



January 31, 2023 – 8:00am CT

# Earnings Conference Call Fourth Quarter and Full Year 2022

# Forward-Looking Statements and Non-GAAP Measures

We want to remind everyone that our comments may contain forward-looking statements that are inherently subject to uncertainties and risks, including general economic conditions and conditions in the particular markets in which we operate, supply chain constraints and labor shortages that could result in production stoppages, inflation in material input costs and freight logistics, and the impacts of coronavirus (COVID-19) on the global economy and on our customers, suppliers, employees, operations, business, liquidity and cash flow. We caution everyone to be guided in their analysis of Dover Corporation by referring to the documents we file from time to time with the SEC, including our Annual Report on Form 10-K, and our Quarterly Reports on Form 10-Q and Current Reports on Form 8-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 website, [dovercorporation.com](https://www.dovercorporation.com), where considerably more information can be found.

In addition to financial measures based on U.S. GAAP, Dover provides supplemental non-GAAP financial information. Management uses non-GAAP measures in addition to GAAP measures to understand and compare operating results across periods, make resource allocation decisions, and for forecasting and other purposes. Management believes these non-GAAP measures reflect results in a manner that enables, in many instances, more meaningful analysis of trends and facilitates comparison of results across periods and to those of peer companies. These non-GAAP financial measures have no standardized meaning presented in U.S. GAAP and may not be comparable to other similarly titled measures used by other companies due to potential differences between the companies in calculations. The use of these non-GAAP measures has limitations and they should not be considered as substitutes for measures of financial performance and financial position as prepared in accordance with U.S. GAAP. Reconciliations and definitions are included either in this presentation or in Dover's earnings release and investor supplement for the fourth quarter and full year, which are available on Dover's website. We do not provide a reconciliation of forward-looking organic revenue and forward-looking free cash flow to the most directly comparable GAAP financial measure because we are not able to provide a meaningful or accurate compilation of reconciling items. This is due to the inherent difficulty in accurately forecasting the timing and amounts of the items that would be excluded from the most directly comparable GAAP financial measure or are out of our control. For the same reasons, we are unable to address the probable significance of unavailable information which may be material.

# Q4 and 2022 Performance Highlights

## Revenue

Q4 '22                      FY '22

All in:                      +8% to \$2.1B                      +8% to \$8.5B

Organic<sup>(1)</sup>:                      +9%                      +9%

## Adjusted Earnings per Share

Q4 '22                      FY '22

Adjusted EPS<sup>(1)</sup>:                      +21% to \$2.16                      +11% to \$8.45

## Free Cash Flow<sup>(1)</sup>

Q4 '22                      FY '22

\$M:                      \$284M                      \$585M

% of Revenue:                      13%                      7%

## Portfolio Activity

~\$325M deployed in 2022 towards acquisitions

## Bookings<sup>(2)</sup>

Q4 '22                      FY '22

All in:                      (19%) to \$1.9B                      (11%) to \$8.3B

'19-'22 Org.<sup>(2)</sup> CAGR:                      +1%                      +4%

## Segment Earnings Margin<sup>(1)</sup>:

Q4 '22                      FY '22

% of Revenue:                      +150 bps to 21.0%                      ~flat at 20.6%

## FY '23 Guidance

EPS: \$7.87 - \$8.07 (GAAP); \$8.85 - \$9.05 (adjusted<sup>(1)</sup>)

Revenue growth: 3% - 5% (all-in and organic<sup>(1)</sup>)

## 2023 Investor Day

March 8 at our CPC facility in the Minneapolis-St. Paul area (live webcast will be available)

# Summary Corporate Q4 and Full Year Results

		Q4 2022	FY 2022	Highlights and Comments
<b>Revenue change (Y-o-Y)</b>	All-in	8%	8%	<ul style="list-style-type: none"> <li>Q4 Y-o-Y organic growth in three out of five segments; one segment flat</li> <li>Q4 FX impact: -5%; acquisitions (net of divestitures) +3%</li> </ul>
	Organic <sup>(1)</sup>	9%	9%	
<b>Bookings change (Y-o-Y)</b>	All-in <sup>(2)</sup>	-19%	-11%	<ul style="list-style-type: none"> <li>Q4 book-to-bill<sup>(2)</sup>: 0.90</li> <li>All-in backlog<sup>(2)</sup> -7% Y-o-Y; up +107% vs. 2019</li> </ul>
	Organic <sup>(2)</sup>	-17%	-10%	
<b>Segment Earnings<sup>(1)</sup></b>	Margin %	21.0%	20.6%	<ul style="list-style-type: none"> <li>+150 bps YoY improvement in Q4</li> <li>Flat FY Y-o-Y on higher volumes, price-cost, offset by FX, mix, supply chain constraints</li> </ul>
	Y-o-Y bps Δ	+150 bps	~flat	
<b>Earnings</b>	Reported	\$264M	\$1.1B	<ul style="list-style-type: none"> <li>Reported Q4 Y-o-Y change: -27%</li> <li>Adjusted<sup>(1)</sup> Q4 Y-o-Y change: +18%</li> </ul>
	Adjusted <sup>(1)</sup>	\$305M	\$1.2B	
<b>Diluted EPS</b>	Reported	\$1.87	\$7.42	<ul style="list-style-type: none"> <li>Reported Q4 Y-o-Y change: -25%</li> <li>Adjusted<sup>(1)</sup> Q4 Y-o-Y change: +21%</li> </ul>
	Adjusted <sup>(1)</sup>	\$2.16	\$8.45	
<b>Free Cash Flow (% of)<sup>(1)</sup></b>	Revenue	13%	7%	<ul style="list-style-type: none"> <li>Q4 FCF<sup>(1)</sup> up \$7M Y-o-Y</li> </ul>
	Adj. Earnings <sup>(1)</sup>	93%	48%	
<b>2023 Guidance</b>				<ul style="list-style-type: none"> <li>2023 guidance:               <ul style="list-style-type: none"> <li>Revenue growth: 3% - 5% (all-in and organic<sup>(1)</sup>)</li> <li>EPS: \$7.87 - \$8.07 (GAAP); \$8.85 - \$9.05 (adjusted<sup>(1)</sup>)</li> </ul> </li> </ul>

