#### 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): October 17, 2013

# DOVER CORPORATION

(Exact name of registrant as specified in its charter)

State of Delaware (State or other jurisdiction of incorporation)

1-4018 (Commission File Number)

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

3005 Highland Parkway **Downers Grove, Illinois** (Address of principal executive offices)

60515 (Zip Code)

(630) 541-1540

(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:

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 2.02 Results of Operations and Financial Condition.

On October 17, 2013, Dover Corporation (i) issued the Press Release attached hereto as Exhibit 99.1 announcing its results of operations for the third quarter ended September 30, 2013; and (ii) posted on its website at <a href="http://www.dovercorporation.com">http://www.dovercorporation.com</a> the presentation slides attached hereto as Exhibit 99.2 for the third quarter ended September 30, 2013.

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) <u>Pro forma financial information</u>. Not applicable.
- (c) <u>Shell company transactions</u>. Not applicable.
- (d) <u>Exhibits</u>. The following exhibits are furnished as part of this report:
  - 99.1 Dover Corporation Press Release dated October 17, 2013.99.2 Presentation Slides posted on Dover Corporation's website at <a href="http://www.dovercorporation.com">http://www.dovercorporation.com</a>.

#### 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: October 17, 2013

**DOVER CORPORATION** (Registrant)

By: /s/ Ivonne M. Cabrera

Ivonne M. Cabrera Senior Vice President, General Counsel & Secretary

#### EXHIBIT INDEX

Number	Exhibit
99.1	Press Release of Dover Corporation dated October 17, 2013
99.2	Presentation Slides posted on Dover Corporation's website at http://www.dovercorporation.com



**CONTACT:** Paul Goldberg Vice President - Investor Relations (212) 922-1640

#### DOVER REPORTS THIRD QUARTER 2013 RESULTS; UPDATES FULL-YEAR OUTLOOK

- Reports quarterly revenue of \$2.3 billion, an increase of 7% over the prior year
- Delivers quarterly diluted earnings per share from continuing operations of \$1.53, an increase of 20% over last year
- Achieves adjusted quarterly diluted earnings per share from continuing operations of \$1.54, excluding Knowles spinoff costs of \$0.06, tax benefits of \$0.03, and other one-time gains gains of \$0.02, up 23% from an adjusted prior year
- Revises outlook for full year revenue growth to approximately 7%
- Narrows the range for diluted earnings per share from continuing operations to \$5.57 to \$5.64, including one-time items

**Downers Grove, Illinois, October 17, 2013** — Dover (NYSE: DOV) announced today that for the third quarter ended September 30, 2013, revenue was \$2.3 billion, an increase of 7% over the prior year period. The revenue increase was driven by organic growth of 3% and an increase of 4% from acquisitions. Earnings from continuing operations were \$263.7 million, or \$1.53 diluted earnings per share ("EPS"), compared to \$233.3 million, or \$1.27 EPS, in the prior year period, representing increases of 13% and 20%, respectively. EPS from continuing operations includes Knowles spin-off costs of \$0.06 EPS, discrete tax benefits of \$0.03 EPS, and other one-time gains of \$0.02 recognized in the current quarter. Excluding these items, adjusted EPS from continuing operations for the third quarter of 2013 was \$1.54, reflecting an increase of 23% over an adjusted EPS of \$1.25 in the prior year period.

Revenue for the nine months ended September 30, 2013 was \$6.5 billion, an increase of 7% over the prior year, reflecting organic growth of 2% and a 5% increase from acquisitions. Earnings from continuing operations for the nine months ended September 30, 2013 were \$755.0 million, or \$4.34 EPS, compared to \$624.9 million, or \$3.37 EPS in the prior year period, representing increases of 21% and 29%, respectively. EPS from continuing operations during this period includes Knowles spin-off costs of \$0.08 EPS, discrete tax benefits of \$0.41 EPS, and other one-time gains of \$0.02 compared to \$0.01 EPS of discrete tax benefits in the prior year. Excluding these items, adjusted EPS from continuing operations for the nine months ended September 30, 2013 was \$4.00, an increase of 19% over an adjusted EPS of \$3.36 in the prior year.

Commenting on the third quarter results, Dover's President and Chief Executive Officer, Robert A. Livingston, said, "I am pleased with our strong third quarter results, which were driven by broad-based organic growth across all segments. These results reflect the impact of our global growth initiatives and our recent acquisitions. Particularly strong were our drilling and downstream markets within Energy, our refrigeration & food equipment markets, and Printing & Identification. Our revenue growth was leveraged by solid execution and cost reduction activities, resulting in a segment margin of 19.4%, representing a 100 basis point improvement over last year."

"Also encouraging, we continued to execute on our global growth strategies and productivity

initiatives during the quarter. We have announced several strategic acquisitions since our last quarterly report and expect more activity in the near-term. These deals are highly synergistic and help to broaden our product mix and geographic breadth within our growth spaces. In addition, we continued to execute on several projects which allow us to consolidate our manufacturing footprint and share infrastructure. These actions, taken together with the upcoming spin-off of Knowles, position Dover very well for sustained growth and outstanding performance."

