## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): January 29, 2010

#### **DOVER CORPORATION**

(Exact Name of Registrant as Specified in Charter)

**Delaware** (State or other Jurisdiction of Incorporation)

1-4018

(Commission File Number)

**53-0257888** (I.R.S. Employer Identification No.)

280 Park Avenue New York, NY 10017

(Address of Principal Executive Offices)

(212) 922-1640

(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02 Results of Operations and Financial Condition.

On January 29, 2010, Dover Corporation (i) issued the press release attached hereto as Exhibit 99.1 announcing its results of operations for the quarter and full year ended December 31, 2009; and (ii) posted on its website at <a href="http://www.dovercorporation.com">http://www.dovercorporation.com</a> the investor supplement attached hereto as Exhibit 99.2 and the 4Q 2009 Webcast Presentation Slides attached hereto as Exhibit 99.3, each for the quarter and full year ended December 31, 2009.

The information in this Current Report on Form 8-K, including exhibits, is being furnished to the Securities and Exchange Commission (the "SEC") and shall not be deemed to be incorporated by reference into any of Dover's filings with the SEC under the Securities Act of 1933.

#### Item 9.01 Financial Statements and Exhibits.

(a) <u>Financial statements of businesses acquired.</u>

Not applicable.

(b) Pro forma financial information.

Not applicable.

(c) Shell company transactions.

Not applicable.

(d) Exhibits.

The following exhibit is furnished as part of this report:

- 99.1 Press Release of Dover Corporation, dated January 29, 2010.
- 99.2 Investor Supplement Posted on Dover Corporation's Website at <a href="http://dovercorporation.com">http://dovercorporation.com</a>.
- 99.3 4Q 2009 Webcast Presentation Slides Posted on Dover Corporation's Website at http://dovercorporation.com.

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this Current Report on Form 8-K to be signed on its behalf by the undersigned hereunto duly authorized.

Date: January 29, 2010 DOVER CORPORATION

(Registrant)

By: /s/ Joseph W. Schmidt

Joseph W. Schmidt

Vice President, General Counsel & Secretary

#### EXHIBIT INDEX

| Number | Exhibit  |
|--------|--|
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**CONTACT:** 

Paul Goldberg Treasurer & Director of Investor Relations (212) 922-1640 **READ IT ON THE WEB** www.dovercorporation.com

#### DOVER REPORTS FOURTH QUARTER AND FULL YEAR 2009 RESULTS

- Reports quarterly revenue of \$1.5 billion
- Delivers quarterly diluted earnings per share from continuing operations of \$0.55
- Generates free cash flow of \$211 million for the quarter, 14% of revenue
- Expects 2010 full year diluted earnings per share from continuing operations to be in range of \$2.35 \$2.65

**New York, New York, January 29, 2010** — Dover Corporation (NYSE: DOV) announced today that for the fourth quarter ended December 31, 2009, it had earnings from continuing operations of \$102.4 million or \$0.55 diluted earnings per share ("EPS"), compared to \$169.6 million or \$0.91 EPS from continuing operations in the prior-year period, each representing a 40% decrease. Revenue from continuing operations for the fourth quarter of 2009 was \$1.5 billion, a decrease of 12.7% over the prior year period. Dover's 19.3% decline in organic revenue was partially offset by net growth from acquisitions of 4.4% and a favorable foreign exchange impact of 2.2%.

Earnings from continuing operations for the twelve months ended December 31, 2009 were \$371.9 million or \$1.99 EPS, compared to \$694.8 million or \$3.67 EPS in the prior year period, representing a 46% decrease. Revenue from continuing operations for the twelve months ended December 31, 2009 was \$5.8 billion, down 23.7% over the prior year period representing decreases in organic revenue of 23.9% and foreign exchange of 1.7%, partially offset by a favorable impact of 1.9% in net growth from acquisitions.

Commenting on the fourth quarter results, Dover's President and Chief Executive Officer, Robert A. Livingston, said, "While year-over-year comparisons remain difficult due to the global recession in 2009, I'm pleased with the way Dover performed in the fourth quarter and during the year. We had a solid fourth quarter performance as a result of continued modest recovery in several of our key end-markets, including those served by Electronic Technologies, Energy and Product Identification. Operating margins were 13.1%, and free cash flow generation was strong at \$211 million for the quarter. We also closed four add-on acquisitions in the fourth quarter which will enhance our positions in energy, product identification, refrigeration and food service equipment.

"As we began 2009, we had two primary goals: we wanted to maintain double-digit operating margin and generate free cash flow in excess of 10% of revenue. We exceeded both goals. Full year operating margin was 12.3% and free cash flow was 11.8% of revenue. We also continued to position Dover for long-term growth through our pursuit of several key initiatives, most notably our global supply chain program, as well as through strategic add-on acquisitions.

"Looking forward, we expect full year 2010 revenue growth of 7% — 9%, representing organic revenue growth of 4% — 6%, plus growth of 3% from acquisitions completed in 2009. Based on this revenue assumption, we expect full-year EPS to be in the range of \$2.35 — \$2.65. We are well-positioned in our markets, confident in our strategies and fully expect to leverage any improvements in our end-markets."

Net earnings for the fourth quarter of 2009 were \$99.0 million or \$0.53 EPS, including a loss from discontinued operations of \$3.4 million or \$0.02 EPS, compared to net earnings of \$120.7 million or \$0.65 EPS for the same period of 2008, which included a loss from discontinued operations of \$48.9 million or \$0.26 EPS. Net earnings for the twelve months ended December 31, 2009 were \$356.4 million or \$1.91 EPS, which included a loss from discontinued operations of \$15.5 million or \$0.08 EPS, compared to net earnings of \$590.8 million or \$3.12 EPS for the same period of 2008, including a loss from discontinued operations of \$103.9 million or \$0.55 EPS. The fourth quarter and full year losses from discontinued operations largely reflect a loss provision for a business expected to be sold in 2010.

Dover will host a webcast of its fourth quarter 2009 conference call at 9:00 A.M. Eastern Time on Friday, January 29, 2010. The webcast can be accessed at the Dover Corporation website at <a href="https://www.dovercorporation.com">www.dovercorporation.com</a>. The conference call will also be made available for replay on the website and additional information on Dover's fourth quarter 2009 results and its operating companies can also be found on the Company website, including an investor supplement containing a reconciliation of free cash flow and other non-GAAP measures to the most directly comparable GAAP measures.