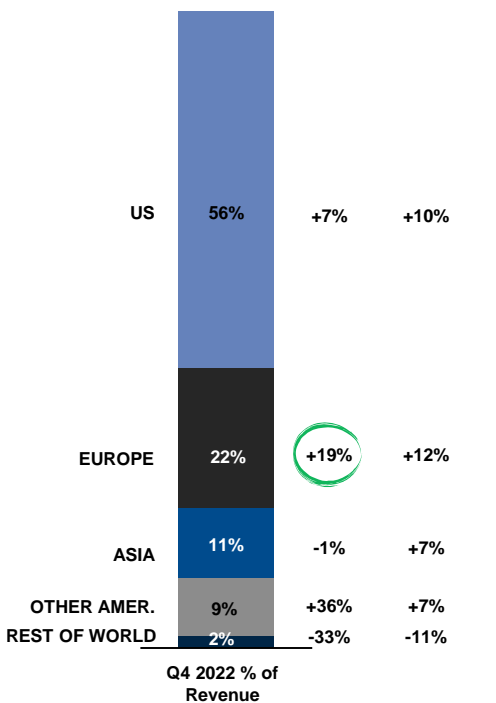
# Segment Results

Segment	Q4 2022		FY 2022		Performance Commentary
	Revenue (\$M) / Y-o-Y Organic <sup>(1)</sup> Δ %	Segment Earnings % / bps Δ Y-o-Y	Revenue (\$M) / Y-o-Y Organic <sup>(1)</sup> Δ %	Segment Earnings % / bps Δ Y-o-Y	
DEP	\$525 <b>+17%</b>	20% <b>+620 bps</b>	\$2,044 <b>+17%</b>	17% <b>+140 bps</b>	<ul style="list-style-type: none"> <li>Sustained strong organic growth in waste handling, vehicle aftermarket, and industrial winches thru '22; improved 2H'22 volumes in aerospace &amp; defense; Q4 slower in China</li> <li>Strong margin conversion on improved price-cost and productivity, and volume more than offset ongoing supply chain inefficiencies</li> </ul>
DCEF	\$462 <i>flat</i>	20% <b>+170 bps</b>	\$1,879 <i>flat</i>	19% -110 bps	<ul style="list-style-type: none"> <li>Strong growth in clean energy, below-ground fueling, and vehicle wash. Above-ground fueling subdued on construction delays, slower Europe, and EMV roll-off</li> <li>Margin improving on product mix and cost controls / restructuring</li> </ul>
DII	\$293 <b>+9%</b>	25% <b>+250 bps</b>	\$1,124 <b>+3%</b>	24% <b>+100 bps</b>	<ul style="list-style-type: none"> <li>Strong shipments in marking &amp; coding in all regions except China; new textile printer sales remain impacted due to high energy prices and macro uncertainty in textile-producing regions</li> <li>Strong margin improvement on higher volumes, mix and positive price-cost</li> </ul>
DPPS	\$418 -4%	29% -490 bps	\$1,728 <b>+4%</b>	31% -290 bps	<ul style="list-style-type: none"> <li>Top line strength in industrial pumps, medical/thermal connectors, plastics &amp; polymers, and precision components. Post-COVID normalization/inventory depletion in biopharma continues</li> <li>Margins lower (against record high 2021 comparable margins) on mix</li> </ul>
DCST	\$442 <b>+27%</b>	14% <b>+450 bps</b>	\$1,738 <b>+19%</b>	15% <b>+310 bps</b>	<ul style="list-style-type: none"> <li>Strong top line growth across all major business lines, especially heat exchangers and CO2 refrigeration systems</li> <li>Margin up on price-cost tailwinds, improved productivity in food retail and strong shipments against high backlogs driving fixed cost absorption</li> </ul>

