

**INGERSOLL-RAND PLC**  
**Balance Sheet Metrics and Available Cash Flow**  
(\$ in millions)  
**UNAUDITED**

	<u>December 31,</u>	<u>March 31,</u>	
	<u>2012</u>	<u>2012</u>	<u>2013</u>
Net Receivables	\$ 2,158	\$ 2,230	\$ 2,219
Days Sales Outstanding	56.7	64.6	65.1
Net Inventory	\$ 1,309	\$ 1,433	\$ 1,466
Inventory Turns	7.4	6.3	6.0
Accounts Payable	\$ 1,230	\$ 1,344	\$ 1,331
Days Payable Outstanding	46.6	54.5	55.4
			Three Months Ended March 31, 2013
Cash flow from operating activities (a)			\$ (8.0)
Capital expenditures (a)			(71.4)
Available cash flow			<u>\$ (79.4)</u>

(a) Includes both continuing and discontinued operations. Cash flow from operating activities includes spending related to restructuring and spin costs.

The Company reports its financial results in accordance with generally accepted accounting principles in the United States (GAAP). This supplemental schedule provides adjusted non-GAAP financial information and a quantitative reconciliation of the difference between the non-GAAP financial measure and the financial measure calculated and reported in accordance with GAAP.

The non-GAAP financial measure should be considered supplemental to, not a substitute for or superior to, the financial measure calculated in accordance with GAAP. It has limitations in that it does not reflect all of the costs associated with the operations of our businesses as determined in accordance with GAAP. In addition, this measure may not be comparable to non-GAAP financial measures reported by other companies.

We believe the non-GAAP financial information provides important supplemental information to both management and investors regarding financial and business trends used in assessing our financial condition and cash flow.

The non-GAAP financial measure of available cash flow assists investors with analyzing our business results as well as with predicting future performance. In addition, this non-GAAP financial measure is reviewed by management in order to evaluate the financial performance of each segment as well as the Company as a whole. It is the basis for performance reviews, compensation and resource allocation. We believe that the presentation of this non-GAAP financial measure will permit investors to assess the performance of the Company on the same basis as management.

As a result, one should not consider this measure in isolation or as a substitute for our results reported under GAAP. We compensate for these limitations by analyzing results on a GAAP basis as well as a non-GAAP basis, prominently disclosing GAAP results and providing reconciliations from GAAP results to non-GAAP results.

SEE ATTACHED RELEASE FOR ADDITIONAL INFORMATION