



Dover Corporation Third Quarter 2010 Conference Call

October 22, 2010

9:00 am ET



Forward Looking Statements

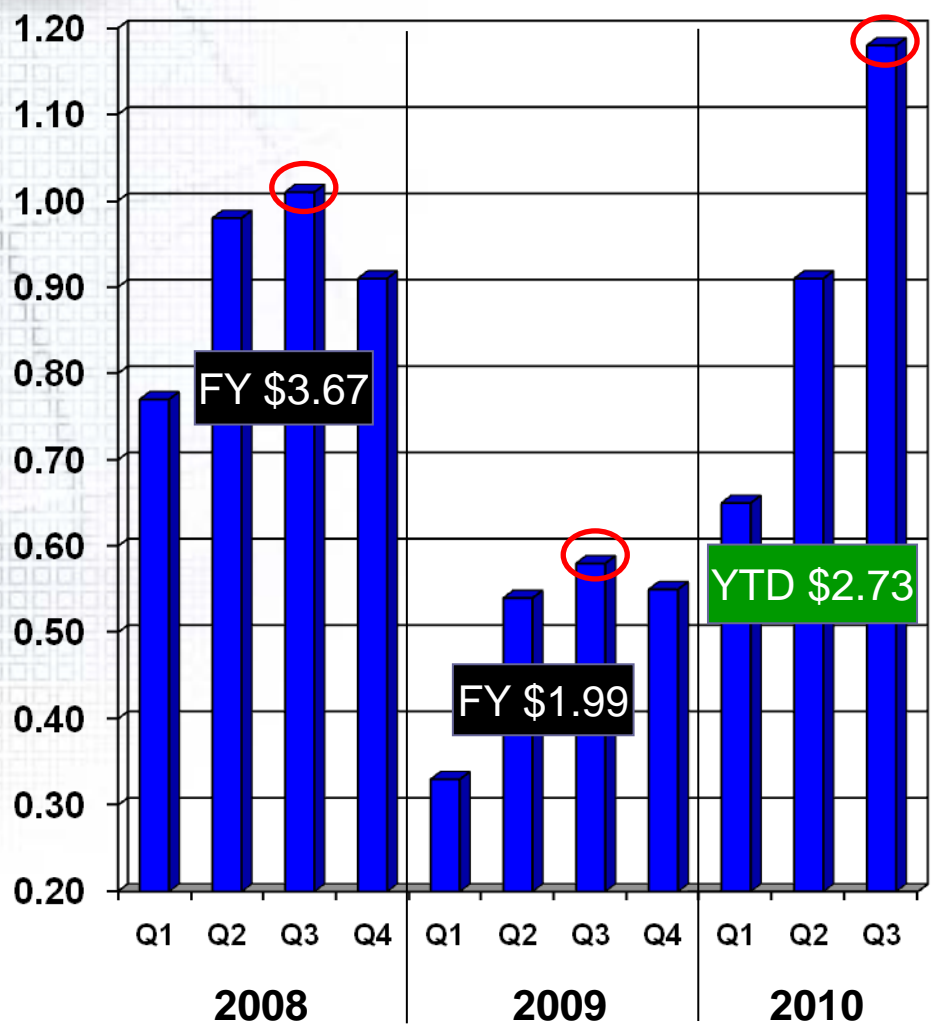
We want to remind everyone that our comments may contain forward-looking statements that are inherently subject to uncertainties. We caution everyone to be guided in their analysis of Dover Corporation by referring to our Form 10-K for a list of factors that could cause our results to differ from those anticipated in any such forward-looking statements.

We would also direct your attention to our internet site, www.dovercorporation.com, where considerably more information can be found.



Dover's Q3 2010 Performance

Continuing Earnings Per Share



	Q3	Q3/Q3	YTD	YTD/YTD
Revenue	\$ 1.9B	↑ 26%	\$ 5.3B	↑ 23%
EPS (cont.)	\$1.18	↑ 103%	\$2.73	↑ 88%
Segment Margins	17.1%	↑ 280 bps	16.4%	↑ 440 bps
Organic Rev. Growth		↑ 25%		↑ 19%
Net Acq. Growth		↑ 3%		↑ 4%
FCF	\$157M	↓ 29%	\$389M	↓ 17%

- Quarterly revenue and earnings increases reflect solid end-markets, share gains and benefits of productivity
- Organic revenue growth of 25% is broad based
- Segment operating margin of 17.1% with significant improvement at Electronic Technologies, Fluid Management and Industrial Products
- Seasonal slowdown in bookings beginning to be seen