# Revenue & Bookings

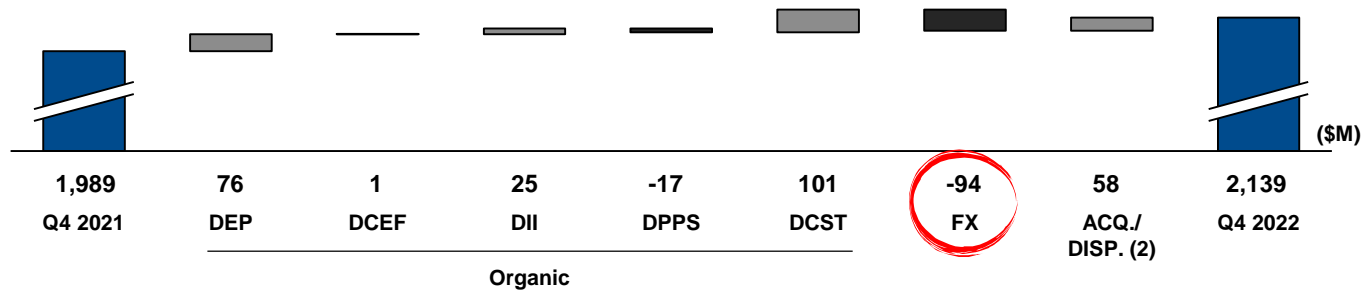
## Organic Rev Growth<sup>(1)</sup>

Q4 '22 FY '22



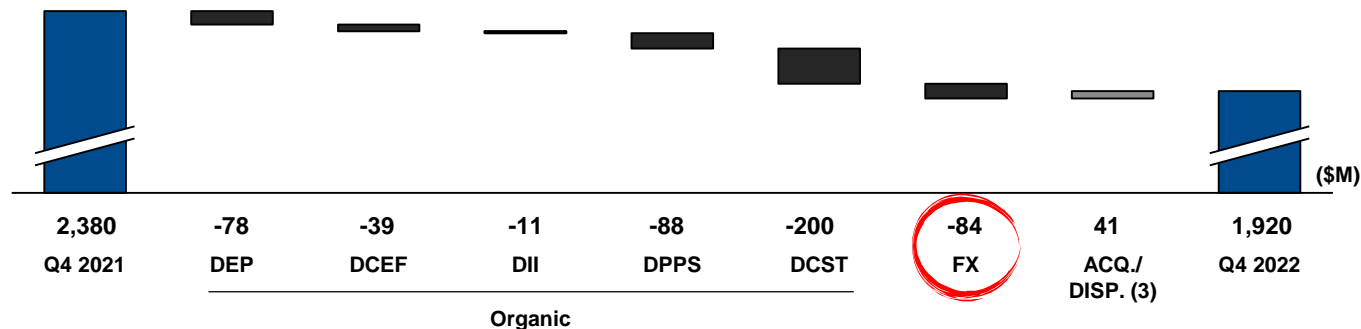
## Q4 2022 Revenue

Change in Organic Revenue<sup>(1)</sup>: +\$186M, or 9.3%



## Q4 2022 Bookings<sup>(4)</sup>

Change in Organic Bookings<sup>(4)</sup>: -\$416M, or -17.5%



Note: \$ in millions. Numbers may not add due to rounding

(1) Non-GAAP measure (definition and/or reconciliation in appendix)  
 (2) Acquisitions: \$80M, dispositions: \$22M

(3) Acquisitions: \$66M, dispositions: \$26M  
 (4) See performance measure definitions in appendix

# FY 2022 Free Cash Flow

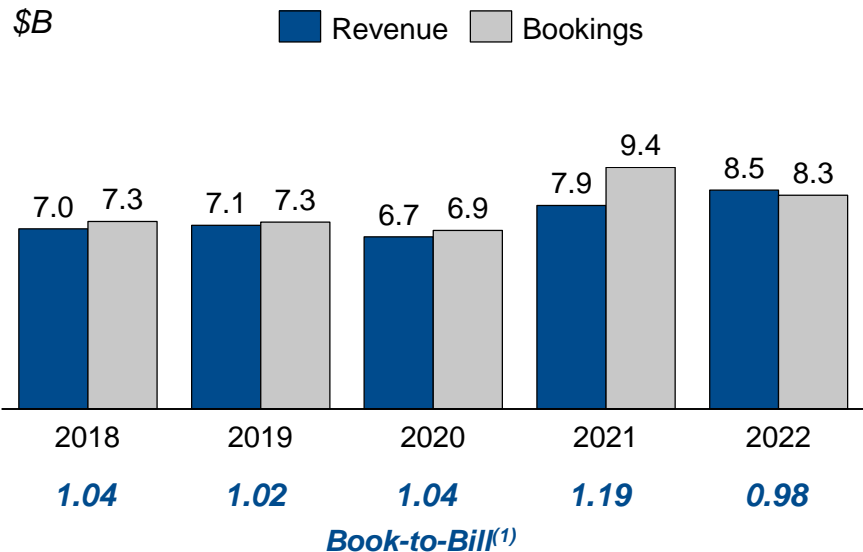
\$M	FY22	FY21	Δ
Net earnings	1,065	1,124	-59
Adjustment for gain on dispositions	0	-206	+206
D&A	308	290	+18
Change in working capital	-387	-265	-122
Change in accrued and deferred taxes	-91	40	-130
Change in other <sup>(1)</sup>	-89	133	-223
<b>Cash flow from operations</b>	<b>806</b>	<b>1,116</b>	<b>-310</b>
Capex	-221	-171	-50
<b>Free cash flow<sup>(2)</sup></b>	<b>585</b>	<b>944</b>	<b>-359</b>
<b>FCF % of revenue<sup>(2)</sup></b>	<b>7%</b>	<b>12%</b>	
<b>FCF % of adj. earnings<sup>(2)</sup></b>	<b>48%</b>	<b>85%</b>	

- Q4 2022 FCF<sup>(2)</sup> was 13% of revenue
- FY 2022 FCF<sup>(2)</sup> includes ~\$60 million of one-time tax payments principally related to divestitures
- 2023 FCF<sup>(2)</sup> to improve to 15-17% of revenue on working capital performance and lower Capex

