## 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 25, 2012

## **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.)

3005 Highland Parkway, Suite 200 Downers Grove, Illinois 60515 (Address of Principal Executive Offices)

(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 (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 2.02 Results of Operations and Financial Condition.

On January 25, 2012, 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, 2011; 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 quarter and year ended December 31, 2011.

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) Exhibits.

The following exhibits are furnished as part of this report:

99.1 Press Release of Dover Corporation, dated January 25, 2012.

99.2 Presentation Slides Posted on Dover Corporation's Website at http://www.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 25, 2012

**DOVER CORPORATION** (Registrant)

By: /s/ Joseph W. Schmidt

Joseph W. Schmidt Senior Vice President, General Counsel & Secretary

#### EXHIBIT INDEX

- NumberExhibit99.1Press Release of Dover Corporation, dated January 25, 2012.
- 99.2 Presentation Slides Posted on Dover Corporation's Website at <a href="http://www.dovercorporation.com">http://www.dovercorporation.com</a>





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

#### DOVER CORPORATION REPORTS FOURTH QUARTER AND FULL YEAR 2011 RESULTS

- Reports quarterly revenue of \$2.0 billion, an increase of 15% over the prior year
- Delivers quarterly diluted earnings per share from continuing operations of \$1.12, up 15% over last year
- Achieves adjusted quarterly diluted earnings per share from continuing operations of \$1.07, excluding tax benefits of \$0.05, up 19% from an adjusted prior year
- Expects 2012 full year revenue growth of 7% 10%, and diluted earnings per share from continuing operations in the range of \$4.70 \$5.00

**Downers Grove, Illinois, January 25, 2012** — Dover Corporation (NYSE: DOV) announced today that for the fourth quarter ended December 31, 2011, revenue was \$2.0 billion, an increase of 15% over the prior-year period. The revenue increase was driven by organic growth of 6% and a 9% increase from acquisitions. Earnings from continuing operations for the fourth quarter of 2011 were \$208.9 million, or diluted earnings per share ("EPS") of \$1.12, compared to \$184.9 million, or \$0.97 EPS, in the prior-year period, representing increases of 13% and 15%, respectively. Excluding the impact of tax benefits of \$0.05 EPS recognized in the current quarter and \$0.07 EPS recognized in the prior-year period, adjusted EPS from continuing operations for the fourth quarter of 2011 was \$1.07, reflecting an increase of 19% over an adjusted EPS of \$0.90 in the prior-year period.

Revenue for the year ended December 31, 2011 was \$8.0 billion, an increase of 20% over the prior year, reflecting organic growth of 11%, a 7% increase from acquisitions and a 2% impact from foreign exchange. Earnings from continuing operations for the year ended December 31, 2011 were \$846.4 million, or \$4.48 EPS, compared to \$690.8 million, or \$3.65 EPS in the prior year, representing a 23% increase in both earnings and EPS. Excluding the impact of tax benefits of \$0.22 EPS in the current year and \$0.27 EPS in the prior year, adjusted EPS from continuing operations for the year ended December 31, 2011 was \$4.26, an increase of 26% over an adjusted EPS of \$3.38 in the prior year.

Commenting on the fourth quarter results, Dover's President and Chief Executive Officer, Robert A. Livingston, said, "Capped off by a solid fourth quarter, Dover delivered a record setting 2011 in terms of revenue, earnings, EPS and bookings. Organic revenue growth in the fourth quarter of 6% was driven by broad-based strength in energy, handsets, fluids, and industrial end-markets. Our segment margin was 16.5%, where solid performances in our Energy, Communication Technologies and Engineered Systems segments partially offset weakness in Printing & Identification and acquisition-related costs. The majority of our businesses continued to book well as we ended the year with a seasonally normal book-to-bill of 1.00."

"In addition to our strong financial results, we accomplished several important strategic initiatives in 2011. Importantly, we realigned our businesses into a new segment structure to more closely match our targeted growth markets. We also deployed \$1.4 billion in 2011 on acquisitions and divested three businesses consistent with our strategy of focusing on our growth spaces. Lastly, we generated nearly \$800 million in free cash flow, which enabled us to aggressively invest in higher growth economies and innovation, and to continue our long tradition of raising our annual dividend, now standing at 56 consecutive years."

"Looking forward, we expect full year 2012 revenue growth of 7% - 10%, comprising organic revenue growth of 4% - 7%, plus growth from completed acquisitions of 3%. Based on this revenue assumption, we expect full-year diluted EPS from continuing operations to be in the range of \$4.70 - \$5.00."

Net earnings for the fourth quarter of 2011 were \$278.3 million, or \$1.49 EPS, including net income from discontinued operations of \$69.4 million, or \$0.37 EPS (inclusive of a \$0.34 EPS gain on the sale of a business), compared to net earnings of \$198.3 million, or \$1.04 EPS, for the same period of 2010, which included net income from discontinued operations of \$13.4 million, or \$0.07 EPS. Net earnings for the year ended December 31, 2011 were \$895.2 million, or \$4.74 EPS, including net income from discontinued operations of \$48.9 million, or \$0.26 EPS (inclusive of a \$0.02 EPS net loss, primarily reflecting the sale of three businesses), compared to net earnings of \$700.1 million, or \$3.70 EPS for the year ended December 31, 2010, which included net income from discontinued operations of \$9.4 million, or \$0.05 EPS.

