

SECOND QUARTER

2022 EARNINGS CONFERENCE CALL

July 28, 2022

FORWARD LOOKING STATEMENTS AND NON-GAAP MEASURES

Safe Harbor Statement: This presentation includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, as amended. Words or phrases such as, "may," "should," "expects," "could," "intends," "plans," "anticipates," "estimates," "believes," "forecasts," "predicts" or other similar expressions are intended to identify forward-looking statements, which include, without limitation, earnings forecasts, statements relating to our business strategy and statements of expectations, beliefs, future plans and strategies and anticipated developments concerning our industry, business, operations and financial performance and condition.

The forward-looking statements included in this presentation are based on our current expectations, projections, estimates and assumptions. These statements are only predictions, not guarantees. Such forward-looking statements are subject to numerous risks and uncertainties that are difficult to predict. These risks and uncertainties may cause actual results to differ materially from what is forecast in such forward-looking statements, and include, without limitation, the following: the impact of the global outbreak of COVID-19 on our business and operations; a portion of our bookings may not lead to completed sales, and our ability to convert bookings into revenues at acceptable profit margins; changes in global economic conditions and the potential for unexpected cancellations or delays of customer orders in our reported backlog; our dependence on our customers' ability to make required capital investment and maintenance expenditures; if we are not able to successfully execute and realize the expected financial benefits from our strategic transformation and realignment initiatives, our business could be adversely affected; risks associated with cost overruns on fixed-fee projects and in taking customer orders for large complex custom engineered products; the substantial dependence of our sales on the success of the oil and gas, chemical, power generation and water management industries; the adverse impact of volatile raw materials prices on our products and operating margins; economic, political and other risks associated with our international operations, including military actions, trade embargoes, epidemics or pandemics or changes to tariffs or trade agreements that could affect customer markets, particularly North African, Russian and Middle Eastern markets and global oil and gas producers, and non-compliance with U.S. export/re-export control, foreign corrupt practice laws, economic sanctions and import laws and regulations; increased aging and slower collection of receivables, particularly in Latin America and other emerging markets; our exposure to fluctuations in foreign currency exchange rates, including in hyperinflationary countries such as Venezuela and Argentina; our furnishing of products and services to nuclear power plant facilities and other critical processes; potential adverse consequences resulting from litigation to which we are a party, such as litigation involving asbestos-containing material claims; expectations regarding acquisitions and the integration of acquired businesses; our relative geographical profitability and its impact on our utilization of deferred tax assets, including foreign tax credits; the potential adverse impact of an impairment in the carrying value of goodwill or other intangible assets; our dependence upon third-party suppliers whose failure to perform timely could adversely affect our business operations; the highly competitive nature of the markets in which we operate; environmental compliance costs and liabilities; potential work stoppages and other labor matters; access to public and private sources of debt financing; our inability to protect our intellectual property in the U.S., as well as in foreign countries; obligations under our defined benefit pension plans; our internal control over financial reporting may not prevent or detect misstatements because of its inherent limitations, including the possibility of human error, the circumvention or overriding of controls, or fraud; the recording of increased deferred tax asset valuation allowances in the future or the impact of tax law changes on such deferred tax assets could affect our operating results; our information technology infrastructure could be subject to service interruptions, data corruption, cyber-based attacks or network security breaches, which could disrupt our business operations and result in the loss of critical and confidential information; ineffective internal controls could impact the accuracy and timely reporting of our business and financial results; and other factors described from time to time in our filings with the Securities and Exchange Commission.

All forward-looking statements included in this presentation are based on information available to us on the date hereof, and we assume no obligation to update any forward-looking statement.

The Company reports its financial results in accordance with U.S. generally accepted accounting principles (GAAP). However, management believes that non-GAAP financial measures which exclude certain non-recurring items present additional useful comparisons between current results and results in prior operating periods, providing investors with a clearer view of the underlying trends of the business. Management also uses these non-GAAP financial measures in making financial, operating, planning and compensation decisions and in evaluating the Company's performance. Throughout our materials we refer to non-GAAP measures as "Adjusted." Non-GAAP financial measures, which may be inconsistent with similarly captioned measures presented by other companies, should be viewed in addition to, and not as a substitute for, the Company's reported results prepared in accordance with GAAP.

