CRANE NXT

FIRST QUARTER 2024 FINANCIAL RESULTS

May 9, 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 potential conflicts of interest with Crane Company.

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.

EXECUTING ON OUR STRATEGY

- **Closed first M&A transaction** in the large and growing authentication market – Welcome OpSec Security to Crane NXT
- **Announced Security and Authentication Technologies segment**, aligned with strategy focused on growing technology solutions that secure, detect and authenticate our customers' most valuable assets
- Q1 results in line with expectations; **increasing full year sales growth guidance to +5% to +8%** and **reaffirming adj. EPS guidance**
- **Currency continuing to win with technology leadership**: gaining share in international markets, on-track for executing upgrades for new U.S. banknotes for long-term growth
- Strong balance sheet in place to **further expand and diversify portfolio** through disciplined, strategic M&A

Major milestone achieved with OpSec acquisition, core business executing as expected

CRANE NXT

OPSEC SECURITY – A CRANE NXT COMPANY

Leading provider of digital and physical authentication technologies and services

Authentication Solutions

Services for authenticating physical products that include the monitoring, tracking and tracing of goods through supply chains and with consumers





Online Brand Protection

Provides online monitoring of counterfeit goods, protects clients from video piracy and provides online fraud protection services



~$80M-$90M
May to Dec 2024 Sales*

~15%
Adj. EBITDA Margin*

~20 Years
Avg. Customer Tenure**

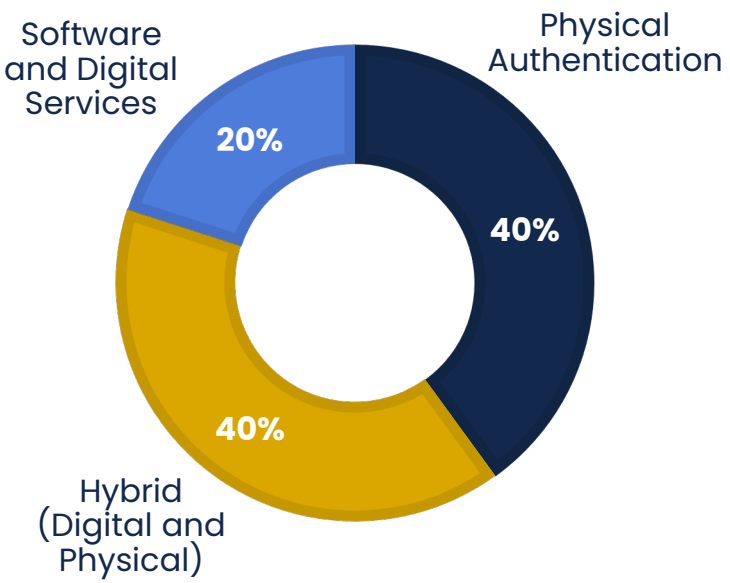
~750 Employees

Differentiated technologies serving the world's leading brands

*Based on 2024 full year estimate of $130 million in sales and $20 million in Adjusted EBITDA
** Top 20 customers