Dover will host a webcast of its fourth quarter 2011 conference call at 10:00 A.M. Eastern Time (9:00 A.M. Central Time) on Wednesday, January 25, 2012. The webcast can be accessed at the Dover Corporation website at <u>www.dovercorporation.com</u>. The conference call will also be made available for replay on the website. Additional information on Dover's fourth quarter and full year 2011 results and its operating companies can also be found on the company's website.

#### About Dover:

Dover Corporation is a multi-billion dollar diversified global manufacturer. For over 50 years, Dover has been providing its customers with outstanding products and services that reflect the company's commitment to operational excellence, innovation and market leadership. The company focuses on innovative equipment and components, specialty systems and support services through its four segments: Communication Technologies, Energy, Engineered Systems and Printing & Identification. Dover employs over 33,000 people worldwide. The company is headquartered in Downers Grove, Illinois. Additional information is available at <a href="http://www.dovercorporation.com">www.dovercorporation.com</a>.

#### 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, 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, 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; increases in the cost of raw materials; 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; the impact of loss of a single-source manufacturing facility; changes in customer demand; current economic conditions and uncertainties in the credit and capital 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 domestic and 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; instability in countries where Dover conducts business; 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 2011**

#### DOVER CORPORATION CONSOLIDATED STATEMENTS OF OPERATIONS

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

	Three Months Ended December 31,						December 31,	
		2011		2010		2011		2010
Revenue	\$	2,004,486	\$	1,737,436	\$	7,950,140	\$	6,640,191
Cost of goods and services		1,247,091		1,050,664		4,898,716		4,023,586
Gross profit		757,395		686,772	_	3,051,424		2,616,605
Selling and administrative expenses		462,143		427,198		1,840,609		1,607,327
Operating earnings		295,252		259,574	_	1,210,815		1,009,278
Interest expense, net		29,060		25,930		115,596		106,422
Other (income) expense, net		(2,658)		(237)		55		3,652
Earnings before provision for income taxes and discontinued				<u>.</u>				
operations		268,850		233,881		1,095,164		899,204
Provision for income taxes		59,912		48,975		248,799		208,453
Earnings from continuing operations		208,938		184,906		846,365		690,751
Earnings from discontinued operations, net		69,351		13,442		48,878		9,353
Net earnings	\$	278,289	\$	198,348	\$	895,243	\$	700,104
Basic earnings per common share:								
Earnings from continuing operations	\$	1.13	\$	0.99	\$	4.55	\$	3.70
Earnings from discontinued operations, net		0.38		0.07		0.26		0.05
Net earnings		1.51		1.06		4.82		3.75
		40.4.000		400.000		405 000		400.007
Weighted average shares outstanding		184,686		186,923		185,882		186,897
Diluted earnings per common share:								
Earnings from continuing operations	\$	1.12	\$	0.97	\$	4.48	\$	3.65
Earnings from discontinued operations, net	Ψ	0.37	Ψ	0.07	Ψ	0.26	Ψ	0.05
Net earnings		1.49		1.04		4.74		3.70
Weighted average shares outstanding		187,208		189,863		188,887		189,170
Dividends paid per common share	\$	0.315	\$	0.275	\$	1.18	\$	1.07
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## DOVER CORPORATION QUARTERLY SEGMENT INFORMATION (unaudited)(in thousands)

