



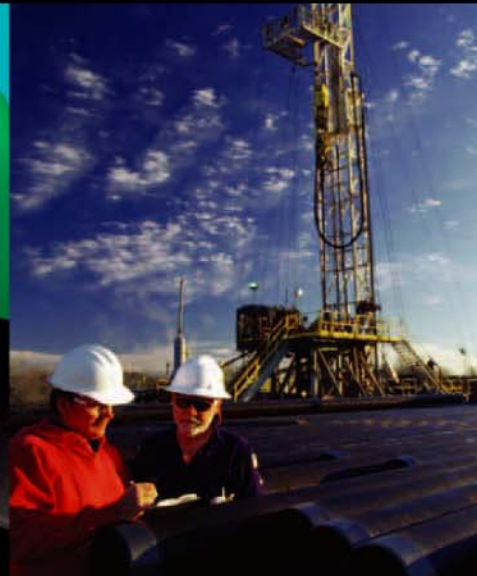
*PERFORMANCE***COUNTS**



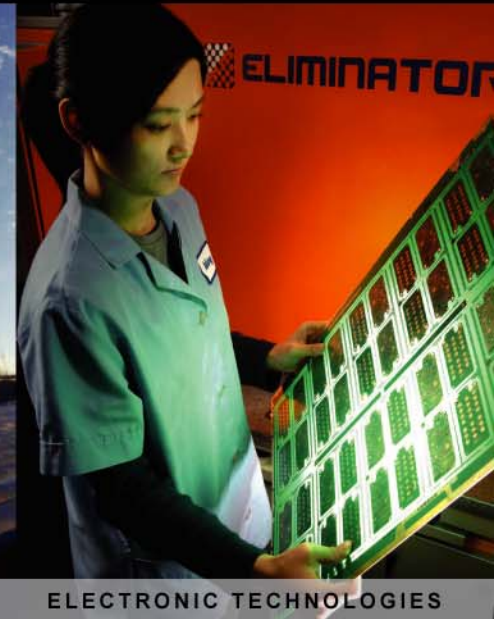
INDUSTRIAL PRODUCTS



ENGINEERED SYSTEMS



FLUID MANAGEMENT



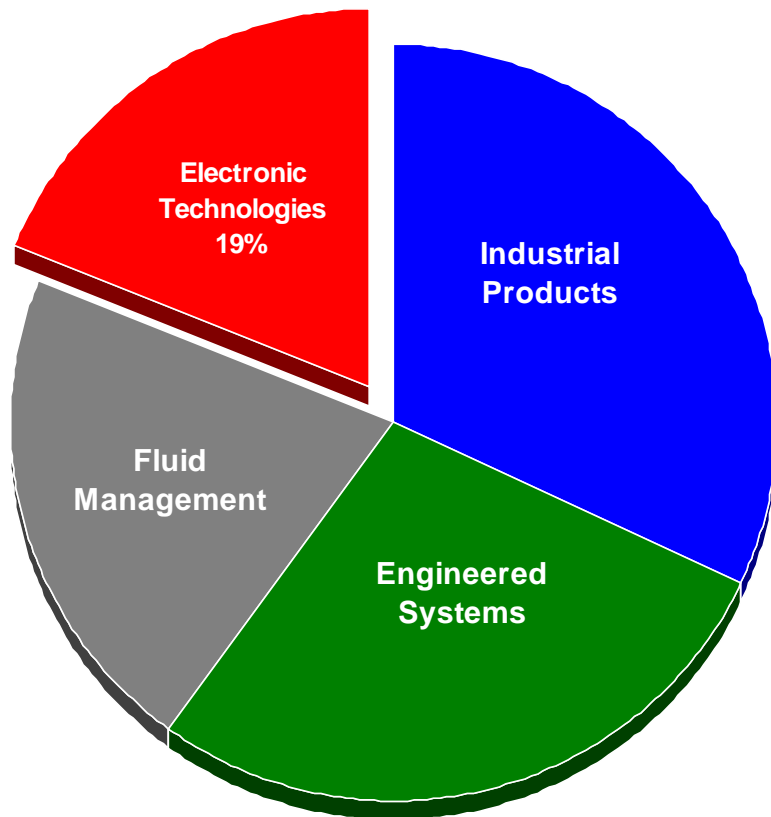
ELECTRONIC TECHNOLOGIES

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DAVE VAN LOAN

NEW YORK CITY / NOVEMBER 9, 2007

Electronic Technologies



% of 2007 YTD Dover Revenue

Today's Presentation

- Overview of Electronic Technologies
- End Market Served History vs Future
- Organic Growth Drivers
- Plans for improved earnings consistency
- Synergy Projections
- Foundation for Growth