We have provided tables in the appendix that reconcile these non-GAAP measures to their corresponding GAAP-based measures.

Q2 2022 HIGHLIGHTS



- **Strong bookings of \$1.04 billion represent YoY growth of 9.6%, or 14.5% constant currency**
 - Included significant number of small project awards across all core end markets
 - Aftermarket bookings of \$526 million – marks third consecutive quarter over \$500 million, despite stronger U.S. dollar
- **Supply chain progress and operational improvement drove solid sequential adjusted operating margin improvement**
- **Backlog of \$2.32 billion up 15.6% year-to-date – including Q2 book-to-bill of 1.18x**
- **Continued progress on 3D growth strategy to Diversify, Decarbonize and Digitize – these categories accounted for a majority of our large order bookings**



Q2 2022 OVERVIEW



Bookings



- Year-over-year bookings growth driven by strong aftermarket spending and increased project investment
 - Original equipment bookings increased 21.1% to \$518 million
 - AM bookings of \$526 million remained above pre-Covid levels

Sales



- Revenue decreased 1.8% versus prior year, or up 2.8% on a constant currency basis
 - Operational and supply chain process improvements drove solid 7.4% sequential growth
 - Improved shipments and moderating supply chain issues partially offset by stronger USD

Operating Cash Flow



- Operational cash use of \$45 million supporting increased backlog and higher safety stock inventory to mitigate supply chain challenges
 - Further impacted by timing of certain accrued liability payments
 - Expect typical strong second half seasonality

Adjusted EPS*



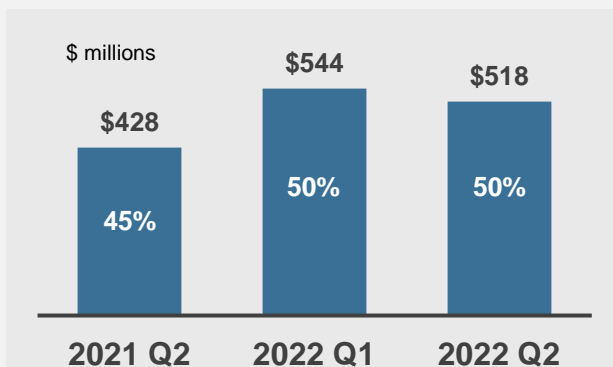
- Sequential revenue growth and operational improvements drove 60% adjusted incremental operating margin
 - Strengthening USD driving revenue and EPS to lower end of full year guidance

Expect sequential quarterly improvement in sales, margins and earnings in second half of 2022 – (exiting the fourth quarter with an adjusted operating margin* in the 12%-14% range)

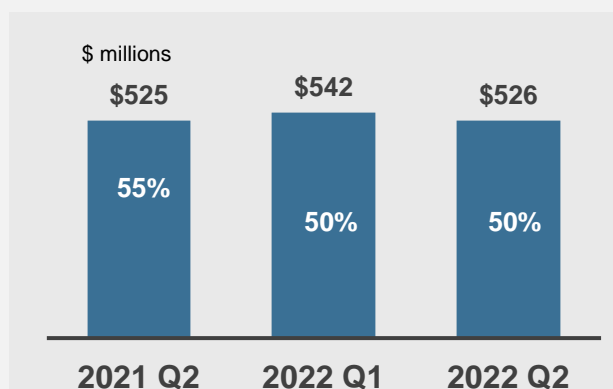
* See appendix for reconciliation to corresponding GAAP-based measure

