# UNITED STATES SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

## FORM 8-K

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

Date of Report (Date of earliest event reported): May 20, 2014

## DOVER CORPORATION

(Exact Name of Registrant as Specified in its Charter)


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

## Item 7.01 Regulation FD Disclosure.

Dover Corporation (the "Company" or "Dover") will present at the Electrical Products Group Conference at 1:15 p.m. Eastern time on May 20, 2014. A copy of the slide presentation to be used by the Company is attached as Exhibit 99.1 to this Current Report on Form 8-K. A live audio webcast of the Company's presentation at the conference will be available via the Company's website (http://www.dovercorporation.com) and a replay of the webcast will be available on the website for approximately 90 days.

Exhibit 99.1 contains "forward-looking" statements within the meaning of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and the Private Securities Litigation Reform Act of 1995. The forward-looking statements in these materials include any statements that are not historical facts. Forward-looking statements are subject to inherent risks and uncertainties that could cause actual results to differ materially from current expectations. Such risk factors include, but are not limited to, market and economic conditions and changes in corporate policy. Dover refers you to the documents the Company files from time to time with the Securities and Exchange Commission, such as Dover's periodic reports on Form 10-K and Form 10-Q and current reports on Form 8-K, for a discussion of these and other risks and uncertainties that could cause actual results to differ materially from Dover's current expectations and from the forward-looking statements contained in these presentation materials. Dover undertakes no obligation to update any forward-looking statement, except as required by law.

The information in this report (including Exhibit 99.1) shall not be deemed to be "filed" for purposes of Section 18 of the Exchange Act, or otherwise subject to the liability of that Section, and shall not be incorporated by reference into any registration statement or other document filed by Dover under the Securities Act of 1933 , as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

## Item 9.01 Financial Statements and Exhibits.

(a) Financial statements of businesses acquired.

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 Dover Corporation's Presentation May 20, 2014

## 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.

## DOVER CORPORATION

(Registrant)
By: /s/ Ivonne M. Cabrera

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## EXHIBIT INDEX

Exhibit
No. Description
99.1 Dover Corporation's Presentation May 20, 2014

May 20, 2014

## EPG Conference

## Bob Livingston

## Forward looking statements

We want to remind everyone that our comments may contain forward-looking statements that are inherently subject to uncertainties and risks. 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 Form 10-K for 2013 and our Form 10-Q for the first quarter of 2014, for a list of factors that could cause our results to differ from those anticipated in any such forwardlooking statements.

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

## Strategy

- Our track record of success is based on:
- Core technological advantages
- Leading brands in the markets we serve
- Commitment to industry leadership through innovation and scale
- Strong focus on the customer
- Our deep understanding of the customer and our exceptional capabilities in providing solutions enable us to win
- Our technologies and innovative products are enablers for our customers to win
- Our focus on people drives our performance
- Develop deep bench
- Move talent through organization


## Recent activities support our underlying strategy \& strengths

## Recent Activities

- New segment structure to capture growth opportunities
- Building our industrial businesses
- Continued to expand in our growth areas
- Energy, Fluids, Refrigeration, Printing \& ID all grew organically and through acquisition
- Anthony, Finder, KPS, Fibrelite and MS all expand product breadth and geographic reach
- Our business profile is more consistent and focused with sustainable higher margins


## Underlying Strengths

- Customer intimacy
- Innovate for the customer
- Recurring theme of delivering efficiency and sustainability
- Superior customer service
- On-time delivery, quality, support
- Leverage our scale
- Generate cash
- Market share leadership
- Focus on technology and innovation drive share gains and customer loyalty


## Dover has several levers for value creation

## Mid-term targets

## Substantial growth opportunities

## Accelerated

 productivity initiatives
## Significant balance

 sheet optionalityGROWTH
3\%-5\% organically, complemented by acquisition growth

## MARGIN

Expand segment margin to $19 \%$

## CASH FLOW

Generate free cash flow in excess of $10 \%$ of revenue

## Our track record of success



Note: Revenue and EBIT is in millions; adjusted EPS represents Dover's earnings from continuing operations per common share adjusted for gains from discrete and other tax items of $\$ 0.17, \$ 0.16, \$ 0.23, \$ 0.09$ and $\$ 0.46$ respectively, for 2009, 2010, 2011, 2012 and 2013, and other one-time gains of $\$ 0.02$ in 2013 .

## Dover segments at a glance

Energy is a leading provider of customer driven solutions and services for safe and efficient production and processing of oil \& gas worldwide, and has a strong presence in the bearings and compression components market.


