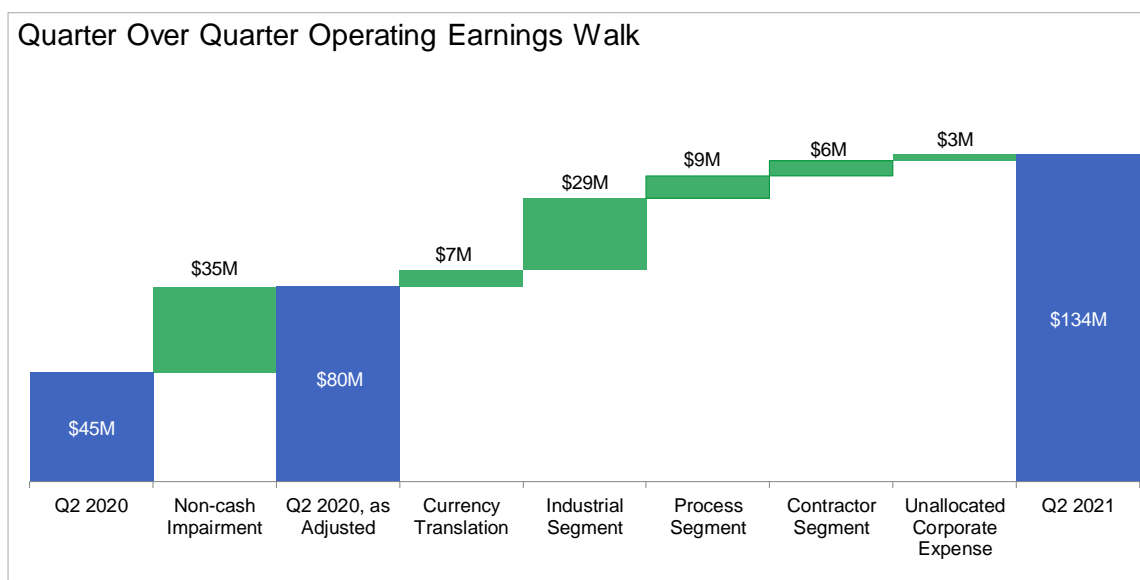
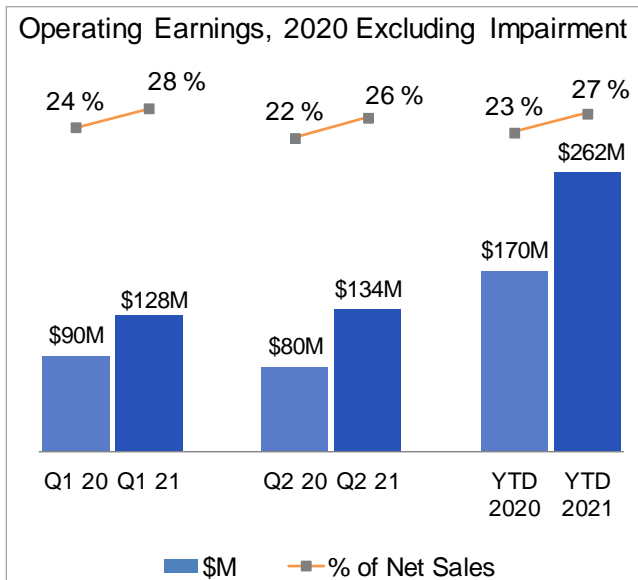
Volume and product mix

Increase in sales and earnings-based costs

Volume effect on expense leverage

2021 Operating Earnings, as Reported (\$M and % of sales)

Second Quarter		June Year to Date	
\$ 45	12 %	\$ 135	18 %
35	10	35	5
\$ 80	22 %	\$ 170	23 %
7	1	13	1
76	2	119	1
(18)	(4)	(26)	(2)
(11)	5	(14)	4
\$ 134	26 %	\$ 262	27 %



Second Quarter 2021

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Net Sales	<ul style="list-style-type: none">▶ Up 38 percent from 2020, up 34 percent at consistent translation rates
Gross Margin	<ul style="list-style-type: none">▶ Rate up 2.2 percentage points from 2020<ul style="list-style-type: none">▪ Favorable effects of changes in currency translation rates, realized pricing, higher production volume and favorable product and channel mix were partially offset by unfavorable impact of higher product costs
Operating Earnings	<ul style="list-style-type: none">▶ Operating earnings up \$89 million<ul style="list-style-type: none">▪ 2020 non-cash impairment \$35M▪ Increase in volume driving operating earnings growth▪ Increases in sales and earnings based costs on higher sales volume
Other Expense	<ul style="list-style-type: none">▶ Comparable to second quarter 2020
Taxes	<ul style="list-style-type: none">▶ Effective tax rate for the quarter was 16%, down 15 percentage points from second quarter 2020<ul style="list-style-type: none">▪ Decrease in the effective tax rate is due primarily to non-deductible impairment charges in second quarter 2020