Q2 BOOKINGS MIX

Original Equipment

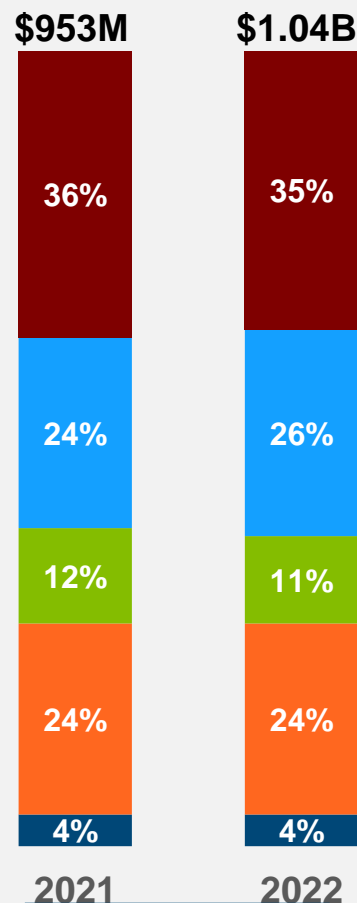


Aftermarket



End-Market Mix

■ Water ■ General Industries ■ Power ■ Chemical ■ Oil & Gas



End-Market Outlook

Oil & Gas

- Increased North America maintenance spending driven by strong demand environment and high utilization rates
- LNG demand driving significant liquefaction investment in North America and import terminals in Europe
- Decarbonization investment increasing with energy efficiency, carbon capture projects and bio-conversion spending

Chemical

- Global economic recovery continues to drive increased demand and investment
- High utilization rates driving continued demand for MRO and aftermarket spending
- Ethylene demand growth driving increased capacity investment

Power

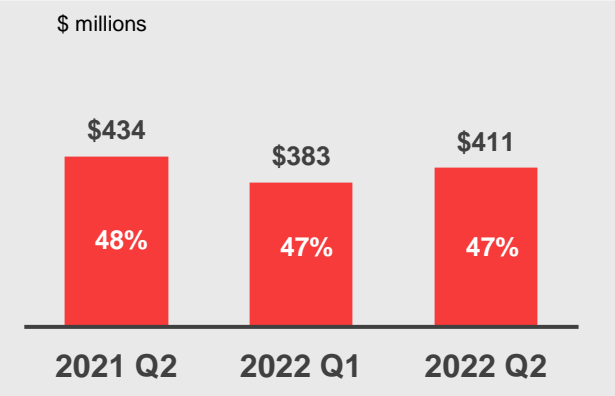
- Nuclear power opportunities improving with new builds and life extensions, further supported by EU's decision to consider nuclear as green energy
- Concentrated solar power activity increasing in Asia

General Industries & Water

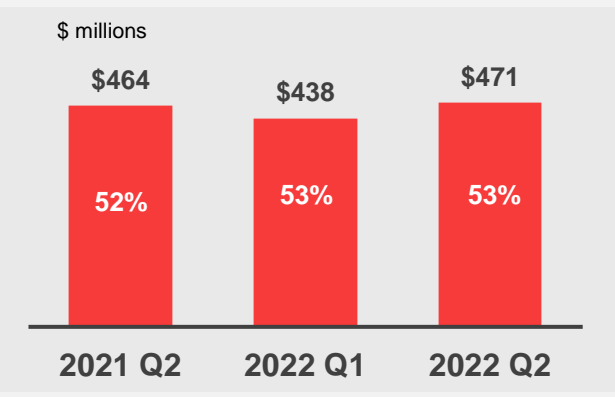
- Significant desalination investment expected in the Middle East
- Solid distribution spending in the Americas including the return of stocking orders