Dover Corporation is a global portfolio of manufacturing companies providing innovative components and equipment, specialty systems and support services for a variety of applications in the industrial products, engineered systems, fluid management and electronic technologies markets. For more information, please visit <a href="https://www.dovercorporation.com">www.dovercorporation.com</a>.

This press release contains "forward-looking" statements within the meaning of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Such statements relate to, among other things, income, earnings, cash flows, changes in operations, operating improvements, industries in which Dover companies operate and the U.S. and global economies. Statements in this press release that are not historical may be indicated by words or phrases such as "anticipates," "expects," "believes," "indicates," "suggests," "will," "plans," "supports," "projects," "should," "would," "could," "hope," "forecast" and "management is of the opinion," use of future tense and similar words or phrases. Forward-looking statements are subject to inherent risks and uncertainties that could cause actual results to differ materially from current expectations, including, but not limited to, current economic conditions and uncertainties in the credit and capital markets; the Company's ability to achieve expected savings from integration, synergy and other cost-control initiatives; the ability to identify and successfully consummate value-adding acquisition opportunities; increased competition and pricing pressures in the markets served by Dover's operating companies; the ability of Dover's companies to expand into new geographic markets and to anticipate and meet customer demands for new products and product enhancements; increases in the cost of raw materials; changes in customer demand; political events that could impact the worldwide economy; the impact of natural disasters and their effect on global energy markets; a downgrade in Dover's credit ratings; international economic conditions including interest rate and currency exchange rate fluctuations; the relative mix of products and services which impacts margins and operating efficiencies; short-term capacity constraints; domestic and foreign governmental and public policy changes including environmental regulations and tax policies (including dom

international export subsidy programs, R&E credits and other similar programs); unforeseen developments in contingencies such as litigation; protection and validity of patent and other intellectual property rights; the cyclical nature of some of Dover's companies; domestic housing industry weakness; and continued events in the Middle East and possible future terrorist threats and their effect on the worldwide economy. Dover Corporation refers you to the documents that it files from time to time with the Securities and Exchange Commission, such as its reports on Form 10-K, Form 10-Q and Form 8-K, for a discussion of these and other risks and uncertainties that could cause its actual results to differ materially from its current expectations and from the forward-looking statements contained in this press release. Dover Corporation undertakes no obligation to update any forward-looking statement.



#### INVESTOR SUPPLEMENT

#### FOURTH QUARTER AND FULL YEAR 2009

#### **Acquisitions**

During the fourth quarter of 2009, the Company completed four add-on acquisitions. Inpro/Seal was acquired in the Fluid Management segment and Engineered Systems companies acquired Ala Cart, Inc., Barker Company and Extech Instruments. During 2009, Dover made a total of six add-on acquisitions. Consideration for these acquisitions amounted to \$228.4 million, net of cash acquired. The full year diluted earnings per share impact of these 2009 acquisitions was \$0.02. There was no impact on dilutive earnings per share for the fourth quarter.

#### **Dispositions**

For the year ended December 31, 2009, the Company recorded adjustments to the carrying value of discontinued operations resulting in a net after-tax loss of approximately \$12.0 million. At year end 2009, one business remains held for sale in discontinued operations.

#### **Growth Factors**

|                      |        |        | 2009   |        |         |
|----------------------|--------|--------|--------|--------|---------|
| Revenue Growth       | Q1     | Q2     | Q3     | Q4     | FY 2009 |
| Organic              | -22.6% | -28.7% | -24.4% | -19.3% | -23.9%  |
| Net acquisitions (A) | 0.0%   | 1.0%   | 2.7%   | 4.4%   | 1.9%    |
| Currency translation | -3.5%  | -3.2%  | -2.0%  | 2.2%   | -1.7%   |
|                      | -26.1% | -30.9% | -23.7% | -12.7% | -23.7%  |

<sup>(</sup>A) Acquisition growth before the disposition of a line of business was 0.6%, 1.6%, 3.3%, 4.4% and 1.9% in each period, respectively.

#### **Cash Flow**

The following table is a reconciliation of free cash flow (a non-GAAP measure) with cash flows from operating activities.

|   | Three Months End | ded December 31 | Twelve Months En | nded December 31 |
|---|------------------|-----------------|------------------|------------------|
| Free Cash Flow (in thousands)   | 2009             | 2008            | 2009             | 2008             |
| Cash flow provided by operating activities                            | \$247,947        | \$270,353       | \$ 802,060       | \$ 1,010,416     |
| Less: Capital expenditures  | 36,759           | 42,476          | 120,009          | 175,795          |
| Free cash flow  | \$ 211,188       | \$227,877       | \$ 682,051       | \$ 834,621       |
| Free cash flow as a percentage of revenue                             | 14.0%            | 13.2%           | 11.8%            | 11.0%            |
| Free cash flow as a percentage of earnings from continuing operations |                  |                 | 183.4%           | 120.1%           |

The full year decrease in free cash flow reflects lower earnings from continuing operations before depreciation and amortization and lower tax payments in 2009. In addition, Adjusted Working Capital (a non-GAAP measure calculated as accounts receivable, plus inventory, less accounts payable) decreased from the prior year end by \$183.3 million, or 14.4% to \$1,092.6 million which reflected a decrease in receivables of \$134.4 million, a decrease in inventory of \$65.3 million and a decrease in accounts payable of \$16.4 million. Excluding acquisitions, dispositions and the effects of foreign exchange translation, Adjusted Working Capital would have decreased by \$246.6 million, or 19.3%. "Average Annual Adjusted Working Capital" as a percentage of revenue (a non-GAAP measure calculated as the five-quarter average balance of accounts receivable, plus inventory, less accounts payable divided by the trailing twelve months of revenue) increased to 19.9% at December 31, 2009 from 18.3% at December 31, 2008. Inventory turns were 6.2 at December 31, 2009 compared to 7.1 at December 31, 2008.

#### **Capitalization**

The following table provides a summary reconciliation of total debt and net debt to total capitalization to the most directly comparable GAAP measures:

| Net Debt to Total Capitalization Ratio (in thousands)   | At December 31<br>2009 | At December 31,<br>2008 |
|---|------------------------|-------------------------|
| Current maturities of long-term debt                    | \$ 35,624              | \$ 32,194               |
| Commercial paper and other short-term debt              | _                      | 192,750                 |
| Long-term debt  | 1,825,260              | 1,860,729               |
| Total debt  | 1,860,884              | 2,085,673               |
| Less: Cash, cash equivalents and short-term investments | 938,174                | 826,869                 |
| Net debt  | 922,710                | 1,258,804               |
| Add: Stockholders' equity                               | 4,083,608              | 3,792,866               |
| Total capitalization                                    | \$ 5,006,318           | \$ 5,051,670            |
| Net debt to total capitalization                        | 18.4%                  | 24.9%                   |

Net debt at December 31, 2009 decreased \$336.1 million primarily due to lower commercial paper borrowings. The decrease in net debt reflects strong free cash flow and cash from operations which funded the Company's investment in capital expenditures and acquisitions.