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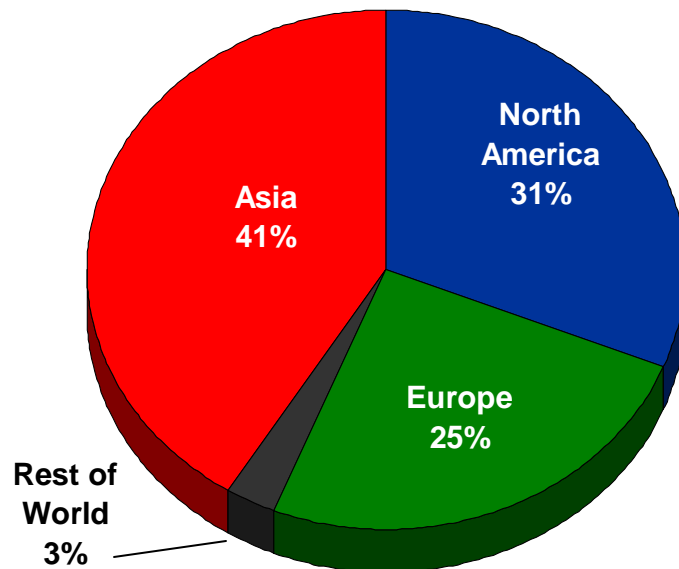


PERFORMANCECOUNTS

Electronic Technologies

	Revenue	Operating Earnings	Operating Margins
2004	\$822.3	\$84.2	10.2%
2005	\$941.4	\$88.0	9.3%
2006	\$1,411.6	\$214.9	15.2%
2007 – YTD	\$1,024.9	\$133.1	13.0%

Acquisition Growth	Organic Growth
15.1%	23.6%
19.5%	-4.9%
20.9%	28.3%
3.0%	-9.1%



- Serving consumer electronics, medical, military/defense, and the telecom markets
- Average annual core growth over the last 3 years is 15.7%
- A global business with approximately 70% of revenues outside the US.

