# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

#### FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 21, 2013

# XYLEM INC.

(Exact name of registrant as specified in its charter)

Indiana (State or other jurisdiction of incorporation) 001-35229 (Commission File Number) 45-2080495 (IRS Employer Identification No.)

1133 Westchester Avenue, Suite N200 White Plains, New York (Address of principal executive offices)

10604 (Zip Code)

(914) 323-5700 (Registrant's telephone number, including area code)

#### NOT APPLICABLE

(Former name or former address, if changed since last report)

ck the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following isions (see General Instruction A.2. below):
Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01 Regulation FD Disclosure

The following information is furnished pursuant to Item 7.01 Regulation FD Disclosure. This information shall not be deemed filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act") or incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing. Company executives will present an overview of the Company at the Electrical Products Group Conference on May 21, 2013. The presentation slides will be posted on the Company's website and is attached and incorporated herein by reference as Exhibit 99.1.

#### **Caution Concerning Forward Looking Statements**

This document contains information that may constitute "forward-looking statements." Forward-looking statements by their nature address matters that are, to different degrees, uncertain. Generally, the words "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," "target" and similar expressions identify forward-looking statements, which generally are not historical in nature. However, the absence of these words or similar expressions does not mean that a statement is not forward-looking.

These forward-looking statements include, but are not limited to, statements about the separation of Xylem Inc. (the "Company") from ITT Corporation in 2011, capitalization of the Company, future strategic plans and other statements that describe the Company's business strategy, outlook, objectives, plans, intentions or goals, and any discussion of future operating or financial performance. All statements that address operating performance, events or developments that we expect or anticipate will occur in the future — including statements relating to orders, sales, operating margins and earnings per share growth, and statements expressing general views about future operating results — are forward-looking statements.

Caution should be taken not to place undue reliance on any such forward-looking statements because they involve risks, uncertainties and other factors that could cause actual results to differ materially from those expressed or implied in, or reasonably inferred from, such statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. In addition, forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from the Company's historical experience and our present expectations or projections. These risks and uncertainties include, but are not limited to, those set forth in Item 1 A of our Annual Report on Form 10-K, and those described from time to time in subsequent reports filed with the Securities and Exchange Commission.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit

No. Description

99.1 Presentation posted by Xylem Inc. on May 21, 2013

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

XYLEM INC.

Date: May 21, 2013

By: /s/: Michael T. Speetzen

Michael T. Speetzen
Senior Vice President & Chief Financial Officer
(Authorized Officer of Registrant)

#### EXHIBIT INDEX

Exhibit No.

No. Description

99.1 Presentation posted by Xylem Inc. on May 21, 2013.

# **XYLEM INC.**

# **ELECTRICAL PRODUCTS GROUP CONFERENCE**

**MAY 21, 2013** 



### FORWARD-LOOKING STATEMENTS

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# WHAT MAKES XYLEM UNIQUE?

### **GLOBAL LEADER IN WATER APPLICATION SOLUTIONS**

\$3.8B

- Pure Water Play
- Leading Market Positions
- Fortress Brands & World Class Distribution
- Diverse Geographic & End Market Exposure
- Large Installed Base -Recurring Revenue ~37%
- Strong Cash Flow Generation



# ABILITY TO DELIVER CONSISTENT FINANCIAL PERFORMANCE



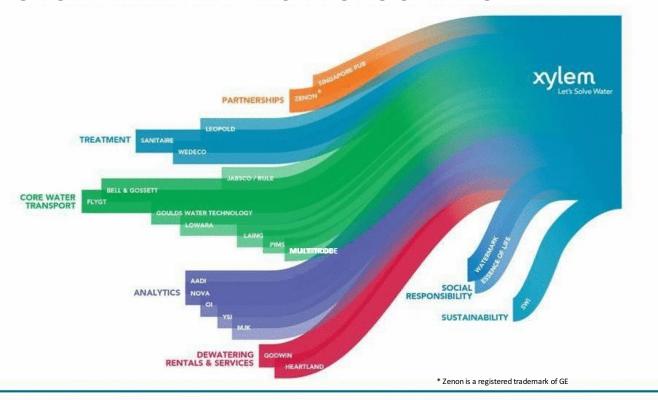
# WATER IS ONE OF THE MOST COMPLEX, CHALLENGING AND INCREASINGLY VISIBLE ISSUES FACING SOCIETY



