# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

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## CURRENT REPORT

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

Date of Report (Date of earliest event reported): October 29, 2015

# 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.)

1 International Drive Rye Brook, New York (Address of principal executive offices)

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

10573 (Zip Code)

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

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

| k 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 sions (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))  |

#### Item 2.02 Results of Operations and Financial Condition

On October 29, 2015, Xylem Inc. issued a press release announcing its financial results for the third quarter and nine months ended September 30, 2015. A copy of the press release is furnished as Exhibit 99.1 to this report and is incorporated by reference herein.

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 expressly set forth by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits

(d) Exhibits.

Exhibit

No. Description

99.1 Press Release issued by Xylem Inc. on October 29, 2015.

## **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: October 29, 2015

By: /s/ Shashank Patel

Shashank Patel Interim Chief Financial Officer (Authorized Officer of Registrant)

## EXHIBIT INDEX

Exhibit No.

No. Description

99.1 Press Release issued by Xylem Inc. on October 29, 2015.



**Xylem Inc.** 

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# Xylem Inc. reports solid top-line and adjusted earnings growth in third quarter 2015

- Third quarter 2015 revenue was \$902 million, an increase of two percent on an organic basis
- Third quarter 2015 adjusted net income was \$90 million or \$0.49 per share, which excluding foreign exchange translation impact, was up four percent over third quarter 2014 results; GAAP net income was \$88 million or \$0.48 per share, down 17 percent year-over-year
- · Company reaffirms organic revenue growth and adjusted EPS guidance for full-year 2015

RYE BROOK, N.Y., October 29, 2015 – Xylem Inc. (NYSE: XYL), a leading global water technology company dedicated to solving the world's most challenging water issues, today reported third quarter 2015 net income of \$88 million, or \$0.48 per share. Excluding restructuring and realignment charges and other special items, adjusted net income was \$90 million or \$0.49 per share, down eight percent from the comparable period in 2014, but up four percent excluding foreign exchange translation impact. Third quarter revenue was \$902 million, an increase of two percent organically, reflecting strength in the public utility end market. Third quarter operating margin, adjusted to exclude restructuring and realignment charges, was 13.7 percent, down 20 basis points from the prior year, however, this result was flat year-over-year excluding foreign exchange translation.

"Our team delivered solid results this quarter, with project deliveries driving better than expected performance," said Patrick Decker, Xylem President and Chief Executive Officer. "We are continuing to see signs of increasing strength in the public utility end market and mixed conditions in industrials. We continue to grow and expand our business in emerging markets, where we generated a nine-percent increase in organic revenue in the quarter. While we did see some growth deceleration in the commercial building and industrial sectors, these regions, such as China and India, are continuing to increase investments in water and wastewater infrastructure. In India, for example, we recently secured a \$39 million order for a custom pumping system that will provide drinking water and irrigation to arid areas that currently do not have stable water sources."

Decker continued, "We are executing a balanced capital deployment strategy. During the quarter, we opportunistically repurchased \$75 million in shares and, last week, we added a new business to our analytics portfolio that strengthens our offering. We will continue to maintain a sharp focus on execution across all aspects of our business as we close out the year."

During the third quarter 2015, Xylem repurchased 2.3 million shares of common stock under its stock repurchase programs. As of September 30, 2015, Xylem had approximately \$475 million remaining under its current stock repurchase authorizations.

#### Full-year 2015 Outlook

Xylem continues to expect full-year 2015 revenue of approximately \$3.7 billion, a decrease of six to seven percent from the full-year 2014 results. On an organic basis, Xylem also continues to expect to generate revenue growth of approximately one to two percent.

Expectations for full-year 2015 adjusted earnings per share continue to be in the range of \$1.82 to \$1.87. Excluding the projected unfavorable impact of foreign exchange translation, Xylem's adjusted earnings per share growth expectations are in the range of four to seven percent over the comparable full-year 2014 results. The Company's outlook for projected restructuring and realignment costs of \$20 million for the year is unchanged.

#### Third Quarter Segment Results

#### Water Infrastructure

Xylem's Water Infrastructure segment consists of its businesses serving clean water delivery, wastewater transport and treatment, dewatering and analytical instrumentation.