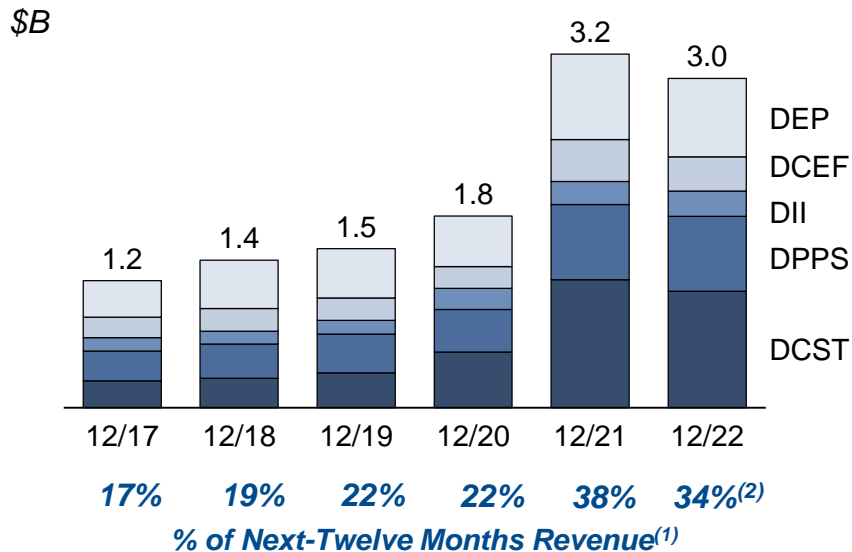
Note: Numbers may not add due to rounding

# Robust Through-Cycle Order Rate Trends Driving Continued Strength in Backlog

## Unprecedented Book-to-Bill<sup>(1)</sup> in '21



## Continued Strength in Backlog<sup>(1)</sup>



**Order rates and backlogs are normalizing to levels commensurate with Dover's GDP+ through-cycle growth objective as supply chains stabilize**






Note: Numbers may not add due to rounding

(1) See performance measures definitions in appendix

(2) Next twelve months revenue for 12/22 calculated by applying the midpoint of 2023 full year 3-5% all-in revenue growth guide to 2022 revenue base.

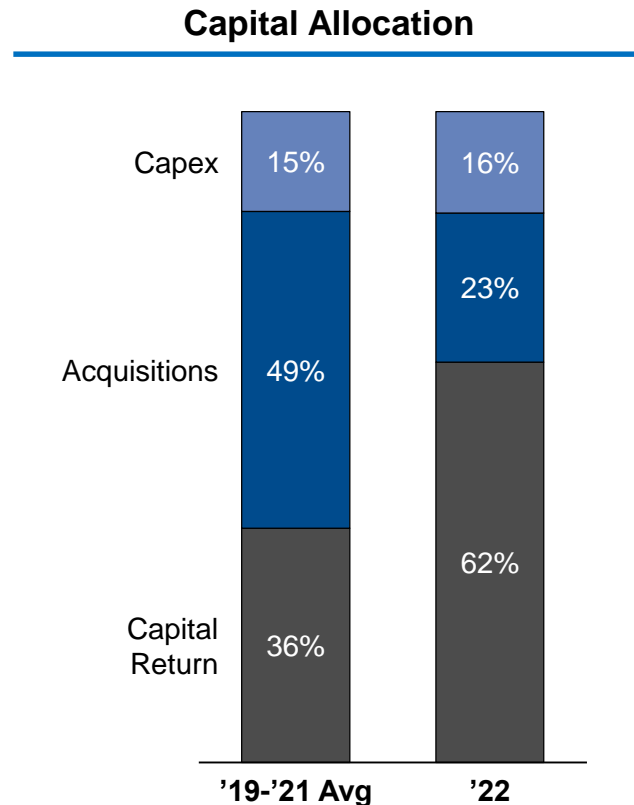


# 2023 Outlook by Segment

Segment	'23 Organic Growth <sup>(1)</sup> Outlook	'23 Margin Outlook	Comments
DEP	MSD		<ul style="list-style-type: none"> <li>Strong growth outlook across most businesses, particularly strong bookings / backlog in waste handling; vehicle aftermarket slower after two years of double-digit organic growth; slow start in '23 on lingering impact from chassis availability</li> <li>Continued margin expansion on improved productivity, supply chain easing, positive price-cost and volume growth</li> </ul>
DCEF	LSD		<ul style="list-style-type: none"> <li>Solid trends and outlook in clean energy, below ground, vehicle wash, retail fueling systems and software; dispensers expected to be subdued; Q1 and H1 comps elevated, growth weighted to 2H</li> <li>Margin improvement weighted to 2H on mix, productivity and volume improvement</li> </ul>
DII	MSD		<ul style="list-style-type: none"> <li>Continued stable growth in marking &amp; coding. Strong outlook for serialization &amp; brand protection. Prolonged recovery in textiles</li> <li>Margin has stabilized at a best-in-class level (+230 bps over last two years); some mix and FX headwinds in '23</li> </ul>
DPPS	Flat		<ul style="list-style-type: none"> <li>Solid growth in industrial pumps, plastics &amp; polymers, and precision components off strong backlogs. Biopharma projected down in Q1 as customers work through pre-built inventory, sequential recovery through Q3-4</li> <li>Margin headwind (esp. in Q1) from end-market and geo mix, offset in 2H by cost controls and productivity actions</li> </ul>
DCST	MSD		<ul style="list-style-type: none"> <li>Food retail growing off the strong backlog and CO2 systems demand; DD outlook in heat exchangers on heat pump growth; can making shipping against still-elevated backlog</li> <li>Expect steady continued margin accretion on productivity, mix, volume</li> </ul>

# Opportunistically Stepped-up Return of Capital in 2022; Capital Deployment Priority Stack Remains Unchanged

Priorities	2022 Commentary
1 Invest Organically	<ul style="list-style-type: none"> <li>Capex of \$221M (2.6% of revenue), a recent record</li> <li>Significant capacity expansions (e.g. heat exchangers for heat pumps, CO2 refrigeration systems, connectors for thermal applications) and productivity investments (waste hauling, vehicle service)</li> </ul>
2 Grow through Acquisitions	<ul style="list-style-type: none"> <li>~\$325M deployed</li> <li>\$1B+ “firepower” available<sup>(1)</sup></li> </ul>
3 Return Capital	<ul style="list-style-type: none"> <li>\$585M in share repurchases; \$500M Accelerated Share Repurchase (ASR) completed in Q4</li> <li>67<sup>th</sup> consecutive year of dividend increases</li> </ul>



(1) Cash and debt capacity at 2.5x leverage, assuming a \$300M minimum cash balance.