"While our overall third quarter performance was strong, market conditions proved to be softer than anticipated. As a result, we are revising our organic growth expectations to the low-end of our prior range, and now expect full year growth of about 3%. Our acquisition growth remains unchanged at 4%, resulting in total full-year revenue growth of approximately 7%. Based on this revised revenue guidance, we are narrowing our full year EPS guidance to the range of \$5.57 to \$5.64. This range includes incurred spin-off costs, discrete tax benefits, and one-time gains. This range does not include any prospective Knowles spin-off costs in the fourth quarter."

Net earnings for the third quarter of 2013 were \$269.1 million or \$1.56 EPS, including earnings from discontinued operations of \$5.5 million, or \$0.03 EPS, compared to net earnings of \$241.0 million, or \$1.31 EPS, for the same period of 2012, which included earnings from discontinued operations of \$7.7 million, or \$0.04 EPS.

Net earnings for the nine months ended September 30, 2013 were \$809.2 million, or \$4.65 EPS, including net earnings from discontinued operations of \$54.2 million, or \$0.31 EPS, compared to net earnings of \$651.2 million, or \$3.51 EPS, for the same period of 2012, which included net earnings from discontinued operations of \$26.3 million or \$0.14 EPS. Reflected within discontinued operations was a goodwill impairment charge of \$18.7 million, net of tax, or \$0.11 EPS, in connection with the anticipated sale of our electronic test and assembly businesses, and discrete tax benefits of \$54.4 million, or \$0.31 EPS.

Dover will host a webcast of its third quarter 2013 conference call at 10:00 A.M. Eastern Time (9:00 A.M. Central Time) on Thursday, October 17, 2013. The webcast can be accessed on the Dover website at www.dovercorporation.com. The conference call will also be made available for replay on the website. Additional information on Dover's third quarter results and its operating segments can also be found on the Company's website.

#### About Dover:

Dover is a diversified global manufacturer with annual revenues of over \$8 billion. For over 50 years, Dover has been delivering outstanding products and services that reflect its market leadership and commitment to operational and technical excellence. The Company's entrepreneurial business model encourages, promotes and fosters deep customer engagement which has led to Dover's well-established and valued reputation for providing superior customer service and industry-leading product innovation. Dover focuses on innovative equipment and components, specialty systems and support services through its four major operating segments: Communication Technologies, Energy, Engineered Systems and Printing & Identification. Headquartered in Downers Grove, Illinois, Dover employs 35,000 people worldwide. Dover is traded on the New York Stock Exchange under "DOV." Additional information is available on our website at <u>www.dovercorporation.com</u>.

#### Forward-Looking Statement:

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, operating and strategic plans, income, earnings, cash flows, changes in operations, operating improvements, industries in which Dover businesses operate and the U.S. and global economies. Statements in this press release that are not historical are hereby identified as "forward-looking statements" and may be indicated by words or phrases such as "anticipates," "expects," "believes," "indicates," "suggests," "will," "plans," "supports," "projects," "should," "would," "could," "forecast" and "management is of the opinion," or the use of the 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, the state of the worldwide economy and sovereign credit, especially in Europe; political events that could impact the worldwide economy; the impact of natural disasters and their effect on global supply chains and energy markets; current economic conditions and uncertainties in the credit and capital markets; instability in countries where Dover conducts business; the ability of Dover's businesses to expand into new geographic markets and to anticipate and meet customer demands for new products and product enhancements; increased competition and pricing pressures in the markets served by Dover's businesses; the impact of the proposed spin-off and our ability to consummate it on the anticipated time line or terms; the terms and timing of the sale of any business in discontinued operations; the impact of loss of a single-source manufacturing facility; changes in customer demand or loss of a significant customer; the relative mix of products and services which impacts margins and operating efficiencies; short-term capacity constraints; increases in the cost of raw materials; domestic and foreign governmental and public policy changes including environmental regulations, conflict minerals disclosure requirements, and tax policies (including domestic and international export subsidy programs, R&E credits and other similar programs); protection and validity of patent and other intellectual property rights; the ability to identify and successfully consummate value-adding acquisition opportunities; Dover's ability to achieve expected savings from integration, synergy and other cost-control initiatives; unforeseen developments in contingencies such as litigation; international economic conditions including interest rate and currency exchange rate fluctuations; possible future terrorist threats and their effect on the worldwide economy; and a downgrade in Dover's credit ratings. Dover 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 undertakes no obligation to update any forward-looking statement, except as required by law.