- Third quarter 2015 Water Infrastructure revenue was \$551 million, up two percent relative to the prior year period on an organic basis. This increase was driven by five-percent growth in the public utility end market, reflecting strong growth in the United States and Europe, as well as continued infrastructure investment activity in emerging markets.
- Third quarter adjusted segment operating income was \$85 million, down \$13 million from the prior year result, reflecting the unfavorable impact of foreign exchange translation. Operating income for the quarter was \$83 million, down \$12 million from last year. Adjusted operating margin for the quarter decreased 90 basis points to 15.4 percent as the impact of strong procurement and lean cost savings was more than offset by investment in strategic growth initiatives, unfavorable mix and inflation.

#### **Applied Water**

Xylem's Applied Water segment consists of its portfolio of businesses in residential and commercial building services, and industrial and agricultural applications.

- Third quarter 2015 revenue was \$351 million, an increase of three percent organically compared with the third quarter 2014. Growth in residential and commercial building applications, as well as industrial project deliveries helped to drive this improvement. Xylem's business in emerging markets showed continued strength, despite the expected slow-down in China, and North America and Europe each delivered modest growth.
- Adjusted segment operating income was \$48 million in the third quarter, down \$4 million from the comparable period last year, reflecting the unfavorable impact of foreign exchange translation. Operating income was \$46 million, which was \$5 million lower than last year. Adjusted operating margin for the quarter decreased 70 basis points to 13.7 percent as strong procurement and lean cost savings were more than offset by the impacts of foreign exchange translation, unfavorable mix and inflation.

Supplemental information on Xylem's third quarter earnings and reconciliations for non-GAAP items are posted at <a href="http://investors.xyleminc.com">http://investors.xyleminc.com</a>.

#### About Xylem

Xylem (XYL) is a leading global water technology provider, enabling customers to transport, treat, test and efficiently use water in public utility, residential and commercial building services, industrial and agricultural settings. The Company does business in more than 150 countries through a number of market-leading product brands, and its people bring broad applications expertise with a strong focus on finding local solutions to the world's most challenging water and wastewater problems. Xylem is headquartered in Rye Brook, New York, with 2014 revenues of \$3.9 billion and approximately 12,500 employees worldwide. Xylem was named to the Dow Jones Sustainability Index for the last four years for advancing sustainable business practices and solutions worldwide and the Company has satisfied the requirements to be a constituent of the FTSE4Good Index Series each year since 2013.

The name Xylem is derived from classical Greek and is the tissue that transports water in plants, highlighting the engineering efficiency of our water-centric business by linking it with the best water transportation of all – that which occurs in nature. For more information, please visit us at <a href="https://www.xylem.com">www.xylem.com</a>.

#### Forward-Looking Statements

This press release contains information that may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Act of 1995. Forward-looking statements by their nature address matters that are, to different degrees, uncertain. Generally, the words "anticipate," "estimate," "expect," "project," "intend," "flan," "forecast," "believe," "target," "will," "could," "would," "should" 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 statements about the capitalization of the Company, the Company's restructuring and realignment, future strategic plans and other statements that describe the Company's business strategy, outlook, objectives, plans, intentions or goals. All statements that address operating or financial performance, events or developments that we expect or anticipate will occur in the future - including statements relating to orders, revenue, operating margins and earnings per share growth, and statements expressing general views about future operating results - are forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause actual results to differ materially from those expressed or implied in, or reasonably inferred from, such forward-looking statements.

Factors that could cause results to differ materially from those anticipated include: economic, political and other risks associated with our international operations, including military actions, economic sanctions or trade embargoes that could affect customer markets, and non-compliance with laws, including foreign corrupt practice laws, export and import laws and competition laws; potential for unexpected cancellations or delays of customer orders in our reported backlog; our exposure to fluctuations in foreign currency exchange rates; competition and pricing pressures in the markets we serve; the strength of housing and related markets; weather conditions; ability to retain and attract key members of management; our relationship with and the performance of our channel partners; our ability to borrow or to refinance our

existing indebtedness and availability of liquidity sufficient to meet our needs; changes in the value of goodwill or intangible assets; risks relating to product defects, product liability and recalls; governmental investigations; security breaches or other disruptions of our information technology systems; litigation and contingent liabilities; and other factors set forth under "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2014 and with subsequent filings we make with the Securities and Exchange Commission.