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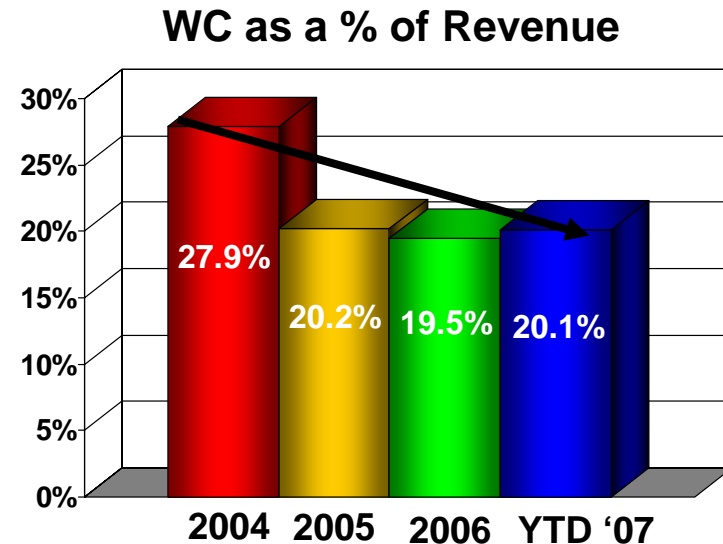
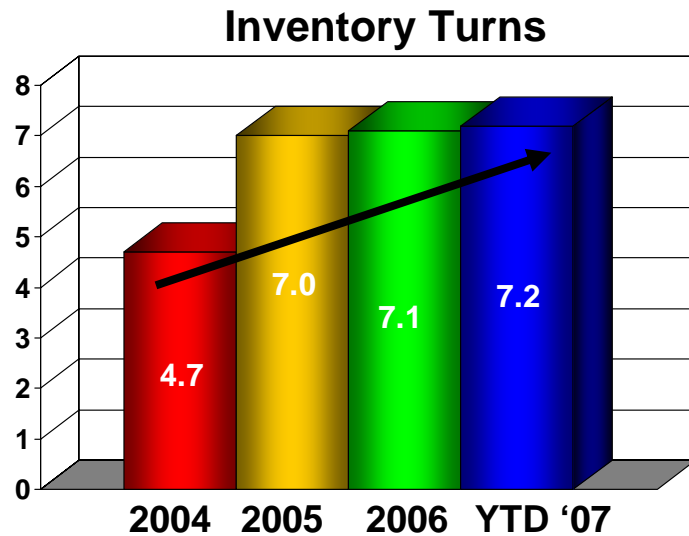
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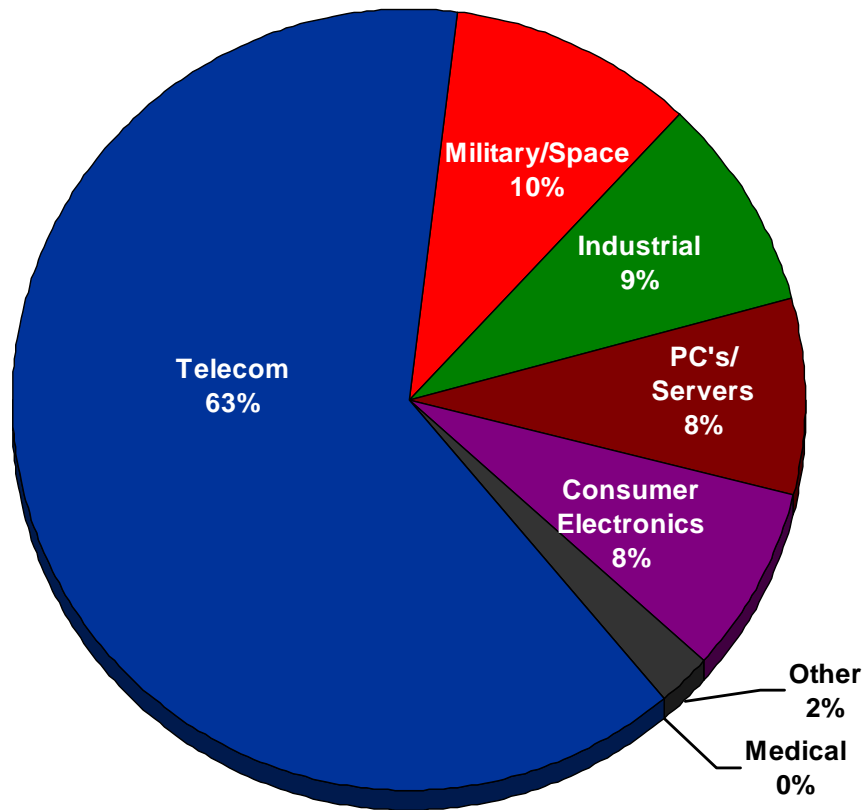
Performance Counts



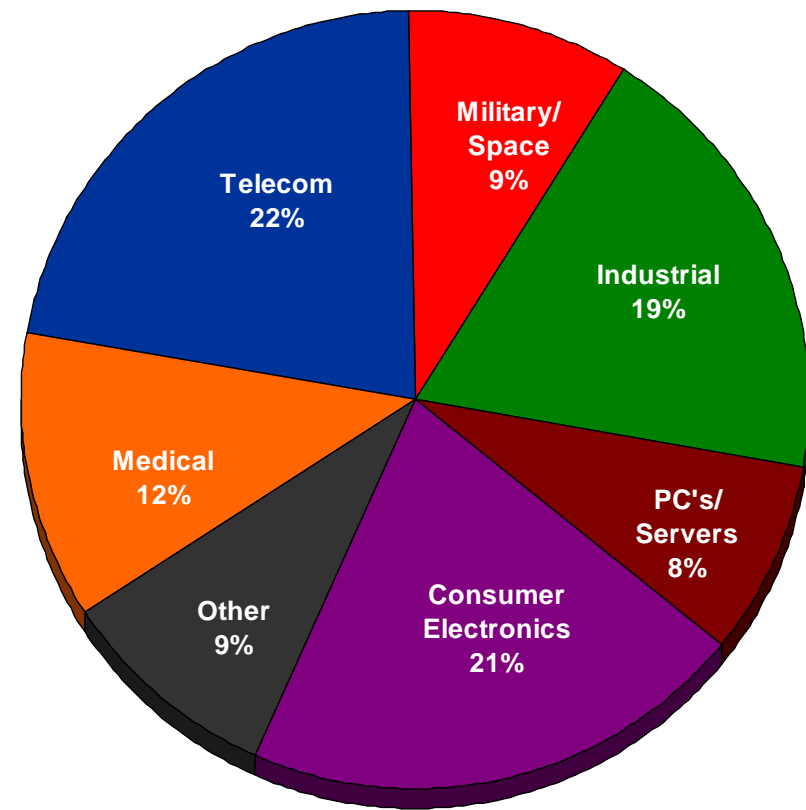
- Platform Design
- Global Sourcing
- Goal Deployment Process
- Lean Initiatives
- Flexibility is a Core Competency