UNIQUELY POSITIONED TO SOLVE THE WORLD'S GROWING WATER CHALLENGES



# **EVOLUTION TO A LEADING GLOBAL WATER TECHNOLOGY PROVIDER**





# SPECIALIZED BREADTH IN THE WATER CYCLE

**END-USE CONSUMERS** 



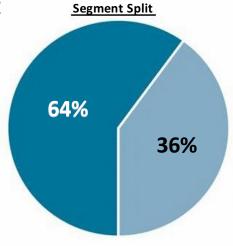


# **SEGMENT OVERVIEW**

#### WATER INFRASTRUCTURE

Market Size: \$20B 2012 Revenues: \$2.4B 2012 Op Margin\*: 15.1%

- World's Largest Waste Water Pump & **Dewatering Services Provider**
- Broad Portfolio of Filtration, Biological and Disinfection Technologies
- Industry-Leading Water & **Environment Analytics Platform**



#### **APPLIED WATER**

Market Size: \$15B 2012 Revenues: \$1.4B 2011 Op Margin\*: 12.4%

- Leading Global Provider of a Broad Range of Energy-Efficient Solutions with a Large & Diverse Customer Base
- U.S. Leader in Building Services **Equipment & Solutions**
- U.S. Leader in Industrial Water **Technologies**





















**UNIQUE PORTFOLIO PROVIDES FOR INNOVATIVE SOLUTIONS** 

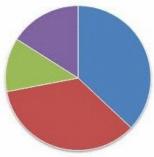
**BROAD PRODUCT PORTFOLIO BACKED BY APPLICATION EXPERTISE** 



# **BALANCED PORTFOLIO**

(2012 Revenue)



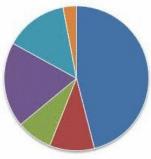


#### **BY GEOGRAPHY**

■ United States 37%
■ Europe 35%
■ Asia Pac 12%
■ Rest of World 16%

A Growing Emerging Market Presence ... Today ~20%

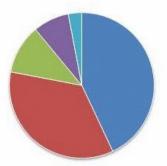
## SERVING CRITICAL NEEDS



#### **BY APPLICATION**

46%
10%
8%
19%
14%
3%

## DIVERSE CUSTOMER BASE



#### **BY END MARKET**

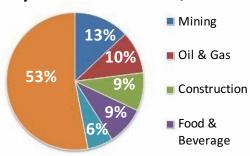
Industrial	43%
Public Utility	35%
Commercial	11%
Residential	8%
Agriculture	3%



# **KEY END MARKETS**

### **INDUSTRIAL**

### Xylem 2012 Revenue: \$1.6B



- Strong Brands
- Deep Application Knowledge
- Broad Product Portfolio
- Improving Vitality Index
- Expansion of Existing Products in Adjacent Markets

### **DIVERSE MARKET DRIVERS**

#### **MINING**

Commodity Demand

#### **OIL & GAS**

Natural Gas Fracking Activity

#### **CONSTRUCTION**

- Commercial & Residential Construction
- Weather

#### **FOOD & BEVERAGE**

- Changing Dietary Habits
- Emergence of Middle Class in EM

#### **GENERAL INDUSTRY**

Paper

Chemicals

Power

- Pharma
- Manufacturing

xylem

# **KEY END MARKETS**

### **PUBLIC UTILITY**

#### **PUBLIC UTILITY DYNAMICS Opex** Capex **Bonds** Tariffs -Gov't ~70% Connection **Financing** Fees **Private Funding** Stable Cyclical **Health & Economic** Capacity & **Necessity Regulation Driven** Source: Strategic Analytics Inc.

- Large Installed Base with Loyal Customers
- Consistent Tariff Increases
- 70-80% of Revenues from Opex
- Capex Spending Below Historical Levels but Bid Activity Remains Strong





# **KEY END MARKETS**

### **COMMERCIAL BUILDINGS**

#### **INTEGRATED SOLUTIONS**



#### **ARCHITECTURE BILLING INDEX**



Source: AIA. Index Value of 50=No change from previous period.

- Products for the Heating, Cooling and Protection of Commercial Buildings
- Broadest Offering Allows for Optimizing Interaction of Key Building Components
- Demand for Energy Efficient Solutions has Driven Retrofit Activity During the Recent Multi-Year New Building Construction Slowdown
- Application Expertise Makes Xylem a Strong Partner for Specifying Engineers



# **OUR STRATEGIC FRAMEWORK**



DISCIPLINE TO ACHIEVE KEY OBJECTIVES AND INCREASE SHAREHOLDER VALUE



# **DELIVER CUSTOMER VALUE**

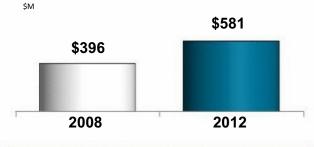


#### **ENHANCING AFTERMARKET CAPABILITIES**

#### **INSTALLED BASE DRIVES REPLACEMENT SALES**

- Brand Loyalty Driven
- Like-for-Like Replacement
- Opportunity for Upgrades
- Next-Generation Installations