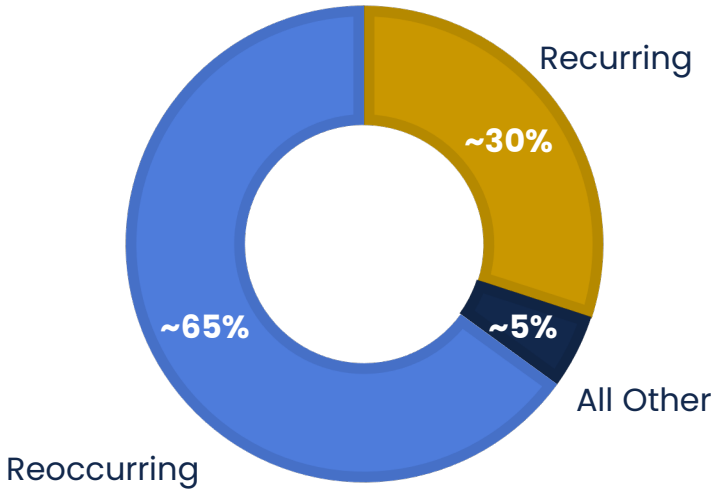
OPSEC ADDS ADDITIONAL CAPABILITIES AND RESILIENCY TO NXT

SOLUTION TYPE



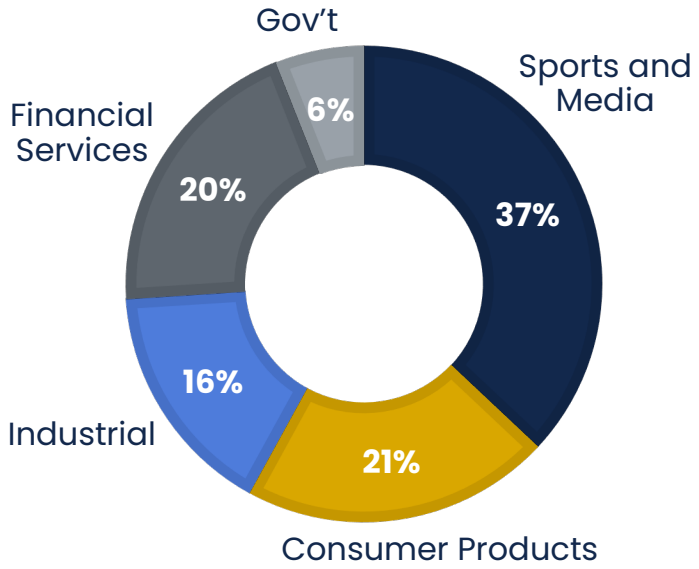
Significant digital offerings that complement physical authentication products

SALES TYPE



Majority of sales from long-standing customers with high renewal rates

END MARKETS



Diverse set of end markets that add resiliency to the business

UPDATED REPORTING SEGMENTS

CRANE NXT

Providing trusted technology solutions to secure, detect and authenticate what matters most

	Security & Authentication Technologies	Crane Payment Innovations
Reportable Segments	2024 Sales* ~$605M	2024 Sales* ~$885M
Businesses	CRANE CURRENCY; OPSEC	cpi
Operating Discipline	Crane Business System (CBS)	

Organizing the company to accelerate the strategy of building a $3B enterprise

* 2024 sales based on full year 2024 guidance (Security and Authentication Technologies includes ~8 months of OpSec expected revenue)

Q1 2024 RESULTS SUMMARY

$ Millions, except per-share amounts	Q1 2024		Q1 2023	
	GAAP	Adjusted*	GAAP	Adjusted*
Sales	$314	$314	$329	$329
Segment Operating Profit	73	85	79	88
Segment OP Margin	23.2%	26.9%	24.1%	26.9%
FCF		(2)		33

	Q1 2024
Core Growth*	(4.2%)
FX Translation	(0.5%)
Total Sales Change	**(4.7%)**

	Q1 2024
Diluted EPS: GAAP	$0.66
Adjustments	0.19
Adjusted EPS*	**$0.85**

Q1 Comments:

- Core sales decline of ~4% in line with expectations
- Productivity programs maintaining Adjusted segment operating margin YOY
- Adjusted FCF impacted by timing of working capital in Currency and normal seasonality. Expect to achieve ~100% Adj. FCF conversion for the full year
- Q1 adjusted EPS contribution on-track to achieve full year guidance

* Please see the appendix for Non-GAAP reconciliations and explanations.

CRANE PAYMENT INNOVATIONS (CPI) – Q1 RESULTS

$ Millions	GAAP			Non-GAAP*		
	Q1 2024	Q1 2023	Change	Q1 2024	Q1 2023	Change
Sales	$ 209	$ 224	**(7%)**	$ 209	$ 224	**(7%)**
Segment Operating Profit	53	62	**(15%)**	61	67	**(10%)**
Segment Operating Margin	25.2%	27.6%	**(240bps)**	29.0%	30.1%	**(110bps)**
Backlog	189	349	**(46%)**	189	349	**(46%)**

Comments:

- Sales decline YOY, as expected, driven by lower orders in gaming
- Maintaining strong margin through operating execution and productivity programs
- Backlog normalizing as expected to pre-pandemic levels

	Q1 2024
Core Growth*	(5.6%)
FX Translation	(1.0%)
Total Sales Change	**(6.6%)**

* Please see the appendix for Non-GAAP reconciliations and explanations.