#### **INVESTOR SUPPLEMENT - THIRD QUARTER 2013**

### DOVER CORPORATION

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

Three Months Ended September 30,							
	2013		2012		2013		2012
\$	2,252,349	\$	2,097,605	\$	6,520,685	\$	6,090,508
	1,375,699		1,287,466		4,011,461		3,757,187
	876,650		810,139		2,509,224		2,333,321
	482,284		451,943		1,472,333		1,372,021
	394,366		358,196		1,036,891	_	961,300
	30,237		30,399		90,761		90,145
	970		3,706		(1,206)		5,855
	363,159		324,091		947,336		865,300
	99,507		90,761		192,343		240,405
	263,652		233,330		754,993		624,895
	5,462		7,716		54,173		26,315
\$	269,114	\$	241,046	\$	809,166	\$	651,210
_							
\$	1.55	\$	1.28	\$	4.40	\$	3.41
	0.03		0.04		0.32		0.14
	1.58		1.33		4.71		3.56
<u> </u>	170,544		181,763		171,690		183,000
\$	1.53	\$	1.27	\$	4.34	\$	3.37
	0.03		0.04		0.31		0.14
	1.56		1.31		4.65		3.51
	172,734		183,932		173,870		185,489
\$	0.375	\$	0.35	\$	1.075	\$	0.98
	\$ \$	Septem           2013           \$ 2,252,349           1,375,699           876,650           482,284           394,366           30,237           970           363,159           99,507           263,652           5,462           \$ 269,114           \$ 1.55           0.03           1.58           170,544           \$ 1.53           0.03           1.56	September           2013         \$           \$ 2,252,349         \$           1,375,699         876,650           482,284         394,366           394,366         30,237           970         363,159           99,507         263,652           5,462         \$           269,114         \$           \$ 1.55         \$           0.03         1.58           170,544         \$           \$ 1.53         \$           0.03         1.56	September 30,           2013         2012           \$ 2,252,349         \$ 2,097,605           1,375,699         1,287,466           876,650         810,139           482,284         451,943           394,366         358,196           30,237         30,399           970         3,706           363,159         324,091           99,507         90,761           263,652         233,330           5,462         7,716           \$ 269,114         \$ 241,046           \$ 1.55         1.28           0.03         0.04           1.58         1.33           170,544         181,763           \$ 1.53         1.27           0.03         0.04           1.56         1.31	September 30,           2013         2012           \$ 2,252,349         \$ 2,097,605         \$           1,375,699         1,287,466 $376,650$ $810,139$ 482,284         451,943 $394,366$ $358,196$ 30,237         30,399 $970$ $3,706$ 363,159         324,091 $99,507$ $90,761$ 263,652         233,330 $5,462$ $7,716$ \$ 269,114         \$ 241,046         \$           \$ 1.55         1.28         \$           0.03         0.04         1.58           1.58         1.33 $170,544$ 181,763           \$ 1.53         1.27         \$           0.03         0.04 $1.56$ 1.31	September 30,September 30,Septem201320122013\$ 2,252,349\$ 2,097,605\$ 6,520,6851,375,6991,287,4664,011,461876,650810,1392,509,224482,284451,9431,472,333394,366358,1961,036,89130,23730,39990,7619703,706(1,206)363,159324,091947,33699,50790,761192,343263,652233,330754,9935,4627,71654,173\$ 269,114\$ 241,046\$ 809,166\$ 1.55\$ 1.28\$ 4.400.030.040.321.581.334.71170,544181,763171,690\$ 1.53\$ 1.27\$ 4.340.030.040.311.561.314.65172,734183,932173,870	September 30,September 30,September 30, $2013$ $2012$ $2013$ $2013$ \$2,252,349\$2,097,605\$6,520,685\$1,375,6991,287,4664,011,461 $4011,461$ $876,650$ $810,139$ $2,509,224$ $482,284$ $451,943$ $1,472,333$ $394,366$ $358,196$ $1,036,891$ $30,237$ $30,399$ $90,761$ $90,761$ $970$ $3,706$ $(1,206)$ $363,159$ $324,091$ $947,336$ $99,507$ $90,761$ $192,343$ $263,652$ $233,330$ $754,993$ $5,462$ $7,716$ $54,173$ $54,173$ $54,62$ $7,716$ $$269,114$ \$ $241,046$ \$ $809,166$ \$ $$1.55$ $1.28$ \$ $4.40$ \$ $0.03$ $0.04$ $0.32$ $171,690$ $$1.58$ $1.33$ $4.71$ $4.65$ $$1.53$ $1.27$ \$ $4.34$ \$ $0.03$ $0.04$ $0.31$ $1.56$ $1.31$ $4.65$