June Year to Date 2021

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Net Sales	<ul style="list-style-type: none">▶ Up 30 percent from 2020, up 26 percent at consistent translation rates
Gross Margin	<ul style="list-style-type: none">▶ Rate up 1.7 percentage points from 2020<ul style="list-style-type: none">▪ Favorable effects of changes in currency translation rates, realized pricing, higher production volume and favorable product and channel mix were partially offset by unfavorable impact of higher product costs
Operating Earnings	<ul style="list-style-type: none">▶ Operating earnings up \$128 million<ul style="list-style-type: none">▪ 2020 non-cash impairment \$35M▪ Increase in volume driving operating earnings growth▪ Increases in sales and earnings based costs on higher sales volume
Other Expense	<ul style="list-style-type: none">▶ Decreased \$5 million<ul style="list-style-type: none">▪ Driven by market value fluctuations on investments held to fund certain retirement benefits liabilities
Taxes	<ul style="list-style-type: none">▶ Effective tax rate for June year to date was 16%, down 2 percentage points from the comparable period in 2020<ul style="list-style-type: none">▪ Decrease in the effective tax rate is due primarily to non-deductible impairment charges in 2020, partially offset by changes in excess tax benefits related to stock option exercises

Outlook

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2021 Organic Net Sales by Segment - Compared to 2020










	April	May	June
Industrial Segment	65%	49%	31%
Process Segment	35%	30%	22%
Contractor Segment	68%	43%	2%
	59%	43%	16%

- ▶ Booking and billing improvement continued in the second quarter of 2021
- ▶ Incoming order rates in July have remained consistent with the first half of the year, however comparisons in the second half will be challenging for the Contractor segment
- ▶ All three segments had strong double-digit organic revenue growth in the quarter
- ▶ Favorable conditions remain across major end markets
- ▶ Uncertainty remains in both the supply chain and demand environment that may affect certain end markets and geographies for the remainder of the year

Outlook

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Constant currency basis and excluding acquisitions and divestitures completed in the prior 12 months

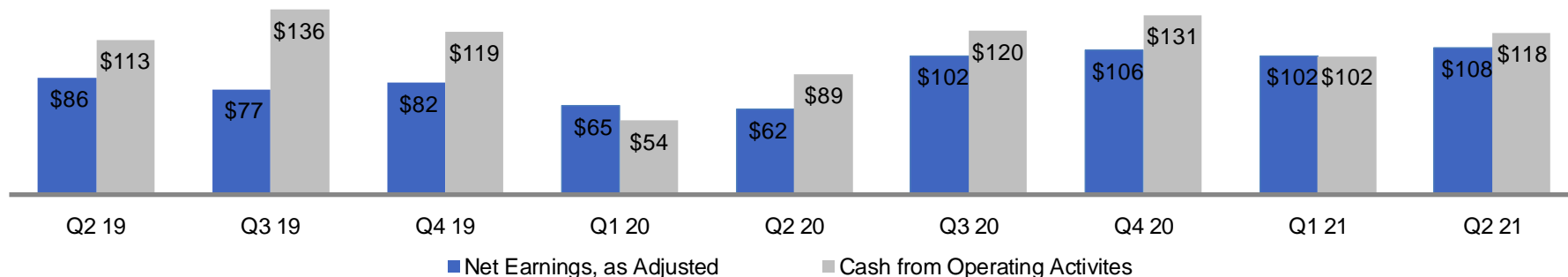
	Americas	EMEA	Asia Pacific	Total
Current Environment	Sales Growth Q2 2021 32% YTD 2021 25%	Sales Growth Q2 2021 49% YTD 2021 32%	Sales Growth Q2 2021 31% YTD 2021 28%	Sales Growth Q2 2021 35% YTD 2021 27%
Industrial Segment	 Sales Growth Q2 2021 48% YTD 2021 25%	 Sales Growth Q2 2021 55% YTD 2021 32%	 Sales Growth Q2 2021 35% YTD 2021 27%	Sales Growth Q2 2021 46% YTD 2021 28%
Process Segment	 Sales Growth Q2 2021 30% YTD 2021 15%	 Sales Growth Q2 2021 22% YTD 2021 8%	 Sales Growth Q2 2021 30% YTD 2021 34%	Sales Growth Q2 2021 29% YTD 2021 17%
Contractor Segment	 Sales Growth Q2 2021 25% YTD 2021 29%	 Sales Growth Q2 2021 52% YTD 2021 45%	 Sales Growth Q2 2021 17% YTD 2021 25%	Sales Growth Q2 2021 29% YTD 2021 32%
Full Year 2021 Outlook				Mid-to-High Teens

We are initiating an outlook for the full-year 2021 of mid-to-high teen sales growth on an organic, constant currency basis, with growth expected in every region and reportable segment.