CRANE CURRENCY – Q1 RESULTS

$ Millions	GAAP			Non-GAAP*		
	Q1 2024	Q1 2023	Change	Q1 2024	Q1 2023	Change
Sales	$ 105	$ 105	**(1%)**	$ 105	$ 105	**(1%)**
Segment Operating Profit	20	18	**+15%**	24	21	**+12%**
Segment Operating Margin	19.4%	16.7%	**+270bps**	22.8%	20.1%	**+270bps**
Backlog	233	207	**+13%**	233	207	**+13%**

Comments:

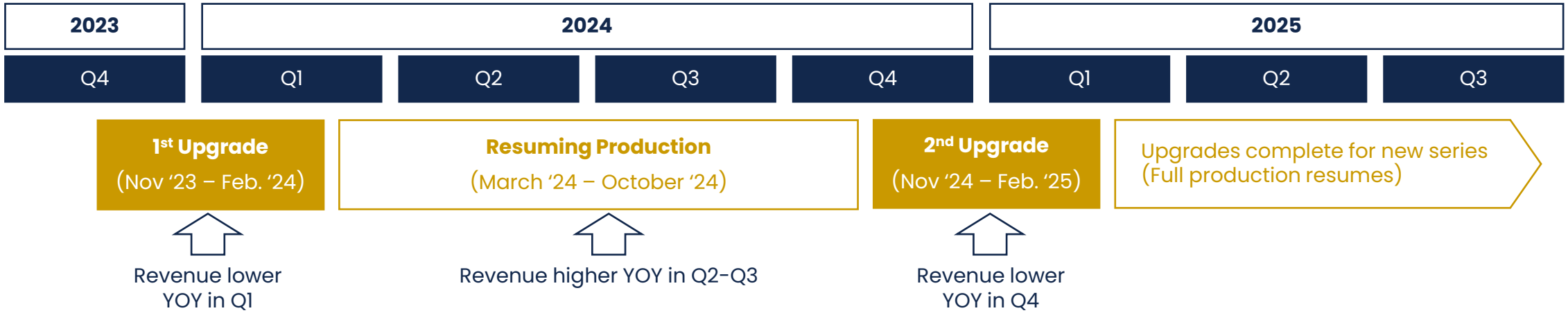
- Sales in-line with expectations, impacted by planned equipment upgrades
- Margin expansion based on favorable mix and increased productivity
- Continued strong new order wins driving Backlog growth, supports confidence in 2024

	Q1 2024
Core Growth*	(1.3%)
FX Translation	0.6%
Total Sales Change	**(0.7%)**

* Please see the appendix for Non-GAAP reconciliations and explanations.

LAUNCH OF NEW U.S. BANKNOTE SERIES ON TRACK

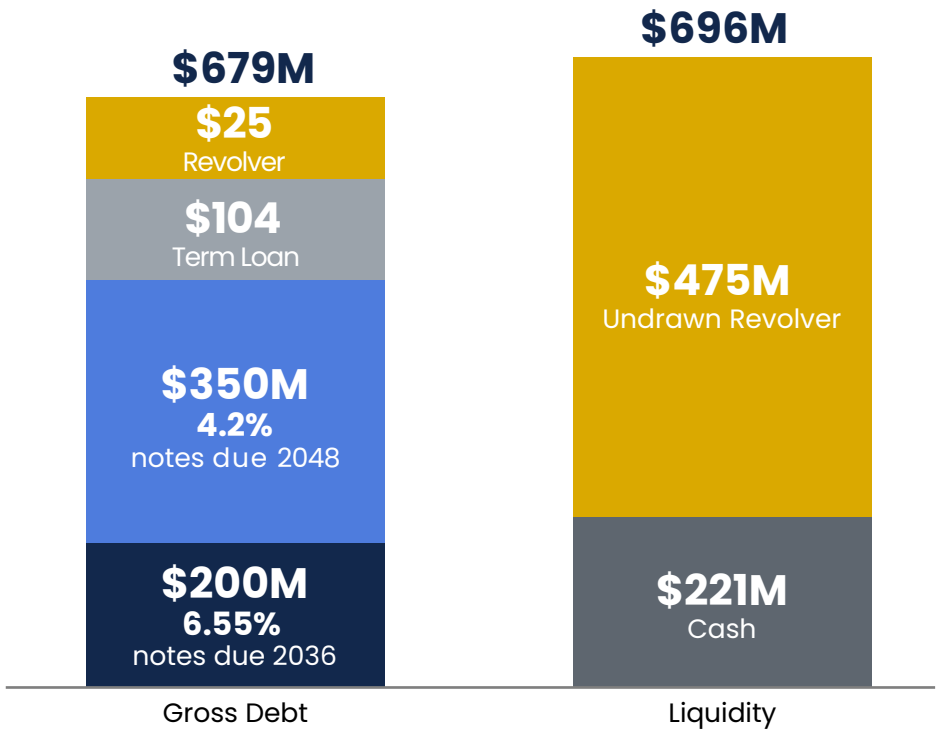
- Launch of new $10 note scheduled for 2026
- Redesigns for $5, $20, $50, $100 planned for 2028-2034
- Upgrades in papermaking equipment needed to accommodate the new designs and technology
- Equipment upgrades result in lower 2024 revenue for Q1 and Q4, partially offset by higher revenue mid-year for U.S. currency business