All forward-looking statements made herein are based on information available to the Company as of the date of this press release. 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.

XYLEM INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED INCOME STATEMENTS (Unaudited)
(in millions, except per share data)

|  | Three 1  | Months   | Nine N   | Ionths   |
|--|----------|----------|----------|----------|
| For the periods ended September 30,          | 2015     | 2014     | 2015     | 2014     |
| Revenue                                      | \$ 902   | \$ 963   | \$ 2,659 | \$ 2,874 |
| Cost of revenue                              | 551      | 587      | 1,645    | 1,768    |
| Gross profit                                 | 351      | 376      | 1,014    | 1,106    |
| Selling, general and administrative expenses | 207      | 222      | 631      | 688      |
| Research and development expenses            | 23       | 24       | 71       | 78       |
| Restructuring charges                        | 1        |          | 5        | 18       |
| Operating income                             | 120      | 130      | 307      | 322      |
| Interest expense                             | 13       | 14       | 41       | 41       |
| Other non-operating income, net              | _        | 1        | _        | 1        |
| Gain from sale of businesses                 |          | 11       | 9        | 11       |
| Income before taxes                          | 107      | 128      | 275      | 293      |
| Income tax expense                           | 19       | 22       | 49       | 52       |
| Net income                                   | \$ 88    | \$ 106   | \$ 226   | \$ 241   |
| Earnings per share:                          |          |          |          |          |
| Basic  | \$ 0.48  | \$ 0.58  | \$ 1.25  | \$ 1.31  |
| Diluted                                      | \$ 0.48  | \$ 0.58  | \$ 1.24  | \$ 1.31  |
| Weighted average number of shares:           |          |          |          |          |
| Basic  | 180.8    | 182.2    | 181.5    | 183.4    |
| Diluted                                      | 181.6    | 183.4    | 182.3    | 184.6    |
| Dividends declared per share                 | \$0.1408 | \$0.1280 | \$0.4224 | \$0.3840 |

XYLEM INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)
(in millions, except per share amounts)

|   | Sept | tember 30,<br>2015 | ember 31,<br>2014 |
|---|------|--------------------|-------------------|
| ASSETS  |      |                    |                   |
| Current assets:   |      |                    |                   |
| Cash and cash equivalents   | \$   | 611                | \$<br>663         |
| Receivables, less allowances for discounts and doubtful accounts of \$29 and \$34 in 2015 and 2014, |      |                    |                   |
| respectively  |      | 762                | 771               |
| Inventories   |      | 477                | 486               |
| Prepaid and other current assets  |      | 132                | 144               |
| Deferred income tax assets  |      | 35                 | <br>38            |
| Total current assets  |      | 2,017              | 2,102             |
| Property, plant and equipment, net  |      | 418                | 461               |
| Goodwill  |      | 1,584              | 1,635             |
| Other intangible assets, net  |      | 434                | 470               |
| Other non-current assets  |      | 192                | <br>192           |
| Total assets  | \$   | 4,645              | \$<br>4,860       |
| LIABILITIES AND STOCKHOLDERS' EQUITY  |      |                    | <br>              |
| Current liabilities:  |      |                    |                   |
| Accounts payable  | \$   | 314                | \$<br>338         |
| Accrued and other current liabilities   |      | 422                | 481               |
| Short-term borrowings and current maturities of long-term debt                                      |      | 79                 | <br>89            |
| Total current liabilities   |      | 815                | 908               |
| Long-term debt  |      | 1,196              | 1,195             |
| Accrued postretirement benefits   |      | 374                | 388               |
| Deferred income tax liabilities   |      | 141                | 158               |
| Other non-current accrued liabilities   |      | 76                 | <br>84            |
| Total liabilities   |      | 2,602              | 2,733             |
| Stockholders' equity:   |      |                    |                   |
| Common Stock – par value \$0.01 per share:  |      |                    |                   |
| Authorized 750.0 shares, issued 189.8 shares and 188.9 shares in 2015 and 2014, respectively        |      | 2                  | 2                 |
| Capital in excess of par value  |      | 1,822              | 1,796             |
| Retained earnings   |      | 796                | 648               |
| Treasury stock – at cost 10.4 shares and 6.6 shares in 2015 and 2014, respectively                  |      | (348)              | (220)             |
| Accumulated other comprehensive loss  |      | (229)              | <br>(99)          |
| Total stockholders' equity  |      | 2,043              | <br>2,127         |
| Total liabilities and stockholders' equity  | \$   | 4,645              | \$<br>4,860       |
|   |      |                    | <br>              |