#### **GROWING AFTERMARKET PARTS & SERVICES**



~37% RECURRING REVENUE BASE

#### **INTRODUCING XYLEM TOTALCARE**

- Comprehensive Integrated Services Portfolio
- Systems Knowledge & Application Expertise
- · Leverages World's Largest Installed Base
- Provides Customers with Operational Security,
   Cost Savings Opportunities, and Improved
   Operating Efficiencies

# ACCELERATING OPPORTUNITIES THROUGH ACQUISITIONS





a xylem brand

INCREASING PROFITABLE
AFTERMARKET OPPORTUNITIES



# **DRIVE PROFITABLE GROWTH**



# **EXECUTING ACQUISITION STRATEGY**

	ANALYTICS	DEWATERING
Revenue (2012)	\$298M	\$659M
Capital Deployed*	\$732M	\$614M
Key Brands	YSI - WTW) - MAANDERAA	godwin @
Opportunity	<ul> <li>Products have Higher Market Growth Rates and Margins</li> <li>Fill Product or Technology Gaps and Sell Through Existing Channels</li> <li>Drive Sustainable Water Projects</li> <li>International Expansion</li> </ul>	<ul> <li>High ROIC Business When         Operating With Scale Advantage</li> <li>Leverage Xylem's Footprint and         Replicate 24/7 Service Expertise</li> <li>International Expansion</li> </ul>
Recent Transactions	mjk// a xylem brand	Heartland Pump



# **IMPROVE BUSINESS SUSTAINABILITY**



### **OPTIMIZING OUR COST STRUCTURE**

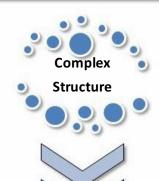
#### **EUROPEAN REALIGNMENT**

#### **SUMMARY**

- Unified Xylem in Europe –
   Growth & Cost Synergies
  - HQ: Schaffhausen,
     Switzerland
- Efficient Tax Structure

#### **2013 FINANCIAL IMPACTS\***

- Restructuring & Realignment Costs of \$60M to \$70M
   Primarily Focused on Europe
  - Restructuring Savings of \$13M to \$15M
  - Additional Net EPS Impact of \$0.03 From Realignment



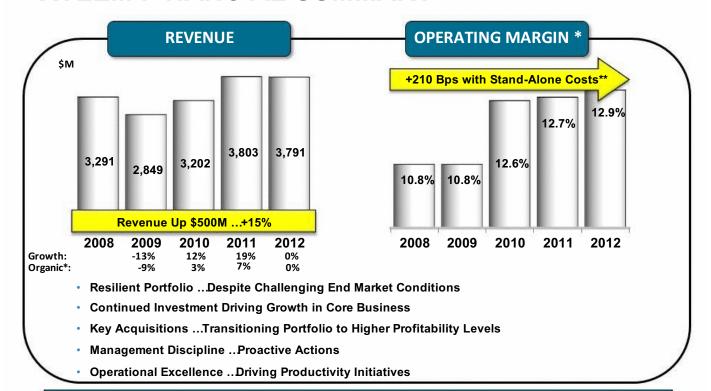


#### **ENABLING**

- Vertical Market Alignment
  - Sales Synergies & Future
     Growth Opportunities
- Sales Office Consolidations
- Sales Administrative and Functional Back-Office Standardization & Synergies
- Factory Realignments
- Shared Services & Centers of Excellence



# **XYLEM FINANCIAL SUMMARY**

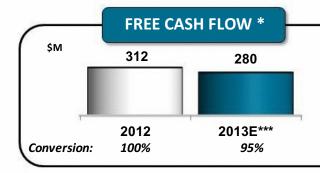


### STRONG TRACK RECORD OF FINANCIAL PERFORMANCE

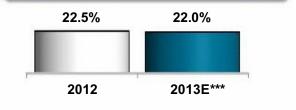


- \* See Appendix for Non-GAAP Reconciliations.
- \*\* Margin expansion includes \$33M of additional Stand-Alone costs.