Fluids is focused on the safe handling of critical fluids across the oil \& gas, retail fueling, chemical, hygienic and industrial end-markets.


Engineered Systems is focused on the design, manufacture and service of critical equipment and components serving the printing \& identification, vehicle service, waste handling, and select niche industrial end-markets.


Refrigeration \& Food Equipmentis the leading provider of energy efficient equipment and systems serving the commercial refrigeration and food service industries.


## Growth opportunities: A look forward

## Energy

- Grow core business
- Leverage plunger and gas lift technologies into international markets
- Strengthen our position in faster growing basins
- Increase OEM share in bearings and compression
- Continue to expand geographical presence
- Significant investments in sales, field engineering and facilities
- Increase participation in global tenders
- Seek additional industry partnership opportunities
- Fill in product gaps internally and through acquisition


## Revenue \& margin



## Growth opportunities: A look forward

## Engineered Systems

- Expand and extend markets served in Printing \& Identification
- Capitalize in fast growing textile market
- Grow North American and China presence in core markets
- Make focused industrial investments
- Concentrate on after-market customer productivity solutions
- Expand in high growth recycling and waste-to energy markets
- Extend geographic reach
- Achieve YOY $10 \%+$ growth outside the US
- Growing middle class consumption and higher operating costs driving automation solutions in emerging markets


## Revenue \& margin



## Growth opportunities: A look forward

## Fluids

- Leverage our global footprint to accelerate growth
- Grow presence in Middle East and China through Maag and Finder channels
- Expand in Australia through Ebsray's LPG and chemical pump technologies
- Access new markets through recent acquisitions
- Complete "station in a box" offering worldwide with KPS and Fibrelite
- Penetrate NA plastics and oil \& gas markets though European acquisitions
- Develop and acquire products that provide complete solutions
- Innovate around automation, energy efficiency and compliance

Revenue \& Margin


## Growth opportunities: A look forward

## Refrigeration \& Food Equipment

- Develop broader customer base
- Build share with targeted accounts
- Capitalize on secular trends
- Rising energy costs and increasing government regulation are driving strong demand for energy efficient solutions
- Penetrate higher growth adjacent markets
- C-store and small format stores expected to continue above market growth rates
- Capitalize on convergence of refrigeration and food equipment in supermarkets
- Acquire assets that expand technology and geography
- Build refrigeration capabilities in Brazil and Europe; Add-ons in food equipment

Revenue \& Margin


## Margin enhancement through productivity

- Global supply chain
- Program now in its 5 th year
- Continuing to leverage the scale of Dover
- Many spend categories are being reviewed again
- $\$ 90$ - $\$ 120$ million in savings or cost avoidance expected over the next 3 years
- Shared manufacturing
- Several consolidation projects are near completion
- Hill Phoenix will consolidate 4 sites in Atlanta area $\sim \$ 3 \mathrm{M}$ of annualized savings*
- Energy will combine 5 sites in Houston $\sim \$ 1 \mathrm{M}$ of annualized savings*
- More projects are on the way
- Investing in Lean and Post-Merger Integration ("PMI")
- Adding lean resources across segments
- PMI leaders driven to integrate faster with focus on near term accretion
* Annualizedsavings over 3 years (2014-2016)


## Capital allocation 2014

- Strong balance sheet
- \$486 million cash as of March 31, 2014 (primarily overseas)
- $\$ 170$ million in proceeds from DEK sale (expected mid-year)
- Strong FY free cash flow expected ( $\approx 11 \%$ of revenue)
- We expect to raise the dividend for $59^{\text {th }}$ consecutive year
- Capex expected to be roughly $\$ 200$ million
- Acquisitions
- Pipeline is active
- Completed $\$ 1$ billion share repurchase program in Q1
- Capacity to do more; largely dependent on how pipeline develops


## Q1 2014 performance and Q2 commentary

- Q1 revenue growth led by Fluids and Engineered Systems, also solid growth in Energy
- US markets were strong; Europe markets continue to grow; China markets moderated
- Bookings growth of $5 \%$ is broad-based
- Margin impacted 70 bps by acquisitions, core business performing well
- Q2 activity is solid across all segments; targeting the high-end of our \$4.60-\$4.80 EPS range
- Energy, Engineered Systems and Fluids all performing well
- Refrigeration \& Food Equipment seasonally ramping as anticipated
- Margin will sequentially improve in the seasonally strong second quarter


[^0]:    Ivonne M. Cabrera
    Senior Vice President, General Counsel \& Secretary

