



Dover Corporation Third Quarter 2011 Conference Call

October 21, 2011
10:30 am ET



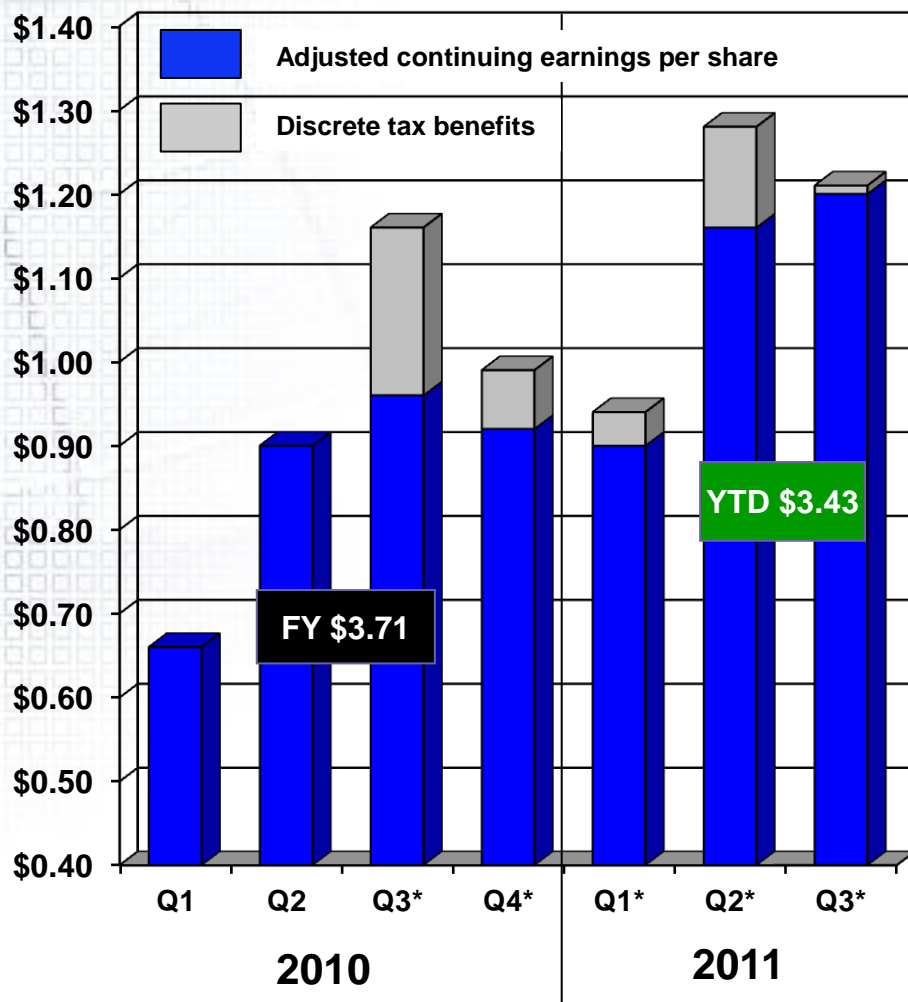
Forward Looking Statements

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, www.dovercorporation.com, where considerably more information can be found.

Dover's Q3 2011 Performance

Continuing Earnings Per Share



* Includes discrete tax benefits of \$0.20 EPS in Q3 2010, \$0.07 in Q4 2010, \$0.04 in Q1 2011, \$0.12 in Q2 2011 and \$0.01 in Q3 2011

	Q3	Q3/Q3	YTD	YTD/YTD
Revenue	\$ 2.2B	↑ 22%	\$ 6.1B	↑ 22%
EPS (cont.)	\$1.21	↑ 4%	\$3.43	↑ 27%
Bookings	\$2.1B	↑ 23%	\$6.4B	↑ 21%
Seg. Margins	16.9%	↓ 70 bps	16.9%	↓ 10 bps
Organic Rev.		↑ 10%		↑ 14%
Acq. Growth		↑ 9%		↑ 6%
FCF (a)	\$316M	↑ 128%	\$523M	↑ 48%

- Results are driven by strong energy-related and handset markets, and strong execution in Product ID and Refrigeration Equipment

- Strong organic revenue growth at Fluid Management and Industrial Products; up 24% and 16% respectively

- Segment operating margin of 16.9% included significant one-time costs associated with Sound Solutions acquisition

- Bookings trends remained solid across a majority of businesses resulting in a seasonally normal book-to-bill of 0.96



