# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

# **CURRENT REPORT**

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

Date of Report (Date of earliest event reported): July 29, 2014

# 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)

10573 (Zip Code)

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

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

| the 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 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 2.02 Results of Operations and Financial Condition

Attached hereto as Exhibit 99.1 and incorporated herein by reference is the news release issued by Xylem Inc. on July 29, 2014, announcing its financial results for the quarter ended June 30, 2014.

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.

## Item 9.01 Financial Statements and Exhibits

(d) Exhibits.

Exhibit No. Description

99.1 News Release issued by Xylem Inc. on July 29, 2014.

# **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: July 29, 2014

By: /s/ Michael T. Speetzen
Michael T. Speetzen
Senior Vice President and Chief Financial Officer
(Authorized Officer of Registrant)

# EXHIBIT INDEX

Exhibit No. Description

99.1 News Release issued by Xylem Inc. on July 29, 2014.



**Xylem Inc.** 

1 International Drive, Rye Brook N.Y. 10573 Tel +1.914.323.5700 Fax +1.914.696.2960

Contacts: Media

Jennifer Jacob +1 (914) 323-5745 jennifer.jacob@xyleminc.com

Investors

Phil DeSousa +1 (914) 323-5930 phil.desousa@xyleminc.com

#### Xylem Inc. reports improved second quarter earnings

- Second quarter 2014 adjusted net income was \$88 million or \$0.48 per share, up \$0.12 cents or 33 percent over second quarter 2013; GAAP net income was \$86 million or \$0.47 per share, up \$0.22 cents or 88 percent
- · Second quarter 2014 revenue was \$1 billion, up 4 percent organically from second quarter 2013; orders up 1 percent organically
- Second quarter 2014 adjusted operating margin up 220 basis points to 12.4 percent; up 420 basis points to 11.5 percent on a GAAP basis
- Increases lower end of 2014 EPS range, now expects adjusted EPS of \$1.90 to \$2.00

RYE BROOK, N.Y., July 29, 2014 – Xylem Inc. (NYSE: XYL), a leading global water technology company dedicated to solving the world's most challenging water issues, today announced second quarter 2014 net income of \$86 million, or \$0.47 per share. Excluding the impact of restructuring and realignment costs and special tax items, adjusted net income was \$88 million or \$0.48 per share, up 12 cents or 33 percent from the comparable period in 2013. Second quarter revenue was \$1 billion, up 4 percent organically, reflecting continued strength in emerging markets and modest growth in the U.S. and Europe. Second quarter adjusted operating margin improved 220 basis points, driven by increased volume, realization of operating efficiencies and execution of ongoing initiatives to reduce costs.

"I am proud of our teams and what we achieved this quarter. Our organic revenue performance was strong and orders reached a record high. We are on track to deliver our full-year commitments for 2014, as well as building our backlog and solid momentum for 2015 and beyond," said Patrick Decker, president and chief executive officer of Xylem. "Public utilities are improving and I'm encouraged by the signs of emerging market growth. One example of the opportunities available to us is demonstrated by our recent win of a \$9 million order in Brazil for a drinking water ultrafiltration membrane system in the São Paulo region."

Decker continued, "In addition, we are building a culture focused on continuous improvement, which will enable us to support targeted investments to accelerate our progress and improve shareholder return."

# Full-year 2014 Outlook

Xylem increased the lower end of its EPS guidance, and now expects adjusted EPS of \$1.90 to \$2.00, reflecting 14 to 20 percent growth over 2013. Full-year 2014 revenue is still expected to be approximately \$4 billion, up 2 to 4 percent versus the prior year. Full-year 2014 adjusted net income now expected to be in the range of approximately \$350 to \$370 million. The company anticipates that restructuring and realignment costs will range from \$40 to \$50 million for the year.

#### **Second 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.

- Second quarter 2014 revenue was \$636 million, up 7 percent organically compared with the second quarter 2013, with growth driven by water
  and wastewater infrastructure investments in emerging markets and to a lesser extent in Europe. Additionally, we saw growth in our U.S.
  dewatering and analytics businesses.
- Second quarter adjusted segment operating income, which excludes \$5 million of restructuring and realignment costs, was \$82 million, up 30 percent over the same period in 2013. Adjusted operating margin for the quarter increased 230 basis points, primarily driven by higher volume and significant benefits from cost reduction actions, but partially offset by unfavorable mix and price.