# **FINANCIAL POSITION**



### **WORKING CAPITAL AS % REVENUE \*\***



Debt Net Debt	(Dollars, In Millions)
Cash	375
Debt	1,205
Net Debt	830
Shareholders' Equity	2,040
Net Capital	2,870
Net Debt to Net Capital	29%

### **CAPITAL SUMMARY/LIQUIDITY**

- Strong Cash Position
  - No Significant Debt Maturities Until 2016
- 1.3x Net Debt/Adj. TTM EBITDA
- \$600M Revolving Credit Facility Unutilized
- Access to Commercial Paper Unutilized

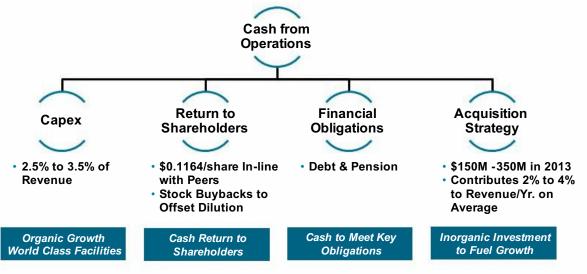


<sup>\*</sup> See Appendix for Non-GAAP Reconciliations

\*\*\* (AR+INV-AP-Customer Advances) / Revenue (Adjusted for Acquisitions)

\*\*\* See Xylem March 7, 2013 Investor & Analyst Day Presentation for further details.

# **DISCIPLINED CAPITAL DEPLOYMENT**



#### Capital Deployment Strategy

- Balanced Organic & Inorganic Investment
- Return Value to Shareholders
- Maintain Solid Investment Grade Metrics

#### Capital Deployment Evaluation

- Fold Targeted Performance into Operating Plans
- Quarterly / Annual Investment Review
- Ensure Targeted Returns Achieved

#### **FOCUSED ON LONG TERM SHAREHOLDER RETURN**



# **KEY FINANCIAL PROJECTIONS**

	2013 FY Guidance As of April 30, 2013 *	2017 Long-Term Targets **
Revenues	~\$3.925B (mid-point)	\$4.7B to \$5.5B
Op. Margin*	12.2% to 12.7%	14% to 15%
EPS*	\$1.79 to \$1.89	\$2.50 to \$3.40

#### 2013 KEY OBJECTIVES

- Execution of Acquisition Strategy Targeting Deployment of \$150M to \$350M
- Continuing to Invest in New Product Launches
- Restructuring Actions Drive \$26M to \$30M in Annual Cost Savings (\$13M to \$15M in 2013)
- European Realignment Actions to Best Position for Recovery ... \$0.03 Net EPS Benefit in '13 ... Tax Rate Reduction to 21%
- Strong Free Cash Flow (95% Conversion)

#### LONG-TERM PERFORMANCE TARGETS\*\*

- 2013-2017 Revenue CAGR of 5-9%
- Core Operating Margin Expands 50-75 Bps/Yr Partially Offset by 1x Acquisition Impacts
- 2013-2017 EPS CAGR of 7-14%
- Strong Free Cash Flow (100% Conversion)
- Disciplined Capital Deployment
- ROIC Accelerates from 10.8% in 2012 to 13% - 14% by 2017



<sup>\*</sup> See Appendix for 2013 Financial Guidance Summary and non-GAAP reconciliations. 
\*\* See Xylem March 7, 2013 Investor & Analyst Day Presentation for further details.

# **CLOSING REMARKS**





# **APPENDIX**



# **2013 FINANCIAL GUIDANCE SUMMARY**

	2013 FY Guidance As of April 30, 2013	Growth 2013E vs. 2012					
Revenue	(Mid-Point)	Total Growth	<u>Organic</u>	<u>Acquisition</u>	FX		
Xylem Consolidated	~\$3,925M	~3 to 4%	0 to 1%	2%	1%		
Water Infrastructure	~\$2,540M	~4 to 5%	0 to 1%	3%	1%		
Applied Water	~\$1,450M	~1 to 2%	0 to 1%	0%	1%		
Segment Margin *	13.7% - 14.2%	-60 bps to -10 bps					
Operating Margin *	12.2% - 12.7%	-70 bps to -20 bps					
EPS *	\$1.79 -\$1.89	\$1.84 Mid Point					
Free Cash Flow Conversion	~95%	Restructuring Payments, Realignment Capex, & CHQ Relocation					
Guidance Assumptions:							
Operating Tax Rate	~21%	1H'13 Rate: ~22%; 2	2H'13 Rate: ~20	)%			
Share Count	~186.4M	Share Repurchase Program to Maintain Current Share Cou					
Items Excluded from EPS:							
Restructuring & Realignment Costs	~\$60M -\$70M	Restructuring Cost	s: ~\$40M to \$5	ОМ			