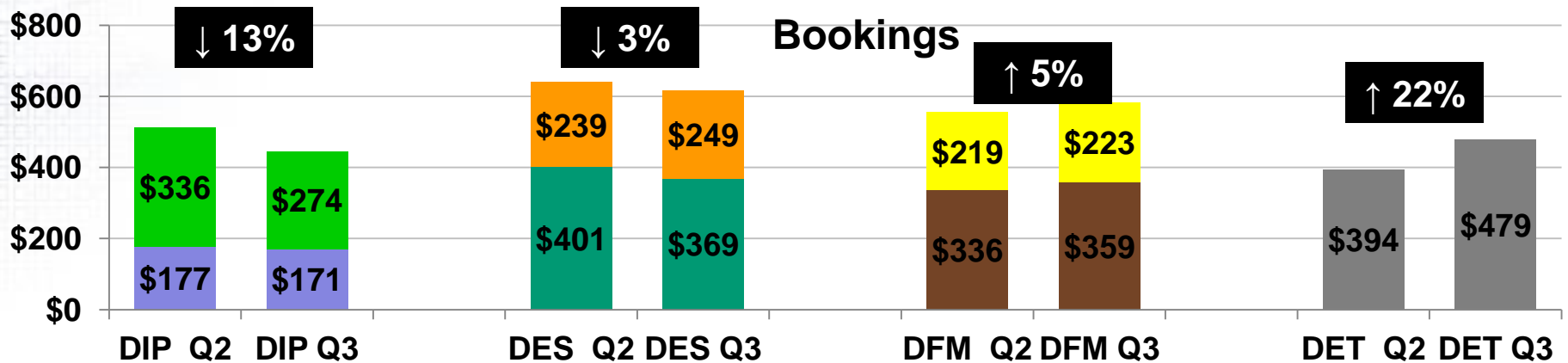
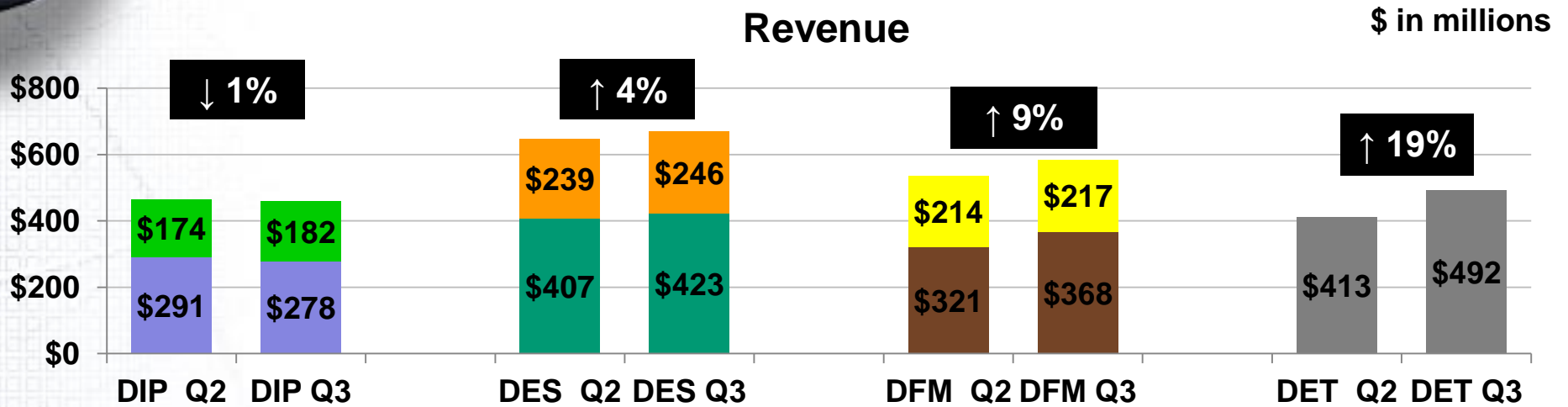
Revenue

Q3 2011	Industrial Products	Engineered Systems	Fluid Management	Electronic Technologies	Total Dover
Organic	16%	4%	23%	2%	10%
Net Acquisitions	2%	-	15%	24%	9%
Currency	1%	4%	2%	3%	3%
Total	19%	8%	40%	29%	22%

YTD 2011	Industrial Products	Engineered Systems	Fluid Management	Electronic Technologies	Total Dover
Organic	17%	9%	20%	14%	14%
Net Acquisitions	1%	-	14%	10%	6%
Currency	1%	3%	2%	2%	2%
Total	19%	12%	36%	26%	22%



Sequential Results – Q3 11 / Q2 11



- Material Handling
- Engineered Products
- Electronic Technologies
- Mobile Equipment
- Fluid Solutions
- Energy
- Product Identification



Industrial Products

Quarterly Comments

\$ in millions

- Revenue growth was led by strong downstream energy activity and solid infrastructure markets
- Bookings growth was broad-based, with all businesses showing improvement
- Margin impacted by product mix and continued softness in the refuse vehicle market
- Book-to-bill at 0.97
- Backlog grew 38% to \$606 million

	Q3 2011	Q3 2010	% Change
Revenue	\$459	\$386	+19%
Earnings	\$ 64	\$ 55	+18%
Margin	14.0%	14.2%	↓ 20 bps
Bookings	\$447	\$372	+20%

	YTD 2011	YTD 2010	% Change
Revenue	\$1,348	\$1,129	+19%
Earnings	\$ 187	\$166	+13%
Margin	13.9%	14.7%	↓ 80 bps
Bookings	\$1,481	\$1,153	+28%



Engineered Systems

Quarterly Comments

- Revenue growth was broad-based with Product ID having the largest positive impact
- Strong earnings leverage and operating margin performance at Engineered Products
- Improved Product ID performance reflects positive response to new product offerings
- Bookings up 13%, as all businesses saw growth
- Book-to-bill is 0.92