XYLEM INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)
(in millions)

| For the nine months ended September 30,   | 2015          | 2014   |
|---|---------------|--------|
| Operating Activities  |               |        |
| Net income  | \$ 226        | \$ 241 |
| Adjustments to reconcile net income to net cash provided by operating activities: |               |        |
| Depreciation  | 69            | 70     |
| Amortization  | 33            | 37     |
| Share-based compensation  | 11            | 14     |
| Restructuring charges   | 5             | 18     |
| Gain from sale of businesses  | (9)           | (11)   |
| Other, net  | 10            | (2)    |
| Payments for restructuring  | (11)          | (20)   |
| Changes in assets and liabilities (net of acquisitions):                          |               |        |
| Changes in receivables  | (32)          | (40)   |
| Changes in inventories  | (15)          | (62)   |
| Changes in accounts payable   | 6             | (2)    |
| Other, net  | (33)          | 10     |
| Net Cash – Operating activities   | 260           | 253    |
| Investing Activities  |               |        |
| Capital expenditures  | (78)          | (77)   |
| Proceeds from sale of businesses  | 1             | 30     |
| Proceeds from the sale of property, plant and equipment                           | 1             | 2      |
| Other, net  | 2             |        |
| Net Cash – Investing activities   | (74)          | (45)   |
| Financing Activities  |               |        |
| (Repayment) issuance of short-term debt   | (3)           | 2      |
| Repurchase of common stock  | (128)         | (132)  |
| Proceeds from exercise of employee stock options                                  | 14            | 17     |
| Dividends paid  | (77)          | (71)   |
| Other, net  | <u> </u>      | 2      |
| Net Cash – Financing activities   | (194)         | (182)  |
| Effect of exchange rate changes on cash   | (44)          | (30)   |
| Net change in cash and cash equivalents   | (52)          | (4)    |
| Cash and cash equivalents at beginning of year                                    | 663           | 533    |
| Cash and cash equivalents at end of period  | <u>\$ 611</u> | \$ 529 |
| Supplemental disclosure of cash flow information:                                 |               |        |
| Cash paid during the period for:  |               |        |
| Interest  | \$ 37         | \$ 36  |
| Income taxes (net of refunds received)  | \$ 57         | \$ 69  |
|   |               |        |

#### Xylem Inc. 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 fluctuations in foreign currency translation 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 restructuring and realignment costs, gain on sale of business and special charges.
- "Adjusted Operating Income", "Adjusted Segment Operating Income", and "Adjusted EPS" defined as operating income, segment operating income and earnings per share, adjusted to exclude restructuring and realignment costs, gain on sale of businesses, special charges and tax-related special items, as applicable.
- "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.
- "Realignment costs" defined as costs not included in restructuring costs that are incurred as part of actions taken to reposition our business, including items such as professional fees, severance, relocation, travel, facility set-up and other costs.
- "Special charges" defined as costs incurred by the Company, such as legal and professional fees, associated with the Korea matters, as well as costs incurred for the contractual indemnification of tax obligations to ITT.
- "Tax-related special items" defined as tax items, such as tax return versus tax provision adjustments, tax exam impacts, tax law change impacts and other discrete tax adjustments.