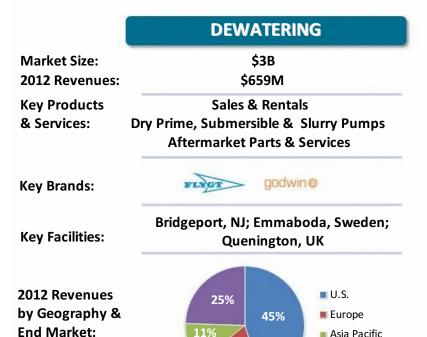


# **BUSINESS OVERVIEW**

	TRANSPORT	TREATMENT
Market Size: 2012 Revenues:	\$11B \$1,745M	\$5B \$366M
Key Products & Services:	Waste Water Pumps Dewatering (Sales & Rentals) Aftermarket Parts & Services	Biological U.V. and Ozone Disinfection Filtration
Key Brands:	godwin@	WEDECO SANITAIRE
Key Facilities:	Emmaboda, Sweden; Baroda, India; Shenyang, China; Bridgeport, NJ	Herford, Germany; Brown Deer, WI; Zelienople, PA
2012 Revenues by Geography:	18% 29% U.S. Europe Asia Pacific Other	14% 26% U.S. Europe Asia Pacific Other



### **BUSINESS OVERVIEW**



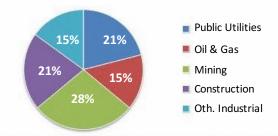
11%

19%

Asia Pacific

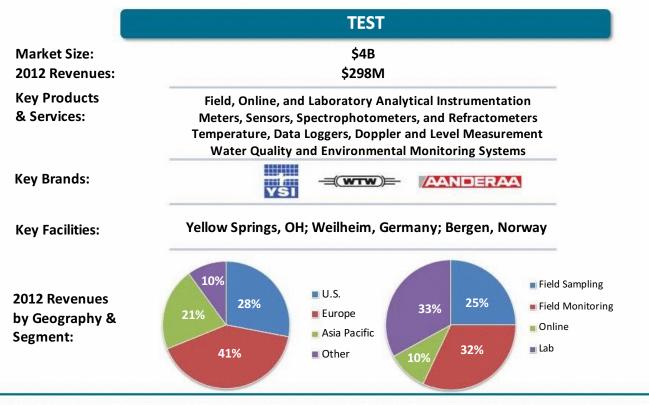
Other

- 24/7 Service Capabilities
- Leverages Xylem's Footprint
- High ROIC Business When **Operating with Scale Advantage**
- Diverse End Markets
- ~40% Rental Revenue





### **BUSINESS OVERVIEW**





# **APPLIED WATER SYSTEMS**

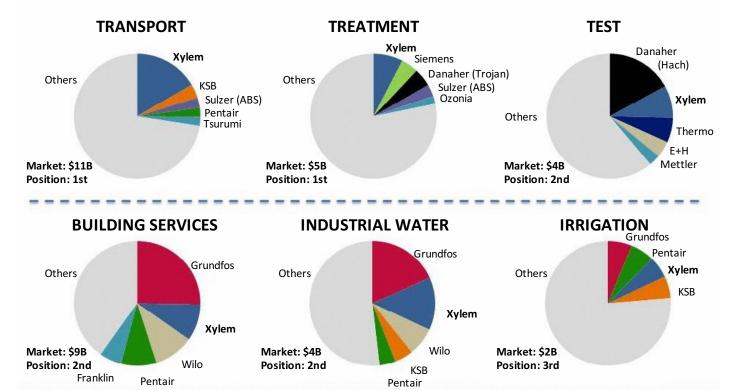
# **BUSINESS OVERVIEW**

	BUILDING SERVICES	INDUSTRIAL WATER	IRRIGATION		
Market Size: 2012 Revenues:	\$9B \$736M	\$4B \$550M	\$2B \$96M		
Key Products & Services:	HVAC Pumps, Valves & Heat Exchangers, Drives & Controls, Waste Water Pumps, Pressure Boosters, Fire Protection	Pumps & Pumping Systems Heat Exchangers, Drives & Controls Membrane Filtration Fire Protection	Groundwater & Surface Pumps Packaged Systems, Drives & Controls		
Key Brands:	Bell & Gossett GOULD WATER TECHNOLOGY	S LOWARA JABSCO	FLOJET FLOWIRONEX		
Key Facilities:	Auburn, NY; Buffalo, NY; Cegled Morton Grove, IL; Nan	, Hungary; Chihuahua, Mexico; Dallas, T)			
		jing, China; Stockerau, Austria; Strzeilli,	roland, wolvernampton, ok		

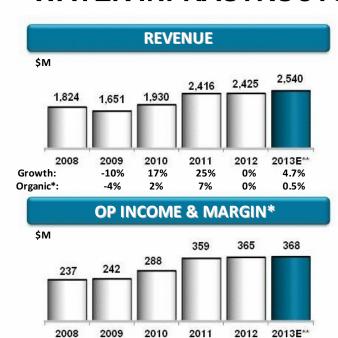


# **COMPETITIVE LANDSCAPE**

### **LEADING POSITIONS IN KEY APPLICATIONS**







#### **HIGHLIGHTS**

#### '08-'12 Revenue up 33%; 7% CAGR

- Resilient Through the Downturn
- Growth Driven by Acquisitions, Emerging Markets & Product Launches
- Public Utility CAPEX Slowdown
- European Crisis

