

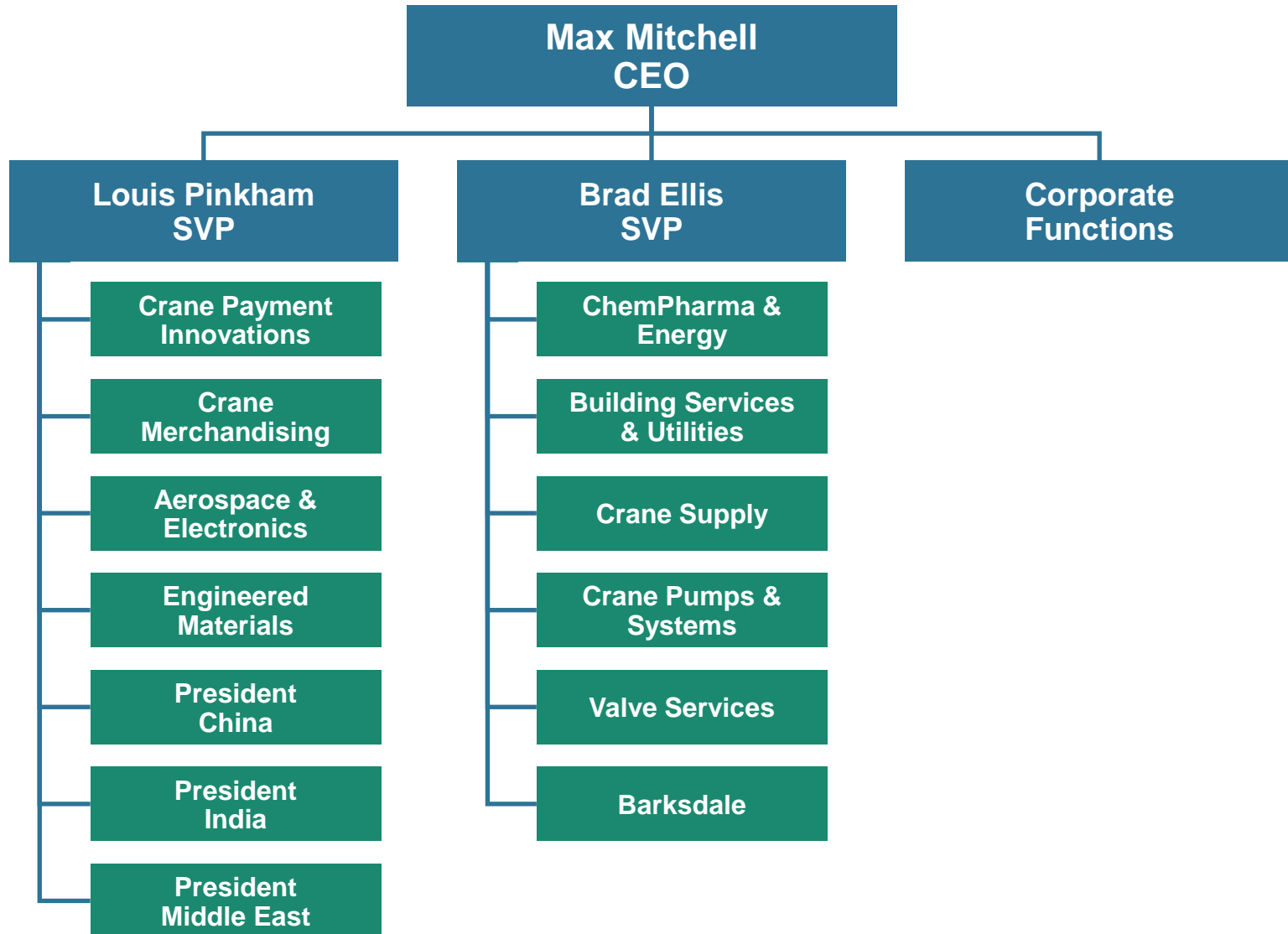
CRANE

CRANE CO. STRATEGIC OVERVIEW

MAX MITCHELL
PRESIDENT AND CHIEF EXECUTIVE OFFICER

| Time | Topic | Presenter |
|-------------------|--|----------------|
| 8:30–8:35 | Welcome, Introductions | Jason Feldman |
| 8:35–8:55 | Strategic Overview | Max Mitchell |
| 8:55–9:15 | Financial Overview | Rich Maue |
| 9:15–9:45 | Fluid Handling | Brad Ellis |
| <i>9:45–10:00</i> | <i>BREAK</i> | |
| 10:00–10:30 | Aerospace & Electronics | Brendan Curran |
| 10:30–10:55 | Crane Payment Innovations | Kurt Gallo |
| 10:55–11:20 | Crane Merchandising Systems and Connectivity | Louis Pinkham |