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

|                                       |                | (As F           | Reported - GAAI               | <b>?</b> )               |                                       | (As Adju             | ısted - Organic)                           |  | Constant Currency |
|---------------------------------------|----------------|-----------------|-------------------------------|--------------------------|---------------------------------------|----------------------|--|--|-------------------|
|                                       | Orders 2015    | (A) Orders 2014 | (B)<br>Change<br>2015 v. 2014 | % Change<br>2015 v. 2014 | (C)<br>Acquisitions /<br>Divestitures | (D)  FX Contribution | (E) = B+C+D<br>Change<br>Adj. 2015 v. 2014 | (F) = E/A<br>% Change<br>Adj. 2015 v. 2014 | (G) = (E - C) / A |
| Nine Months Ended September 30        |                |                 |                               |                          |                                       |                      |  |  |                   |
| Xylem Inc.                            | 2,798          | 3,051           | (253)                         | -8%                      | 10                                    | 257                  | 14   | 0%   | 0%                |
| Water Infrastructure<br>Applied Water | 1,737<br>1,061 | 1,915<br>1,136  | (178)<br>(75)                 | -9%<br>-7%               | —<br>10                               | 192<br>65            | 14<br>—                                    | 1%<br>0%                                   | 1 %<br>-1 %       |
| Quarter Ended<br>September 30         |                |                 |                               |                          |                                       |                      |  |  |                   |
| Xylem Inc.                            | 939            | 1,027           | (88)                          | -9%                      | _                                     | 88                   | _  | 0%   | 0%                |
| Water Infrastructure<br>Applied Water | 590<br>349     | 664<br>363      | (74)<br>(14)                  | -11%<br>-4%              | _                                     | 68<br>20             | (6)<br>6                                   | -1%<br>2%                                  | -1%<br>2%         |
| Quarter Ended June 30                 |                |                 |                               |                          |                                       |                      |  |  |                   |
| Xylem Inc.                            | 944            | 1,031           | (87)                          | -8%                      | 5                                     | 92                   | 10   | 1%   | 0%                |
| Water Infrastructure<br>Applied Water | 585<br>359     | 654<br>377      | (69)<br>(18)                  | -11%<br>-5%              |                                       | 69<br>24             | —<br>11                                    | 0%<br>3%                                   | 0%<br>2%          |
| Quarter Ended<br>March 31             |                |                 |                               |                          |                                       |                      |  |  |                   |
| Xylem Inc.                            | 915            | 993             | (78)                          | -8%                      | 5                                     | 77                   | 4  | 0%   | 0%                |
| Water Infrastructure<br>Applied Water | 562<br>353     | 597<br>396      | (35)<br>(43)                  | -6%<br>-11%              |                                       | 55<br>21             | 20<br>(17)                                 | 3%<br>-4%                                  | 3%<br>-6%         |

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

|                                       |                | (As Re           | eported - GAAP)               |                          |                                       |                      |  |  |                   |  |  |  |  |  |
|---------------------------------------|----------------|------------------|-------------------------------|--------------------------|---------------------------------------|----------------------|--|--|-------------------|--|--|--|--|--|
|                                       | Revenue 2015   | (A) Revenue 2014 | (B)<br>Change<br>2015 v. 2014 | % Change<br>2015 v. 2014 | (C)<br>Acquisitions /<br>Divestitures | (D)  FX Contribution | (E) = B+C+D<br>Change<br>Adj. 2015 v. 2014 | (F) = E/A<br>% Change<br>Adj. 2015 v. 2014 | (G) = (E - C) / A |  |  |  |  |  |
| Nine Months Ended September 30        |                |                  |                               |                          |                                       |                      |  |  |                   |  |  |  |  |  |
| Xylem Inc.                            | 2,659          | 2,874            | (215)                         | -7%                      | 11                                    | 243                  | 39   | 1%   | 1%                |  |  |  |  |  |
| Water Infrastructure<br>Applied Water | 1,602<br>1,057 | 1,770<br>1,104   | (168)<br>(47)                 | -9%<br>-4%               | —<br>11                               | 180<br>63            | 12<br>27                                   | 1%<br>2%                                   | 1 %<br>1 %        |  |  |  |  |  |
| Quarter Ended<br>September 30         |                |                  |                               |                          |                                       |                      |  |  |                   |  |  |  |  |  |
| Xylem Inc.                            | 902            | 963              | (61)                          | -6%                      | _                                     | 81                   | 20   | 2%   | 2%                |  |  |  |  |  |
| Water Infrastructure<br>Applied Water | 551<br>351     | 602<br>361       | (51)<br>(10)                  | -8%<br>-3%               | _                                     | 61<br>20             | 10<br>10                                   | 2%<br>3%                                   | 2%<br>3%          |  |  |  |  |  |
| Quarter Ended June 30                 |                |                  |                               |                          |                                       |                      |  |  |                   |  |  |  |  |  |
| Xylem Inc.                            | 920            | 1,005            | (85)                          | -8%                      | 6                                     | 89                   | 10   | 1%   | 0%                |  |  |  |  |  |
| Water Infrastructure<br>Applied Water | 551<br>369     | 616<br>389       | (65)<br>(20)                  | -11%<br>-5%              | —<br>6                                | 65<br>24             | <br>10                                     | 0%<br>3%                                   | 0%<br>1%          |  |  |  |  |  |
| Quarter Ended<br>March 31             |                |                  |                               |                          |                                       |                      |  |  |                   |  |  |  |  |  |
| Xylem Inc.                            | 837            | 906              | (69)                          | -8%                      | 5                                     | 73                   | 9  | 1%   | 0%                |  |  |  |  |  |
| Water Infrastructure<br>Applied Water | 500<br>337     | 552<br>354       | (52)<br>(17)                  | -9%<br>-5%               |                                       | 54<br>19             | 2<br>7                                     | 0%<br>2%                                   | 0%<br>1%          |  |  |  |  |  |