3D growth strategy drove awards of over \$550 million in first half of the year

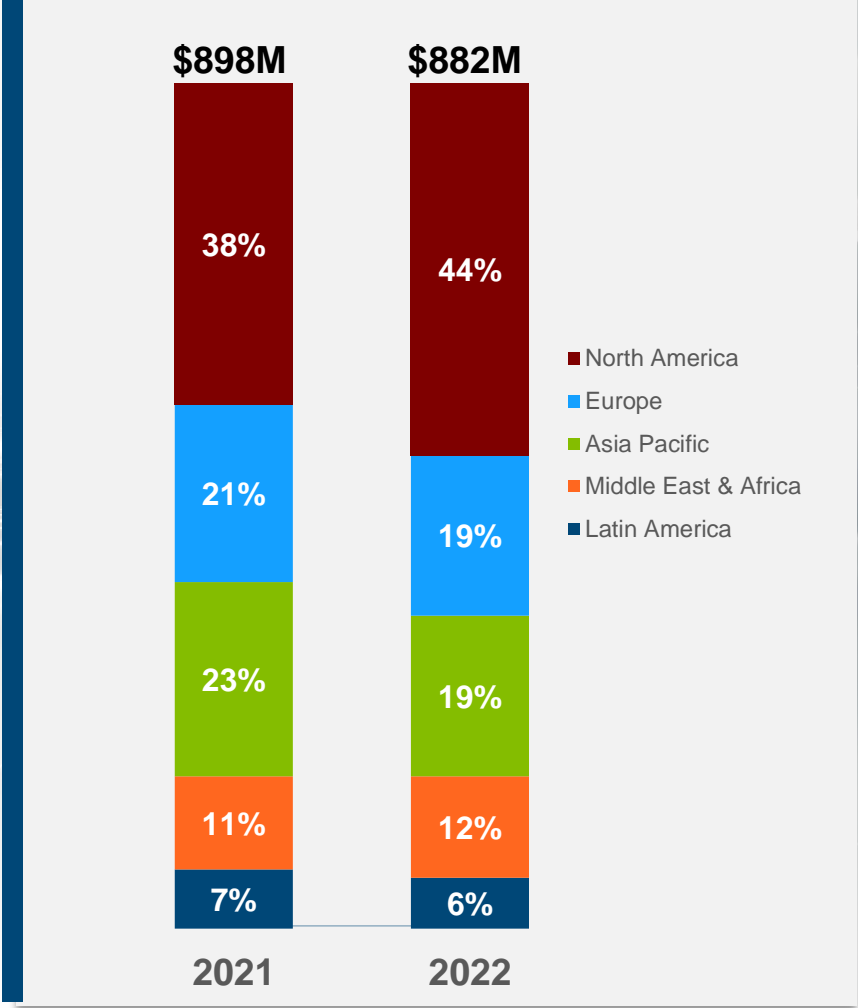
Original Equipment



Aftermarket



Region Mix



Q2 SEGMENT HIGHLIGHTS

	FPD	FCD
YoY Bookings Growth	7.3%	14.1%
Adjusted Gross Margin*	30.0%	30.0%
Adjusted SG&A as % of Sales*	21.4%	17.5%
Adjusted Operating Margin*	9.4%	12.5%
Book-to-Bill	1.17x	1.23x

* See appendix for reconciliation to corresponding GAAP-based measure

2022 GUIDANCE ASSUMPTIONS



Guidance Metric	2022 Guidance
Revenue Growth	Up 5.0% - 7.0%
Reported EPS ^[1]	\$1.25 - \$1.45
Adjusted EPS ^[2]	\$1.50 - \$1.70
EUR Rate	1.02
Adjusted Tax Rate	20% - 22%
Capital Expenditures	\$60 - \$70 million

Factors Driving Outlook To Low End of Revenue and EPS Ranges

- ↓ Strengthened U.S Dollar – 60% plus of Flowserve business outside the U.S.
- ↑ Stronger first half bookings than expected
- ↑ Expect continued operational performance improvement
- ↑ Further stabilization in supply chain lead-times and materials and logistics costs

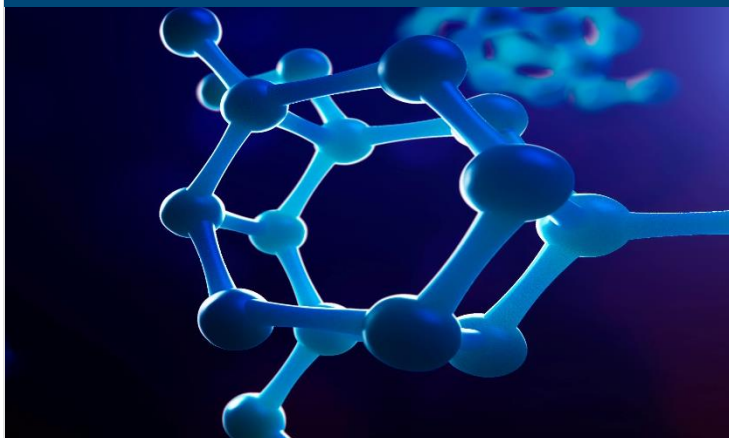
[1] 2022 Reported and Adjusted EPS guidance assumes 131 million diluted shares

[2] Adjusted EPS guidance excludes Russia exit related charges of \$20 million, expected realignment charges of approximately \$10 million, below-the-line FX impact and other potential specific discrete items

FLOWSERVE 3D GROWTH STRATEGY IN ACTION



DIVERSIFY – Specialty Chemicals for Global Markets



- Flowserve partnering with customer to construct the world's first integrated polylactic acid (PLA) manufacturing facility
- This expansion will enable markets such as 3D printing, hygiene, flexible packaging, and food service wear