End-Markets Served

2000



2006



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End-Markets Served

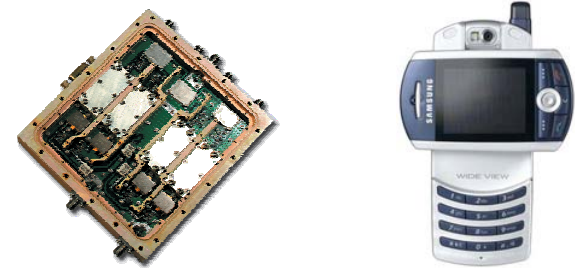
- **Consumer Electronics**
 - Mobile device growth
- **Medical Components**
 - Hearing health
 - Critical MRI components
 - Good demographics
- **Military / Defense / Space**
 - Solid growth forecasted
 - Leverage Pole Zero
- **Telecom**
 - Still important and expected to grow
- **Industrial**
 - Technology solutions for the industrial market



A Global View

- **Global Footprint**

- 10,000 employees: over 4,800 in Asia
- Asian leaders running Asian businesses
- Fabrication facilities in Mexico and China
- 70% of revenues are International vs Domestic



- **Only 25% of Revenue is Derived From Capital Equipment**

- Strong component businesses
- Good recurring revenue products
- Recurring revenue growth at DEK, ECT, OKi



- **20% of Revenue Derived From Products Introduced Within 2 Years**

- New applications for Knowles products and technology
- Medical Components
- MEM's technology
- The new product pipeline is packed



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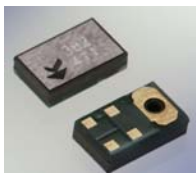


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Organic Growth Drivers

- **New Products That Will Diversify Our End-Markets**

- New applications and customers for SiSonic products:
 - Ear buds, headsets, Blue Tooth devices, smart phones & PDA's, etc.
- Expanded presence in the Military Market
- New Thin Film technology for Microwave Filters
- Alternative energy applications (fuel cell and solar)
- Flying Probe Tester for flex circuits (consumer elect)
- New technology for printed circuit board inspection + AOI
- Unique new technology for Pick and Place Handlers
- Disruptive technology focused on niches in the \$3B Sensor market



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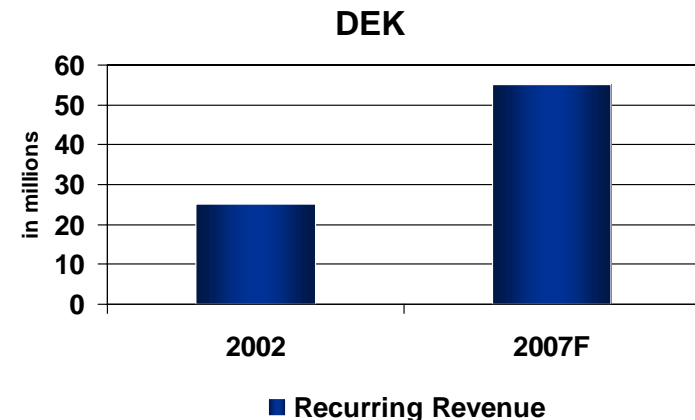
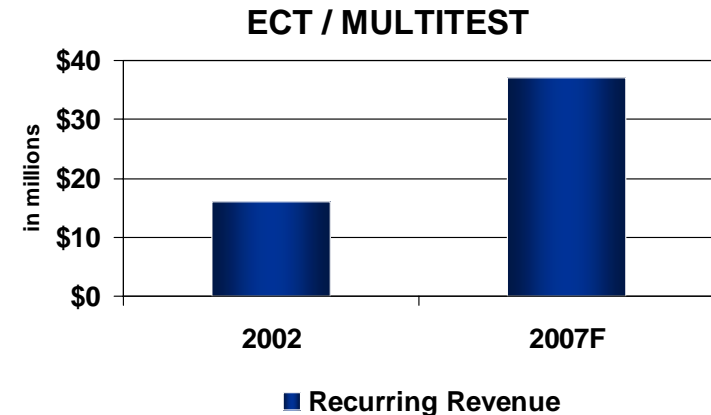
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Improve Earnings Consistency