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

|                                   | Q1    |       | Q     | 2     | Q3    |       | YTI   | )     |
|-----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|
|                                   | 2015  | 2014  | 2015  | 2014  | 2015  | 2014  | 2015  | 2014  |
| Total Revenue                     |       |       |       |       |       |       |       |       |
| Total Xylem                       | 837   | 906   | 920   | 1,005 | 902   | 963   | 2,659 | 2,874 |
| Water Infrastructure              | 500   | 552   | 551   | 616   | 551   | 602   | 1,602 | 1,770 |
| • Applied Water                   | 337   | 354   | 369   | 389   | 351   | 361   | 1,057 | 1,104 |
| Operating Income                  |       |       |       |       |       |       |       |       |
| Total Xylem                       | 83    | 76    | 104   | 116   | 120   | 130   | 307   | 322   |
| Water Infrastructure              | 47    | 46    | 65    | 76    | 83    | 95    | 195   | 217   |
| Applied Water                     | 46    | 41    | 51    | 53    | 46    | 51    | 143   | 145   |
| Total Segments                    | 93    | 87    | 116   | 129   | 129   | 146   | 338   | 362   |
| Operating Margin                  |       |       |       |       |       |       |       |       |
| Total Xylem                       | 9.9%  | 8.4%  | 11.3% | 11.5% | 13.3% | 13.5% | 11.5% | 11.2% |
| Water Infrastructure              | 9.4%  | 8.3%  | 11.8% | 12.3% | 15.1% | 15.8% | 12.2% | 12.3% |
| Applied Water                     | 13.6% | 11.6% | 13.8% | 13.6% | 13.1% | 14.1% | 13.5% | 13.1% |
| • Total Segments                  | 11.1% | 9.6%  | 12.6% | 12.8% | 14.3% | 15.2% | 12.7% | 12.6% |
| Special Charges                   |       |       |       |       |       |       |       |       |
| Total Xylem                       | 1     | _     | _     | _     | _     | _     | 1     |       |
| Water Infrastructure              | 1     | _     | _     | —     | _     | _     | 1     | _     |
| Applied Water                     | _     | _     | _     | _     | _     | _     | _     |       |
| Total Segments                    | 1     | _     | _     | _     | _     | _     | 1     | _     |
| Restructuring & Realignment Costs |       |       |       |       |       |       |       |       |
| Total Xylem                       | 6     | 18    | 6     | 9     | 4     | 4     | 16    | 31    |
| Water Infrastructure              | 5     | 12    | 4     | 5     | 2     | 3     | 11    | 20    |
| Applied Water                     | 1     | 6     | 2     | 4     | 2     | 1     | 5     | 11    |
| • Total Segments                  | 6     | 18    | 6     | 9     | 4     | 4     | 16    | 31    |
| Adjusted Operating Income*        |       |       |       |       |       |       |       |       |
| Total Xylem                       | 90    | 94    | 110   | 125   | 124   | 134   | 324   | 353   |
| Water Infrastructure              | 53    | 58    | 69    | 81    | 85    | 98    | 207   | 237   |
| Applied Water                     | 47    | 47    | 53    | 57    | 48    | 52    | 148   | 156   |
| Total Segments                    | 100   | 105   | 122   | 138   | 133   | 150   | 355   | 393   |
| Adjusted Operating Margin*        |       |       |       |       |       |       |       |       |
| Total Xylem                       | 10.8% | 10.4% | 12.0% | 12.4% | 13.7% | 13.9% | 12.2% | 12.3% |
| Water Infrastructure              | 10.6% | 10.5% | 12.5% | 13.1% | 15.4% | 16.3% | 12.9% | 13.4% |
| Applied Water                     | 13.9% | 13.3% | 14.4% | 14.7% | 13.7% | 14.4% | 14.0% | 14.1% |
| • Total Segments                  | 11.9% | 11.6% | 13.3% | 13.7% | 14.7% | 15.6% | 13.4% | 13.7% |