#### Tax Rate

The effective tax rate for continuing operations for the fourth quarter of 2009 was 27.2%, compared to the prior year rate of 21.4%. The prior year fourth quarter rate was favorably impacted by the benefits recognized for tax positions that were effectively settled. On a full year basis, the effective tax rates for continuing operations for 2009 and 2008 were 24.4% and 26.6%, respectively. The full year 2009 rate reflects the favorable impact of benefits recognized for tax positions that were effectively settled, and the favorable impact of a higher percentage of non-U.S. earnings in low tax rate jurisdictions.

# DOVER CORPORATION CONSOLIDATED STATEMENTS OF EARNINGS (unaudited) (in thousands, except per share data)

|  | Three Months Ended<br>December 31 |             |             | nths Ended<br>iber 31 |
|--|-----------------------------------|-------------|-------------|-----------------------|
|  | 2009                              | 2008        | 2009        | 2008                  |
| Revenue  | \$1,506,661                       | \$1,726,648 | \$5,775,689 | \$7,568,888           |
| Cost of goods and services   | 941,227                           | 1,120,148   | 3,676,535   | 4,838,881             |
| Gross profit   | 565,434                           | 606,500     | 2,099,154   | 2,730,007             |
| Selling and administrative expenses                                    | 400,635                           | 375,378     | 1,511,111   | 1,700,677             |
| Operating earnings   | 164,799                           | 231,122     | 588,043     | 1,029,330             |
| Interest expense, net  | 26,838                            | 19,293      | 100,375     | 96,037                |
| Other expense (income), net  | (2,825)                           | (3,798)     | (3,950)     | (12,726)              |
| Total interest/other expense, net                                      | 24,013                            | 15,495      | 96,425      | 83,311                |
| Earnings before provision for income taxes and discontinued operations | 140,786                           | 215,627     | 491,618     | 946,019               |
| Provision for income taxes   | 38,346                            | 46,045      | 119,724     | 251,261               |
| Earnings from continuing operations                                    | 102,440                           | 169,582     | 371,894     | 694,758               |
| Loss from discontinued operations, net                                 | (3,394)                           | (48,855)    | (15,456)    | (103,927)             |
| Net earnings   | \$ 99,046                         | \$ 120,727  | \$ 356,438  | \$ 590,831            |
|  |                                   |             |             |                       |
| Basic earnings (loss) per common share:                                |                                   |             |             |                       |
| Earnings from continuing operations                                    | \$ 0.55                           | \$ 0.91     | \$ 2.00     | \$ 3.69               |
| Loss from discontinued operations, net                                 | (0.02)                            | (0.26)      | (0.08)      | (0.55)                |
| Net earnings   | 0.53                              | 0.65        | 1.91        | 3.13                  |
|  |                                   |             |             |                       |
| Weighted average shares outstanding                                    | 186,310                           | 185,965     | 186,136     | 188,481               |
|  |                                   |             |             |                       |
| Diluted earnings (loss) per common share:                              |                                   |             |             |                       |
| Earnings from continuing operations                                    | \$ 0.55                           | \$ 0.91     | \$ 1.99     | \$ 3.67               |
| Loss from discontinued operations, net                                 | (0.02)                            | (0.26)      | (0.08)      | (0.55)                |
| Net earnings   | 0.53                              | 0.65        | 1.91        | 3.12                  |
|  |                                   |             |             |                       |
| Weighted average shares outstanding                                    | 187,212                           | 186,207     | 186,736     | 189,269               |
|  |                                   |             |             |                       |
| Dividends paid per common share  | \$ 0.26                           | \$ 0.25     | \$ 1.02     | \$ 0.90               |
|  |                                   |             |             |                       |
| Dividends paid per common share  | \$ 0.26                           | \$ 0.25     | \$ 1.02     | \$ 0.90               |

## DOVER CORPORATION QUARTERLY SEGMENT INFORMATION

(unaudited) (in thousands)