# FY 2023 Guidance Continues Trend of Robust Earnings Growth

## Revenue

- Growth Rate<sup>(1)</sup>: 3% - 5%

## EPS and other

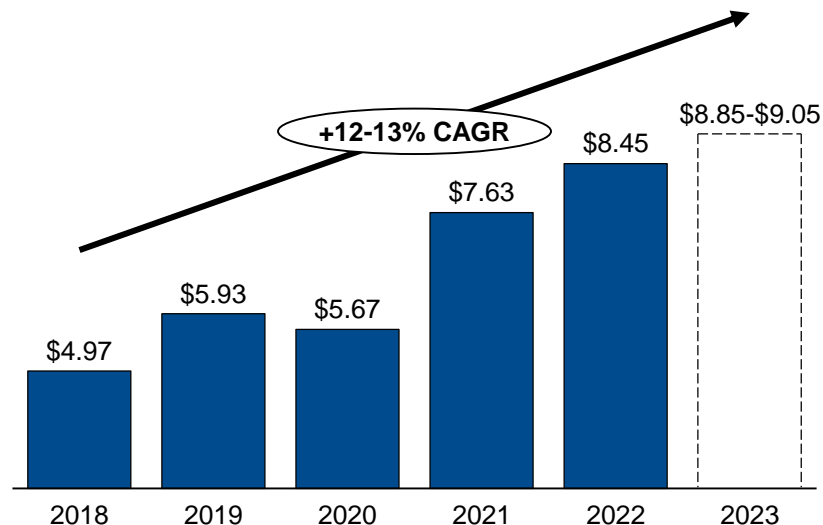
- Effective Tax rate: 21% – 21.5%
- GAAP EPS: \$7.87 - \$8.07
- Adjusted EPS<sup>(2)</sup>: \$8.85 - \$9.05

*Expect \$0.05 - \$0.10 of EPS headwind from FX (assumes 1.06 dollar/euro exchange rate)*

## Cash Flow

- Free Cash Flow<sup>(2)</sup>: 15% - 17% of Revenue
- Capex: \$185 - \$195 million

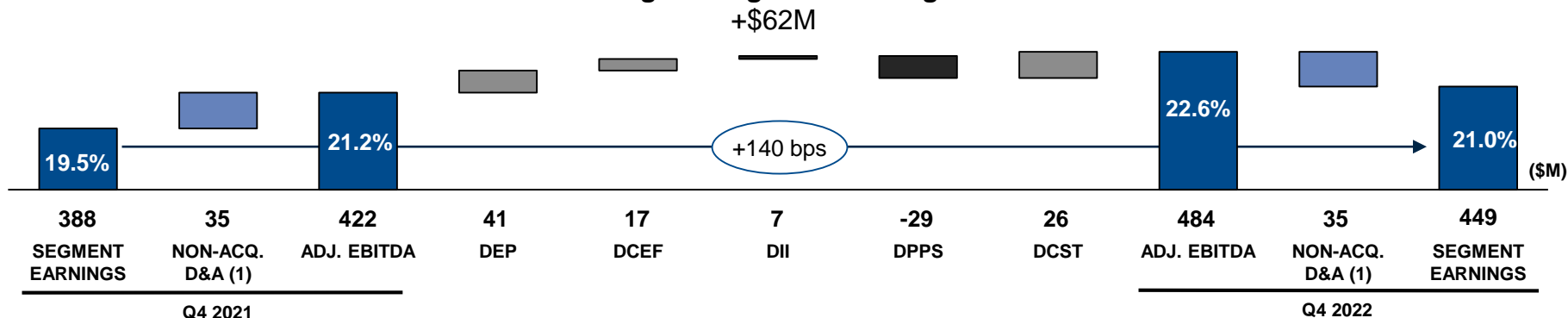
## Through-Cycle Adj. EPS<sup>(2)</sup> Accretion