# DOVER CORPORATION QUARTERLY SEGMENT INFORMATION (unaudited)(in thousands)

				2	013	}								2	2012					
		Q1		Q2		Q3		Q3 YTD		Q1		Q2		Q3		Q3 YTD		Q4		FY 2012
REVENUE																				
Communication Technologies	\$	372,790	\$	401,477	\$	413,608	\$ ·	1,187,875	\$	357,575	\$	361,689	\$	396,470	\$ <sup>-</sup>	1,115,734	\$	400,851	<b>\$</b> 1	,516,585
Energy		561,198		573,471		577,350		1,712,019		531,570		538,786		562,263		1,632,619		539,985	2	2,172,604
Engineered Systems																				
Fluid Solutions		203,991		226,882		227,104		657,977		180,364		211,974		218,324		610,662		206,500		817,162
Refrigeration & Industrial		664,294		777,396		778,336		2,220,026		642,213		674,501		674.116		1,990,830		613.012	-	2,603,842
Eliminations		(352)		(383)		(485)	-	(1,220)		(453)		(352)		(319)		(1,124)		(336)	-	(1,460)
Linninguons	_	867,933		1,003,895		1,004,955	:	2,876,783	_	822,124		886,123		892,121	2	2,600,368		819,176	3	(1,400) 8,419,544
Printing & Identification		237,877		250,646		256,571		745,094		243,570		251,875		246,945		742,390		254,141		996,531
Intra-segment eliminations		(225)		(726)		(135)		(1,086)		(225)		(184)		(194)		(603)		(322)		(925)
Total consolidated revenue	\$2	2,039,573	\$2	2,228,763	\$2	2,252,349	\$(	6,520,685	\$	1,954,614	\$2	2,038,289	\$2	2,097,605	\$6	6,090,508	\$ 2	2,013,831	\$8	3,104,339
NET EARNINGS																				
Segment Earnings:																				
Communication Technologies	\$	44,208	\$	51,789	\$	76,076	\$	172,073	\$	46,556	\$	50,322	\$	63,706	\$	160,584	\$	58,376	\$	218,960
Energy		139,545		132,926		145,494		417,965		132,115		133,936		139,038		405,089		133,561		538,650
Engineered Systems		117,178		165,440		172,223		454,841		122,092		133,808		144,245		400,145		101,807		501,952
Printing & Identification		29,752		35,967		42,881		108,600		26,089		28,918		39,502		94,509		40,650		135,159
Total Segments		330,683		386,122		436,674		1,153,479		326,852		346,984		386,491		1,060,327		334,394	1	,394,721
Corporate expense / other		33,763		38,341		43,278		115,382		36,546		36,335		32,001		104,882		31,127		136,009
Net interest expense		30,244		30,280		30,237		90,761		30,031		29,715		30,399		90,145		30,996		121,141
Earnings from continuing operations before provision for income taxes		266,676		317,501		363,159		947,336		260,275		280,934		324,091		865,300		272,271	1	1,137,571
Provision for income taxes		69,687		23,149		99,507		192,343		73,866		75,778		90,761		240,405		64,047		304,452
Earnings from continuing operations	_	196,989		294,352		263,652		754,993		186,409		205,156		233,330		624,895		208,224		833,119
Earnings (loss) from discontinued operations,		10.014		05 007		5 400		54 470		0.054		0.045		7 740		00.045		(40.004)		(00.040)
net	¢	13,014	ŕ	35,697	¢	5,462	*	54,173	¢	9,654	¢	8,945	¢	7,716	*	26,315	¢	(48,364)	*	(22,049)
Net earnings	\$	210,003	\$	330,049	\$	269,114	\$	809,166	\$	196,063	\$	214,101	\$	241,046	\$	651,210	\$	159,860	\$	811,070
SEGMENT OPERATING M	IAR	GIN																		
Communication Technologies		11.9%	, D	12.9%	, D	18.4%		14.5%		13.0%	, D	13.9%	, D	16.1%	, D	14.4%	)	14.6%		14.4%
Energy		24.9%	5	23.2%	, 5	25.2%	,	24.4%		24.9%	, 5	24.9%	5	24.7%	, o	24.8%	,	24.7%		24.8%
Engineered Systems		13.5%	, D	16.5%	, D	17.1%		15.8%		14.9%	, D	15.1%	, D	16.2%	, D	15.4%	,	12.4%		14.7%
Printing & Identification		12.5%		14.3%		16.7%		14.6%		10.7%		11.5%		16.0%		12.7%		16.0%		13.6%
Total Segment		16.2%		17.3%		19.4%		17.7%		16.7%		17.0%		18.4%		17.4%		16.6%		17.2%
DEPRECIATION AND AMO	OR	<b>TIZATION</b>	EXF	PENSE																
Communication Technologies	\$	35,501		37,719	\$	38,251	\$	111,471	\$	31,513	\$	32,828	\$	32,997	\$	97,338	\$	35,281	\$	132,619
Energy		26,298		26,599		26,549		79,446		21,184		23,533		24,639		69,356		25,721		95,077
Engineered Systems		31,551		32,282		32,961		96,794		19,582		23,913		23,060		66,555		27,066		93,621
Printing & Identification		7,630		7,606		7,701		22,937		8,331		8,496		8,777		25,604		7,998		33,602
Corporate		859		1,026		1,032		2,917		700		765		842		2,307		359		2,666
	\$	101,839	\$	105,232	\$		\$	313,565	\$		\$	89,535	\$	90,315	\$	261,160	\$	96,425	\$	357,585