|   | 2008            |                 |                 |                 |                  | 2009            |                 |                 |                 |                  |  |
|---|-----------------|-----------------|-----------------|-----------------|------------------|-----------------|-----------------|-----------------|-----------------|------------------|--|
|   | Q1              | Q2              | Q3              | Q4              | FY 2008          | Q1              | Q2              | Q3              | Q4              | FY 2009          |  |
| REVENUE<br>Industrial Products                                  |                 |                 |                 |                 |                  |                 |                 |                 |                 |                  |  |
| Material Handling   | \$ 287,208      | \$ 306,988      | \$ 286,568      | \$ 256,105      | \$1,136,869      | \$ 186,651      | \$ 153,574      | \$ 154,238      | \$ 165,890      | \$ 660,353       |  |
| Mobile Equipment  | 329,723         | 342,228         | 343,261         | 308,210         | 1,323,422        | 248,293         | 229,521         | 242,011         | 242,352         | 962,177          |  |
| Eliminations  | (157)           | (210)           | (218)           | (201)           | (786)            | (152)           | (147)           | (209)           | (230)           | (738)            |  |
|   | 616,774         | 649,006         | 629,611         | 564,114         | 2,459,505        | 434,792         | 382,948         | 396,040         | 408,012         | 1,621,792        |  |
| Engineered Systems  |                 |                 |                 |                 |                  |                 |                 |                 |                 |                  |  |
| Product   |                 |                 |                 |                 |                  |                 | 400.040         | 044.0=0         |                 |                  |  |
| Identification  | 231,526         | 249,250         | 234,868         | 208,825         | 924,469          | 177,357         | 193,019         | 211,952         | 219,948         | 802,276          |  |
| Engineered<br>Products  | 267,696         | 289,479         | 289,778         | 238,928         | 1,085,881        | 223,426         | 274,398         | 308,741         | 253,095         | 1,059,660        |  |
| Products  |                 |                 |                 |                 |                  |                 |                 |                 |                 |                  |  |
| TI 1126   | 499,222         | 538,729         | 524,646         | 447,753         | 2,010,350        | 400,783         | 467,417         | 520,693         | 473,043         | 1,861,936        |  |
| Fluid Management  | 212.002         | 226.461         | 240.656         | 226.204         | 005 44 4         | 176 224         | 120 415         | 144.004         | 164 700         | 604.044          |  |
| Energy  | 213,003         | 236,461         | 249,656         | 236,294         | 935,414          | 176,334         | 138,415         | 144,664         | 164,798         | 624,211          |  |
| Fluid Solutions<br>Eliminations                                 | 188,328<br>(32) | 210,207<br>(38) | 202,054<br>(28) | 178,223<br>(82) | 778,812<br>(180) | 154,488<br>(51) | 156,897<br>(42) | 164,604<br>(21) | 170,860<br>(36) | 646,849<br>(150) |  |
| Elililliations  | 401,299         | 446,630         | 451,682         | 414,435         | 1,714,046        | 330,771         | 295,270         | 309,247         | 335,622         | 1,270,910        |  |
|   | 401,299         | 440,030         | 451,002         | 414,433         | 1,/14,040        | 330,771         | 293,270         | 309,247         | 333,022         | 1,2/0,910        |  |
| Electronic Technologies   | 351,757         | 379,958         | 362,446         | 301,970         | 1,396,131        | 214,035         | 245,953         | 275,266         | 291,700         | 1,026,954        |  |
| Intra-segment eliminations                                      | (3,566)         | (3,345)         | (2,609)         | (1,624)         | (11,144)         | (1,295)         | (1,257)         | (1,635)         | (1,716)         | (5,903)          |  |
| maa segment eminiations   | (5,500)         | (3,3 .3)        | (2,000)         | (1,021)         | (11)111)         | (1,200)         | (1,257)         | (1,000)         | (1,710)         | (3,3 03)         |  |
| Total consolidated revenue                                      | \$1,865,486     | \$2,010,978     | \$1,965,776     | \$1,726,648     | \$7,568,888      | \$1,379,086     | \$1,390,331     | \$1,499,611     | \$1,506,661     | \$5,775,689      |  |
| NET EARNINGS  |                 |                 |                 |                 |                  |                 |                 |                 |                 |                  |  |
| Segment Earnings:<br>Industrial Products                        | \$ 78,838       | \$ 87,925       | \$ 74,690       | \$ 58,287       | \$ 299,740       | \$ 34,544       | \$ 25,421       | \$ 38,119       | \$ 41,673       | \$ 139,757       |  |
| Engineered Systems  | 62,996          | 80,045          | 82,032          | 53,480          | 278,553          | 43,306          | 57,462          | 78,194          | 48,306          | 227,268          |  |
| Fluid Management  | 85,139          | 97,878          | 102,232         | 100,068         | 385,317          | 75,441          | 55,573          | 60,677          | 67,578          | 259,269          |  |
| Electronic Technologies   | 36,234          | 51,029          | 53,826          | 52,552          | 193,641          | (12,110)        | 17,993          | 38,160          | 39,651          | 83,694           |  |
| Total Segments  | 263,207         | 316,877         | 312,780         | 264,387         | 1,157,251        | 141,181         | 156,449         | 215,150         | 197,208         | 709,988          |  |
| Corporate expense / other                                       | (29,969)        | (24,975)        | (30,785)        | (29,467)        | (115,196)        | (24,691)        | (29,614)        | (34,106)        | (29,584)        | (117,995)        |  |
| Net interest expense  | (23,431)        | (27,388)        | (25,924)        | (19,293)        | (96,036)         | (22,398)        | (24,840)        | (26,299)        | (26,838)        | (100,375)        |  |
| Earnings from continuing operations before provision for income |                 |                 |                 |                 |                  |                 |                 |                 |                 |                  |  |
| taxes   | 209,807         | 264,514         | 256,071         | 215,627         | 946,019          | 94,092          | 101,995         | 154,745         | 140,786         | 491,618          |  |
| Provision for income taxes                                      | 61,876          | 77,604          | 65,736          | 46,045          | 251,261          | 32,996          | 1,121           | 47,261          | 38,346          | 119,724          |  |
| Earnings from continuing operations                             | 147,931         | 186,910         | 190,335         | 169,582         | 694,758          | 61,096          | 100,874         | 107,484         | 102,440         | 371,894          |  |
| Earnings (loss) from discontinued operations,                   |                 |                 |                 |                 |                  |                 |                 |                 |                 |                  |  |
| net   | (753)           | (51,634)        | (2,685)         | (48,855)        | (103,927)        | (7,668)         | (3,794)         | (600)           | (3,394)         | (15,456)         |  |
| Net earnings  | \$ 147,178      | \$ 135,276      | \$ 187,650      | \$ 120,727      | \$ 590,831       | \$ 53,428       | \$ 97,080       | \$ 106,884      | \$ 99,046       | \$ 356,438       |  |
| SEGMENT OPERATING<br>MARGIN                                     |                 |                 |                 |                 |                  |                 |                 |                 |                 |                  |  |
| Industrial Products   | 12.8%           | 13.5%           | 11.9%           | 10.3%           | 12.2%            | 7.9%            | 6.6%            | 9.6%            | 10.2%           | 8.6%             |  |
| Engineered Systems  | 12.6%           | 14.9%           | 15.6%           | 11.9%           | 13.9%            | 10.8%           | 12.3%           | 15.0%           | 10.2%           | 12.2%            |  |
| Fluid Management  | 21.2%           | 21.9%           | 22.6%           | 24.1%           | 22.5%            | 22.8%           | 18.8%           | 19.6%           | 20.1%           | 20.4%            |  |
| Electronic Technologies   | 10.3%<br>14.1%  | 13.4%<br>15.8%  | 14.9%<br>15.9%  | 17.4%<br>15.3%  | 13.9%<br>15.3%   | -5.7%<br>10.2%  | 7.3%<br>11.3%   | 13.9%<br>14.3%  | 13.6%<br>13.1%  | 8.1%<br>12.3%    |  |
| Total Segment   | 14.1%           | 13.8%           | 15.9%           | 15.5%           | 13.3%            | 10.2%           | 11.5%           | 14.5%           | 15.1%           | 12.3%            |  |