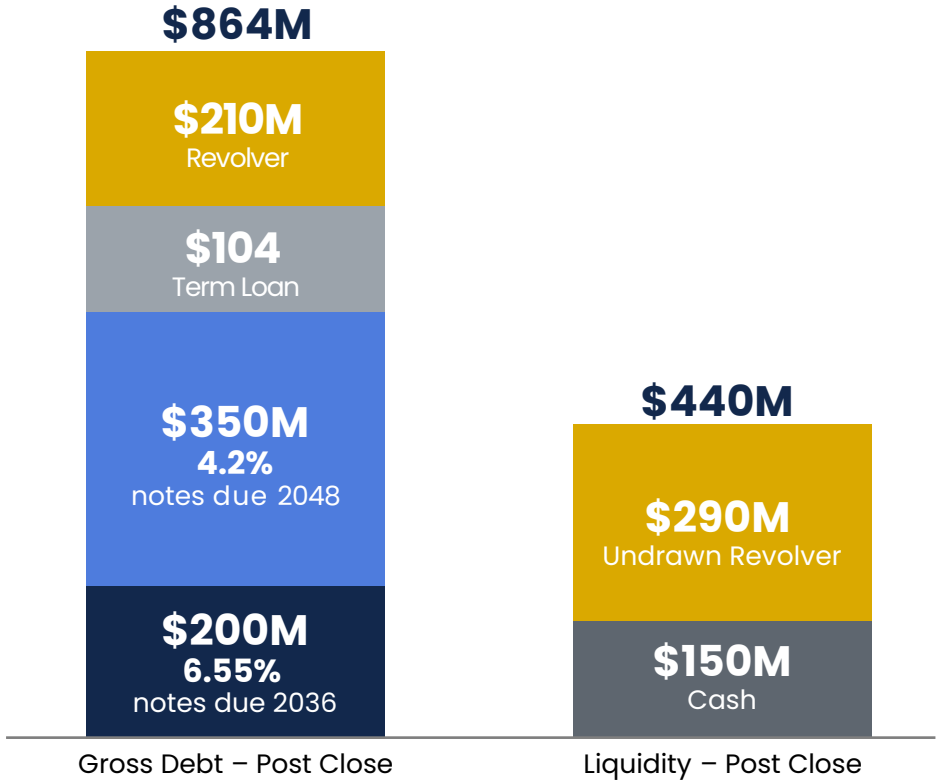
Investments providing multi-year growth opportunity for Currency business

CURRENT & POST OPSEC CLOSE CAPITAL STRUCTURE

Net leverage ratio* of ~1.2x
(Mar. 31, 2024)



Net leverage ratio* of ~1.8x
(Estimated May 31, 2024)



Low leverage and strong liquidity provide ample capacity for additional M&A

* Please see the appendix for Non-GAAP reconciliations and explanations.