Cash Flow and Liquidity



Net Earnings, as Adjusted, and Cash from Operating Activities
\$ in millions



2021 Significant Uses of Cash (\$M)

	2021	2020
Dividends	\$ 63	\$ 58
Capital Expenditures	55	33
Acquisitions	19	27
Share Repurchases, Net of Issued	-	62
Net Payments on Debt	9	-

- ▶ Net cash provided by operating activities was \$220 million in 2021 vs. \$143 million in 2020
 - Changes in working capital elements are in line with increased volumes
- ▶ Capital expenditures of \$55 million, including \$21 million on expansion projects
- ▶ Debt, including notes payable, was \$163 million – down \$9 million from December 2020
 - Interest expense for the year to date was \$5 million compared to \$6 million for the same period last year

Other Discussion Items

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Cap Ex	<ul style="list-style-type: none">▶ Capital expenditure expectations of approximately \$150 million in 2021, including approximately \$90 million in facilities expansion
Expenses	<ul style="list-style-type: none">▶ Unallocated corporate expenses in 2021 are expected to be approximately \$30 million
Shares	<ul style="list-style-type: none">▶ No share repurchases were made in the first half of the year. We may make share repurchases in 2021 via opportunistic open market transactions or short-dated accelerated share repurchase (“ASR”) programs
Currency	<ul style="list-style-type: none">▶ At current exchange rates, assuming the same volumes, mix of products and mix of business by currency as in 2020, the movement in foreign currencies would be a benefit of approximately 2% on net sales and 5% on earnings in 2021, with the most significant impact in the first half of the year
Taxes	<ul style="list-style-type: none">▶ We anticipate the effective tax rate for the third quarter and the full year to be between 18% - 19%, excluding any impact from excess tax benefits related to stock option exercises and other one time items. Actual results and mix of earnings may materially impact the expected tax rate
Fiscal Year 2021	<ul style="list-style-type: none">▶ There will be 53 weeks in fiscal 2021, with 14 weeks in the fourth quarter compared to 52 weeks in fiscal 2020, with 13 weeks in the fourth quarter

Other Discussion Items –

2022 Change in Organizational Structure

- ▶ Effective January 1, 2022, our high performance coatings and foam product offerings within the Applied Fluid Technologies division of the Industrial segment will be realigned and managed under the Contractor segment. High performance coatings and foam equipment consists of two-component proportioning systems to spray foam for insulating building walls, roofs, water heaters, refrigerators, hot tubs and other items, and polyurea coatings applied on storage tanks, pipes, roofs, truck beds, concrete and other items. These product offerings also include equipment that sprays specialty coatings for protection and fireproofing and vapor-abrasive blasting equipment. The change will allow segment leadership to address overlap of markets, products, end users and distributors between the contractor-focused businesses.
- ▶ Segment operating results will be reported under the new organizational structure in the first quarter of 2022, in connection with the effective date of the realignment. Historic segment information restated to conform to the new organizational structure is available as supplemental financial information in the Appendix and on the Company's website at www.graco.com.

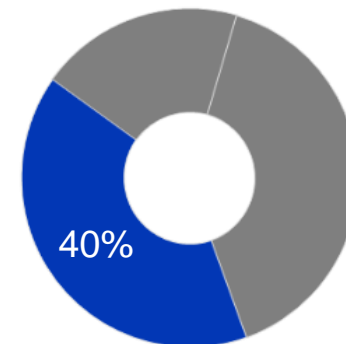
Industrial Segment Results



\$ in millions

	Second Quarter			June Year to Date		
	2021	2020	Change	2021	2020	Change
Net Sales						
Americas	\$ 87	\$ 58	49%	\$ 167	\$ 133	26 %
EMEA	60	35	72	117	81	44
Asia Pacific	58	40	43	105	78	35
Total	\$ 205	\$ 133	53%	\$ 389	\$ 292	33%
Operating Earnings	\$ 69	\$ 37	87%	\$ 135	\$ 87	54 %
% of sales	34 %	28 %		35 %	30 %	