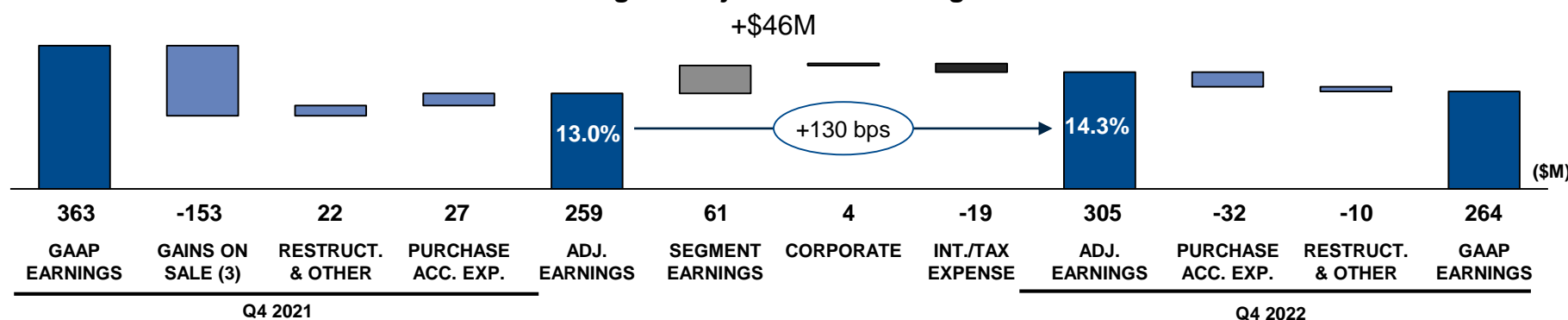
# Appendix

# Q4 2022 Segment Earnings and Adjusted Net Earnings

## Change in Segment Earnings<sup>(2)</sup>



## Change in Adjusted Net Earnings<sup>(2)</sup>



13 (1) Relates to PP&E and intangibles, and excludes amounts related to purchase accounting expenses and restructuring and other costs  
 (2) Non-GAAP measures (definitions and/or reconciliations in appendix)  
 (3) \$135.1 million gain on the sale of Unified Brands and a \$18.0 gain related to the sale of our Race Winning Brands equity method investment

Note: \$ in millions. Numbers may not add due to rounding



## Organic Revenue Bridges

Segment Growth Factors		
	Revenue	
	Q4 2022	FY 2022
<b>Organic</b>		
Engineered Products	16.5 %	16.8 %
Clean Energy & Fueling	0.3 %	(0.3)%
Imaging & Identification	8.7 %	2.9 %
Pumps & Process Solutions	(3.9)%	4.1 %
Climate & Sustainability Technologies	26.9 %	18.5 %
<b>Total organic</b>	<b>9.3 %</b>	<b>8.8 %</b>
Acquisitions	4.0 %	4.2 %
Dispositions	(1.1)%	(1.5)%
Currency translation	(4.7)%	(3.9)%
<b>Total</b>	<b>7.5 %</b>	<b>7.6 %</b>

Geographic Revenue Growth Factors		
	Q4 2022	FY 2022
	<b>Organic</b>	
United States	7.4 %	9.5 %
Other Americas	35.6 %	6.9 %
Europe	19.4 %	11.7 %
Asia	(1.2)%	7.2 %
Other	(33.3)%	(11.3)%
<b>Total organic</b>	<b>9.3 %</b>	<b>8.8 %</b>
Acquisitions	4.0 %	4.2 %
Dispositions	(1.1)%	(1.5)%
Currency translation	(4.7)%	(3.9)%
<b>Total</b>	<b>7.5 %</b>	<b>7.6 %</b>

Note: Numbers may not add due to rounding

## Organic Bookings Bridges

Segment Growth Factors						
	Bookings					
	Q4 2022	FY 2022	Q4 2021	FY 2021	Q4 2020	FY 2020
<b>Organic</b>						
Engineered Products	(13.3)%	(4.7)%	19.7 %	33.2 %	3.3 %	(9.5)%
Clean Energy & Fueling	(9.8)%	(8.8)%	(7.0)%	11.2 %	(6.0)%	(8.0)%
Imaging & Identification	(3.6)%	2.6 %	0.7 %	7.7 %	0.7 %	(6.3)%
Pumps & Process Solutions	(19.1)%	(12.8)%	26.3 %	48.2 %	10.8 %	(4.8)%
Climate & Sustainability Technologies	(31.6)%	(19.7)%	69.9 %	53.3 %	5.6 %	6.5 %
<b>Total organic</b>	<b>(17.5)%</b>	<b>(10.0)%</b>	<b>22.2 %</b>	<b>31.9 %</b>	<b>2.4 %</b>	<b>(4.6)%</b>
Acquisitions	2.8 %	3.5 %	1.4 %	1.5 %	1.5 %	1.0 %
Dispositions	(1.1)%	(1.5)%	(0.5)%	(0.2)%	(0.4)%	(0.6)%
Currency translation	(3.5)%	(3.1)%	(0.2)%	2.1 %	1.7 %	(0.2)%
<b>Total</b>	<b>(19.3)%</b>	<b>(11.1)%</b>	<b>22.9 %</b>	<b>35.3 %</b>	<b>5.2 %</b>	<b>(4.4)%</b>

Note: Numbers may not add due to rounding

## Q4 2021 to Q4 2022 Revenue and Bookings Bridges by Segment

**Revenue Bridge by Segment**

(\$ in millions)

	DEP	DCEF	DII	DPPS	DCST	Total
<b>Q4 2021 Revenue</b>	<b>463</b>	<b>411</b>	<b>292</b>	<b>447</b>	<b>376</b>	<b>1,989</b>
Organic Growth	76	1	25	(17)	101	186
FX	(14)	(21)	(25)	(20)	(14)	(94)
Acquisitions/ Dispositions	0	71	0	9	(22)	58
<b>Q4 2022 Revenue</b>	<b>525</b>	<b>462</b>	<b>293</b>	<b>418</b>	<b>442</b>	<b>2,139</b>

**Bookings Bridge by Segment**

(\$ in millions)

	DEP	DCEF	DII	DPPS	DCST	Total
<b>Q4 2021 Bookings</b>	<b>585</b>	<b>399</b>	<b>303</b>	<b>460</b>	<b>633</b>	<b>2,380</b>
Organic Growth	(78)	(39)	(11)	(88)	(200)	(416)
FX	(10)	(15)	(19)	(22)	(19)	(84)
Acquisitions/ Dispositions	0	54	0	12	(26)	41
<b>Q4 2022 Bookings</b>	<b>498</b>	<b>399</b>	<b>273</b>	<b>362</b>	<b>389</b>	<b>1,920</b>

Note: Numbers may not add due to rounding



## FY 2021 to FY 2022 Revenue Bridge by Segment

**Revenue Bridge by Segment**

(\$ in millions)

