



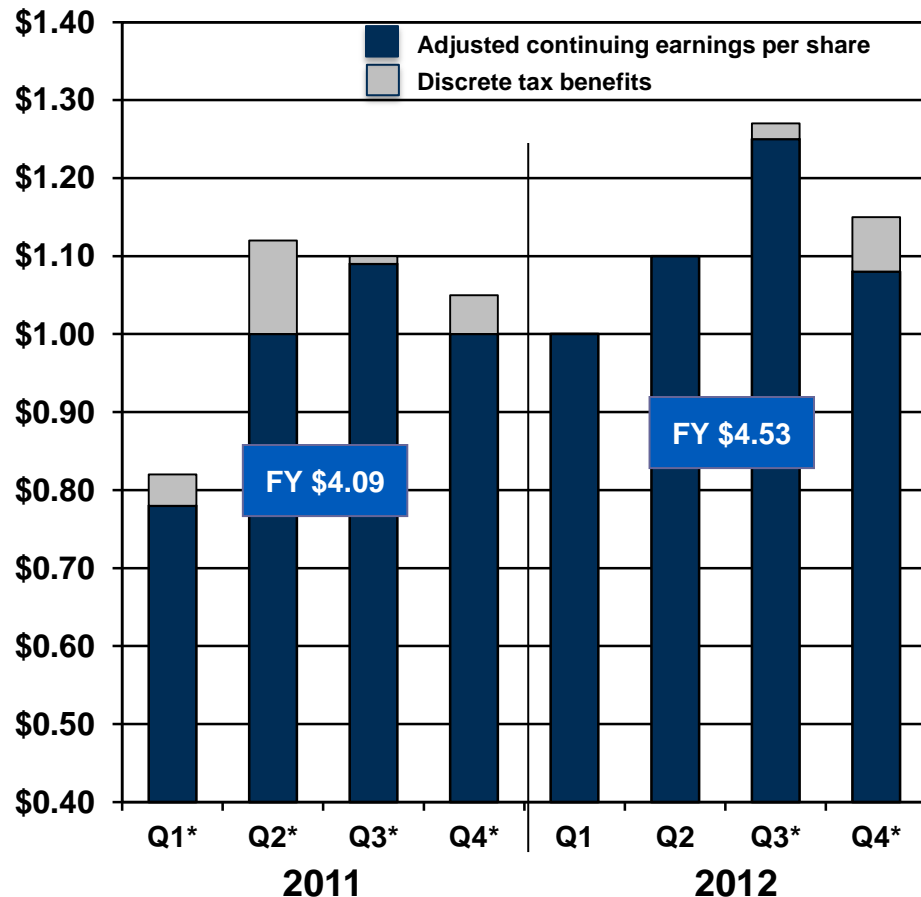
# Fourth Quarter 2012 Earnings Conference Call

January 24, 2013 - 9:00am CT

**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 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](http://www.dovercorporation.com), where considerably more information can be found.**

## Continuing Earnings Per Share



\* Includes discrete & other tax benefits of \$0.04 in Q1 2011, \$0.13 in Q2 2011, \$0.02 in Q3 2011, \$0.03 in Q4 2011, \$0.02 in Q3 2012 and \$0.07 in Q4 2012

	Q4	Q4/Q4	FY12	FY12/FY11
Revenue	\$2.0B	6%	\$8.1B	10%
EPS (cont.)	\$1.16	10%	\$4.53	11%
Bookings	\$2.0B	4%	\$8.1B	7%
Seg. Margins	16.6%	-30 bps	17.2%	+10 bps
Organic Rev.	2%		5%	
Acq. Growth	5%		6%	
FCF (a)	\$482M	92%	\$964M	40%

## Quarterly Comments

- The majority of end-markets remain solid with strong growth in the MEMs, energy production, refrigeration & food equipment and fast moving consumer goods markets
- Strong results driven by revenue growth, cost initiatives and share count
- All segments show organic revenue growth
- Sound Solutions improves sequentially
- Margin of 16.6%, including acquisition related costs and restructuring of \$14 million
- Overall book-to-bill of 0.98