<sup>\*</sup> Adjusted Operating Income excludes restructuring & realignment costs and special charges.

# Xylem Inc. Non-GAAP Reconciliation Adjusted Diluted EPS

(\$ Millions, except per share amounts)

|       |          | (  | 23 2014   |  |  |   |  | Ç   | 23 2015  |  |  |
|-------|----------|--|---|--|--|---|--|---|--|--|--|
| As l  | Reported | Adj  | ustments  |  | Adjusted   | As  | Reported   | Adjı  | ustments   |  | Adjusted   |
|       | 963      |  |   |  | 963  |   | 902  |   |  |  | 902  |
|       | 130      |  | 4   | a  | 134  |   | 120  |   | 4  | a  | 124  |
|       | 13.5%    |  |   |  | 13.9%  |   | 13.3%  |   |  |  | 13.7%  |
|       | (14)     |  |   |  | (14)   |   | (13)   |   |  |  | (13)   |
|       | 1        |  |   |  | 1  |   | _  |   | 2  | b  | 2  |
|       | 11       |  | (11)  |  |  |   |  |   |  |  |  |
|       | 128      |  | (7)   |  | 121  |   | 107  |   | 6  |  | 113  |
|       | (22)     |  | (2)   | c  | (24)   |   | (19)   |   | (4)  | c  | (23)   |
|       | 106      |  | (9)   |  | 97   |   | 88   |   | 2  |  | 90   |
|       | 183.4    |  |   |  | 183.4  |   | 181.6  |   |  |  | 181.6  |
| \$    | 0.58     | \$   | (0.05)  |  | \$ 0.53  | \$  | 0.48   | \$  | 0.01   |  | \$ 0.49  |
|       |          |  |   |  |  |   |  |   |  |  |  |
|       |          |  |   |  |  | \$  | (0.06)   |   |  |  | \$ (0.06)  |
|       |          |  |   |  |  | \$  | 0.54   |   |  |  | \$ 0.55  |
|       |          | 0.2  | V/TD 2014   |  |  |   |  | 0.2   | V/TD 2015  |  |  |
| A = 1 | )        | _  |   |  | A 4:   | A -   | D  |   |  |  | A 41   |
| Asi   |          | Aaj  | usuments  |  |  | As  |  | Adji  | usunents   |  | Adjusted   |
|       |          |  | 2.1   |  | ,  |   |  |   | 1.7  |  | 2,659<br>324   |
|       | \$       | 130<br>13.5%<br>(14)<br>1<br>11<br>128<br>(22)<br>106<br>183.4 | As Reported 963 130 13.5% (14) 1 11 128 (22) 106 183.4 \$ 0.58 \$ Q3  As Reported Adj 2,874 | 963 130 4 13.5% (14) 1 11 (11) 128 (7) (22) (2) 106 (9) 183.4 \$ 0.58 \$ (0.05)  Q3 YTD 2014 As Reported 2,874 Adjustments | As Reported Adjustments  963  130 4 a  13.5% (14) 1 11 (11) 128 (7) (22) (2) (2) c  106 (9)  183.4 \$ 0.58 \$ (0.05)   Q3 YTD 2014  As Reported Adjustments  2,874 | As Reported         Adjustments         Adjusted           963         130         4         a         134           13.5%         13.9%         (14)         (14)         (14)           1         < | As Reported   Adjustments   Adjusted   963   963   130   4   a   134   13.5%   13.9%   (14)   (14)   1   1   1   1   1   1   1   1   1 | As Reported         Adjustments         Adjusted         As Reported           963         963         902           130         4         a 134         120           13.5%         13.9%         13.3%           (14)         (14)         (13)           1         1         —           11         (11)         —           128         (7)         121         107           (22)         (2)         (2)         (24)         (19)           183.4         183.4         181.6           \$ 0.58         \$ (0.05)         \$ 0.53         \$ 0.48           \$ (0.06)         \$ 0.54           As Reported         Adjustments         Adjusted         As Reported           2,874         2,874         2,659 | As Reported   Adjustments   Adjusted   963   902 | As Reported   Adjustments   Adjusted   963   902   902 | As Reported   Adjustments   Adjusted   963   902   902   903   902   903   9 |