	DEP	DCEF	DII	DPPS	DCST	Total
<b>FY 2021 Revenue</b>	<b>1,781</b>	<b>1,648</b>	<b>1,163</b>	<b>1,709</b>	<b>1,608</b>	<b>7,907</b>
Organic Growth	300	(5)	34	70	298	694
FX	(50)	(63)	(76)	(71)	(48)	(308)
Acquisitions/ Dispositions	13	298	3	21	(121)	214
<b>FY 2022 Revenue</b>	<b>2,044</b>	<b>1,879</b>	<b>1,124</b>	<b>1,728</b>	<b>1,738</b>	<b>8,508</b>

Note: Numbers may not add due to rounding

## Reconciliation of Net Earnings to Segment Earnings and Adjusted Segment EBITDA

\$ in millions	Q4 2022	FY 2022	Q4 2021
<b>Net earnings</b>	<b>264</b>	<b>1,065</b>	<b>363</b>
Provision for income taxes	60	222	98
Earnings before provision for income taxes	323	1,288	461
Interest income	(1)	(4)	(1)
Interest expense	33	116	26
Corporate expense / other	42	135	46
Loss on dispositions	—	—	(206)
Restructuring and other costs	12	39	27
Purchase accounting expenses	40	181	36
<b>Total segment earnings</b>	<b>449</b>	<b>1,755</b>	<b>388</b>
Segment earnings margin	21.0 %	20.6 %	19.5 %
Add: Other depreciation and amortization <sup>(1)</sup>	35	138	34
<b>Total adjusted segment EBITDA</b>	<b>484</b>	<b>1,893</b>	<b>422</b>
Adjusted segment EBITDA margin	22.6 %	22.2 %	21.2 %

Note: Numbers may not add due to rounding

# Reconciliation of Net Earnings to Adjusted Net Earnings and Diluted EPS to Adjusted Diluted EPS

(\$ in millions, except per share data)	Q4 2022	FY 2022	Q4 2021	FY 2021	FY 2020	FY 2019	FY 2018
<b>Net earnings (\$)</b>	<b>264</b>	<b>1,065</b>	<b>363</b>	<b>1,124</b>	<b>683</b>	<b>678</b>	<b>591</b>
Purchase accounting expenses, pre-tax	40	181	36	142	139	138	146
Purchase accounting expenses, tax impact	(9)	(42)	(9)	(35)	(34)	(35)	(37)
Restructuring and other costs (benefits), pre-tax	12	39	27	38	51	32	73
Restructuring and other costs (benefits), tax impact	(2)	(8)	(5)	(7)	(11)	(7)	(15)
Gain on dispositions, pre-tax	—	0	(206)	(206)	(5)	—	—
Gain on dispositions, tax impact	—	0	53	53	1	—	—
Loss on extinguishment of debt, pre-tax	—	—	—	—	—	24	—
Loss on extinguishment of debt, tax impact	—	—	—	—	—	(5)	—
Loss on assets held for sale	—	—	—	—	—	47	—
Tax Cuts and Jobs Act	—	(23)	—	—	—	—	(3)
<b>Adjusted net earnings (\$)</b>	<b>305</b>	<b>1,213</b>	<b>259</b>	<b>1,109</b>	<b>824</b>	<b>872</b>	<b>756</b>
Adjusted net earnings margin	14.3 %	14.3 %	13.0 %	14.0 %	12.3 %	12.2 %	10.8 %
<b>Diluted EPS (\$)</b>	<b>1.87</b>	<b>7.42</b>	<b>2.49</b>	<b>7.74</b>	<b>4.70</b>	<b>4.61</b>	<b>3.89</b>
Purchase accounting expenses, pre-tax	0.29	1.27	0.25	0.98	0.95	0.94	0.96
Purchase accounting expenses, tax impact	(0.06)	(0.30)	(0.06)	(0.24)	(0.24)	(0.24)	(0.24)
Restructuring and other costs (benefits), pre-tax	0.08	0.26	0.18	0.26	0.35	0.22	0.48
Restructuring and other costs (benefits), tax impact	(0.02)	(0.06)	(0.03)	(0.05)	(0.07)	(0.06)	(0.10)
Gain on dispositions, pre-tax	0.00	0.00	(1.42)	(1.42)	(0.03)	—	—
Gain on dispositions, tax impact	0.00	0.00	0.37	0.37	0.01	—	—
Loss on extinguishment of debt, pre-tax	—	—	—	—	—	0.16	—
Loss on extinguishment of debt, tax impact	—	—	—	—	—	(0.04)	—
Loss on assets held for sale	—	—	—	—	—	0.32	—
Tax Cuts and Jobs Act	—	(0.16)	—	—	—	—	(0.02)
<b>Adjusted diluted EPS (\$)</b>	<b>2.16</b>	<b>8.45</b>	<b>1.78</b>	<b>7.63</b>	<b>5.67</b>	<b>5.93</b>	<b>4.97</b>
<b>Revenue</b>	2,139	8,508	1,989	7,907	6,684	7,136	6,992
<b>Weighted average shares outstanding - diluted</b>	141	144	145	145	145	147	152

Note: Numbers may not add due to rounding

## Backlog and Bookings by Segment

(\$ in millions)	Segment Backlog					
	Q4 2022	Q4 2021	Q4 2020	Q4 2019	Q4 2018	Q4 2017
Engineered Products	720	785	464	452	443	334
Clean Energy & Fueling	312	384	202	206	209	187
Imaging & Identification	233	212	193	126	118	125
Pumps & Process Solutions	687	689	390	353	315	273
Climate & Sustainability Technologies	1,069	1,174	510	321	269	245
Intersegment Eliminations	(3)	0	0	(1)	(1)	0
<b>Total consolidated backlog</b>	<b>3,018</b>	<b>3,244</b>	<b>1,759</b>	<b>1,457</b>	<b>1,353</b>	<b>1,164</b>