\$ in millions

	Q3 2011	Q3 2010	% Change
Revenue	\$670	\$620	+ 8%
Earnings	\$103	\$ 91	+12%
Margin	15.3%	14.7%	↑ 60 bps
Bookings	\$617	\$547	+13%

	YTD 2011	YTD 2010	% Change
Revenue	\$1,876	\$1,682	+12%
Earnings	\$ 264	\$ 231	+14%
Margin	14.1%	13.7%	↑ 40 bps
Bookings	\$1,890	\$1,738	+9%



Fluid Management

Quarterly Comments

\$ in millions

- Revenue and earnings growth was broad-based, especially at our businesses serving the oil & gas markets
- Operating margin improvement driven by volume
- Rig counts grew and oil prices remained fairly stable providing strong business climate
- Bookings growth in all businesses, especially in Energy
- Book-to-bill of 0.99

	Q3 2011	Q3 2010	% Change
Revenue	\$585	\$416	+40%
Earnings	\$144	\$102	+42%
Margin	24.7%	24.5%	↑ 20 bps
Bookings	\$582	\$409	+42%

	YTD 2011	YTD 2010	% Change
Revenue	\$1,628	\$1,201	+36%
Earnings	\$ 389	\$ 285	+37%
Margin	23.9%	23.7%	↑ 20 bps
Bookings	\$1,709	\$1,215	+41%



Electronic Technologies

Quarterly Comments

\$ in millions

- Revenue growth was driven by strong solar deliveries and strong demand in handset markets; semi-con markets were weak
- Operating margin was impacted by one-time expenses connected with Sound Solutions acquisition; margin was 15.3% adjusting for these charges
- Sound Solutions off to strong start
- Strong bookings at Knowles and Sound Solutions, partially offset by weak semi-con and solar orders
- Book-to-bill of 0.97

	Q3 2011	Q3 2010	% Change
Revenue	\$492	\$381	+29%
Earnings	\$ 60	\$ 69	- 14%
Margin	12.2%	18.3%	↓ 610 bps
Bookings	\$479	\$402	+19%

	YTD 2011	YTD 2010	% Change
Revenue	\$1,278	\$1,018	+26%
Earnings	\$ 197	\$ 174	+13%
Margin	15.4%	17.1%	↓ 170 bps
Bookings	\$1,293	\$1,155	+12%



Q3 2011 Overview

	Q3 2011
Net Interest Expense	\$30.0 million, up \$4 million from last year, due to higher outstanding long-term debt
Corporate Expense	\$34.0 million, essentially flat with last year, and in-line with expectations
Effective Tax Rate (ETR)	Q3 rate was 25.6%. Rate reflects \$0.01 EPS benefit on resolution of certain domestic tax matters. Adjusting for this benefit, the normalized rate would have been 26.4%



FY 2011 Guidance – Update

- Revenue:
 - Core revenue: $\approx 13.0\%$
 - Acquisitions: $\approx \underline{7.0\%}$
 - Total revenue: $\approx 20.0\%$

- Corporate expense: $\approx \$135$ million (unchanged)

- Interest expense: $\approx \$116$ million (unchanged)

- Full-Year Tax Rate: $\approx 27\%^*$

- Capital expenditures: $\approx 3\%$ of rev.

- Free cash flow for full year: $\approx 10\% - 11\%$ of rev. (unchanged)



2011 EPS Guidance Bridge - Cont. Ops

• 2010 EPS	\$3.74
– Less 2010 operating earnings of Paladin / Crenlo:	(\$0.03)
– Less 2010 tax benefits:	(\$0.27)
	<hr/>
• 2010 Adjusted EPS – Continuing Ops	\$3.44
– Volume, mix, price (inc. FX):	\$0.60 - \$0.65
– Net benefits of productivity:	\$0.26 - \$0.28
– Acquisitions: (inc. Sound Solutions: -\$0.03 to -\$0.04)	\$0.07 - \$0.08
– Investment / Compensation:	(\$0.14 - \$0.17)
– Corporate expense:	-
– Interest:	(\$0.03)
– Tax (including discrete tax benefits ⁽¹⁾ and lower rate):	\$0.25
	<hr/>
• 2011 EPS – Continuing Ops	<u>\$4.45 - \$4.50</u>



Guidance Reconciliation

	Low	Mid	High
Prior EPS Guidance (7/21/11)	\$4.50	\$4.55	\$4.60
Adj. for Paladin and Crenlo Sale	<u>(0.14)*</u>	<u>(0.14)*</u>	<u>(0.14)*</u>
Adjusted Prior EPS Guidance	\$4.36	\$4.41	\$4.46
Performance		0.04	
Q3 Tax (discrete & lower rate)		0.02	
Revised EPS Guidance	<u>\$4.45</u>	<u>\$4.47</u>	<u>\$4.50</u>

* Includes 2011 Paladin/Crenlo earnings of \$0.03 in Q1, \$0.03 in Q2, \$0.04 in Q3 and previously forecasted \$0.04 in Q4.