UPDATED 2024 GUIDANCE*

	Guidance Feb 14, 2024	Updated Guidance
Crane NXT Sales Growth**	**-1% to +3%**	**5% to 8%**
Adjusted EPS	**$4.10 to $4.35**	**$4.10 to $4.35**
Adjusted Segment Operating Margin	**27% to 29%**	**26% to 28%**
Corporate Expense	~$53	~$53
Non-Operating Expense, Net	~$37	~47
Adjusted Tax Rate	~21%	~21%
Adjusted Free Cash Flow Conversion	~100%	~100%
Diluted Shares	~57.6	~57.6

- Core sales growth for CPI and Currency on-track, no change from prior guidance
- ~$80M to $90M in sales for OpSec Security for ~8 months in 2024
- OpSec EBITDA margin ~15%, dilutive to NXT adj. operating margin, as expected
- Non-operating expense higher due to ~$10 million of additional interest expense to fund OpSec acquisition

Increasing full year sales guidance; reaffirming Adjusted EPS guidance of $4.10-$4.35

* Please see the appendix for Non-GAAP explanations.
** Represents growth over 2023. Includes FX impact of 0-1%. Updated Guidance for Crane NXT Sales Growth includes ~8 months of sales from OpSec Security.

ON TRACK TO EXECUTE 5-YEAR TARGETS

2023

~$1.4B
Sales

~4%
Core Growth*

~28%
Adj. EBITDA Margin*

~100%
Adj. FCF Conversion*

~1.1X
Net Leverage*

CONTINUE TO INVEST AND GROW CORE BUSINESS

- International currency growth driven by technology
- Investments for new U.S. banknote series
- Acceleration of product authentication
- Aftermarket services and connectivity

DRIVE OPERATIONAL EXCELLENCE THROUGH CBS

- Productivity to increase margins
- Rationalization of offerings to simplify and optimize core
- Strong FCF conversion

DISCIPLINED M&A TO EXPAND PORTFOLIO

- Focus on technologies that secure, detect, and authenticate
- Moves into ~$20B TAM with higher growth
- Niche, differentiated technology in businesses where CBS can improve margins

5-YEAR TARGET

~$3B
Sales

MSD+
Core Growth*

High 20s%
Adj. EBITDA Margin*

~100%
Adj. FCF Conversion*

<3.0X
Net Leverage*

Positioned for significant shareholder value creation

* Please see the appendix for Non-GAAP explanations.

CRANE NXT

Q&A

CRANE NXT

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 intangible asset amortization, restructuring charges, and transaction related expenses.
- "Adjusted EPS" is calculated as Adjusted net income divided by diluted shares. Adjusted net income is calculated as net income excluding intangible asset amortization, restructuring charges, transaction related expenses, and including the tax effect of these adjustments and other discrete tax items.

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: intangible asset amortization, restructuring charges, and transaction related expenses. 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: intangible asset amortization, restructuring charges, transaction related expenses, the tax effect of these items and other discrete tax items. 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.
- "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, and transaction related expenses. 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:

- "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)

CRANE NXT, CO. AND SUBSIDIARIES
Non-GAAP Financial Measures
(unaudited, in millions, except per share data)

	Three Months Ended March 31,			
	2024		2023	
Adjusted Operating Profit and Adjusted Operating Profit Margin	**$**	**Per Share**	**$**	**Per Share**
Net sales (GAAP)	$ 313.6		$ 329.1	
Operating profit (GAAP)	$ 55.4		$ 65.9	
Operating profit margin (GAAP)	*17.7 %*		*20.0 %*	
Special items impacting operating profit:				
Intangible asset amortization	8.9		9.1	
Restructuring charges, net	2.7		—	
Transaction related expenses[1]	4.1		1.8	
Adjusted operating profit (Non-GAAP)	$ 71.1		$ 76.8	
Adjusted operating profit margin (Non-GAAP)	*22.7 %*		*23.3 %*	
Adjusted Net Income and Adjusted Net Income per Share				
Net income attributable to common shareholders (GAAP)	$ 37.8	$ 0.66	$ 43.7	$ 0.77
Intangible asset amortization	8.9	0.15	9.1	0.16
Restructuring charges, net	2.7	0.05	—	—
Transaction related expenses[1]	4.1	0.07	1.8	0.03
Interest adjustment[2]	—	—	2.5	0.04
Tax effect of the Non-GAAP adjustments	(4.3)	(0.07)	(1.7)	(0.03)
Adjusted net income (Non-GAAP)	$ 49.2	$ 0.85	$ 55.4	$ 0.98
Adjusted EBITDA and Adjusted EBITDA margin				
Net income attributable to common shareholders (GAAP)	$ 37.8		$ 43.7	
Net income margin (GAAP)	*12.1 %*		*13.3 %*	
Adjustments to net income attributable to common shareholders:				
Income tax expense	8.9		10.9	
Interest expense, net	9.3		12.7	
Depreciation	9.0		9.8	
Intangible asset amortization	8.9		9.1	
Restructuring charges, net	2.7		—	
Transaction related expenses[1]	4.1		1.8	
Adjusted EBITDA (Non-GAAP)	$ 80.7		$ 88.0	
Adjusted EBITDA Margin (Non-GAAP)	*25.7 %*		*26.7 %*	