## DOVER CORPORATION QUARTERLY SEGMENT INFORMATION

(unaudited) (in thousands)

|                             |               |              | 2008         |             |             | 2009               |             |               |             |             |
|-----------------------------|---------------|--------------|--------------|-------------|-------------|--------------------|-------------|---------------|-------------|-------------|
|                             | Q1            | Q2           | Q3           | Q4          | FY 2008     | Q1                 | Q2          | Q3            | Q4          | FY 2009     |
| BOOKINGS                    |               |              | <u> </u>     | ` `         |             | ` `                | <u> </u>    |               | `           |             |
| Industrial Products         |               |              |              |             |             |                    |             |               |             |             |
| Material Handling           | \$ 296,278    | \$ 313,199   | \$ 292,436   | \$ 207,115  | \$1,109,028 | \$ 118,344         | \$ 126,224  | \$ 162,759    | \$ 180,349  | \$ 587,676  |
| Mobile Equipment            | 360,324       | 318,059      | 295,240      | 204,257     | 1,177,880   | 210,558            | 245,937     | 191,539       | 253,130     | 901,164     |
| Eliminations                | (296)         | (385)        | (193)        | (260)       | (1,134)     | (23)               | (202)       | (337)         | (424)       | (986)       |
|                             | 656,306       | 630,873      | 587,483      | 411,112     | 2,285,774   | 328,879            | 371,959     | 353,961       | 433,055     | 1,487,854   |
| Engineered Systems          |               |              |              |             |             |                    |             |               |             |             |
| Product Identification      | 239,547       | 250,538      | 233,196      | 197,431     | 920,712     | 175,680            | 205,736     | 212,642       | 223,301     | 817,359     |
| Engineered Products         | 284,257       | 279,673      | 260,227      | 219,716     | 1,043,873   | 236,354            | 259,868     | 258,634       | 263,211     | 1,018,067   |
| 8                           | 523,804       | 530,211      | 493,423      | 417,147     | 1,964,585   | 412,034            | 465,604     | 471,276       | 486,512     | 1,835,426   |
| Fluid Management            | 323,004       | 550,211      | 433,423      | 417,147     | 1,504,505   | 412,004            | 405,004     | 471,270       | 400,512     | 1,000,420   |
| Energy                      | 233,662       | 252,535      | 268,390      | 209,930     | 964,517     | 142,721            | 132,855     | 157,763       | 176,706     | 610,045     |
| Fluid Solutions             | 197,289       | 217,466      | 195,253      | 161,351     | 771,359     | 150,375            | 159,483     | 165,601       | 169,639     | 645,098     |
| Eliminations                | (24)          | (32)         | (31)         | (91)        | (178)       | (43)               | (39)        | (41)          | (17)        | (140)       |
| Eliminations                | 430,927       | 469,969      | 463,612      | 371,190     | 1,735,698   | 293,053            | 292,299     | 323,323       | 346,328     | 1,255,003   |
|                             | 430,927       | 409,909      | 403,012      | 3/1,190     | 1,755,090   | 293,033            | 292,299     | 323,323       | 340,320     | 1,233,003   |
|                             |               |              |              |             |             |                    |             |               |             |             |
| Electronic Technologies     | 360,337       | 384,790      | 363,535      | 233,720     | 1,342,382   | 223,707            | 243,274     | 283,035       | 305,266     | 1,055,282   |
|                             |               |              |              |             |             |                    |             |               |             |             |
| Intra-segment eliminations  | (2,992)       | (3,490)      | (1,755)      | (1,182)     | (9,419)     | (1,290)            | (1,436)     | (1,790)       | (1,600)     | (6,116)     |
| intra-segment eminiations   | (2,332)       | (3,430)      | (1,733)      | (1,102)     | (3,413)     | (1,230)            | (1,430)     | (1,750)       | (1,000)     | (0,110)     |
|                             |               |              |              |             |             |                    |             |               |             |             |
| Total consolidated bookings | \$1,968,382   | \$2,012,353  | \$1,906,298  | \$1,431,987 | \$7,319,020 | \$1,256,383        | \$1,371,700 | \$1,429,805   | \$1,569,561 | \$5,627,449 |
|                             |               |              |              |             |             |                    |             |               |             |             |
| BACKLOG                     |               |              |              |             |             |                    |             |               |             |             |
| Industrial Products         |               |              |              |             |             |                    |             |               |             |             |
| Material Handling           | \$ 228,082    | \$ 235,284   | \$ 240,009   | \$ 188,591  |             | \$ 120,066         | \$ 93,247   | \$ 102,146    | \$ 116,658  |             |
| Mobile Equipment            | 575,070       | 549,430      | 498,908      | 387,329     |             | 349,358            | 368,315     | 318,496       | 329,774     |             |
| Eliminations                | (171)         | (186)        | (161)        | (220)       |             | (48)               | (143)       | (170)         | (371)       |             |
|                             | 802,981       | 784,528      | 738,756      | 575,700     |             | 469,376            | 461,419     | 420,472       | 446,061     |             |
| Engineered Systems          |               |              |              |             |             |                    |             |               |             |             |
| Product Identification      | 79,956        | 82,196       | 76,247       | 61,195      |             | 57,801             | 66,288      | 72,523        | 74,700      |             |
| Engineered Products         | 244,981       | 235,513      | 205,127      | 183,821     |             | 196,394            | 245,165     | 199,888       | 218,520     |             |
|                             | 324,937       | 317,709      | 281,374      | 245,016     |             | 254,195            | 311,453     | 272,411       | 293,220     |             |
| Fluid Management            |               |              |              |             |             |                    |             |               |             |             |
| Energy                      | 106,540       | 119,033      | 133,713      | 95,532      |             | 58,771             | 54,734      | 66,043        | 77,173      |             |
| Fluid Solutions             | 85,130        | 91,870       | 82,998       | 64,471      |             | 60,781             | 63,788      | 65,081        | 60,540      |             |
| Eliminations                | (6)           | _            | (3)          | (12)        |             | (5)                | (1)         | (21)          | (2)         |             |
|                             | 191,664       | 210,903      | 216,708      | 159,991     |             | 119,547            | 118,521     | 131,103       | 137,711     |             |
|                             |               |              |              |             |             |                    |             |               |             |             |
| Electronic Technologies     | 246,711       | 251,403      | 248,725      | 175,317     |             | 186,850            | 185,512     | 194,414       | 206,893     |             |
|                             |               |              |              |             |             |                    |             |               |             |             |
| Intra-segment eliminations  | (2,038)       | (1,424)      | (540)        | (61)        |             | (42)               | (242)       | (426)         | (337)       |             |
| T - 1 - 11 - 11 - 11        | A = C + D = = | 04.500.440   | A4 405 000   | A4 455 000  |             | #4 000 00 <i>0</i> | A           | A4 04 = 0 = 4 | #4 000 F40  |             |
| Total consolidated backlog  | \$1,564,255   | \$1,563,119  | \$1,485,023  | \$1,155,963 |             | \$1,029,926        | \$1,076,663 | \$1,017,974   | \$1,083,548 |             |
| ACQUISITION RELATED DE      | PRECIATION AN | D AMORTIZATI | ON EXPENSE * |             |             |                    |             |               |             |             |
|                             |               |              |              |             |             |                    |             | A             |             |             |
| Industrial Products         | \$ 9,215      | \$ 8,070     | \$ 7,805     | \$ 7,193    | \$ 32,283   | \$ 8,387           | \$ 7,709    | \$ 7,770      | \$ 8,182    | \$ 32,048   |
| Engineered Systems          | 6,109         | 6,116        | 6,103        | 6,066       | 24,394      | 6,070              | 6,437       | 6,580         | 7,579       | 26,666      |
| Fluid Management            | 3,914         | 5,607        | 5,422        | 4,607       | 19,550      | 4,828              | 4,592       | 4,432         | 4,537       | 18,389      |
| Electronic Technologies     | 8,902         | 9,416        | 9,304        | 8,859       | 36,481      | 8,286              | 8,217       | 8,268         | 8,432       | 33,203      |
|                             | \$ 28,140     | \$ 29,209    | \$ 28,634    | \$ 26,725   | \$ 112,708  | \$ 27,571          | \$ 26,955   | \$ 27,050     | \$ 28,730   | \$ 110,306  |