2021 Industrial Segment
June YTD Net Sales as % of Graco



Components of Net Sales Change

	Q2 2021	June YTD 2021		Q2 2021	June YTD 2021
Americas			Asia Pacific		
Volume & Price	48 %	25 %	Volume & Price	35 %	27 %
Acquisitions	0 %	0 %	Acquisitions	0 %	0 %
Currency	1 %	1 %	Currency	8 %	8 %
Total	49 %	26 %	Total	43 %	35 %
EMEA			Segment Total		
Volume & Price	55 %	32 %	Volume & Price	46 %	28 %
Acquisitions	5 %	2 %	Acquisitions	1 %	0 %
Currency	12 %	10 %	Currency	6 %	5 %
Total	72 %	44 %	Total	53 %	33 %

Industrial Segment Results

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Change in % of net sales

2020 Operating Earnings

Currency Translation

Volume and product and channel mix

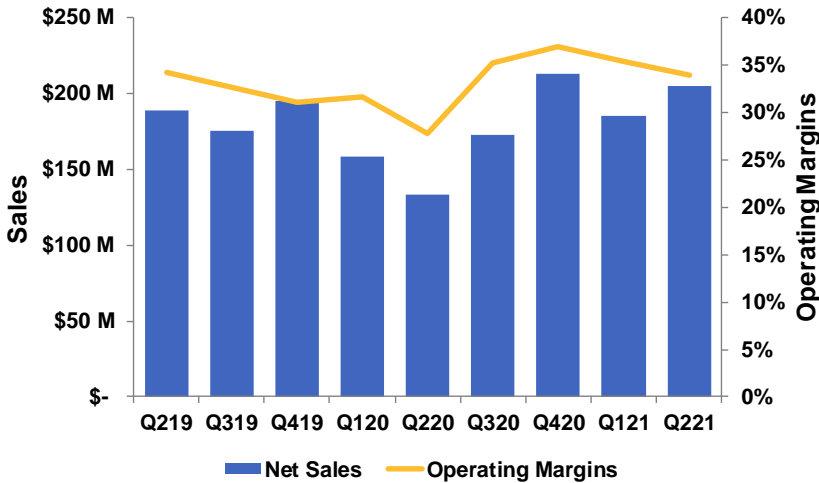
Increase in sales and earnings-based costs

Volume effect on expense leverage

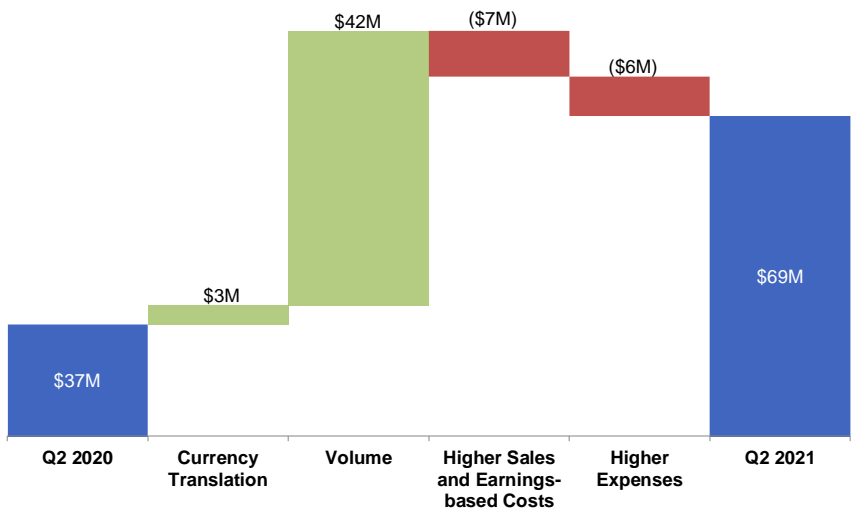
2021 Operating Earnings

	Second Quarter	June Year to Date
	28 %	30 %
	1	1
	2	2
	(3)	(2)
	6	4
	34 %	35 %

Industrial Segment Net Sales and Operating Margins



Industrial Segment Operating Earnings QTD



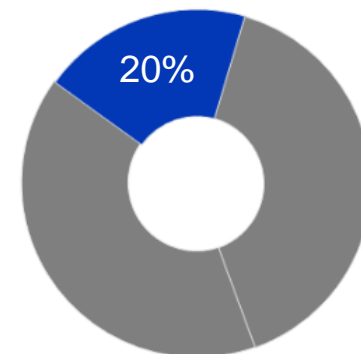
Process Segment Results



\$ in millions

	Second Quarter			June Year to Date		
	2021	2020	Change	2021	2020	Change
Net Sales						
Americas	\$ 60	\$ 46	30%	\$ 116	\$ 101	15%
EMEA	15	13	19	31	29	5
Asia Pacific	22	19	17	42	34	23
Total	\$ 97	\$ 78	25%	\$ 189	\$ 164	15%
Operating Earnings	\$ 22	\$ 12	86 %	\$ 43	\$ 30	46 %
% of sales	22 %	15 %		23 %	18 %	