# DOVER CORPORATION QUARTERLY SEGMENT INFORMATION (continued) (unaudited)(in thousands)

	2013							2012									
		Q1		Q2		Q3	Q3 YTD		Q1		Q2		Q3	Q3 YTD		Q4	FY 2012
BOOKINGS																	
Communication Technologies	\$	379,122	\$	422,293	\$	423,662	\$ 1,225,077	\$	347,291	\$	387,058	\$	411,005	\$ 1,145,354	\$	363,624	\$ 1,508,978
Energy		620,640		525,612		595,421	1,741,673		585,775		530,352		526,824	1,642,951		550,091	2,193,042
Engineered Systems																	
Fluid Solutions		223,764		213,359		222,402	659,525		184,711		204,139		197,767	586,617		209,872	796,489
Refrigeration & Industrial		755,026		784,904		662,464	2,202,394		711,911		666,223		600,065	1,978,199		606,931	2,585,130
Eliminations		(373)		(432)		(372)	(1,177)		(408)		(376)		(258)	(1,042)		(399)	<b>(1,44</b> 1
		978,417		997,831		884,494	2,860,742		896,214		869,986		797,574	2,563,774		816,404	3,380,178
Printing & Identification		237,217		259,282		256,211	752,710		249,773		251,733		244,611	746,117		252,937	999,054
Intra-segment eliminations		(720)		(137)		(109)	(966)		(609)		(221)		(759)	(1,589)		(1,020)	(2,609
Total consolidated bookings	\$ 2	2,214,676	\$ 2	2,204,881	\$ 2	2,159,679	\$ 6,579,236	\$ 2	2,078,444	\$ 2	2,038,908	\$ 1	1,979,255	\$ 6,096,607	\$	1,982,036	\$ 8,078,643
								_									
BACKLOG																	
Communication																	
Technologies	\$	458,765	\$	480,426	\$	492,583	-	\$	451,110	\$	476,745	\$	491,041	-	\$	453,172	
														_			_
Energy		311,793		255,544		274,243			296,360		282,364		248,233	_		256,093	
Engineered Systems																	
Fluid Solutions		178,854		184,142		182,557			191,327		172,300		156,191			160,890	
Refrigeration & Industrial		592,922		597,838		482,069			598,910		586,824		515,285			516,559	
Eliminations		(178)		(227)		(113)			(132)		(155)		(94)			(157)	
		771,598		781,753		664,513	-		790,105		758,969		671,382	-		677,292	
							_							-			
Printing & Identification		95,353		103,864		105,699	- -		102,117		98,216		98,356	-		97,857	
Intra-segment eliminations		(886)		(578)		(423)	_		(986)		(648)		(324)	_		(591)	_
Total consolidated backlog	\$ 1	,636,623	\$ 1	1,621,009	\$ 1	1,536,615		\$ 1	1,638,706	\$	1,615,646	\$ 1	1,508,688		\$	1,483,823	
	-						=	-						-	-		•

#### DOVER CORPORATION QUARTERLY EARNINGS PER SHARE

(unaudited)(in thousands, except per share data\*)

				2	013						20	012				
		Q1		Q2		Q3	0	Q3 YTD	 Q1	Q2	Q3	Q	3 YTD	Q4	FY	2012
Basic earnings (loss) per c	omm	non shar	e:													
Continuing operations	\$	1.14	\$	1.72	\$	1.55	\$	4.40	\$ 1.01	\$ 1.12	\$ 1.28	\$	3.41	\$ 1.17	\$	4.59
Discontinued operations		0.08		0.21		0.03		0.32	0.05	0.05	0.04		0.14	(0.27)		(0.12)
Netearnings		1.21		1.93		1.58		4.71	1.07	1.17	1.33		3.56	0.90		4.47
Diluted earnings (loss) per	com	mon sha	are:													
Continuing operations	\$	1.12	\$	1.70	\$	1.53	\$	4.34	\$ 1.00	\$ 1.10	\$ 1.27	\$	3.37	\$ 1.16	\$	4.53
Discontinued operations		0.07		0.21		0.03		0.31	0.05	0.05	0.04		0.14	(0.27)		(0.12)
Netearnings		1.20		1.91		1.56		4.65	1.05	1.15	1.31		3.51	0.89		4.41
Adjusted diluted earnings p	ber c	ommon	sha	re (calcu	late	d below	):									
Continuing operations	\$	1.10	\$	1.36	\$	1.54	\$	4.00	\$ 1.01	\$ 1.10	\$ 1.25	\$	3.36	\$ 1.09	\$	4.44

Net earnings (loss) and average shares used in calculated earnings (loss) per share amounts are as follows:

Net earnings (loss):										
Continuing operations	\$ 196,989	\$ 294,352	\$ 263,652	\$ 754,993	\$ 186,409	\$ 205,156	\$ 233,330	\$ 624,895	\$ 208,224	\$833,119
Discontinued operations	13,014	35,697	5,462	54,173	9,654	8,945	7,716	26,315	(48,364)	(22,049)
Net earnings	210,003	330,049	269,114	809,166	196,063	214,101	241,046	651,210	159,860	811,070
Average shares outstandin	ig:									
Basic	173,448	171,111	170,544	171,690	183,737	183,494	181,763	183,000	177,257	181,551
Diluted	175,567	173,097	172,734	173,870	186,706	185,780	183,932	185,489	179,365	183,993

#### Note:

Earnings from continuing operations are adjusted by discrete tax items, incurred spin-off costs, and other one-time gains to derive adjusted earnings from continuing operations and adjusted diluted earnings per common share as follows:

		2	013		2012						
	Q1	Q2	Q3	Q3 YTD	Q1	Q2	Q3	Q3 YTD	Q4	FY 2012	
Adjusted earnings from cor	ntinuing ope	erations:									
Earnings from continuing operations	\$ 196,989	\$ 294,352	\$ 263,652	\$ 754,993	\$ 186,409	\$ 205,156	\$ 233,330	\$ 624,895	\$ 208,224	\$ 833,119	
Gains (losses) from discrete and other tax items	4,525	61,477	4,878	70,880	(1,610)	(372)	4,513	2,531	13,606	16,137	
Knowles spin-off costs	_	- (3,322)	) (10,637)	(13,959)	_	_	_	_	_	_	
Other one-time gains, net of tax	_		2,866	2,866	_	_	_	_	_	_	
Adjusted earnings from continuing operations	\$ 192,464	\$ 236,197	\$ 266,545	\$ 695,206	\$ 188,019	\$ 205,528	\$ 228,817	\$ 622,364	\$ 194,618	\$816,982	
Adjusted diluted earnings p	er commor	n share:									
Earnings from continuing operations	\$ 1.12	2 \$ 1.70	\$ 1.53	\$ 4.34	\$ 1.00	\$ 1.10	\$ 1.27	\$ 3.37	\$ 1.16	\$ 4.53	
Gains (losses) from discrete and other tax items	0.02	2 0.36	0.03	0.41	(0.01)	_	0.02	0.01	0.07	0.09	
Knowles spin-off costs	_	- (0.02)	) (0.06)	(0.08)	_	_	_	_	_		
Other one-time gains, net of tax	_		0.02	0.02	_	_	_	_	_	_	
Adjusted earnings from continuing operations	\$ 1.10	)\$ 1.36	\$ 1.54	\$ 4.00	\$ 1.01	\$ 1.10	\$ 1.25	\$ 3.36	\$ 1.09	\$ 4.44	

\* Per share data may not add due to rounding.

# DOVER CORPORATION QUARTERLY FREE CASH FLOW (unaudited)(in thousands)

		2	2013		2012							
	Q1	Q2	Q3	Q3 YTD	Q1	Q2	Q3	Q3 YTD	Q4	FY 2012		
Cash flow from operating activities	\$ 78,326	\$ 304,729	\$ 340,005	\$ 723,060	\$ 161,327	\$ 243,363	\$ 285,811	\$ 690,501	\$ 570,659	\$ 1,261,160		
Less: Additions to property, plant and equipment	(47,153)	(53,284)	(57,038)	(157,475)	(68,249)	(72,758)	(67,842)	(208,849)	(88,163)	(297,012)		
Free cash flow	\$ 31,173	\$ 251,445	\$ 282,967	\$ 565,585	\$ 93,078	\$ 170,605	\$ 217,969	\$ 481,652	\$ 482,496	\$ 964,148		
Free cash flow as a percentage of earnings from continuing operations	15.8%	85.4%	o 107.3%	74.9%	49.9%	6 83.2%	93.4%	5 77.1%	6 231.7%	5 115.7%		
Free cash flow as a percentage of revenue	1.5%	11.3%	12.6%	8.7%	4.8%	8.4%	5 10.4%	5 <b>7.9</b> %	<b>6</b> 24.0%	<b>11.9%</b>		



# Third Quarter 2013 Earnings Conference Call

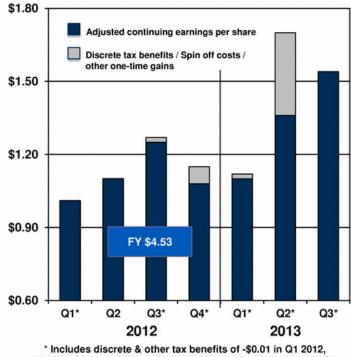
October 17, 2013 - 9:00am CT

We want to remind everyone that our comments may contain forward-looking statements that are inherently subject to uncertainties. We caution everyone to be guided in their analysis of Dover by referring to our Forms 10-K and 10-Q 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, <u>www.dovercorporation.com</u>, where considerably more information can be found.

### Q3 2013 Performance

### **Continuing Earnings Per Share**



\$0.02 in Q3 2012, \$0.07 in Q4 2012, \$0.02 in Q1 2013 , \$0.36 in Q2 2013 and \$0.03 in Q3 2013; includes spin off costs of \$0.02 in Q2 2013 and \$0.06 in Q3 2013; includes other one-time gains of \$0.02 in Q3 2013

	Q3	Q3/Q3	9M	9M/9M
Revenue	\$2.3B	7%	\$6.5B	7%
EPS (cont.)	\$1.53	20%	\$4.34	29%
Bookings	\$2.2B	9%	\$6.6B	8%
Seg. Margins	19.4%	100 bps	17.7%	30 bps
Organic Rev.	3%		2%	
Acq. Growth	4%		5%	
FCF (a)	\$283M	30%	\$566M	17%

### **Quarterly Comments**

• Strong revenue growth in refrigeration and drilling markets; solid growth in consumer electronics, downstream, fluids and Printing & Identification markets