<sup>\*</sup> Represents the pre-tax impact on earnings from the depreciation and amortization of acquisition accounting write-ups to reflect the fair value of inventory, property, plant and equipment and intangible assets.

### DOVER CORPORATION

**QUARTERLY INFORMATION** (unaudited) (in thousands, except per share amounts)

#### Free Cash Flow

|  |           |           | 2008      |           |                      |                  |           | 2009      |                |            |
|--|-----------|-----------|-----------|-----------|----------------------|------------------|-----------|-----------|----------------|------------|
|  | Q1        | Q2        | Q3        | Q4        | FY 2008              | Q1               | Q2        | Q3        | Q4             | FY 2009    |
| Cash From Operations   | \$153,904 | \$232,074 | \$354,085 | \$270,353 | \$1,010,416          | \$114,866        | \$192,436 | \$246,811 | \$247,947      | \$ 802,060 |
| CAPEX  | (42,535)  | (42,580)  | (48,204)  | (42,476)  | (175,795)            | (31,475)         | (26,976)  | (24,799)  | (36,759)       | (120,009)  |
| Free Cash Flow   | \$111,369 | \$189,494 | \$305,881 | \$227,877 | \$ 834,621           | \$ 83,391        | \$165,460 | \$222,012 | \$211,188      | \$ 682,051 |
| Free Cash Flow to<br>Earnings From<br>Continuing<br>Operations | 75.3%     | 101.49    |           |           | 120.1%<br>EARNINGS P |                  | 164.0%    | 206.6%    | 206.2%         | 183.4%     |
|  |           |           | 2         | 008       |                      |                  |           | 2009      |                |            |
|  |           | Q1        | Q2        | Q3 (      | Q4 FY 20             | 08 Q1            | Q2        | Q3        | Q4             | FY 2009    |
| Basic earnings (loss)  | per       |           |           |           |                      |                  |           |           |                |            |
| common share:  |           |           |           |           |                      |                  |           |           |                |            |
| Continuing operati   | ons \$    | 0.77 \$   | 0.99 \$ 1 | 1.02 \$ 0 | .91 <b>\$ 3.6</b> 9  | 9 \$ 0.33        | \$ 0.54   | \$ 0.58   | \$ 0.55        | \$ 2.00    |
| Discontinued   |           |           |           |           |                      |                  |           |           |                |            |
| operations   | (         | 0.00)     | (0.27) (0 | 0.01) (0  | .26) <b>(0.5</b>     | <b>5)</b> (0.04) | (0.02)    | (0.00)    | (0.02)         | \$(0.08)   |
| Net earnings   |           | 0.76      | 0.72      | .01 0     | .65 <b>3.1</b>       | 3 0.29           | 0.52      | 0.57      | 0.53           | \$ 1.91    |
| _  |           |           |           |           |                      |                  |           |           |                |            |
| Diluted earnings   |           |           |           |           |                      |                  |           |           |                |            |
| (loss) per commor  | 1         |           |           |           |                      |                  |           |           |                |            |
| share:   |           |           |           |           |                      |                  |           |           |                |            |
| Continuing operati   | ons \$    | 0.77 \$   | 0.98 \$ 1 | .01 \$ 0  | .91 <b>\$ 3.6</b>    | 7 \$ 0.33        | \$ 0.54   | \$ 0.58   | \$ 0.55        | \$ 1.99    |
| Discontinued   |           |           |           | 7.        | , -,-                | ,                |           | ,         | * <del>-</del> |            |
| operations   | (         | 0.00)     | (0.27)    | 0.01) (0  | .26) <b>(0.5</b>     | <b>5)</b> (0.04) | (0.02)    | (0.00)    | (0.02)         | \$(0.08)   |
| Net earnings   |           | 0.76      |           |           | .65 3.1              |                  | 0.52      | 0.57      | 0.53           | \$ 1.91    |
| 0-   |           |           |           |           |                      |                  |           |           |                | *          |