2021 Process Segment
June YTD Net Sales as % of Graco



Components of Net Sales Change

	Q2 2021	June YTD 2021		Q2 2021	June YTD 2021
Americas			Asia Pacific		
Volume & Price	30 %	15 %	Volume & Price	30 %	34 %
Acquisitions & Divestitures	(1)%	0 %	Acquisitions & Divestitures	(21)%	(18)%
Currency	1 %	0 %	Currency	8 %	7 %
Total	30 %	15 %	Total	17 %	23 %
EMEA			Segment Total		
Volume & Price	22 %	8 %	Volume & Price	29 %	17 %
Acquisitions & Divestitures	(9)%	(8)%	Acquisitions & Divestitures	(7)%	(5)%
Currency	6 %	5 %	Currency	3 %	3 %
Total	19 %	5 %	Total	25 %	15 %

Process Segment Results



Change in % of net sales

2020 Operating Earnings

Currency Translation

Volume, product and channel mix

Effect of acquired and divested business operations

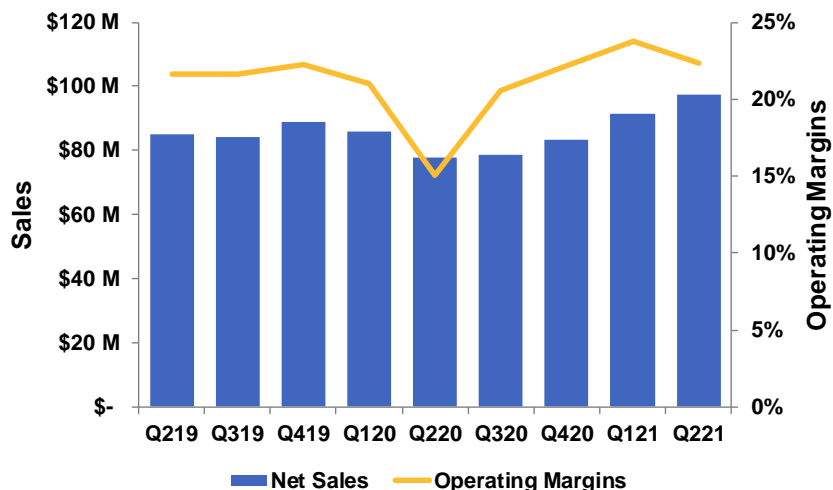
Increase in sales and earnings-based costs

Volume effect on expense leverage

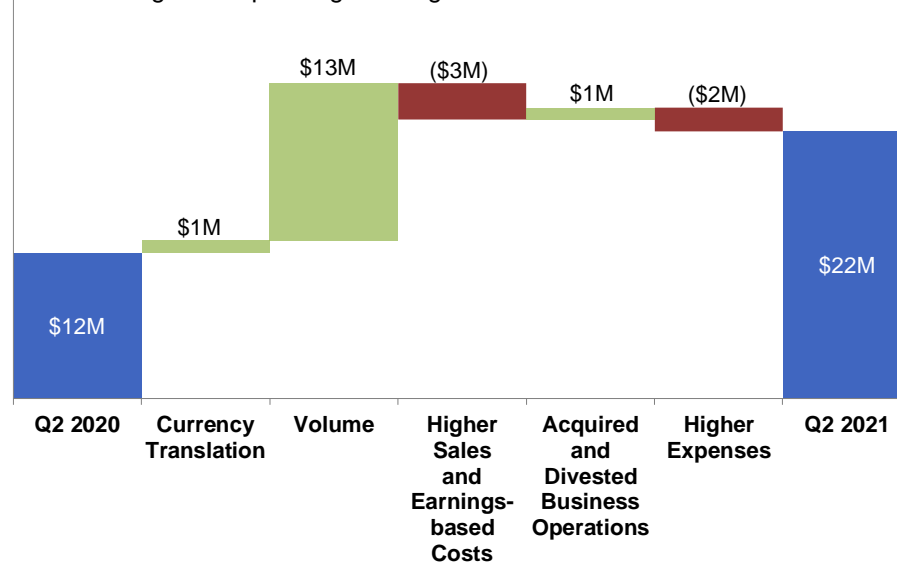
2021 Operating Earnings

	Second Quarter	June Year to Date
	15 %	18 %
	1	1
	2	2
	2	1
	(3)	(2)
	5	3
	22 %	23 %