#### **Strong Operating Margin Expansion**

- Operating Productivity Funds Incremental Strategic Investments
- '13 Margin Impacts
  - European Realignment
  - **FX/Acquisition Impact**

### STRONG TOP LINE GROWTH, OP MARGIN +210 BPS



OM%: 13.0%

14.7%

14.9%

14.9%

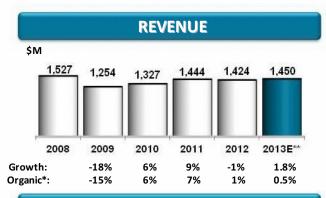
15.1%

14.5%

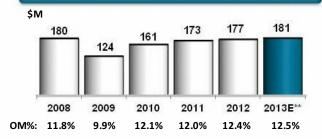
<sup>\*</sup> See Appendix for Non-GAAP Reconciliations

<sup>\*\* 2013</sup> ESTIMATE BASED ON GUIDANCE AS OF MARCH 7, 2013

# **APPLIED WATER**



#### **OP INCOME & MARGIN\***



#### **HIGHLIGHTS**

#### **'08-'12 Revenue Down 7%**

- Residential & Commercial Building Decline
- Growth Driven By New Product Launches
  - Energy-Efficient Solutions
  - Emerging Markets Penetration

#### **Strong Operating Performance**

- Margin Expansion Driven by Customer
   Operational Excellence Initiatives
- Continued to Fund Future Growth Investments

### **STRONG OPERATING PERFORMANCE**



<sup>\*</sup> See Appendix for Non-GAAP Reconciliations

<sup>\*\* 2013</sup> ESTIMATE BASED ON GUIDANCE AS OF MARCH 7, 2013

# **ACQUISITION SCORECARD**

~	Completed	×	Not Achieved
•	On Track		

Acquisition	Invested \$M	Year Completed	Strategic Fit	Gross Margin Accretive	IRR > Risk Adj. Cost of Capital	Mid- Teens ROIC	Cash Return 7-9 Years	EPS Accretive After Yr 1
Laing	\$30	2009	1	×	1	1	×	×
Nova	\$384	2010	1	1	1	•	•	<b>✓</b>
Godwin	\$585	2010	✓	1	1	•	•	1
OI	\$25	2010	1	1	1	•	•	✓
YSI	\$310	2011	✓	1	1	•	•	1
Through 2012				Added ~200 Bps				Added ~\$0.45
МЈК	\$13	2012	1	•	•	•	•	•
Heartland	\$29	2012	1	•	•	•	•	•
PIMS	\$57	2013	1					
MultiTrode	\$26	2013	<b>✓</b>	RECENTLY ACQUIRED				



# **NON-GAAP MEASURES**

Management views key performance indicators including revenue, gross margins, segment operating income and margins, orders growth, free cash flow, working capital, and backlog, among others. In addition, we consider certain measures to be useful to management and investors evaluating our operating performance for the periods presented, and provide a tool for evaluating our ongoing operations, liquidity and management of assets. This information can assist investors in assessing our financial performance and measures our ability to generate capital for deployment among competing strategic alternatives and initiatives. These metrics, however, are not measures of financial performance under GAAP and should not be considered a substitute for revenue, operating income, net income, earnings per share (basic and diluted) or net cash from operations as determined in accordance with GAAP. We consider the following non-GAAP measures, which may not be comparable to similarly titled measures reported by other companies, to be key performance indicators:

"Organic revenue" and "Organic orders" defined as revenue and orders, respectively, excluding the impact of foreign currency fluctuations, intercompany transactions, and contributions from acquisitions and divestitures. Divestitures include sales of portions of our business that did not meet the criteria for classification as a discontinued operation or insignificant portions of our business that we did not classify as a discontinued operation. The period-over-period change resulting from foreign currency fluctuations assumes no change in exchange rates from the prior period.

"Constant currency" defined as financial results adjusted for currency translation impacts by translating current period and prior period activity using the same currency conversion rate. This approach is used for countries whose functional currency is not the U.S. dollar.

"EBITDA" defined as earnings before interest, taxes, depreciation, amortization expense, and share-based compensation. "Adjusted EBITDA" reflects the adjustment to EBITDA to exclude for non-recurring separation costs associated with the Xylem spin-off from ITT Corporation (not excluded for 2013) as well as non-recurring restructuring and realignment costs.