| 11:20–11:45 | Summary and Q&A | All |

There Will Be a Brief Q&A Period After Each Business Presentation



How We Did in 2016

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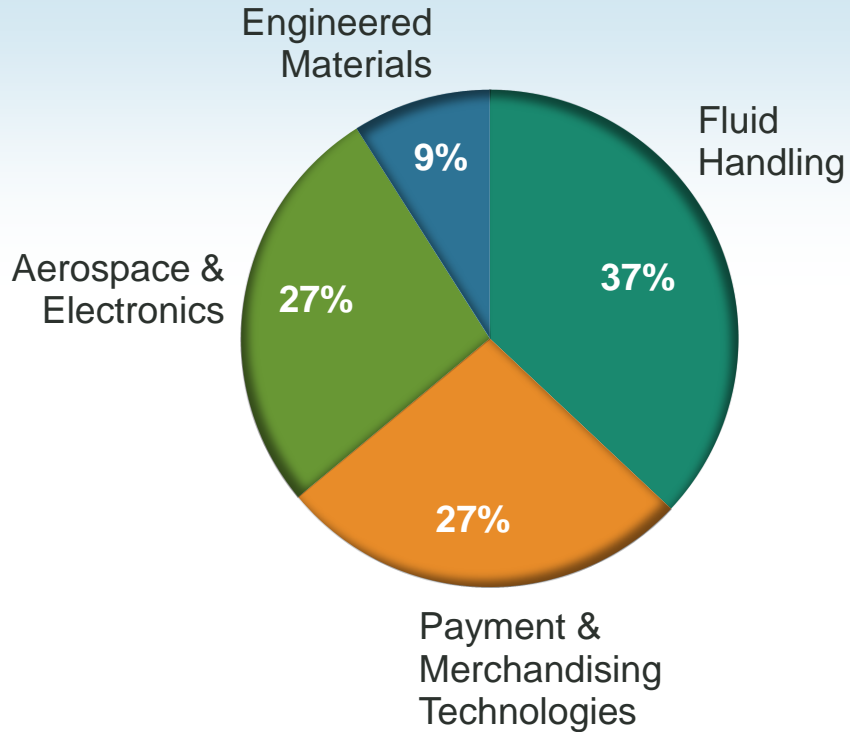
| <i>(\$ Millions, except per share amounts)</i> | 2016 | Change |
|--|---------|---------|
| Net Sales | \$2,748 | - |
| Operating Profit* | \$398 | +2% |
| Operating Margin* | 14.5% | +20 bps |
| Net Income* | \$251 | +4% |
| Free Cash Flow** | \$267 | +41% |
| EPS* | \$4.23 | +3% |

* Excludes Special Items. Please see non-GAAP Financial Measures tables for details.