Process Segment Net Sales and Operating Margins



Process Segment Operating Earnings QTD



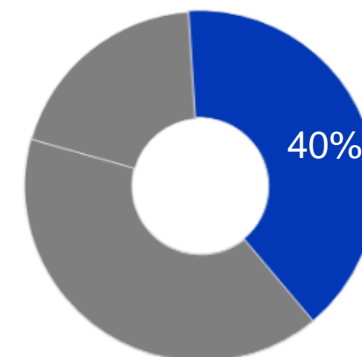
Contractor Segment Results



\$ in millions

	Second Quarter			June Year to Date		
	2021	2020	Change	2021	2020	Change
Net Sales						
Americas	\$ 155	\$ 123	26%	\$ 283	\$ 219	30%
EMEA	38	23	65	77	49	57
Asia Pacific	12	10	29	23	17	37
Total	\$ 205	\$ 156	32%	\$ 383	\$ 285	35%
Operating Earnings						
\$	50	41	22%	98	70	41%
% of sales	24 %	26 %		26 %	24 %	

2021 Contractor Segment
June YTD Net Sales as % of Graco



Components of Net Sales Change

	Q2 2021	June YTD 2021		Q2 2021	June YTD 2021
Americas			Asia Pacific		
Volume & Price	25 %	29 %	Volume & Price	17 %	25 %
Acquisitions	0 %	0 %	Acquisitions	0 %	0 %
Currency	1 %	1 %	Currency	12 %	12 %
Total	26 %	30 %	Total	29 %	37 %
EMEA			Segment Total		
Volume & Price	52 %	45 %	Volume & Price	29 %	32 %
Acquisitions	0 %	0 %	Acquisitions	0 %	0 %
Currency	13 %	12 %	Currency	3 %	3 %
Total	65 %	57 %	Total	32 %	35 %