### **Applied Water**

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

- Second quarter 2014 revenue was \$388 million, down 1 percent organically compared with the second quarter 2013, reflecting weakness in U.S. institutional building construction and southern European residential markets, partially offset by modest growth in emerging markets and U.S. residential building services.
- Second quarter adjusted segment operating income, which excludes \$4 million of restructuring and realignment costs, was \$56 million, 10
  percent higher than the comparable period last year. Adjusted operating margin grew 100 basis points, primarily driven by the positive impact of
  cost reduction actions.

Supplemental information on Xylem's second quarter earnings and reconciliations for certain non-GAAP items are posted at investors.xyleminc.com.

#### 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 2013 revenues of \$3.8 billion and more than 12,500 employees worldwide. Xylem was named to the Dow Jones Sustainability World Index for the last two years for advancing sustainable business practices and solutions worldwide.

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 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 capitalization of Xylem Inc. (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, 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, revenues, 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 1A of our Annual Report on Form 10-K for the year ended December 31, 2013, and those described from time to time in subsequent reports filed with the Securities and Exchange Commission.

###

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

|  | Three    | Months   | Six M    | lonths   |
|--|----------|----------|----------|----------|
| For the period ended June 30,                | 2014     | 2013     | 2014     | 2013     |
| Revenue                                      | \$ 1,005 | \$ 960   | \$ 1,911 | \$ 1,839 |
| Cost of revenue                              | 617      | 589      | 1,181    | 1,134    |
| Gross profit                                 | 388      | 371      | 730      | 705      |
| Selling, general and administrative expenses | 242      | 253      | 466      | 490      |
| Research and development expenses            | 27       | 28       | 54       | 54       |
| Restructuring charges                        | 3        | 20       | 18       | 25       |
| Operating income                             | 116      | 70       | 192      | 136      |
| Interest expense                             | 13       | 14       | 27       | 27       |
| Other non-operating income (expense), net    | 1        | 1        |          | (1)      |
| Income before taxes                          | 104      | 57       | 165      | 108      |
| Income tax expense                           | 18       | 11       | 30       | 21       |
| Net income                                   | \$ 86    | \$ 46    | \$ 135   | \$ 87    |
| Earnings per share:                          |          |          |          |          |
| Basic  | \$ 0.47  | \$ 0.25  | \$ 0.74  | \$ 0.47  |
| Diluted                                      | \$ 0.47  | \$ 0.25  | \$ 0.73  | \$ 0.47  |
| Weighted average number of shares:           |          |          |          |          |
| Basic  | 183.4    | 185.4    | 184.0    | 185.6    |
| Diluted                                      | 184.5    | 186.1    | 185.1    | 186.3    |
| Dividends declared per share                 | \$0.1280 | \$0.1164 | \$0.2560 | \$0.2328 |

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

|  | <br>une 30,<br>2014<br>naudited) | ember 31,<br>2013 |
|--|----------------------------------|-------------------|
| ASSETS   |                                  |                   |
| Current assets:  |                                  |                   |
| Cash and cash equivalents  | \$<br>450                        | \$<br>533         |
| Receivables, less allowances for discounts and doubtful accounts of \$28 and \$31 in 2014 and 2013, respectively | 830                              | 817               |
| Inventories, net   | 527                              | 475               |
| Prepaid and other current assets   | 172                              | 143               |
| Deferred income tax assets   | <br>37                           | <br>41            |
| Total current assets   | 2,016                            | 2,009             |
| Property, plant and equipment, net   | 469                              | 488               |
| Goodwill   | 1,719                            | 1,718             |
| Other intangible assets, net   | 471                              | 488               |
| Other non-current assets   | 225                              | 193               |
| Total assets   | \$<br>4,900                      | \$<br>4,896       |
| LIABILITIES AND STOCKHOLDERS' EQUITY   |                                  | <br>              |
| Current liabilities:   |                                  |                   |
| Accounts payable   | \$<br>328                        | \$<br>332         |
| Accrued and other current liabilities  | 475                              | 479               |
| Short-term borrowings and current maturities of long-term debt   | <br>43                           | <br>42            |
| Total current liabilities  | 846                              | 853               |
| Long-term debt   | 1,199                            | 1,199             |
| Accrued postretirement benefits  | 342                              | 348               |
| Deferred income tax liabilities  | 195                              | 191               |
| Other non-current accrued liabilities  | 73                               | 64                |
| Total liabilities  | 2,655                            | 2,655             |
| Commitments and contingencies (Note 17)  |                                  |                   |
| Stockholders' equity:  |                                  |                   |
| Common Stock – par value \$0.01 per share:   |                                  |                   |
| Authorized 750.0 shares, issued 188.4 shares and 187.6 shares in 2014 and 2013, respectively                     | 2                                | 2                 |
| Capital in excess of par value   | 1,779                            | 1,753             |
| Retained earnings  | 493                              | 405               |
| Treasury stock – at cost 5.7 shares and 3.0 shares in 2014 and 2013, respectively                                | (187)                            | (86)              |
| Accumulated other comprehensive income   | 158                              | 167               |
| Total stockholders' equity   | 2,245                            | 2,241             |
| Total liabilities and stockholders' equity   | \$<br>4,900                      | \$<br>4,896       |