• North America markets are strong; China markets remain solid; Europe markets were improved, showing solid growth

• Improved margin of 19.4%, driven by leverage on volume, productivity, and cost reduction activities

 Bookings growth of 9% is broad-based, with growth across all segments

Overall book-to-bill of 0.96

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

#### DOVER

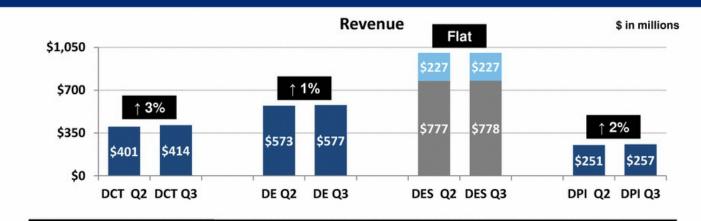
# Revenue

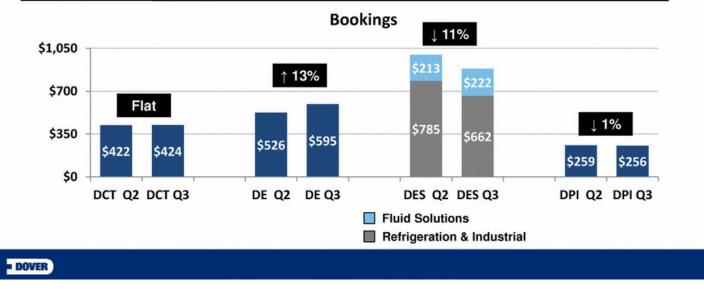
Q3 2013	Communication Technologies	Energy	Engineered Systems	Printing & Identification	Total Dover
Organic	4%	3%	3%	3%	3%
Acquisitions	-	1%	9%	-	4%
Currency	-	-1%	1%	1%	-
Total	4%	3%	13%	4%	7%

9M 2013	Communication Technologies	Energy	Engineered Systems	Printing & Identification	Total Dover
Organic	6%	2%	1%	-	2%
Acquisitions	-	3%	9%	-	5%
Currency	-	-	1%	-	-
Total	6%	5%	11%	Flat	7%

- DOVER

# Sequential Results – Q2 13 $\rightarrow$ Q3 13





5

# **Communication Technologies**

### **Quarterly Comments**

• Solid growth in Consumer Electronics markets, particularly smart phones, led by new product launches

• Consumer electronics volume impacted by timing of launch and late product specification changes

• Telecom/Other and Medical Technology markets improve; Aerospace/Defense largely stable

• Strong margin driven by volume conversion, productivity, and the benefits of prior restructuring

• Book-to-bill at 1.02

			\$ in millions
	Q3 2013	Q3 2012	% Change
Revenue	\$414	\$396	4%
Earnings	\$ 76	\$ 64	19%
Margin	18.4%	16.1%	230 bps
Bookings	\$424	\$411	3%

Revenue by End-Market	% of Q3 Revenue	Y / Y Growth
Consumer Electronics	50%	6%
Medical Technology	15%	5%
Aerospace / Defense	25%	-
Telecom / Other	10%	6%

# Energy

# **Quarterly Comments**

• Strong drilling and downstream growth; Production impacted by weak winch markets, the timing of shipments and soft U.S. activity; Artificial Lift business remains solid with 3% organic growth

International markets remain robust

• Margin reflects favorable product mix, productivity and solid conversion

Bookings growth is broad-based across all end-markets

• Book-to-bill at 1.03

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	Q3 2013	Q3 2012	% Change
Revenue	\$577	\$562	3%
Earnings	\$145	\$139	5%
Margin	25.2%	24.7%	50 bps
Bookings	\$595	\$527	13%

Revenue by End-Market	% of Q3 Revenue	Y / Y Growth
Drilling	19%	12%
Production	53%	-2%
Downstream	28%	7%

# **Engineered Systems**

### **Quarterly Comments**

• Record revenue driven by recent acquisitions, and strong results in the refrigeration & food equipment, fluids and waste handling markets

- Anthony continues to benefit from its close-the-case activity
- Margin performance reflects strong execution

• Bookings growth reflects acquisitions and strong food equipment and fluids activity

• Book-to-bill at a seasonally normal 0.88

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	Q3 2013	Q3 2012	% Change
Revenue	\$1,005	\$892	13%
Earnings	\$ 172	\$144	19%
Margin	17.1%	16.2%	90 bps
Bookings	\$ 884	\$798	11%

Revenue by End-Market	% of Q3 Revenue	Y / Y Growth
Fluids	22%	4%
Refrigeration & Food Equipment	46%	27%
Industrial	32%	2%

\$ in millions

# **Printing & Identification**

# **Quarterly Comments**

• Revenue growth in both fast moving consumer goods and industrial end-markets

• Strong growth in China and Europe

•Operating margin continues to increase on volume, the benefits of prior restructuring and a continued focus on productivity

• Bookings growth reflects growth in both end-markets

•Book-to-bill at 1.00

			\$ in millions
	Q3 2013	Q3 2012	% Change
Revenue	\$257	\$247	4%
Earnings	\$ 43	\$ 40	9%
Margin	16.7%	16.0%	70 bps
Bookings	\$256	\$245	5%