"Adjusted Operating Income", "Adjusted Segment Operating Income", and "Adjusted EPS" defined as operating income and earnings per share, adjusted to exclude non-recurring separation costs associated with the Xylem spin-off from ITT Corporation (not excluded for 2013), non-recurring restructuring and realignment costs and tax-related special items.

"Free Cash Flow" defined as net cash from operating activities, as reported in the Statement of Cash Flow, less capital expenditures as well as adjustments for other significant items that impact current results which management believes are not related to our ongoing operations and performance. Our definition of free cash flows does not consider non-discretionary cash payments, such as debt.



#### Xylem Inc. Non-GAAP Reconciliation Reported vs. Organic & Constant Currency Revenue (\$ Millions)

		(As Reported - GAAP)				(As Adjusted - Organic)				Constant Currency
		(A)	(B)		(C)	(D)	(E)	(F) = B+C+D+E	(G) = F/A	(H) = (B + D) / A
	Revenue	D	Change CY v. PY	% Change CY v. PY	Acquisitions / Divestitures	FX Contribution	Eliminations	Change Adj. CY v. PY	% Change	
	Current Year	Revenue Prior Year	CY V. PY	CY V. PY	Divestitures	FX Contribution	Eliminations	Adj. CY V. PY	Adj. CY v. PY	
Year Ended December 31, 2012		Prior fear								
Xylem Inc.	3,791	3,803	(12)	-0.3%	(94)	108	-	2	0.1%	2.5
Water infrastructure	2,425	2,416	9	0.4%	(94)	80	(1)	(6)	-0.2%	3.
Applied Water	1,424	1,444	(20)	-1.4%	-	32	(3)	9	0.6%	3.0
Year Ended December 31, 201	<u>L</u> .,									
Kylem Inc.	3,803	3,202	601	18.8%	(264)	(111)	-	226	7.1%	15.
Water Infrastructure	2,416	1,930	486	25.2%	(264)	(87)	2	137	7.1%	20.
Applied Water	1,444	1,327	117	8.8%	-	(28)	(1)	88	6.6%	6.
Year Ended December 31, 2010	<u>)</u>									
Xylem Inc.	3,202	2,849	353	12.4%	(263)	6	-	96	3.4%	12.
Water infrastructure	1,930	1,651	279	16.9%	(247)	(8)	-	24	1.5%	16.
Applied Water	1,327	1,254	73	5.8%	(16)	15	-	72	5.7%	7.
Year Ended December 31, 2009	<u>)</u>									
Kylem Inc.	2,849	3,291	(442)	-13.4%	(7)	158	-	(291)	-8.8%	-8.0
Water infrastructure	1,651	1,824	(173)	-9.5%	-	109	(1)	(65)	-3.6%	-3.
Applied Water	1,254	1,527	(273)	-17.9%	(7)	53	-	(227)	-14.9%	-14.

Note: Due to rounding the sum of segment amounts may not agree to Xylem totals.



#### Xylem Inc. Non-GAAP Reconciliation Adjusted Operating Income (\$ Millions)

						Mid Point Guidance
	2008	2009	2010	2011	2012	2013E
Revenue	3,291	2,849	3,202	3,803	3,791	3,925
Operating Income	315	276	388	395	443	425
Operating Margin	9.6%	9.7%	12.1%	10.4%	11.7%	10.8%
Restructuring & Realignment Separation Costs	41	31	15 -	- 87	24 22	65 -
Adjusted Operating Income	356	307	403	482	489	490
Adjusted Operating Margin	10.8%	10.8%	12.6%	12.7%	12.9%	12.5%
Standalone Costs	-	-	-	5	28	-
Adj. Operating Income, excl. Standalone Costs	356	307	403	487	517	490
Adjusted Operating Margin, excl. Standalone Costs	10.8%	10.8%	12.6%	12.8%	13.6%	12.5%