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

| For the six months ended June 30,   | 2014        | 2013   |
|---|-------------|--------|
| Operating Activities  |             |        |
| Net income  | \$ 135      | \$ 87  |
| Adjustments to reconcile net income to net cash provided by operating activities: |             |        |
| Depreciation  | 47          | 49     |
| Amortization  | 25          | 25     |
| Share-based compensation  | 9           | 12     |
| Restructuring charges   | 18          | 25     |
| Other, net  | (1)         | 7      |
| Payments for restructuring  | (17)        | (11)   |
| Changes in assets and liabilities (net of acquisitions):                          |             |        |
| Changes in receivables  | (32)        | (31)   |
| Changes in inventories  | (53)        | (44)   |
| Changes in accounts payable   | 2           | (4)    |
| Other, net  | (35)        | (53)   |
| Net Cash – Operating activities   | 98          | 62     |
| Investing Activities  |             |        |
| Capital expenditures  | (48)        | (60)   |
| Acquisitions of businesses and assets, net of cash acquired                       | _           | (81)   |
| Proceeds from the sale of property, plant and equipment                           | <u> </u>    | 3      |
| Net Cash – Investing activities   | (47)        | (138)  |
| Financing Activities  |             |        |
| Issuance of short-term debt   | 1           | _      |
| Repurchase of common stock  | (102)       | (18)   |
| Proceeds from exercise of employee stock options                                  | 17          | 1      |
| Dividends paid  | (47)        | (43)   |
| Excess tax benefit from share based compensation                                  | 1           |        |
| Net Cash – Financing activities   | (130)       | (60)   |
| Effect of exchange rate changes on cash   | (4)         | (8)    |
| Net change in cash and cash equivalents   | (83)        | (144)  |
| Cash and cash equivalents at beginning of year                                    | 533         | 504    |
| Cash and cash equivalents at end of period  | \$ 450      | \$ 360 |
| Supplemental disclosure of cash flow information:                                 | <del></del> |        |
| Cash paid during the period for:  |             |        |
| Interest  | \$ 26       | \$ 26  |
| Income taxes (net of refunds received)  | \$ 50       | \$ 52  |
| ·   |             |        |

#### 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 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 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 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.
- "Realignment costs" defined as non-recurring costs not included in restructuring costs that are incurred as part of actions taken to reposition our business, including items such as professional fees, relocation, travel and other costs.

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

|                          |        | (As R  | eported - GAA | P)           |                | Constant Currency |              |                     |                   |                   |
|--------------------------|--------|--------|---------------|--------------|----------------|-------------------|--------------|---------------------|-------------------|-------------------|
|                          |        | (A)    | (B)           |              | (C)            | (D)               | (E)          | (F) = B + C + D + E | (G) = F/A         | (H) = (F - C) / A |
|                          |        |        | Change        | % Change     | Acquisitions / |                   |              | Change              | % Change          |                   |
|                          | Orders | Orders | 2014 v. 2013  | 2014 v. 2013 | Divestitures   | FX Contribution   | Eliminations | Adj. 2014 v. 2013   | Adj. 2014 v. 2013 |                   |
|                          | 2014   | 2013   |               |              |                |                   |              |                     |                   |                   |
| Six Months Ended June 30 |        |        |               |              |                |                   |              |                     |                   |                   |
| Xylem Inc.               | 2,024  | 1,971  | 53            | 3%           | (8)            | (5)               | _            | 40                  | 2%                | 2%                |
| Water infrastructure     | 1,293  | 1,248  | 45            | 4%           | (8)            | 3                 | 2            | 42                  | 3%                | 4%                |
| Applied Water            | 772    | 756    | 16            | 2%           | _              | (9)               | (9)          | (2)                 | 0%                | 0%                |
| Quarter Ended June 30    |        |        |               |              |                |                   |              |                     |                   |                   |
| Xylem Inc.               | 1,031  | 1,009  | 22            | 2%           | (1)            | (8)               | _            | 13                  | 1%                | 1%                |
| Water infrastructure     | 674    | 647    | 27            | 4%           | (1)            | (3)               | _            | 23                  | 4%                | 4%                |
| Applied Water            | 378    | 378    | _             | 0%           | _              | (5)               | (6)          | (11)                | -3%               | -3%               |
| Quarter Ended March 31   |        |        |               |              |                |                   |              |                     |                   |                   |
| Xylem Inc.               | 993    | 962    | 31            | 3%           | (7)            | 3                 | _            | 27                  | 3%                | 4%                |
| Water infrastructure     | 619    | 601    | 18            | 3%           | (7)            | 6                 | 2            | 19                  | 3%                | 4%                |
| Applied Water            | 394    | 378    | 16            | 4%           | _              | (4)               | (3)          | 9                   | 2%                | 2%                |