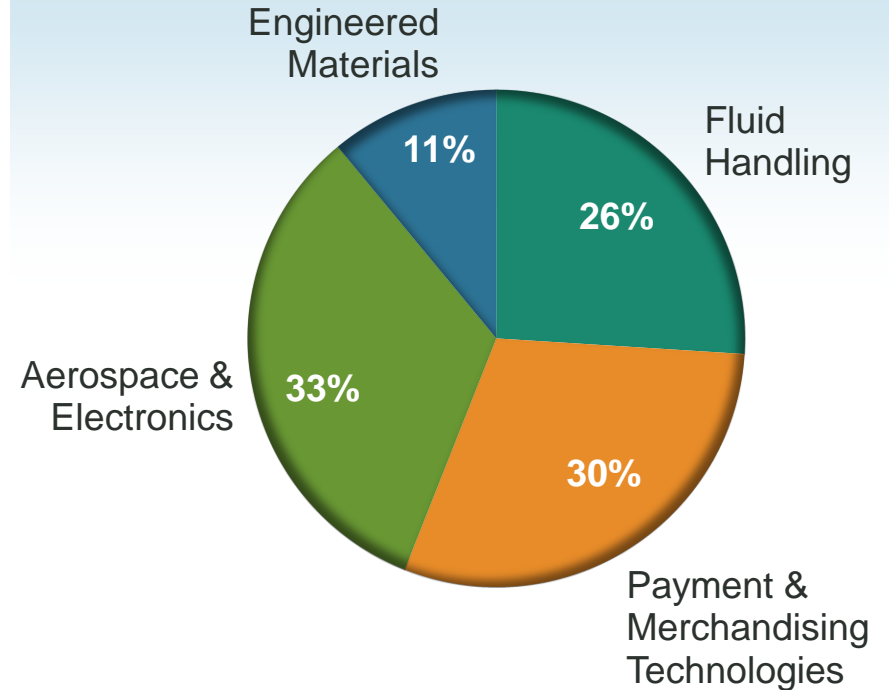
** Free Cash Flow is defined as Cash Provided by Operating Activities, less Capital Spending. Please see non-GAAP Financial Measures Tables for details.

How We Think About the Business

Sales



Segment Operating Profit*



* Excludes Special Items. Please see non-GAAP Financial Measures tables for details.

Diversified Manufacturer of Engineered Industrial Products

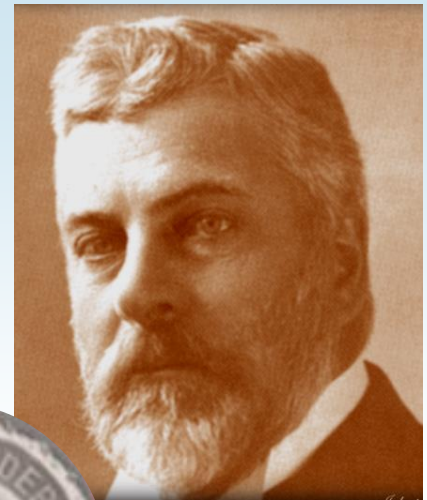
- ❑ **Highly engineered industrial products to markets where we deliver:**
 - » Proprietary and differentiated technology
 - » Deep vertical expertise
 - » Responsiveness to unique customer needs
- ❑ **Focused on markets where our scale is an advantage**

Ongoing Portfolio Shaping

- ❑ **Acquisitions that complement our existing portfolio and are accretive to our growth profile**
- ❑ **Careful portfolio trimming**
- ❑ **Internal mergers**

Resolution Made by Richard Teller Crane, Founder of Crane Co., on July 4, 1855

“I am resolved to conduct my business in the strictest honesty and fairness; to avoid all deception and trickery; to deal fairly with both customers and competitors; to be liberal and just toward employees; and to put my whole mind upon the business.”