#### Xylem Inc. Non-GAAP Reconciliation Adjusted Operating Income (\$ Millions)

	2013	2012	2011	<u>2010</u>	2009	2008
Total Revenue						
Total Xylem	3,925	3,791	3,803	3,202	2,849	3,291
Water Infrastructure	2,540	2,425	2,416	1,930	1,651	1,824
Applied Water	1,450	1,424	1,444	1,327	1,254	1,527
Operating Income						
Total Xylem	425	443	395	388	276	315
Water Infrastructure	318	342	343	276	227	220
Applied Water	166	170	160	158	109	162
Operating Margin						
Total Xylem	10.8%	11.7%	10.4%	12.1%	9.7%	9.6%
Water Infrastructure	12.5%	14.1%	14.2%	14.3%	13.7%	12.1%
Applied Water	11.4%	11.9%	11.1%	11.9%	8.7%	10.6%
Separation Costs						
Total Xylem	-	22	87	-	-	-
Water Infrastructure	-	4	16	-	-	-
Applied Water	-	2	13	-	-	-
Restructuring & Realignment Costs						
Total Xylem	65	24	-	15	31	41
Water Infrastructure	50	19	-	12	15	17
Applied Water	15	5	-	3	15	18
Adjusted Operating Income*						
Total Xylem	490	489	482	403	307	356
Water Infrastructure	368	365	359	288	242	237
Applied Water	181	177	173	161	124	180
Adjusted Operating Margin*						
Total Xylem	12.5%	12.9%	12.7%	12.6%	10.8%	10.8%
Water Infrastructure	14.5%	15.1%	14.9%	14.9%	14.7%	13.0%
Applied Water	12.5%	12.4%	12.0%	12.1%	9.9%	11.8%

 $<sup>{\</sup>bf *Adjusted\ Operating\ Income\ excludes\ non-recurring\ separation,\ restructuring\ \&\ realignment\ costs}$ 



#### Xylem Inc. Non-GAAP Reconciliation EBITDA and Adjusted EBITDA by Quarter (\$ Millions)

	<u>Q1</u>	Q2	<b>2013</b> Q3	Q4	Total
Pre-Tax Net Income	51				
Interest Expense (Income), net	12				
Depreciation	25				
Amortization	12				
Stock Compensation	6				
EBITDA	106	· · · · · · · · · · · · · · · · · · ·	<u> </u>	<u> </u>	
Restructuring & Realignment	12				
Adjusted EBITDA	118				
Revenues	879			19 <u>1 </u>	
Adjusted EBITDA Margin	13.4%				
			2012	1000	
	Q1	Q2	Q3	Q4	Total
Pre-Tax Net Income	84	115	100	89	388
Interest Expense (Income), net	13	13	12	13	51
Depreciation	23	21	24	26	94
Amortization	11	12	12	13	48
Stock Compensation	5	5	6	6	22
EBITDA	136	166	154	147	603
Separation Costs	5	6	4	7	22
Restructuring & Realignment	-	-	5	19	24
Adjusted EBITDA	141	172	163	173	649
Revenues	925	966	931	969	3,791
Adjusted EBITDA Margin	15.2%	17.8%	17.5%	17.9%	17.1%



#### Xylem Inc. Non-GAAP Reconciliation Guidance (\$ Millions, except per share amounts)

#### 2013 Guidance

#### Illustration of Mid Point Guidance

		FY '12					min K	FY'13							
	As Rej	oorted	Adjustmo	ents		Adj	usted		As Pro	jected	Adjust	ments		Ad	ljusted
Total Revenue		3,791					3,791			3,925					3,925
Segment Operating Income		512		30	а		542			484		65	d		549
Segment Operating Margin		13.5%					14.3%			12.3%					14.0%
Corporate Expense		69		(16)	b		53			59		-			59
Operating Income	# 10 to 10 t	443	10 10 p p p 10 10 10 10 10 10 10 10 10 10 10 10 10	46	7	-:-:	489		£0	425	10:2	65		4.1	490
Operating Margin	65	11.7%			_		12.9%		65	10.8%	¥2.				12.5%
Interest Expense		(55)					(55)			(55)					(55)
Other Non-Operating Income (Expense)										(2)					(2)
Income before Taxes	860 - 7 - 7	388		46	1	83	434			368		65		-	433
Provision for Income Taxes	-	(91)		(13)	c _		(104)			(72)		(19)	С		(91)
Net Income	-	297		33			330			296	100	46			342
Diluted Shares	-	186.2			- 23-		186.2			186.4	9-11				186.4
Diluted EPS	\$	1.59	\$	0.18		\$	1.77		\$	1.59	\$	0.25		\$	1.84

- a One time separation, restructuring and realignment costs incurred at the segment level b One time separation, restructuring and realignment costs incurred at the corporate level c Net tax impact of above items, plus the addition of special tax items
- d Restructuring and realignment costs incurred at the segment level



#### Xylem Inc. Non-GAAP Reconciliation Net Cash - Operating Activities vs. Free Cash Flow (\$ Millions)

	Year Er	nded
	2013E	2012
Net Cash - Operating Activities	410	396
Capital Expenditures	(130)	(112)
Free Cash Flow, including separation costs	280	284
Cash Paid for Separation Costs (incl. Capex)	-	28
Free Cash Flow, excluding separation costs	280	312
Net Income	296	297
Separation Costs, net of tax (incl. tax friction)	<u> </u>	16
Net Income, excluding separation costs	296	313
Free Cash Flow Conversion	95%	100%



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