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

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

|                          | (As Reported - GAAP) (As Adjusted - Organic) |         |              |              |                |              |              |                     | Constant Currency |                   |
|--------------------------|--|---------|--------------|--------------|----------------|--------------|--------------|---------------------|-------------------|-------------------|
|                          |  | (A)     | (B)          | <u>.</u>     | (C)            | (D)          | (E)          | (F) = B + C + D + E | (G) = F/A         | (H) = (F - C) / A |
|                          |  |         | Change       | % Change     | Acquisitions / | FX           |              | Change              | % Change          |                   |
|                          | Revenue                                      | Revenue | 2014 v. 2013 | 2014 v. 2013 | Divestitures   | Contribution | Eliminations | Adj. 2014 v. 2013   | Adj. 2014 v. 2013 |                   |
|                          | 2014   | 2013    |              |              |                |              |              |                     |                   |                   |
| Six Months Ended June 30 |  |         |              |              |                |              |              |                     |                   |                   |
| Xylem Inc.               | 1,911  | 1,839   | 72           | 4%           | (6)            | (3)          | _            | 63                  | 3%                | 4%                |
| Water infrastructure     | 1,204  | 1,147   | 57           | 5%           | (6)            | 5            | 3            | 59                  | 5%                | 6%                |
| Applied Water            | 743  | 726     | 17           | 2%           | _              | (9)          | (4)          | 4                   | 1%                | 1%                |
| Quarter Ended June 30    |  |         |              |              |                |              |              |                     |                   |                   |
| Xylem Inc.               | 1,005  | 960     | 45           | 5%           | (1)            | (7)          | _            | 37                  | 4%                | 4%                |
| Water infrastructure     | 636  | 596     | 40           | 7%           | (1)            | (2)          | 2            | 39                  | 7%                | 7%                |
| Applied Water            | 388  | 381     | 7            | 2%           | _              | (6)          | (3)          | (2)                 | -1%               | -1%               |
| Quarter Ended March 31   |  |         |              |              |                |              |              |                     |                   |                   |
| Xylem Inc.               | 906  | 879     | 27           | 3%           | (5)            | 4            | _            | 26                  | 3%                | 4%                |
| Water infrastructure     | 568  | 551     | 17           | 3%           | (5)            | 7            | 1            | 20                  | 4%                | 5%                |
| Applied Water            | 355  | 345     | 10           | 3%           | _              | (3)          | (1)          | 6                   | 2%                | 2%                |