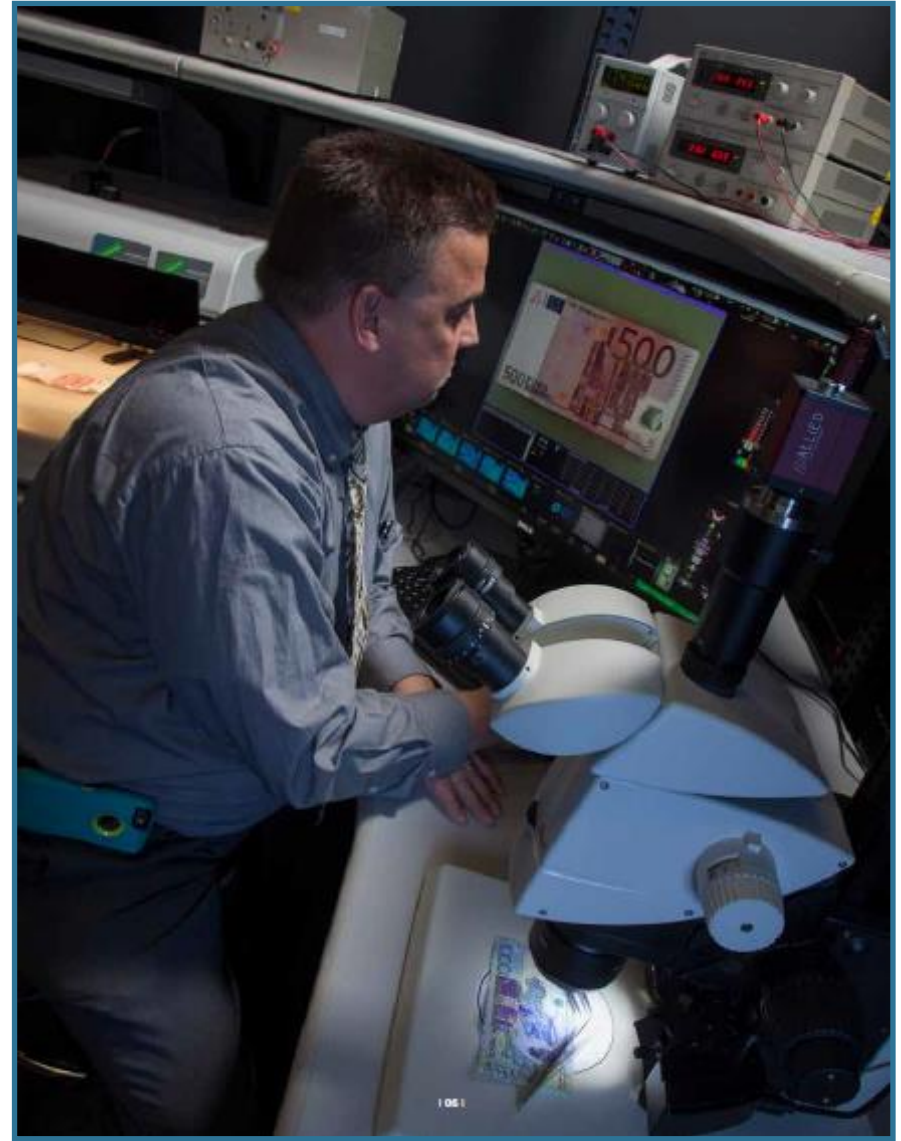




All In the Same Basket

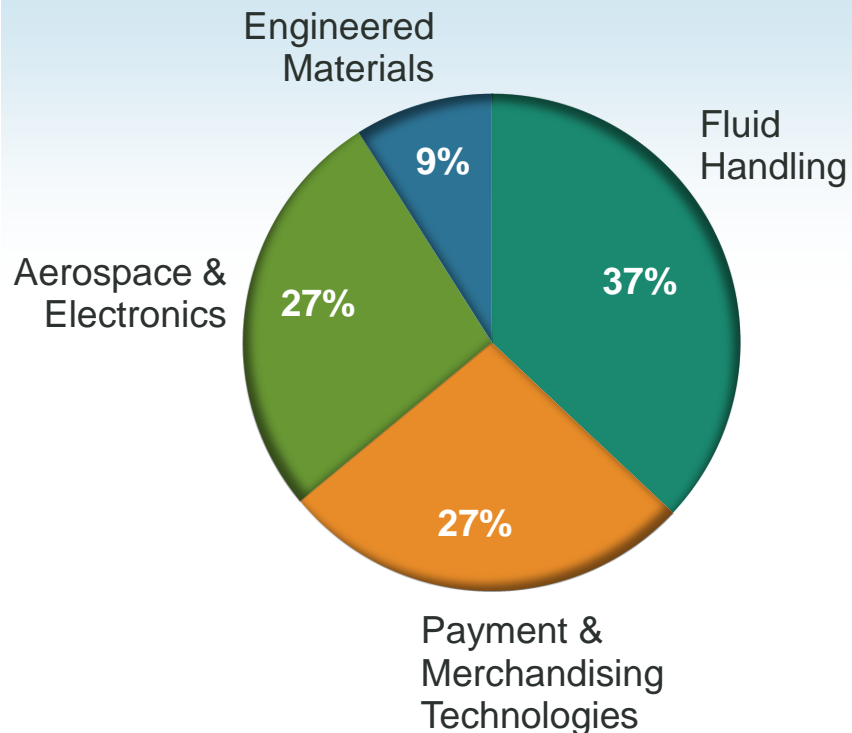
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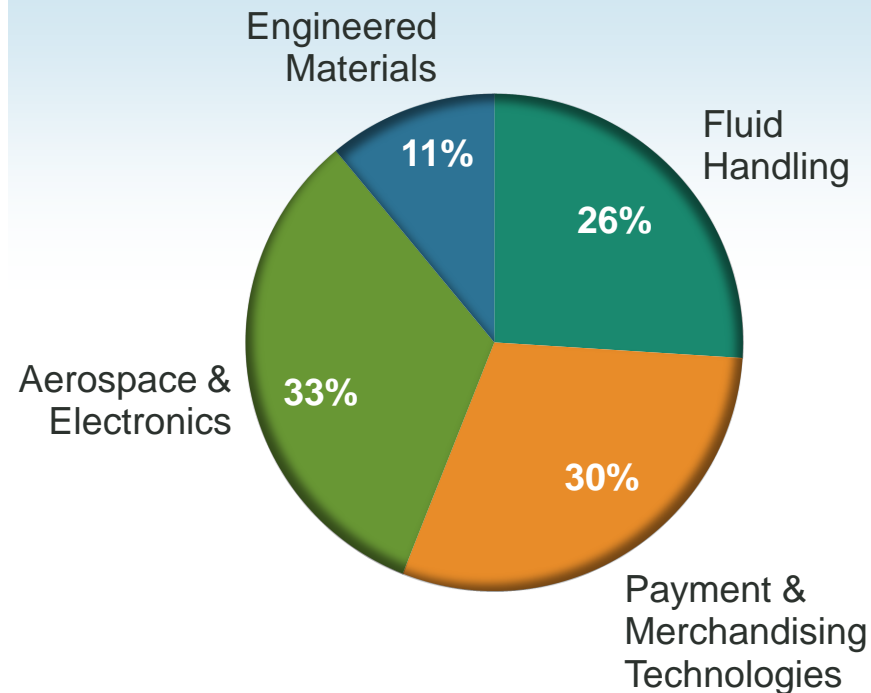


How We Think About the Business

Sales



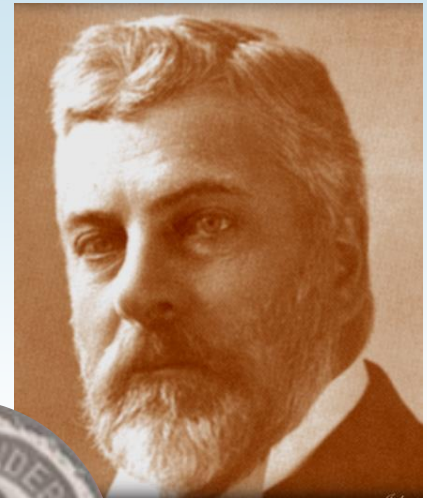
Segment Operating Profit*



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