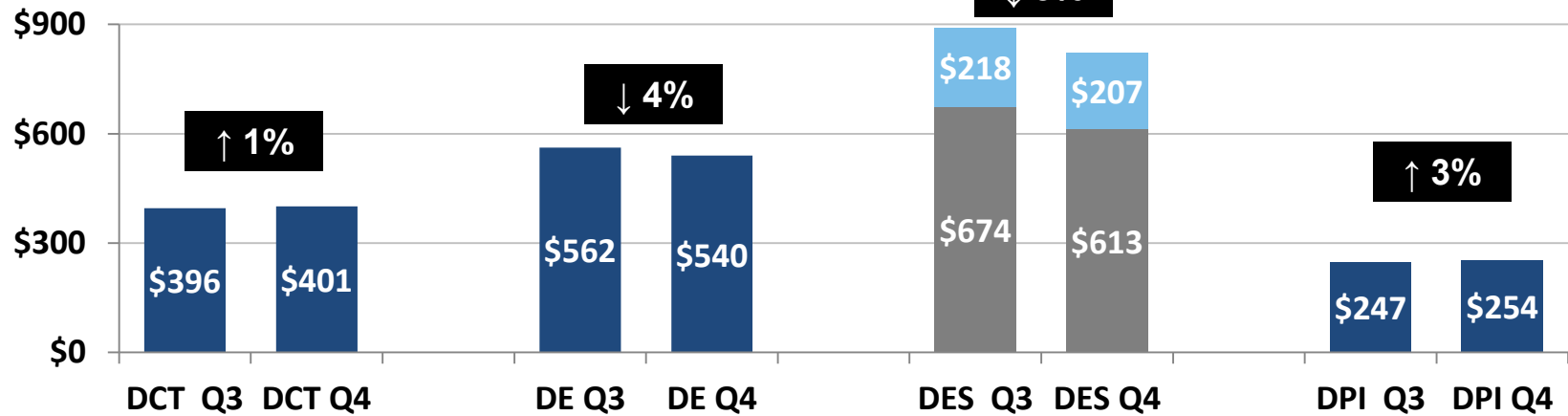
(a) See Press Release filed under Form 8-K for free cash flow reconciliation

<b>Q4 2012</b>	<b>Communication Technologies</b>	<b>Energy</b>	<b>Engineered Systems</b>	<b>Printing &amp; Identification</b>	<b>Total Dover</b>
<b>Organic</b>	<b>1%</b>	<b>1%</b>	<b>4%</b>	<b>1%</b>	<b>2%</b>
<b>Acquisitions</b>	<b>-</b>	<b>5%</b>	<b>9%</b>	<b>-</b>	<b>5%</b>
<b>Currency</b>	<b>-</b>	<b>-</b>	<b>-1%</b>	<b>-1%</b>	<b>-1%</b>
<b>Total</b>	<b>1%</b>	<b>6%</b>	<b>12%</b>	<b>-</b>	<b>6%</b>