DECARBONIZE – Enabling Hydrogen Production



- Flowserve supplying over 2,000 valves for the construction of the world's largest green hydrogen facility in the Middle East
- This plant is estimated to reduce three million tons of CO₂ a year



DIGITIZE – RedRaven Technology in East Africa




- Added RedRaven IoT monitoring and prediction to improve the operability and uptime of large power provider in the region
- RedRaven's digital, real-time capabilities empowers customers to self-monitor and prevent equipment failures and unplanned downtime

Key Highlights

- Continued progress to achieve our 2030 carbon emissions reduction goal
- Industry leading safety performance
- Supported 150 charitable organizations through Flowserve Cares
- Received multiple prestigious awards recognizing our social and sustainability efforts



An aerial night view of a large industrial refinery complex. The facility is illuminated with yellow lights, showing a dense network of pipes, distillation columns, and storage tanks. Several large cylindrical storage tanks are visible in the foreground and middle ground. In the background, a body of water (likely a river or bay) is visible, with a city skyline and other industrial structures in the distance under a dark, cloudy sky.

Questions & Answers

A solid red square located to the left of the word "APPENDIX".

APPENDIX

Q2 2022 CONSOLIDATED FINANCIAL RESULTS



2nd Quarter						2nd Quarter Adjusted					
(\$ millions)	2022	2021	Delta (\$)	Delta (%)	Constant FX(%)*	2022 Adjusted Items	2022 Adjusted Results	2021 Adjusted Results	Delta (\$)	Delta (%)	Constant FX(%)*
Bookings	\$ 1,044.0	\$ 952.8	\$ 91.2	9.6%	14.5%	\$ -	\$ 1,044.0	\$ 952.8	\$ 91.2	9.6%	14.5%
Sales	\$ 882.2	\$ 898.2	\$ (16.0)	-1.8%	2.8%	\$ -	\$ 882.2	\$ 898.2	\$ (16.0)	-1.8%	2.8%
Gross Profit	\$ 249.8	\$ 278.2	\$ (28.4)	-10.2%		\$ (0.5) ⁽¹⁾	\$ 250.3	\$ 282.1 ⁽⁵⁾	\$ (31.8)	-11.3%	
Gross Margin (%)	28.3%	31.0%		(270) bps			28.4%	31.4%		(300) bps	
SG&A	\$ 194.6	\$ 210.8	\$ (16.2)	-7.7%	-3.6%	\$ 3.1 ⁽²⁾	\$ 191.5	\$ 209.0 ⁽⁶⁾	\$ (17.5)	-8.4%	-4.8%
SG&A (%)	22.1%	23.5%		(140) bps			21.7%	23.3%		(160) bps	
Gain on sale of business	\$ -	\$ 1.8	\$ (1.8)	NM		\$ -	\$ -	\$ - ⁽⁷⁾	-	-	
Income from Affiliates	\$ 5.1	\$ 2.9	\$ 2.2	75.9%		\$ -	\$ 5.1	\$ 2.9	\$ 2.2	75.9%	
Operating Income	\$ 60.3	\$ 72.2	\$ (11.9)	-16.5%	-12.5%	\$ (3.6)	\$ 63.9	\$ 76.0	\$ (12.1)	-15.9%	-12.2%
Operating Margin (%)	6.8%	8.0%		(120) bps			7.2%	8.5%		(130) bps	
Net Interest Expense	\$ (10.2)	\$ (13.9)	\$ (3.7)	-26.6%		\$ -	\$ (10.2)	\$ (13.9)	\$ (3.7)	-26.6%	
Other (Expense) / Income, net **	\$ 7.6	\$ (7.8)	\$ (15.4)	NM		\$ 10.1 ⁽³⁾	\$ (2.5)	\$ (3.6) ⁽⁸⁾	\$ (1.1)	-30.1%	
Tax Benefit / (Expense)	\$ (11.6)	\$ (2.7)	\$ 8.9	329.6%		\$ (1.2) ⁽⁴⁾	\$ (10.4)	\$ (8.2) ⁽⁹⁾	\$ 2.2	26.8%	
Net Earnings	\$ 44.8	\$ 45.4	\$ (0.6)	-1.3%		\$ 5.3	\$ 39.5	\$ 47.9	\$ (8.4)	-17.5%	
Diluted EPS	\$ 0.34	\$ 0.35	\$ (0.01)	-2.9%		\$ 0.04	\$ 0.30	\$ 0.37	\$ (0.07)	-18.9%	