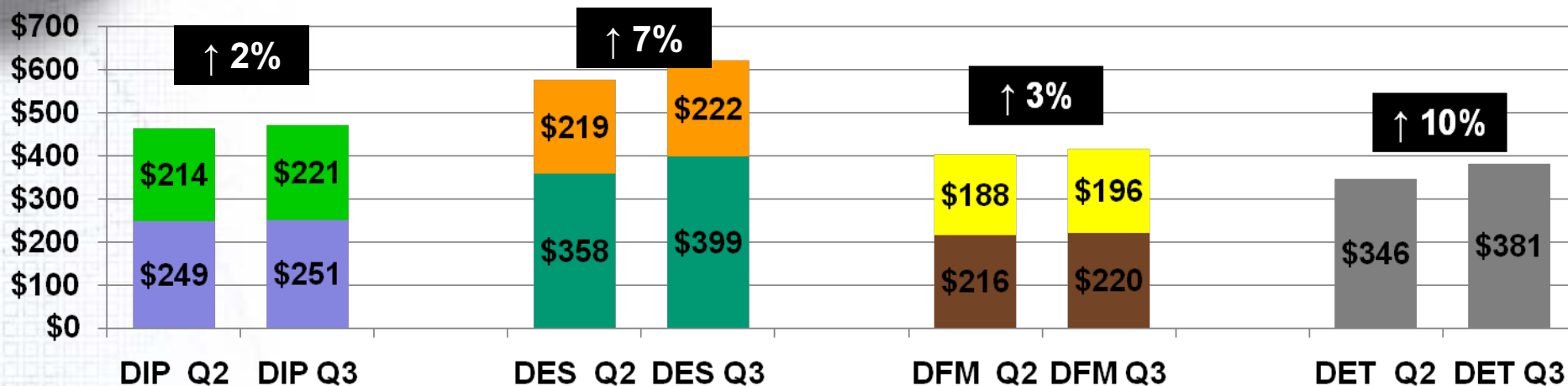
Revenue

Q3 2010	Industrial Products	Engineered Systems	Fluid Management	Electronic Technologies	Total Dover
Organic	20%	16%	32%	41%	25%
Net Acquisitions	-	5%	3%	1%	3%
Currency	(1%)	(2%)	-	(3%)	(2%)
Total	19%	19%	35%	39%	26%

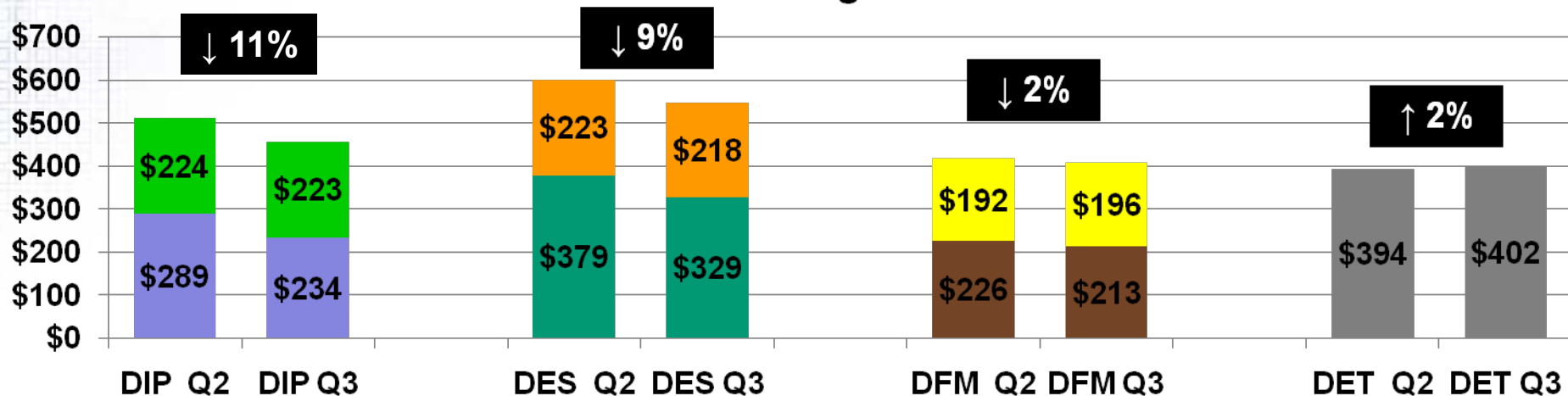


Sequential Results – Q3 10 / Q2 10

Revenue



Bookings



- Material Handling
- Engineered Products
- Electronic Technologies
- Mobile Equipment
- Fluid Solutions
- Energy
- Product Identification



Industrial Products

Quarterly Comments

- Broad-based revenue growth in Material Handling driving results
- Margin improvements driven by volume increases and leverage on productivity initiatives
- Quarterly bookings up 29% driven by better non-residential construction markets
- Book-to-bill of 0.97 reflecting normal seasonality

\$ in millions

	Q3 2010	Q3 2009	% Change
Revenue	\$471	\$396	+19%
Earnings	\$ 59	\$ 38	+56%
Margin	12.6%	9.6%	↑ 300 bps
Bookings	\$456	\$354	+29%