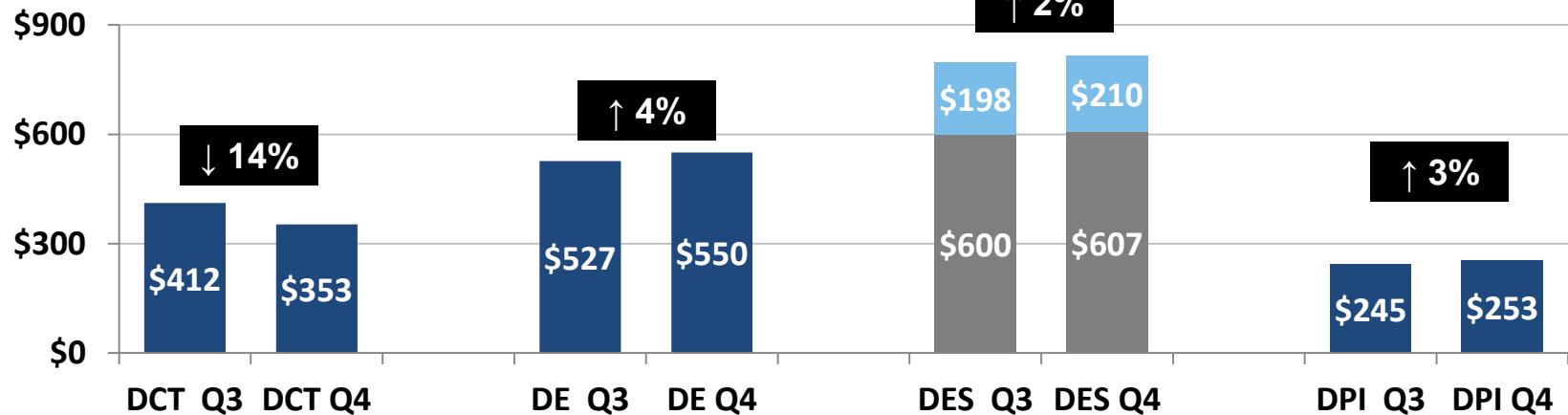
<b>FY 2012</b>	<b>Communication Technologies</b>	<b>Energy</b>	<b>Engineered Systems</b>	<b>Printing &amp; Identification</b>	<b>Total Dover</b>
<b>Organic</b>	<b>2%</b>	<b>9%</b>	<b>6%</b>	<b>2%</b>	<b>5%</b>
<b>Acquisitions</b>	<b>10%</b>	<b>5%</b>	<b>6%</b>	<b>-</b>	<b>6%</b>
<b>Currency</b>	<b>-1%</b>	<b>-</b>	<b>-2%</b>	<b>-3%</b>	<b>-1%</b>
<b>Total</b>	<b>11%</b>	<b>14%</b>	<b>10%</b>	<b>-1%</b>	<b>10%</b>

## Revenue

\$ in millions



## Bookings



- Fluid Solutions
- Refrigeration & Industrial

## Quarterly Comments

- Within the Consumer Electronics market, strong MEMs revenue growth offset by expected lower year-over-year Sound Solutions volume
- Improved sequential performance at Sound Solutions
- Medical Technology and Aerospace/Defense were strong while Telecom remains weak
- Margin impacted by soft Telecom markets, lower Sound Solutions revenue and \$4.7M in one-time charges
- Book-to-bill at 0.88

\$ in millions

	Q4 2012	Q4 2011	% Change
Revenue	\$401	\$396	1%
Earnings	\$ 58	\$ 71	-18%
Margin	14.6%	17.9%	-330 bps
Bookings	\$353	\$350	Flat

Revenue by End-Market	% of Q4 Revenue	Y / Y Growth
Consumer Electronics	49%	Flat
Medical Technology	16%	12%
Aerospace / Defense	26%	6%
Telecom / Other	9%	-18%

## Quarterly Comments

- Revenue and earnings growth driven by production and downstream markets; drilling continues to slow as anticipated
- Oil prices remain supportive of continued investment in production and international markets offer strong opportunities
- Operating margin of 24.7% reflects strong execution
- Bookings growth led by the production market
- Book-to-bill at 1.02

\$ in millions

	Q4 2012	Q4 2011	% Change
Revenue	\$540	\$510	6%
Earnings	\$134	\$122	10%
Margin	24.7%	23.9%	80 bps
Bookings	\$550	\$520	6%

Revenue by End-Market	% of Q4 Revenue	Y / Y Growth
Drilling	17%	-11%
Production	56%	14%
Downstream	27%	3%

## Quarterly Comments

- Revenue growth in Refrigeration & Food Equipment was broad-based; revenue gains in Fluids were driven by recent acquisitions
- Results in Fluids continue to be impacted by a weak Europe
- Margin performance includes Anthony acquisition related costs, absent this acquisition margin would have been 15.4%
- Bookings impacted by normal seasonality in the refrigeration market and the wind down of a major customer program
- Book-to-bill at 1.00