Contractor Segment Results

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Change in % of net sales

2020 Operating Earnings

Currency translation

Increase in sales and earnings-based costs

Volume effect on expense leverage

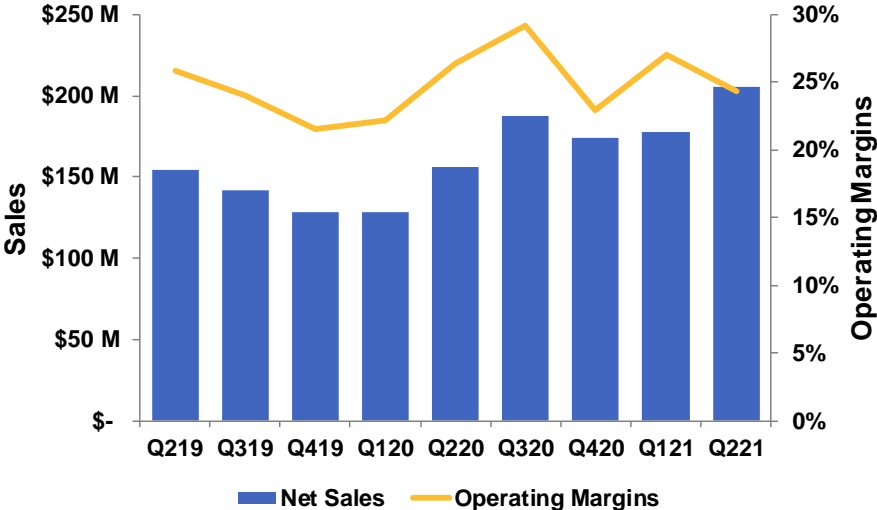
2021 Operating Earnings

Second Quarter

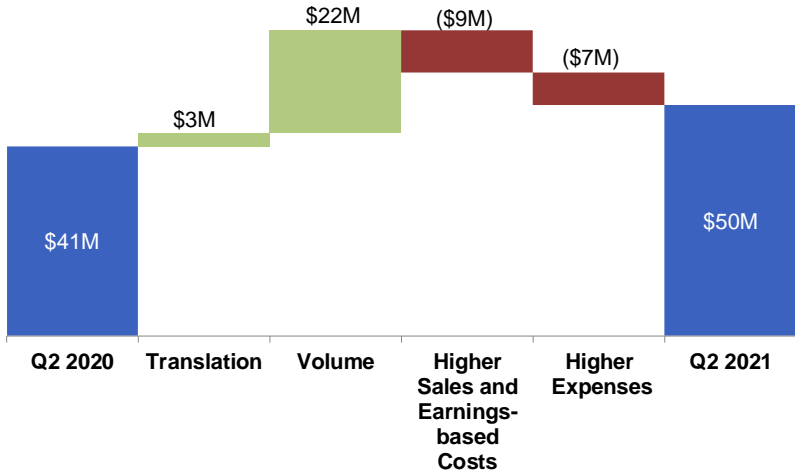
June Year to Date

26 %	24 %
1	2
(4)	(3)
1	3
24 %	26 %

Contractor Segment Net Sales and Operating Margins



Contractor Segment Operating Earnings QTD





MOVE | MEASURE | MIX | CONTROL | DISPENSE | SPRAY

WORLDWIDE LEADERS IN FLUID HANDLING

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**2nd Quarter 2021
Earnings Conference Call
Appendix**

July 22, 2021

2022 New Segment Reporting – Historical Financial Data (Unaudited)

\$ in millions

	Segment Results												
	2Q21	1Q21	2020	4Q20	3Q20	2Q20	1Q20	2019	4Q19	3Q19	2Q19	1Q19	2018
Sales													
Industrial	\$ 144.5	\$ 129.9	\$ 481.5	\$ 156.8	\$ 122.6	\$ 92.1	\$ 110.0	\$ 543.2	\$ 143.8	\$ 124.3	\$ 137.7	\$ 137.4	\$ 571.6
Process	97.2	91.4	326.1	83.5	78.8	77.7	86.1	344.9	88.8	84.1	85.1	86.9	338.0
Contractor	265.5	232.8	842.5	230.0	237.9	197.1	177.5	757.9	179.6	192.2	205.5	180.6	743.7
Total	\$ 507.2	\$ 454.1	\$ 1,650.1	\$ 470.3	\$ 439.3	\$ 366.9	\$ 373.6	\$ 1,646.0	\$ 412.2	\$ 400.6	\$ 428.3	\$ 404.9	\$ 1,653.3
Operating Earnings													
Industrial	\$ 45.7	\$ 42.4	\$ 147.9	\$ 54.5	\$ 39.9	\$ 22.3	\$ 31.2	\$ 168.7	\$ 41.5	\$ 37.3	\$ 45.3	\$ 44.6	\$ 189.0
Process	21.7	21.7	64.5	18.5	16.2	11.7	18.1	76.4	19.8	18.2	18.4	20.0	68.5
Contractor	73.7	71.1	243.3	64.0	75.8	55.8	47.7	206.9	46.8	53.8	59.2	47.1	203.2
Unallocated Corporate (expense)	(7.3)	(6.9)	(64.0)	(4.9)	(6.9)	(45.0)	(7.2)	(27.5)	(3.9)	(5.9)	(10.5)	(7.2)	(24.3)
Total	\$ 133.8	\$ 128.3	\$ 391.7	\$ 132.1	\$ 125.0	\$ 44.8	\$ 89.8	\$ 424.5	\$ 104.2	\$ 103.4	\$ 112.4	\$ 104.5	\$ 436.4

	Industrial Segment												
	2Q21	1Q21	2020	4Q20	3Q20	2Q20	1Q20	2019	4Q19	3Q19	2Q19	1Q19	2018
Sales													
Americas	\$ 51.9	\$ 46.3	\$ 171.0	\$ 51.8	\$ 43.7	\$ 32.1	\$ 43.4	\$ 198.4	\$ 53.8	\$ 46.0	\$ 49.1	\$ 49.5	\$ 187.5
EMEA	45.5	45.1	164.6	59.6	42.5	26.6	35.9	192.6	54.7	43.3	47.9	46.7	189.8
Asia Pacific	47.1	38.5	145.9	45.4	36.4	33.4	30.7	152.2	35.3	35.0	40.7	41.2	194.3
Total	\$ 144.5	\$ 129.9	\$ 481.5	\$ 156.8	\$ 122.6	\$ 92.1	\$ 110.0	\$ 543.2	\$ 143.8	\$ 124.3	\$ 137.7	\$ 137.4	\$ 571.6
Operating Margin	32%	33%	31%	35%	33%	24%	28%	31%	29%	30%	33%	32%	33%