# DOVER CORPORATION CONDENSED CONSOLIDATED BALANCE SHEET (unaudited) (in thousands)

#### **BALANCE SHEET**

|  | At De | cember 31, 2009 | At De       | cember 31, 2008 |
|--|-------|-----------------|-------------|-----------------|
| Assets:  |       |                 |             |                 |
| Cash and cash equivalents                              | \$    | 714,365         | \$          | 547,409         |
| Short-term investments                                 |       | 223,809         |             | 279,460         |
| Receivables, net of allowances                         |       | 878,754         |             | 1,013,174       |
| Inventories, net                                       |       | 570,858         |             | 636,121         |
| Deferred tax and other current assets                  |       | 134,921         |             | 153,955         |
| Property, plant and equipment, net                     |       | 828,922         |             | 872,134         |
| Goodwill   |       | 3,350,217       |             | 3,255,566       |
| Intangible assets, net                                 |       | 950,748         |             | 952,409         |
| Other assets   |       | 113,108         |             | 103,904         |
| Assets of discontinued operations                      |       | 41,874          |             | 69,106          |
|  | \$    | 7,807,576       | \$          | 7,883,238       |
|  |       |                 | <del></del> |                 |
| Liabilities and Stockholders' Equity                   |       |                 |             |                 |
| Notes payable and current maturities of long-term debt | \$    | 35,624          | \$          | 224,944         |
| Payables and accrued expenses                          |       | 894,558         |             | 993,565         |
| Taxes payable and other deferrals                      |       | 904,475         |             | 932,011         |
| Long-term debt   |       | 1,825,260       |             | 1,860,729       |
| Liabilities of discontinued operations                 |       | 64,051          |             | 79,123          |
| Stockholders' equity                                   |       | 4,083,608       |             | 3,792,866       |
|  | \$    | 7,807,576       | \$          | 7,883,238       |
|  |       | <del></del>     |             | <u> </u>        |
|  |       |                 |             |                 |

# DOVER CORPORATION CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS (unaudited)

#### **CASH FLOWS**

|  | Twelve Months En<br>2009 | ded December 31,<br>2008 |
|--|--------------------------|--------------------------|
| Operating activities:  |                          |                          |
| Net earnings   | \$ 356,438               | \$ 590,831               |
| Loss from discontinued operations, net of tax                      | 15,457                   | 103,927                  |
| Depreciation and amortization                                      | 258,223                  | 261,154                  |
| Stock-based compensation   | 17,912                   | 25,246                   |
| Contributions to employee benefit plans                            | (78,954)                 | (55,361)                 |
| Net change in assets and liabilities                               | 232,984                  | 84,619                   |
| Net cash provided by operating activities of continuing operations | 802,060                  | 1,010,416                |
| Investing activities:  |                          |                          |
| Purchase of short-term investments                                 | (348,439)                | (279,460)                |
| Proceeds from sale of short-term investments                       | 406,033                  | _                        |
| Proceeds from the sale of property and equipment                   | 22,973                   | 13,248                   |
| Additions to property, plant and equipment                         | (120,009)                | (175,795)                |
| Proceeds from sale of businesses                                   | 3,571                    | 92,774                   |
| Acquisitions (net of cash and cash equivalents acquired)           | (221,994)                | (103,761)                |
| Net cash used in investing activities of continuing operations     | (257,865)                | (452,994)                |
| Financing activities:  |                          |                          |
| Decrease in debt, net  | (226,657)                | (4,993)                  |
| Purchase of treasury stock   | _                        | (466,737)                |
| Proceeds from exercise of stock options, including tax benefits    | 26,578                   | 79,897                   |
| Dividends to stockholders  | (189,874)                | (169,071)                |
| Net cash used in financing activities of continuing operations     | (389,953)                | (560,904)                |
| Effect of exchange rate changes on cash                            | 19,569                   | (45,817)                 |
| Net cash used in discontinued operations                           | (6,855)                  | (9,397)                  |
| Net increase (decrease) in cash and cash equivalents               | 166,956                  | (58,696)                 |
| Cash and cash equivalents at beginning of period                   | 547,409                  | 606,105                  |
| Cash and cash equivalents at end of period                         | \$ 714,365               | \$ 547,409               |



# Dover Corporation Fourth Quarter 2009 Conference Call

January 29, 2010 9:00 am





## **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, <a href="www.dovercorporation.com">www.dovercorporation.com</a>, where considerably more information can be found.

DOVER PERFORMANCECOUNTS



## **Dover's Q4 2009 Performance**



|                 | Q4      | Q4/Q4    | FY09    | FY09/FY08 |
|-----------------|---------|----------|---------|-----------|
| Revenue         | \$ 1.5B | -13%     | \$ 5.8B | -24%      |
| EPS (cont.)     | \$0.55  | -40%     | \$1.99  | -46%      |
| Segment Margins | 13.1%   | -220 bps | 12.3%   | -300 bps  |
| Organic Revenue |         | - 19%    |         | - 24%     |
| Net Acq. Growth |         | 4%       |         | 2%        |
| Free Cash Flow  | \$211M  | -7%      | \$682M  | -18%      |

- Quarterly revenue and earnings declines reflected continuation of weak global economy
- •Sequential quarterly bookings up at all segments and platforms
- •Segment operating margin was 13.1%, finished full year at 12.3%
- Strong free cash flow generation of \$211 million, 14% of revenue





## Revenue

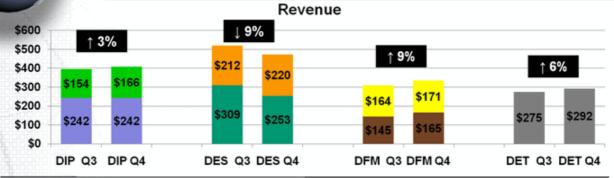
| Q4     | 1 2009     | Industrial<br>Products | Engineered<br>Systems | Fluid<br>Management | Electronic<br>Technologies | Total<br>Dover |
|--------|------------|------------------------|-----------------------|---------------------|----------------------------|----------------|
| Organi | С          | -29%                   | -15%                  | -21%                | -6%                        | -19%           |
| Net Ac | quisitions | -                      | 17%                   | -                   | -                          | 4%             |
| Curren | су         | 1%                     | 4%                    | 2%                  | 3%                         | 2%             |
| Total  |            | -28%                   | 6%                    | -19%                | -3%                        | -13%           |

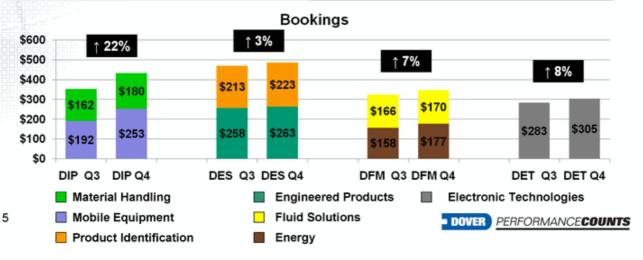
| FY 2009          | Industrial<br>Products | Engineered<br>Systems | Fluid<br>Management | Electronic<br>Technologies | Total<br>Dover |
|------------------|------------------------|-----------------------|---------------------|----------------------------|----------------|
| Organic          | -33%                   | -11%                  | -25%                | -24%                       | -24%           |
| Net Acquisitions | -                      | 7%                    | 1%                  | -                          | 2%             |
| Currency         | -1%                    | -3%                   | -2%                 | -2%                        | -2%            |
| Total            | -34%                   | -7%                   | -26%                | -26%                       | -24%           |