- **ECT/Multitest Product Diversification**
 - Semiconductor gravity handlers
 - 2002 vs 2007 consumables
 - MEM's Handlers – 2005 introduction. 50% growth in 2007.
 - 2008 introduction of pick and place handler
- **DEK Product History**
 - PCB solder paste printers
 - Growth in recurring revenue 2002 vs 2007
 - Semiconductor applications and ball placement
 - Alternative energy (fuel cells and solar).
- **Knowles Product Evolution**
 - Hearing aid components & acoustics expertise
 - MEM's microphones for cell phones
 - Ear bud speakers
 - Military and professional microphone booms
 - Bluetooth headsets
 - Future – MEM's joy sticks



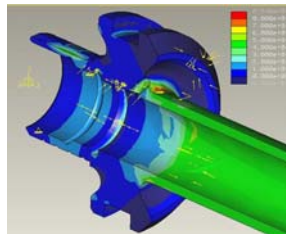
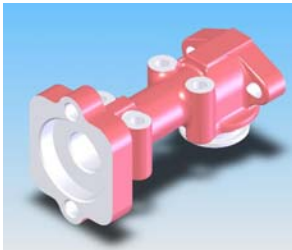
Synergy

- **Estimate Synergy over the next 2 years: \$5-7m**
 - Leverage existing facilities and suppliers in Mexico and China
 - Sharing a CNC fab in Mexico
 - A single Global Spares network
 - MEM's technology cooperation
 - Combined material contracts
 - Dover India

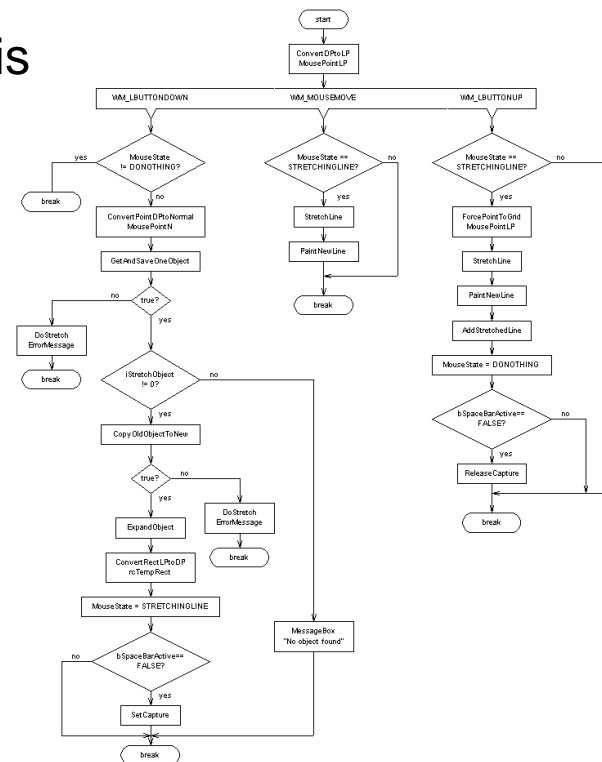


India Software & Service Center

- **Opened in 2003 for software development and product testing**
 - Over 125 professionals currently serving 14 Op-cos
 - Expanded services to include:
 - Mechanical Engineering Design and Analysis
 - Electrical design
 - Technical documentation
 - Technical Support
 - Web Applications Development
 - Sourcing support



Software Flowchart



Electronic Technologies

- **Segment Strategy**
 - All DET companies are #1 or #2
 - All are Technology leaders
 - Also Margin leaders
 - Defensible Differentiation
 - Improve consistency of earnings
 - Diversify end markets
 - Focus on Recurring Revenues
- **2007 YTD Key Statistics**
 - Revenue: \$1,025M
 - Bookings: \$1,048M
 - Backlog: \$266M



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Foundation For Future Growth

- **Mobile devices**
- **Consumers in the developing world – China & India**
- **Operational flexibility is a core competency**
- **Diversification of end-markets leads to more consistent earnings**
- **New product growth initiatives**
- **Synergies will further improve margins**