- Diluted EPS calculated using fully diluted shares of 131.2 and 130.8 million shares for Q2 2022 and Q2 2021, respectively

* Constant FX represents the year-over-year variance assuming 2022 results at 2021 FX rates

1. Includes realignment charges of \$0.5 million
2. Includes discrete asset write-down of \$3.0 million and realignment charges of \$0.2 million
3. Includes below-the-line FX impacts
4. Includes tax impact of above items

** Second Quarter 2022 and 2021 include gain of \$10.1 million and loss of \$4.2 million arising from transactions in currencies other than our sites' functional currencies and impact of foreign exchange contracts, respectively

5. Excludes \$3.8 million of realignment charges
6. Excludes \$1.8 million of realignment charges
7. Excludes \$1.8 million final settlement gain on sale of business in 2018
8. Excludes below-the-line FX impacts
9. Excludes tax impact of above items

YEAR-TO-DATE 2022 CONSOLIDATED FINANCIAL RESULTS



Year-to-Date						Year-to-Date Adjusted					
(\$ millions)	2022	2021	Delta (\$)	Delta (%)	Constant FX(%)*	2022 Adjusted Items	2022 Adjusted Results	2021 Adjusted Results	Delta (\$)	Delta (%)	Constant FX(%)*
Bookings	\$ 2,129.7	\$ 1,896.8	\$ 232.9	12.3%	16.1%	\$ -	\$ 2,129.7	\$ 1,896.8	\$ 232.9	12.3%	16.1%
Sales	\$ 1,703.3	\$ 1,755.5	\$ (52.2)	-3.0%	0.5%	\$ -	\$ 1,703.3	\$ 1,755.5	\$ (52.2)	-3.0%	0.5%
Gross Profit	\$ 459.5	\$ 529.1	\$ (69.6)	-13.2%		\$ (10.3) ⁽¹⁾	\$ 469.8	\$ 542.4 ⁽⁵⁾	\$ (72.6)	-13.4%	
Gross Margin (%)	27.0%	30.1%		(310) bps			27.6%	30.9%		(330) bps	
SG&A	\$ 400.8	\$ 409.1	\$ (8.3)	-2.0%	1.0%	\$ 13.1 ⁽²⁾	\$ 387.7	403.0 ⁽⁶⁾	\$ (15.3)	-3.8%	-0.7%
SG&A (%)	23.5%	23.3%		20 bps			22.8%	23.0%		(20) bps	
Gain on sale of business	\$ -	\$ 1.8	\$ (1.8)	NM		\$ -	\$ -	- ⁽⁷⁾	\$ -	-	
Income from Affiliates	\$ 9.0	\$ 6.4	\$ 2.6	40.6%		\$ -	\$ 9.0	\$ 6.4	\$ 2.6	40.6%	
Operating Income	\$ 67.7	\$ 128.3	\$ (60.6)	-47.2%	-45.7%	\$ (23.4)	\$ 91.1	\$ 145.8	\$ (54.7)	-37.5%	-36.2%
Operating Margin (%)	4.0%	7.3%		(330) bps			5.3%	8.3%		(300) bps	
Loss on Extinguishment of Debt	\$ -	\$ (7.6)	\$ (7.6)	NM		\$ -	\$ -	\$ - ⁽⁸⁾	\$ -	-	
Net Interest Expense	\$ (20.0)	\$ (30.0)	\$ (10.0)	-33.3%		\$ -	\$ (20.0)	\$ (30.0)	\$ (10.0)	-33.3%	
Other (Expense) / Income, net **	\$ (0.5)	\$ (19.2)	\$ (18.7)	-97.4%		\$ 4.4 ⁽³⁾	\$ (4.9)	\$ (5.5) ⁽⁹⁾	\$ (0.6)	-10.9%	
Tax (Expense) / Benefit	\$ (14.8)	\$ (6.5)	\$ 8.3	-127.7%		\$ (1.1) ⁽⁴⁾	\$ (13.7)	\$ (20.1) ⁽¹⁰⁾	\$ (6.4)	-31.8%	
Net Earnings	\$ 29.0	\$ 59.4	\$ (30.4)	-51.2%		\$ (20.0)	\$ 49.0	\$ 84.6	\$ (35.6)	-42.1%	
Diluted EPS	\$ 0.22	\$ 0.45	\$ (0.23)	-51.1%		\$ (0.15)	\$ 0.37	\$ 0.65	\$ (0.28)	-43.1%	