Totals may not sum due to rounding

[1] Includes acquisition-related expenses and expenses associated with the Separation.

[2] Related party interest with Crane Company incurred prior to the Separation.

NON-GAAP FINANCIAL MEASURES FOR CRANE NXT, CO.

Non-GAAP Financial Measures by Segment, First Quarter

(unaudited, in millions)

Three Months Ended March 31, 2024	Crane Payment Innovations	Crane Currency	Corporate	Total Company
Net sales	$ 209.0	$ 104.6	$ —	$ 313.6
Operating profit (loss) (GAAP)	$ 52.7	$ 20.2	$ (17.5)	$ 55.4
Operating profit margin (GAAP)	*25.2 %*	*19.4 %*		*17.7 %*
Special items impacting operating profit:				
Intangible asset amortization	5.3	3.6	—	8.9
Restructuring charges, net	2.7	—	—	2.7
Transaction related expenses[1]	—	—	4.1	4.1
Adjusted operating profit (loss) (non-GAAP)	$ 60.7	$ 23.8	$ (13.4)	$ 71.1
Adjusted operating profit margin (non-GAAP)	*29.0 %*	*22.8 %*		*22.7 %*

Three Months Ended March 31, 2023	Crane Payment Innovations	Crane Currency	Corporate	Total Company
Net sales	$ 223.8	$ 105.3	$ —	$ 329.1
Operating profit (loss) (GAAP)	$ 61.8	$ 17.6	$ (13.5)	$ 65.9
Operating profit margin (GAAP)	*27.6 %*	*16.7 %*		*20.0 %*
Special items impacting operating profit:				
Intangible asset amortization	5.5	3.6	—	9.1
Transaction related expenses[1]	—	—	1.8	1.8
Adjusted operating profit (loss) (non-GAAP)	$ 67.3	$ 21.2	$ (11.7)	$ 76.8
Adjusted operating profit margin (non-GAAP)	*30.1 %*	*20.1 %*		*23.3 %*

Totals may not sum due to rounding

[1] Includes acquisition-related expenses and expenses associated with the Separation.

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 March 31,	
Cash Flow Items	**2024**	**2023**
Cash provided by operating activities (GAAP)	$ 9.5	$ 35.5
Less: Capital expenditures	(12.5)	(4.0)
Free cash flow	$ (3.0)	$ 31.5
Transaction related expenses[1]	1.3	1.8
Adjusted free cash flow (non-GAAP)	$ (1.7)	$ 33.3
Adjusted net income (non-GAAP)*	$ 49.2	$ 55.4
Adjusted free cash flow conversion (non-GAAP)	(3.5)%	60.1 %

[1] Represents cash paid for transaction related expenses which includes acquisition related expenses and expenses associated with the Separation.

*Please see the Non-GAAP Financial Measures tables in this release.

Net Leverage Ratio

(unaudited, in millions, except net leverage ratio)

		March 31, 2024
Total debt (excluding deferred financing costs of $9.5 million)	$	679.3
Less: Cash and cash equivalents		(220.6)
Net debt	$	458.7
TTM Adjusted EBITDA (non-GAAP)*	$	381.0
Net leverage ratio		1.2

*Please refer to the Non-GAAP Financial Measures tables in prior quarter releases and in this release.


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