	Process Segment												
	2Q21	1Q21	2020	4Q20	3Q20	2Q20	1Q20	2019	4Q19	3Q19	2Q19	1Q19	2018
Sales													
Americas	\$ 59.7	\$ 56.8	\$ 206.4	\$ 53.2	\$ 52.2	\$ 45.9	\$ 55.1	\$ 222.1	\$ 54.7	\$ 55.2	\$ 55.1	\$ 57.1	\$ 215.9
EMEA	15.7	14.8	53.1	12.6	11.5	13.2	15.8	61.5	16.0	15.4	14.3	15.8	58.5
Asia Pacific	21.8	19.8	66.6	17.7	15.1	18.6	15.2	61.3	18.1	13.5	15.7	14.0	63.6
Total	\$ 97.2	\$ 91.4	\$ 326.1	\$ 83.5	\$ 78.8	\$ 77.7	\$ 86.1	\$ 344.9	\$ 88.8	\$ 84.1	\$ 85.1	\$ 86.9	\$ 338.0
Operating Margin	22%	24%	20%	22%	21%	15%	21%	22%	22%	22%	22%	23%	20%

	Contractor Segment												
	2Q21	1Q21	2020	4Q20	3Q20	2Q20	1Q20	2019	4Q19	3Q19	2Q19	1Q19	2018
Sales													
Americas	\$ 190.3	\$ 161.9	\$ 618.9	\$ 162.0	\$ 181.1	\$ 149.6	\$ 126.2	\$ 540.2	\$ 123.5	\$ 141.8	\$ 149.5	\$ 125.4	\$ 522.9
EMEA	52.6	50.2	154.2	47.6	39.1	31.3	36.2	152.4	41.3	35.3	38.8	37.0	144.9
Asia Pacific	22.6	20.7	69.4	20.4	17.7	16.2	15.1	65.3	14.8	15.1	17.2	18.2	75.9
Total	\$ 265.5	\$ 232.8	\$ 842.5	\$ 230.0	\$ 237.9	\$ 197.1	\$ 177.5	\$ 757.9	\$ 179.6	\$ 192.2	\$ 205.5	\$ 180.6	\$ 743.7
Operating Margin	28%	31%	29%	28%	32%	28%	27%	27%	26%	28%	29%	26%	27%

2022 New Segment Reporting – Historical Financial Data (Unaudited)

Components of Net Sales Change

	1Q21				2Q21			
	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated
Volume and Price	13 %	7 %	28 %	19 %	49 %	29 %	31 %	36 %
Acquisition/Divestitures	0 %	(3)%	0 %	(1)%	0 %	(8)%	1 %	(2)%
Currency	5 %	2 %	3 %	4 %	8 %	4 %	3 %	4 %
Total	18 %	6 %	31 %	22 %	57 %	25 %	35 %	38 %

	1Q20				2Q20				3Q20				4Q20				2020			
	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated
Volume and Price	(19)%	(6)%	(1)%	(8)%	(32)%	(16)%	(3)%	(15)%	(3)%	(12)%	23 %	8 %	5 %	(10)%	26 %	11 %	(12)%	(10)%	11 %	(1)%
Acquisition	0 %	6 %	0 %	1 %	0 %	8 %	0 %	2 %	0 %	5 %	0 %	1 %	0 %	3 %	0 %	1 %	0 %	5 %	0 %	1 %
Currency	(1)%	(1)%	(1)%	(1)%	(1)%	(1)%	(1)%	(1)%	2 %	1 %	1 %	1 %	4 %	1 %	2 %	2 %	1 %	0 %	0 %	0 %
Total	(20)%	(1)%	(2)%	(8)%	(33)%	(9)%	(4)%	(14)%	(1)%	(6)%	24 %	10 %	9 %	(6)%	28 %	14 %	(11)%	(5)%	11 %	0 %

	1Q19				2Q19				3Q19				4Q19				2019			
	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated	Industrial	Process	Contractor	Consolidated
Volume and Price	(1)%	11 %	1 %	3 %	4 %	1 %	3 %	3 %	(11)%	(3)%	2 %	(4)%	(2)%	(4)%	6 %	1 %	(2)%	1 %	3 %	1 %
Acquisition	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %	3 %	0 %	1 %	0 %	5 %	0 %	1 %	0 %	2 %	0 %	1 %
Currency	(4)%	(2)%	(2)%	(3)%	(4)%	(1)%	(1)%	(2)%	(2)%	(1)%	(1)%	(1)%	(1)%	0 %	(1)%	(1)%	(3)%	(1)%	(1)%	(2)%
Total	(5)%	9 %	(1)%	0 %	0 %	0 %	2 %	1 %	(13)%	(1)%	2 %	(4)%	(3)%	1 %	5 %	1 %	(5)%	2 %	2 %	0 %

Historical financial data, in spreadsheet format, is available at www.graco.com/ir