Revenue by End-Market	% of Q3 Revenue	Y / Y Growth
Fast Moving Consumer Goods	59%	5%
Industrial	41%	3%

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# Q3 2013 Overview

	Q3 2013
Net Interest Expense	\$30 million, essentially flat with last year
Corporate Expense	\$43 million, up \$11 million from last year, reflecting Q3 spin off costs and \$4 million in pension curtailment gains.
Effective Tax Rate (ETR)	Q3 normalized rate was 28.7%, excluding \$0.03 cents of discrete tax benefits, reflecting a slightly unfavorable mix of geographic earnings <sup>(a)</sup>
Сарех	\$57 million, in-line with expectations
Share Repurchases	Repurchased 650K shares (\$57M) in quarter under the November \$1 billion program.

(a) See press release filed under form 8-K for reconciliation

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# FY 2013 Guidance – Revenue Growth by Segment

Segment	2012 Revenue Mix	2013F Organic Growth	2013F Acquisition Growth*	Total
Communication Technologies	19%	6% - 7%	-	6% - 7%
Energy	27%	≈ 3%	≈ 3%	≈ 6%
Engineered Systems	42%	≈ 2%	≈ 8%	≈ 10%
Printing & Identification	12%	1% - 2%	-	1% - 2%
Total	≈ \$8.1 B	≈ 3%	≈ 4%	≈ 7%

\* Acquisitions already completed

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# FY 2013 Guidance

**Revenue:** 3% Organic revenue : ~ 4% Acquisitions: ~ ٠ 7% **Total revenue:** ~ ٠ ≈ \$150 million Corporate expense: ≈ \$123 million Interest expense: ≈ 27.8%<sup>(a)</sup> Full-Year Tax Rate: Capital expenditures:  $\approx$  3% of revenue FCF for full year:  $\approx$  10% of revenue 2013 EPS from continuing ops: \$5.57 - \$5.64

(a) Pre discrete tax adjustments and the tax impact of Knowles spin off costs

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# 2013 EPS Guidance Bridge - Cont. Ops

2012 EPS – Continuing Ops	\$4.53
<ul> <li>Less 2012 tax benefits <sup>(1)</sup>:</li> </ul>	(\$0.09)
2012 Adjusted EPS – Continuing Ops	\$4.44
<ul> <li>Volume, mix, price (inc. FX):</li> </ul>	\$0.30 - \$0.33
<ul> <li>Net benefits of productivity:</li> </ul>	\$0.25 - \$0.28
Acquisitions:	\$0.11 - \$0.12
<ul> <li>Investment / Compensation:</li> </ul>	(\$0.18 - \$0.20)
<ul> <li>Corporate expenses (inc. Q3 one-time items):</li> </ul>	\$0.02
<ul> <li>Interest / Shares / Tax Rate (net):</li> </ul>	\$0.30 - \$0.32
• Spin-off costs <sup>(2)</sup> :	(\$0.08)
• 2013 tax benefits <sup>(3)</sup> :	\$0.41
<ul> <li>2013 EPS – Continuing Ops</li> </ul>	\$5.57 - \$5.64

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

(2) \$0.02 in Q2 2013, \$0.06 in Q3 2013; does not include prospective Q4 2013 costs

(3) 0.02 in Q1 2013, 0.36 in Q2 2013, and 0.03 in Q3 2013

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Appendix – Reconciliations

ADJUSTED EPS FROM CONTINUING OPERATIONS	<u>Q3 2013</u>	9 Months <u>2013</u>
EPS – Continuing Ops	\$1.53	\$4.34
Discrete tax items:	(\$0.03)	(\$0.41)
<ul> <li>Knowles spin-off costs:</li> </ul>	\$0.06	\$0.08
<ul> <li>Other one-time gains:</li> </ul>	(\$0.02)	(\$0.02)
<ul> <li>Adjusted EPS – Continuing Ops</li> </ul>	\$1.54	\$4.00

Note: Per share data may not add due to rounding

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# Appendix – Guidance Reconciliations

### **EPS GUIDANCE - CONTINUING OPERATIONS**

	Prior Guidance – EPS from Continuing Ops	<u> \$5.56 - \$5.71</u>
	<ul> <li>Third &amp; fourth quarter performance:</li> </ul>	\$0.02 - (\$0.06)
	Q3 Discrete tax items:	\$0.03
	<ul> <li>Q3 Knowles spin-off costs:</li> </ul>	(\$0.06)
	Q3 Other one-time items:	\$0.02
•	Updated Guidance – EPS from Continuing Ops	\$5.57 - \$5.64

### **EPS GUIDANCE – ADJUSTED CONTINUING OPERATIONS**

•	Prior EPS Guidance – Adjusted Continuing Ops	\$5.20 - \$5.35
	Third & fourth quarter performance:	\$0.02 - (\$0.06)
•	Updated EPS Guidance – Adjusted Continuing Ops	\$5.22 - \$5.29

Note: Per share data may not add due to rounding

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