\$ in millions

	Q4 2012	Q4 2011	% Change
Revenue	\$819	\$731	12%
Earnings	\$102	\$ 93	10%
Margin	12.4%	12.7%	-30 bps
Bookings	\$816	\$783	4%

Revenue by End-Market	% of Q4 Revenue	Y / Y Growth
Fluids	25%	27%
Refrigeration & Food Equipment	38%	16%
Industrial	37%	1%



## Quarterly Comments

\$ in millions

- 4% organic revenue growth (ex. FX) in fast moving consumer goods offset by a sluggish industrial market decline

- Operating margin increase reflects the benefits of prior restructuring, cost initiatives and a favorable customer mix

- Several new product introductions are scheduled in the coming months

- Book-to-bill at 1.00

	Q4 2012	Q4 2011	% Change
Revenue	\$254	\$254	flat
Earnings	\$ 41	\$ 33	22%
Margin	16.0%	13.2%	280 bps
Bookings	\$253	\$254	flat

Revenue by End-Market	% of Q4 Revenue	Y / Y Growth
Fast Moving Consumer Goods	60%	2%
Industrial	40%	-3%

	Q4 2012
Net Interest Expense	\$31 million, up \$2 million from last year, driven in part by higher debt levels connected with recent acquisitions
Corporate Expense	\$31.0 million, down \$1 million from last year, in-line with expectations
Effective Tax Rate (ETR)	Q4 normalized rate was 28.5%, excluding \$0.07 cents of discrete tax benefits. Full year normalized rate was 28.2% after adjusting for \$0.09 of discrete tax benefits
Capex	\$88.2 million, in-line with expectations
Share Repurchases	Repurchased 5.8 million shares in the quarter, including 4 million under the November \$1 billion program. Repurchased a total of 12.3 million shares in 2012. Share repurchase activity contributed \$0.12 cents to 2012 EPS

Segment	2012 Revenue Mix	2013F Organic Growth	2013F Acquisition Growth*	Total
Communication Technologies	19%	9% - 11%	-	9% - 11%
Energy	27%	3% - 5%	≈ 2%	5% - 7%
Engineered Systems	42%	2% - 4%	≈ 8%	10% - 12%
Printing & Identification	12%	2% - 4%	-	2% - 4%
<b>Total</b>	<b>≈ \$8.1 B</b>	<b>3% - 5%</b>	<b>≈ 4%</b>	<b>7% - 9%</b>

\* Acquisitions already completed

- **Revenue:**
  - Organic revenue :  $\approx 3\% - 5\%$
  - Acquisitions:  $\approx 4\%$
  - Total revenue:  $\approx 7\% - 9\%$
  
- **Corporate expense:**  $\approx \$150$  million
  
- **Interest expense:**  $\approx \$130$  million
  
- **Full-Year Tax Rate:**  $\approx 27.5\% - 28.0\%$
  
- **Capital expenditures:**  $\approx 3\% - 3.5\%$  of revenue
  
- **FCF for full year:**  $\approx 10\%$  of revenue

**2013 EPS from continuing ops: \$5.05 – \$5.35**

■ <b>2012 EPS – Continuing Ops</b>	<b>\$4.53</b>
• Less 2012 tax benefits <sup>(1)</sup> :	<b>(\$0.09)</b>
■ <b>2012 Adjusted EPS – Continuing Ops</b>	<b>\$4.44</b>
• Volume, mix, price (inc. FX):	\$0.28 - \$0.46
• Net benefits of productivity:	\$0.12 - \$0.22
• Acquisitions:	\$0.13 - \$0.16
• Investment / Compensation:	(\$0.10 - \$0.16)
• Corporate expense:	(0.05)
• Interest / Shares / Tax Rate (net):	\$0.23 - \$0.28
■ <b>2012 EPS – Continuing Ops</b>	<b>\$5.05 - \$5.35</b>

(1) Negligible amounts in Q1 2012 & Q2 2012, \$0.02 in Q3 2012 and \$0.07 in Q4 2012