DOVER PERFORMANCECOUNTS



## Sequential Results - Q4 09 / Q3 09







## **Industrial Products**

#### **Quarterly Comments**

- Lower revenue due to continued weakness in construction, trailer and certain military applications
- •Restructuring actions helped offset effects of low volume
- •Quarterly bookings up 5% year over year and 22% sequentially aided by large military order at Heil Trailer
- Winch companies and auto service businesses seeing improving market conditions
- •Book-to-bill of 1.06

|          | Q4<br>2009 | Q4<br>2008 | %<br>Change |
|----------|------------|------------|-------------|
| Revenue  | \$408      | \$564      | -28%        |
| Earnings | \$ 42      | \$ 58      | -29%        |

|          | FY<br>2009 | FY<br>2008 | %<br>Change |
|----------|------------|------------|-------------|
| Revenue  | \$1,622    | \$2,460    | -34%        |
| Earnings | \$ 140     | \$ 300     | -53%        |





## **Engineered Systems**

#### **Quarterly Comments**

- Revenue gains from Tyler & Barker acquisitions (\$43M)
- •Operating margin impacted by volume reduction and product mix at Hill Phoenix and \$3.5 million in restructuring
- •Bookings up 17% year over year and 3% sequentially driven by acquisitions and Product ID; book-to-bill is 1.03
- Product ID business trends continued to improve, resulting in 3 consecutive quarters with sequential revenue growth

|          | Q4<br>2009 | Q4<br>2008 | %<br>Change |
|----------|------------|------------|-------------|
| Revenue  | \$473      | \$448      | 6%          |
| Earnings | \$ 48      | \$ 53      | -10%        |

|          | FY<br>2009 | FY<br>2008 | %<br>Change |
|----------|------------|------------|-------------|
| Revenue  | \$1,862    | \$2,010    | -7%         |
| Earnings | \$ 227     | \$ 279     | -18%        |





## Fluid Management

#### **Quarterly Comments**

- •Difficult comps continue, though sequential revenue growth was 9%
- •Operating margin was strong at 20.1%
- •Bookings up 7% sequentially, driven by Energy bookings improvement of 12%
- Rising NA rig count and improving pump markets help sequential order trend

|          | Q4<br>2009 | Q4<br>2008 | %<br>Change |
|----------|------------|------------|-------------|
| Revenue  | \$336      | \$414      | -19%        |
| Earnings | \$ 68      | \$100      | -32%        |

|          | FY<br>2009 | FY<br>2008 | %<br>Change |
|----------|------------|------------|-------------|
| Revenue  | \$1,271    | \$1,714    | -26%        |
| Earnings | \$ 259     | \$ 385     | -33%        |





## **Electronic Technologies**

#### **Quarterly Comments**

- Year-over-year revenue decline moderated, driven by sequential improvements in electronic assembly and strong Knowles performance; sequential revenue improved 6%
- •Operating margin of 13.6% negatively impacted by \$2.4M in restructuring
- Year-over-year comps impacted by \$7.5M gain on disposition in Q4 2008
- MEMS, hearing aid, and military markets remain solid; electronic assembly continues to improve

|          | Q4<br>2009 | Q4<br>2008 | %<br>Change |
|----------|------------|------------|-------------|
| Revenue  | \$292      | \$302      | -3%         |
| Earnings | \$ 40      | \$ 53      | -25%        |

|          | FY<br>2009 | FY<br>2008 | %<br>Change |
|----------|------------|------------|-------------|
| Revenue  | \$1,027    | \$1,396    | -26%        |
| Earnings | \$ 84      | \$ 194     | -57%        |





## Q4 2009 Overview

|                          | Q4 2009   | FY 2009   |
|--------------------------|---|---|
| Free Cash Flow           | \$211.2 million, 14% of revenue                 | \$682.1 million, 12% of revenue   |
| Net Interest Expense     | \$26.8 million                                  | \$100.4 million, up \$4.3 million reflecting lower interest income on cash balances           |
| Net Debt to Capital      |   | 18.4%, down 65 bps from prior year, reflecting lower debt levels                              |
| Effective Tax Rate (ETR) | 27.2%   | 24.4%, primarily reflecting the<br>benefits of the second quarter<br>settlement, down 220 bps |
| Corporate Expense        | \$29.6 million, essentially flat with last year | \$118.0 million, up \$2.8 million reflecting continued investment in supply chain initiative  |





## **Restructuring Update**

#### Highlights

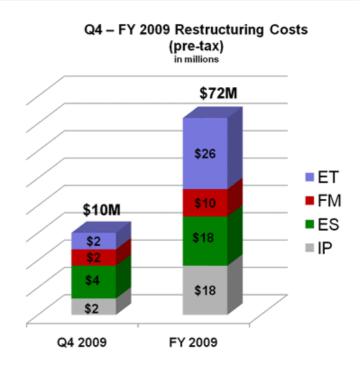
 Fourth quarter restructuring activity reflects continuation of our previously announced plans

#### FY Savings

- Savings from 2009 programs approximately \$125M
- Incremental savings from 2009 programs is \$30M-\$40M in 2010

#### 2010

 No additional programs planned besides normal activities







## 2010 Guidance

Revenue:

– Core revenue: ≈ 4% - 6%

– 2009 Acquisitions: ≈ 3%

– Total revenue: ≈ 7% - 9%

Corporate expense: ≈ \$130 million

Interest expense: \$105 - \$110 million

Full-year tax rate: 29% – 30%

Capital expenditures: ≈ 2.3% - 2.5% of revenue

Free cash flow for full year: ≈ 10% of revenue

• Full year EPS: \$2.35 – \$2.65



## 2010 EPS Guidance Bridge - Cont. Ops

2009 EPS – Continuing Ops

\$1.99

Volume, mix, price (inc. FX): \$0.22 - \$0.46

2009 acquisitions (inc. Tyler): \$0.08

Net benefits of restructuring/productivity: \$0.40 - \$0.48

- Compensation & benefits: (\$0.08 - \$0.12)

- Corporate expense: (\$0.04)

- Interest: (\$0.03)

- Tax rate: (\$0.19 - \$0.17)

2010 EPS – Continuing Ops

\$2.35 - \$2.65

13