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

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

|                                   | Q1    |       | Q2    |       | YTI   | )     |
|-----------------------------------|-------|-------|-------|-------|-------|-------|
|                                   | 2014  | 2013  | 2014  | 2013  | 2014  | 2013  |
| Total Revenue                     |       |       |       |       |       |       |
| Total Xylem                       | 906   | 879   | 1,005 | 960   | 1,911 | 1,839 |
| Water Infrastructure              | 568   | 551   | 636   | 596   | 1,204 | 1,147 |
| Applied Water                     | 355   | 345   | 388   | 381   | 743   | 726   |
| Operating Income                  |       |       |       |       |       |       |
| Total Xylem                       | 76    | 66    | 116   | 70    | 192   | 136   |
| Water Infrastructure              | 46    | 42    | 77    | 41    | 123   | 83    |
| Applied Water                     | 41    | 40    | 52    | 45    | 93    | 85    |
| Operating Margin                  |       |       |       |       |       |       |
| Total Xylem                       | 8.4%  | 7.5%  | 11.5% | 7.3%  | 10.0% | 7.4%  |
| Water Infrastructure              | 8.1%  | 7.6%  | 12.1% | 6.9%  | 10.2% | 7.2%  |
| Applied Water                     | 11.5% | 11.6% | 13.4% | 11.8% | 12.5% | 11.7% |
| Restructuring & Realignment Costs |       |       |       |       |       |       |
| Total Xylem                       | 18    | 12    | 9     | 28    | 27    | 40    |
| Water Infrastructure              | 12    | 10    | 5     | 22    | 17    | 32    |
| Applied Water                     | 6     | 2     | 4     | 6     | 10    | 8     |
| Adjusted Operating Income*        |       |       |       |       |       |       |
| Total Xylem                       | 94    | 78    | 125   | 98    | 219   | 176   |
| Water Infrastructure              | 58    | 52    | 82    | 63    | 140   | 115   |
| Applied Water                     | 47    | 42    | 56    | 51    | 103   | 93    |
| Adjusted Operating Margin*        |       |       |       |       |       |       |
| Total Xylem                       | 10.4% | 8.9%  | 12.4% | 10.2% | 11.5% | 9.6%  |
| Water Infrastructure              | 10.2% | 9.4%  | 12.9% | 10.6% | 11.6% | 10.0% |
| Applied Water                     | 13.2% | 12.2% | 14.4% | 13.4% | 13.9% | 12.8% |

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

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

|                                      |             | Q2 2013      |          |             | Q2 2014      |          |
|--------------------------------------|-------------|--------------|----------|-------------|--------------|----------|
|                                      | As Reported | Adjustments  | Adjusted | As Reported | Adjustments  | Adjusted |
| Total Revenue                        | 960         |              | 960      | 1,005       |              | 1,005    |
| Operating Income                     | 70          | 28a          | 98       | 116         | 9a           | 125      |
| Operating Margin                     | 7.3%        |              | 10.2%    | 11.5%       |              | 12.4%    |
| Interest Expense                     | (14)        |              | (14)     | (13)        |              | (13)     |
| Other Non-Operating Income (Expense) | 1           |              | 1        | 1           |              | 1        |
| Income before Taxes                  | 57          | 28           | 85       | 104         | 9            | 113      |
| Provision for Income Taxes           | (11)        | <u>(8</u> )b | (19)     | (18)        | <u>(7</u> )b | (25)     |
| Net Income                           | 46          | 20           | 66       | 86          | 2            | 88       |
| Diluted Shares                       | 186.1       |              | 186.1    | 184.5       |              | 184.5    |
| Diluted EPS                          | \$ 0.25     | \$ 0.11      | \$ 0.36  | \$ 0.47     | \$ 0.01      | \$ 0.48  |

|                                      |             | Q2 YTD 2013 |          |             | Q2 YTD 2014 |          |
|--------------------------------------|-------------|-------------|----------|-------------|-------------|----------|
|                                      | As Reported | Adjustments | Adjusted | As Reported | Adjustments | Adjusted |
| Total Revenue                        | 1,839       |             | 1,839    | 1,911       |             | 1,911    |
| Operating Income                     | 136         | 40a         | 176      | 192         | 27a         | 219      |
| Operating Margin                     | 7.4%        |             | 9.6%     | 10.0%       |             | 11.5%    |
| Interest Expense                     | (27)        |             | (27)     | (27)        |             | (27)     |
| Other Non-Operating Income (Expense) | (1)         |             | (1)      |             |             |          |
| Income before Taxes                  | 108         | 40          | 148      | 165         | 27          | 192      |
| Provision for Income Taxes           | (21)        | (11)b       | (32)     | (30)        | (11)b       | (41)     |
| Net Income                           | 87          | 29          | 116      | 135         | 16          | 151      |
| Diluted Shares                       | 186.3       |             | 186.3    | 185.1       |             | 185.1    |
| Diluted EPS                          | \$ 0.47     | \$ 0.15     | \$ 0.62  | \$ 0.73     | \$ 0.09     | \$ 0.82  |

a Restructuring & realignment costs

b Net tax impact of restructuring & realignment costs and special tax items

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

|                               | Six Month | s Ended |
|-------------------------------|-----------|---------|
|                               | 2014      | 2013    |
| Net Cash—Operating Activities | \$ 98     | \$ 62   |
| Capital Expenditures          | (48)      | (60)    |
| Free Cash Flow                | \$ 50     | \$ 2    |
| Net Income                    | \$ 135    | \$ 87   |
| Free Cash Flow Conversion     | 37%       | 2%      |