- Diluted EPS calculated using fully diluted shares of 131.1 and 130.9 million shares for YTD Q2 2022 and YTD Q2 2021, respectively

* Constant FX represents the year-over-year variance assuming 2022 results at 2021 FX rates

- Includes the reserves of Russia related financial exposures of \$10.1 million and realignment charges of \$0.2 million
- Includes the reserves of Russia related financial exposures of \$10.2 million, \$3.0 million of asset write-down and realignment benefit of \$0.1 million
- Includes below-the-line FX impacts
- Includes tax impact of above items
- Excludes \$13.2 million of realignment charges

** Second Quarter YTD 2022 and 2021 include a gain of \$4.4 million and a loss \$21.3 million arising from transactions in currencies other than our sites' functional currencies and impact of foreign exchange contracts, respectively

- Excludes \$6.1 million of realignment charges
- Excludes \$1.8 million final settlement gain on sale of business in 2018
- Exclude \$7.6 million loss on early extinguishment of debt
- Excludes below-the-line FX impacts
- Excludes tax impact of above items and \$1.3 million benefit related to legal entity simplification and restructuring

FLOWSERVE PUMP DIVISION Q2 2022 SEGMENT RESULTS



(\$ millions)	2nd Quarter					Year-to-Date				
	2022	2021	Delta (\$)	Delta (%)	Constant FX(%)*	2022	2021	Delta (\$)	Delta (%)	Constant FX(%)*
Bookings	\$ 717.8	\$ 668.8	\$ 49.0	7.3%	12.4%	\$ 1,513.0	\$ 1,322.2	\$ 190.8	14.4%	18.4%
Sales	\$ 614.9	\$ 617.5	\$ (2.6)	-0.4%	4.4%	\$ 1,190.5	\$ 1,220.1	\$ (29.6)	-2.4%	1.2%
Gross Profit	\$ 184.0	\$ 196.4	\$ (12.4)	-6.3%		\$ 340.9	\$ 379.2	\$ (38.3)	-10.1%	
Gross Margin (%)	29.9%	31.8%		(190) bps		28.6%	31.1%		(250) bps	
SG&A	\$ 131.7	\$ 133.6	\$ (1.9)	-1.4%	3.7%	\$ 271.5	\$ 266.2	\$ 5.3	2.0%	5.2%
SG&A (%)	21.4%	21.6%		(20) bps		22.8%	21.8%		100 bps	
Gain on Sale of business	\$ -	\$ 1.8	\$ (1.8)	NM		\$ -	\$ 1.8	\$ (1.8)	NM	
Income from Affiliates	\$ 5.1	\$ 3.2	\$ 1.9	59.4%		\$ 9.0	\$ 8.6	\$ 0.4	4.7%	
Operating Income	\$ 57.3	\$ 67.8	\$ (10.5)	-15.5%	-10.8%	\$ 78.3	\$ 121.6	\$ (43.3)	-35.6%	-33.6%
Operating Margin (%)	9.3%	11.0%		(170) bps		6.6%	10.0%		(340) bps	
Adjusted Operating Income**	\$ 57.7	\$ 70.6	\$ (12.9)	-18.3%	-13.8%	\$ 96.7	\$ 132.5	\$ (35.8)	-27.0%	-25.2%
Adjusted Operating Margin%**	9.4%	11.4%		(200) bps		8.1%	10.9%		(280) bps	

* Constant FX represents the year over year variance assuming 2022 results at 2021 FX rates

** Adjusted Operating Income and Adjusted Operating Margin exclude realignment charges of \$0.4 million for Q2 2022 and YTD 2022, respectively, and \$4.6 million and \$12.7 million for Q2 2021 and YTD 2021, respectively, and \$1.8 million final settlement gain on sale of business in 2018 for Q2 2021 and YTD 2021, and the reserves of Russia related financial exposures of \$18.0 million YTD 2022