	YTD 2010	YTD 2009	% Change
Revenue	\$1,362	\$1,214	+12%
Earnings	\$172	\$ 98	+76%
Margin	12.6%	8.1%	↑ 450 bps
Bookings	\$1,403	\$1,055	+33%



Engineered Systems

Quarterly Comments

- Revenue gains driven by strong Hill Phoenix business and Belvac
- Operating margin reflects material cost increases at SWEP and geographic & product mix, mostly offset by Hill Phoenix volume gains
- Product ID business trends remain solid; Hill Phoenix continues to benefit from active remodel programs
- Bookings down 9% sequentially reflecting normal seasonal slowdown at Hill Phoenix; book-to-bill is 0.88

\$ in millions

	Q3 2010	Q3 2009	% Change
Revenue	\$620	\$521	+19%
Earnings	\$ 91	\$ 78	+17%
Margin	14.7%	15.0%	↓ 30 bps
Bookings	\$547	\$471	+16%

	YTD 2010	YTD 2009	% Change
Revenue	\$1,682	\$1,389	+21%
Earnings	\$ 231	\$ 179	+29%
Margin	13.7%	12.9%	↑ 80 bps
Bookings	\$1,738	\$1,349	+29%



Fluid Management

Quarterly Comments

\$ in millions

- Revenue growth driven by NA rig count growth, continued penetration of horizontal drilling and solid pump demand
- Operating margin improved to 24.5% on volume gains and favorable mix
- Fluid Solutions markets continue exhibiting broad-based recovery
- Book-to-bill of 0.98 reflects moderation from high Energy products demand in the second quarter; business fundamentals remain strong

	Q3 2010	Q3 2009	% Change
Revenue	\$416	\$309	+35%
Earnings	\$102	\$ 61	+68%
Margin	24.5%	19.6%	↑ 490 bps
Bookings	\$409	\$323	+26%

	YTD 2010	YTD 2009	% Change
Revenue	\$1,201	\$ 935	+28%
Earnings	\$ 285	\$192	+49%
Margin	23.7%	20.5%	↑ 320 bps
Bookings	\$1,215	\$909	+34%



Electronic Technologies

Quarterly Comments

- Year-over-year revenue growth driven by strong demand for electronic assembly equipment, MEMS microphones, passive components and emerging Solar equipment business
- Operating margin of 18.3% resulting from strong leverage on higher volume and improved cost base
- Product innovation driving results at Knowles and DEK
- Year-over-year bookings remain solid across the segment (except telecom infrastructure) resulting in book-to-bill of 1.05

\$ in millions

	Q3 2010	Q3 2009	% Change
Revenue	\$381	\$275	+39%
Earnings	\$ 70	\$ 38	+82%
Margin	18.3%	13.9%	↑ 440 bps
Bookings	\$402	\$283	+42%

	YTD 2010	YTD 2009	% Change
Revenue	\$1,018	\$735	+38%
Earnings	\$ 174	\$ 44	↑295%
Margin	17.1%	6.0%	↑1110 bps
Bookings	\$1,155	\$750	+54%



Q3 2010 Overview

	Q3 2010
Free Cash Flow	\$157 million, 8% of revenue, down \$65 million from prior year. Result impacted by continued investments in capex and an increase in working capital to support expanding business
Net Interest Expense	\$26 million, essentially flat with last year
Net Debt to Capital	14.8%, down 360 bps from year-end. Reduction driven by more cash and less debt
Effective Tax Rate (ETR)	Q3 rate was 14.8%, YTD rate is 24.2%. Rate reflects \$0.15 EPS benefit on resolution of certain domestic and international tax matters, and \$0.05 EPS benefit related to tax planning initiatives
Corporate Expense	\$34.6 million, up slightly from prior year. Result reflects costs associated with the early extinguishment of long-term debt (\$4M)



2010 Guidance – Update

- Revenue:
 - Core revenue: $\approx 16.5\% - 17.5\%$
 - 2009 Acquisitions: $\approx 3.5\%$
 - Total revenue: $\approx 20.0\% - 21.0\%$
- Corporate expense: $\approx \$134$ million
- Interest expense: $\approx \$110$ million
- Full-year tax rate: $\approx 25\% - 26\%^*$
- Capital expenditures: $\approx 2.5\%$ of revenue
- Free cash flow for full year: $\approx 10\%$ of revenue
- Full year EPS: $\$3.50 - \3.55



2010 EPS Guidance Bridge - Cont. Ops

• 2009 EPS – Continuing Ops	\$1.99
– Volume, mix, price (inc. FX):	\$1.11 - \$1.20
– 2009 acquisitions:	\$0.13
– Net benefits of restructuring/productivity:	\$0.53 - \$0.56
– Compensation & benefits:	(\$0.24 - \$0.32)
– Corporate expense:	(\$0.05)
– Interest:	(\$0.03)
– Q3 tax gains:	\$0.20
– Tax / other:	(\$0.14 - \$0.13)
• 2010 EPS – Continuing Ops	<u>\$3.50 - \$3.55</u>