(\$ in millions)	Segment Bookings					
	Q4 2022	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018
Engineered Products	498	2,004	2,114	1,558	1,708	1,804
Clean Energy & Fueling	399	1,821	1,742	1,472	1,614	1,513
Imaging & Identification	273	1,154	1,190	1,065	1,093	1,106
Pumps & Process Solutions	362	1,709	2,023	1,334	1,394	1,387
Climate & Sustainability Technologies	389	1,660	2,317	1,510	1,447	1,475
Intersegment Eliminations	(1)	(5)	(2)	(2)	(1)	(2)
<b>Total consolidated bookings</b>	<b>1,920</b>	<b>8,343</b>	<b>9,385</b>	<b>6,937</b>	<b>7,255</b>	<b>7,283</b>

Note: Numbers may not add due to rounding

## Reconciliation of Free Cash Flow and EPS to Adjusted EPS

\$ in millions	Free Cash Flow			
	2022		2021	
	Q4	FY 2022	Q4	FY 2021
<b>Net cash provided by operating activities</b>	<b>339</b>	<b>806</b>	<b>327</b>	<b>1,116</b>
Capital expenditures	(55)	(221)	(50)	(171)
<b>Free cash flow</b>	<b>284</b>	<b>585</b>	<b>277</b>	<b>944</b>
Cash flow from operating activities as a percentage of revenue	15.8 %	9.5 %	16.5 %	14.1 %
Cash flow from operating activities as a percentage of adjusted net earnings	111.1 %	66.4 %	126.5 %	100.6 %
Free cash flow as a % of revenue	13.3 %	6.9 %	13.9 %	11.9 %
Free cash flow as a % of adjusted net earnings	93.1 %	48.2 %	107.1 %	85.2 %
			<b>Range</b>	
<b>2023 Guidance for Earnings per Share (GAAP)</b>		<b>\$ 7.87</b>		<b>\$ 8.07</b>
Purchase accounting expenses, net			0.88	
Restructuring and other costs, net			0.10	
<b>2023 Guidance for Adjusted Earnings per Share (Non-GAAP)</b>		<b>\$ 8.85</b>		<b>\$ 9.05</b>

Note: Numbers may not add due to rounding

# Non-GAAP Definitions

## Definitions of Non-GAAP Measures:

**Adjusted Net Earnings:** is defined as net earnings adjusted for the effect of purchase accounting expenses, restructuring and other costs/benefits, Tax Cuts and Jobs Act, gain/loss on dispositions, loss on extinguishment of debt and loss on assets held for sale.

**Adjusted Net Earnings Margin:** is defined as adjusted net earnings divided by revenue.

**Adjusted Diluted Net Earnings Per Share (or Adjusted Earnings Per Share):** is defined as diluted EPS adjusted for the effect of purchase accounting expenses, restructuring and other costs/benefits, Tax Cuts and Jobs Act, gain/loss on dispositions gain/loss on dispositions, loss on extinguishment of debt and loss on assets held for sale.

**Total Segment Earnings:** is defined as sum of earnings before purchase accounting expenses, restructuring and other costs/benefits, corporate expenses/other, interest expense, interest income and provision for income taxes for all segments

**Total Segment Earnings Margin:** is defined as total segment earnings divided by revenue.

**Adjusted Segment EBITDA:** is defined as segment earnings plus other depreciation and amortization expense, which relates to property, plant, and equipment and intangibles, and excludes amounts related to purchase accounting expenses and restructuring and other costs/benefits.

**Adjusted Segment EBITDA Margin:** is defined as adjusted segment EBITDA divided by revenue.

**Free Cash Flow:** is defined as net cash provided by operating activities minus capital expenditures. Free cash flow as a percentage of revenue equals free cash flow divided by revenue. Free cash flow as a percentage of adjusted net earnings equals free cash flow divided by adjusted net earnings.

**Organic Revenue Growth:** is defined as revenue growth excluding the impact of foreign currency exchange rates and the impact of acquisitions and dispositions.

The tables included in this presentation provide reconciliations of the non-GAAP measures used in this presentation to the most directly comparable U.S. GAAP measures. Further information regarding management's use of these non-GAAP measures is included in Dover's earnings release and investor supplement for the quarter.

# Performance Measure Definitions

## Definitions of Performance Measures:

**Bookings** represent total orders received from customers in the current reporting period. This metric is an important measure of performance and an indicator of revenue order trends.

**Organic Bookings** represent total orders received from customers in the current reporting period excluding the impact of foreign currency exchange rates and the impact of acquisitions and dispositions. This metric is an important measure of performance and an indicator of revenue order trends.

**Backlog** represents an estimate of the total remaining bookings at a point in time for which performance obligations have not yet been satisfied. This metric is useful as it represents the aggregate amount we expect to recognize as revenue in the future.

**Book-to-Bill** is a ratio of the amount of bookings received from customers during a period divided by the amount of revenue recorded during that same period. This metric is a useful indicator of demand.

**Backlog as a % of Next-Twelve Months Revenue** is a ratio of backlog divided by the next-twelve months revenue. This metric is a useful indicator of demand.

We use the above operational metrics in monitoring the performance of the business. We believe the operational metrics are useful to investors and other users of our financial information in assessing the performance of our segments.