FLOWSERVE PUMP DIVISION Q2 2022 BOOKINGS AND SALES



2nd Quarter						Year-to-Date			
(\$ millions)		2022	2021	Delta (%)	Constant FX(%)*	2022	2021	Delta (%)	Constant FX(%)*
Bookings Mix **	OE	263	217	21%	27%	587	481	22%	27%
		37%	32%	500 bps		39%	36%	300 bps	
	AM	455	452	1%	5%	926	841	10%	14%
		63%	68%	(500) bps		61%	64%	(300) bps	
Sales Mix **	OE	213	220	-3%	3%	414	435	-5%	-1%
		35%	36%	(100) bps		35%	36%	(100) bps	
	AM	402	397	1%	5%	777	785	-1%	2%
		65%	64%	100 bps		65%	64%	100 bps	

* Constant FX represents the year over year variance assuming 2022 results at 2021 FX rates

** Gross bookings and sales do not include interdivision eliminations

FLOW CONTROL DIVISION Q2 2022 SEGMENT RESULTS



(\$ millions)	2nd Quarter					Year-to-Date				
	2022	2021	Delta (\$)	Delta (%)	Constant FX(%)*	2022	2021	Delta (\$)	Delta (%)	Constant FX(%)*
Bookings	\$ 329.9	\$ 289.1	\$ 40.8	14.1%	18.8%	\$ 624.2	\$ 582.6	\$ 41.6	7.1%	10.6%
Sales	\$ 268.4	\$ 281.2	\$ (12.8)	-4.6%	-0.6%	\$ 516.3	\$ 537.0	\$ (20.7)	-3.9%	-0.9%
Gross Profit	\$ 80.3	\$ 84.8	\$ (4.5)	-5.3%		\$ 139.8	\$ 159.4	\$ (19.6)	-12.3%	
Gross Margin (%)	29.9%	30.2%		(30) bps		27.1%	29.7%		(260) bps	
SG&A	\$ 50.0	\$ 48.0	\$ 2.0	4.2%	7.9%	\$ 94.2	\$ 97.8	\$ (3.6)	-3.7%	-0.9%
SG&A (%)	18.6%	17.1%		150 bps		18.2%	18.2%		(0) bps	
Income from Affiliates	\$ -	\$ 0.4	\$ (0.4)	NM		\$ -	\$ 0.3	\$ 0.3	NM	
Operating Income	\$ 30.4	\$ 37.2	\$ (6.8)	-18.3%	-17.0%	\$ 45.6	\$ 61.9	\$ (16.3)	-26.3%	-25.1%
Operating Margin (%)	11.3%	13.2%		(190) bps		8.8%	11.5%		(270) bps	
Adjusted Operating Income**	\$ 33.5	\$ 37.4	\$ (3.9)	-10.4%	-9.0%	\$ 50.9	\$ 63.8	\$ (12.9)	-20.2%	-18.9%
Adjusted Operating Margin%**	12.5%	13.3%		(80) bps		9.9%	11.9%		(200) bps	

* Constant FX represents the year over year variance assuming 2022 results at 2021 FX rates

** Adjusted Operating Income and Adjusted Operating Margin exclude realignment charges of \$0.1 million for Q2 2022 and YTD 2022, respectively, and \$0.2 million and \$1.9 million for Q2 2021 and YTD 2021, respectively, and the reserves of Russia related financial exposures of \$2.2 million YTD 2022, and the discrete asset write-down of \$3.0 million for Q2 2022 and YTD 2022, respectively

FLOW CONTROL DIVISION Q2 2022 BOOKINGS AND SALES



2nd Quarter						Year-to-Date			
(\$ millions)		2022	2021	Delta (%)	Constant FX(%)*	2022	2021	Delta (%)	Constant FX(%)*
Bookings Mix **	OE	257	213	21%	26%	478	438	9%	13%
		78%	74%	400 bps		77%	75%	200 bps	
	AM	73	76	-3%	-1%	146	145	1%	3%
		22%	26%	(400) bps		23%	25%	(200) bps	
Sales Mix **	OE	199	214	-7%	-3%	382	408	-6%	-3%
		74%	76%	(200) bps		74%	76%	(200) bps	
	AM	69	67	4%	7%	134	129	3%	6%
		26%	24%	200 bps		26%	24%	200 bps	

* Constant FX represents the year over year variance assuming 2022 results at 2021 FX rates

** Gross bookings and sales do not include interdivision eliminations

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Experience in Motion