|   |    |          | Q3 ` | YTD 2014 |   |          |    |          | Q3 Y | TD 2015 |   |           |
|---|----|----------|------|----------|---|----------|----|----------|------|---------|---|-----------|
|   | As | Reported | Adjı | ıstments |   | Adjusted | As | Reported | Adju | stments |   | Adjusted  |
| Total Revenue                                       |    | 2,874    |      |          |   | 2,874    |    | 2,659    | '    |         |   | 2,659     |
| Operating Income                                    |    | 322      |      | 31       | a | 353      |    | 307      |      | 17      | a | 324       |
| Operating Margin                                    |    | 11.2%    |      |          |   | 12.3%    |    | 11.5%    |      |         |   | 12.2%     |
| Interest Expense                                    |    | (41)     |      |          |   | (41)     |    | (41)     |      |         |   | (41)      |
| Other Non-Operating Income (Expense)                |    | 1        |      |          |   | 1        |    | _        |      | 4       | b | 4         |
| Gain from sale of businesses                        |    | 11       |      | (11)     |   |          |    | 9        |      | (9)     |   | 0         |
| Income before Taxes                                 |    | 293      |      | 20       |   | 313      |    | 275      |      | 12      |   | 287       |
| Provision for Income Taxes                          |    | (52)     |      | (13)     | c | (65)     |    | (49)     |      | (10)    | c | (59)      |
| Net Income  |    | 241      |      | 7        |   | 248      |    | 226      |      | 2       |   | 228       |
| Diluted Shares                                      |    | 184.6    |      |          |   | 184.6    |    | 182.3    |      |         |   | 182.3     |
| Diluted EPS   | \$ | 1.31     | \$   | 0.04     |   | \$ 1.35  | \$ | 1.24     | \$   | 0.01    |   | \$ 1.25   |
| Currency translation impact on current year diluted |    |          |      |          |   |          |    |          |      |         |   |           |
| EPS   |    |          |      |          |   |          | \$ | (0.17)   |      |         |   | \$ (0.17) |
| Diluted EPS at Constant Currency                    |    |          |      |          |   |          | \$ | 1.41     |      |         |   | \$ 1.42   |

Restructuring & realignment costs in 2014 and 2015 and special charges in 2015 a

b Special charges

Net tax impact of restructuring & realignment costs and special charges, and tax-related special items c

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

|  | Q1    |               | Q2    |       | Q3    | 3     | Nine Mont | hs Ended |  |
|--|-------|---------------|-------|-------|-------|-------|-----------|----------|--|
|  | 2015  | 2014          | 2015  | 2014  | 2015  | 2014  | 2015      | 2014     |  |
| Net Cash - Operating Activities                  | \$ 39 | \$ 22         | \$ 84 | \$ 76 | \$137 | \$155 | \$ 260    | \$ 253   |  |
| Capital Expenditures                             | (37)  | (25)          | (20)  | (23)  | (21)  | (29)  | (78)      | (77)     |  |
| Free Cash Flow                                   | \$ 2  | <u>\$ (3)</u> | \$ 64 | \$ 53 | \$116 | \$126 | \$ 182    | \$ 176   |  |
| Net Income                                       | 64    | 49            | 74    | 86    | 88    | 106   | 226       | 241      |  |
| Gain from sale of businesses                     | 9     |               |       |       |       | 11    | 9         | 11       |  |
| Net Income, excluding gain on sale of businesses | \$ 55 | \$ 49         | \$ 74 | \$ 86 | \$ 88 | \$ 95 | \$ 217    | \$ 230   |  |
| Free Cash Flow Conversion                        | 4%    | -6%           | 86%   | 62%   | 132%  | 133%  | 84%       | 77%      |  |