					2011										2010				
	Q1		Q2	_	Q3		Q4	_	FY 2011	_	Q1	_	Q2	_	Q3	_	Q4	F	Y 2010
REVENUE																			
Communication						-				-									
Technologies	\$ 269,582	2	\$ 288,843	\$	405,357	\$	396,295	\$	1,360,077	\$	246,531	\$	269,107	\$	280,031	\$	280,343	\$1	,076,012
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Energy	425,424	4	454,327	_	510,608	_	510,390	_	1,900,749	_	296,792	_	319,305	_	326,149	_	361,261	_1	,303,507
Engineered Systems																			
Fluid Solutions	163,19		178,031		173,804		162,590		677,621		134,542		139,218		150,302		143,852		567,914
Refrigeration & Industrial	560,453		645,573		649,768		568,844		2,424,638		487,588		581,187		620,030		531,039	2	,219,844
Eliminations	(382	- <sup>′</sup>	(424)		(431)	_	(287)		(1,524)		(252)		(365)		(354)		(345)	_	(1,316)
	723,26	7	823,180	_	823,141		731,147	_	3,100,735	_	621,878		720,040		769,978	_	674,546	_ 2	,786,442
Printing & Identification	394,62	7	429,497		400,515		368,325		1,592,964	-	316,472		356,732		381,636	_	421,990	1	,476,830
		_	,	_	,	-		-	.,,	-	,	_		_		_	,	_	,,
Intra-segment eliminations	(82)	2)	(877)		(1,015)		(1,671)		(4,385)		(618)		(737)		(541)		(704)		(2,600)
	(02)	-/	(011)		(1,013)	-	(1,071)		(4,303)	-	(010)	-	(101)	-	(041)		(104)	-	(2,000)
Total consolidated revenue	\$1,812,078	9	\$1,994,970	¢	2,138,606	¢	2,004,486	¢	7,950,140	¢	1,481,055	¢	,664,447	¢	,757,253	¢ı	,737,436	¢c	,640,191
Total consolidated revenue	\$1,012,070	<u> </u>	\$1,994,970	Ð.	2,130,000	φ	2,004,400	Þ	7,950,140	φ	1,461,055	φ	,004,447	φ	,757,255	φI	,737,430	φū	,040,191
NET EARNINGS																			
Segment Earnings:																			
Communication																			
Technologies	\$ 47,32	5	\$ 54,527	\$	53,433	\$	71,097	\$	226,382	\$	46,125	\$	52,593	\$	55,852	\$	50,645	\$	205,215
Energy	93,05	1	110,447		125,268		121,871		450,637		68,277		81,552		78,959		87,325		316,113
Engineered Systems	98,23	5	128,570		125,529		92,852		445,186		81,038		106,590		115,878		79,138		382,644
Printing & Identification	54,63	7	67,967		59,447		44,483		226,534		42,043		54,759		62,471		78,095		237,368
Total Segments	293.24	8	361.511		363.677		330,303		1.348.739		237.483		295.494		313,160		295.203	1	.141.340
Corporate expense / other	36,112	2	35,391		34,083		32,393		137,979		33,325		32,444		34,553		35,392		135,714
Net interest expense	28,31		28,157		30,061		29,060		115,596		27,188		26,955		26,349		25,930		106,422
Earnings from continuing				-		-	.,	-		_						_		_	
operations before provision																			
for income taxes	228,818	8	297,963		299,533		268,850		1,095,164		176,970		236,095		252,258		233,881		899,204
Provision for income taxes	54,02		58,765		76,095		59,912		248,799		54,682		68,869		35,927		48,975		208,453
Earnings from continuing	01,02	-	00,100	-	. 0,000	-	00,012	-	,	-	0 1,002	-	00,000	-	00,021		10,010	-	
operations	174,79	1	239,198		223.438		208.938		846.365		122.288		167,226		216,331		184.906		690.751
Earnings (loss) from	174,75		200,100		220,400		200,300		040,303		122,200		107,220		210,001		104,300		030,731
discontinued operations,																			
net	20,114	1	10,571		(51,158)		69,351		48,878		(14,161)		2,644		7,428		13,442		9,353
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Net earnings	\$ 194,90	5	\$ 249,769	\$	172,280	\$	278,289	\$	895,243	\$	108,127	\$	169,870	\$	223,759	\$	198,348	\$	700,104
SEGMENT OPERATING MA	RGIN																		
Communication																			
Technologies	17.0		18.9%		13.2%		17.9%		16.6%		18.7%		19.5%		19.9%		18.1%		19.1%
Energy	21.9		24.3%		24.5%		23.9%		23.7%		23.0%		25.5%		24.2%		24.2%		24.3%
Engineered Systems	13.0		15.6%		15.2%		12.7%		14.4%		13.0%		14.8%		15.0%		11.7%		13.7%
Printing & Identification	13.8		15.8%	-	14.8%		12.1%		14.2%		13.3%		15.4%		16.4%		18.5%		16.1%
Total Segment	16.2	2%	18.1%	, o	17.0%	Ď	16.5%		17.0%		16.0%		17.8%		17.8%		17.0%		17.2%
DEPRECIATION AND AMOR	RTIZATION	EX	PENSE																
<b>Communication Technologies</b>			\$ 18,533	\$	34,360	\$	30,261	\$	101,839	\$	17,345	\$	17,494	\$	18,081	\$	19,342	\$	72,262
Energy	18,57		18,765		19,399		21,082		77,819		11,511		12,349		11,942		13,040		48,842
Engineered Systems	18,41		18,816		18,332		19,213		74,776		18,194		17,775		18,434		18,123		72,526
Printing & Identification	11,37		11,685		11,548		11,543		46,148		11,857		11,556		11,322		11,567		46,302
Corporate	580		626		636		713		2,561		369		336		658		674		2,037
	\$ 67,63		\$ 68,425	\$	84,275	\$		¢	303,143	\$	59,276	\$	59,510	\$	60,437	\$	62,746	\$	241,969
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# DOVER CORPORATION QUARTERLY SEGMENT INFORMATION (continued) (unaudited)(in thousands)

			2011					2010		
	Q1	Q2	Q3	Q4	FY 2011	Q1	Q2	Q3	Q4	FY 2010
BOOKINGS										
Communication										
Technologies	\$ 274,611	\$ 309,734	\$ 410,616	\$ 349,579	\$ 1,344,540	\$ 257,767	\$ 304,026	\$ 278,686	\$ 287,786	\$1,128,265
Energy	495,125	472,543	498,212	519,525	1,985,405	300,441	326,217	326,080	366,277	1,319,015
Engineered Systems										
Fluids	173,626	175,539	174,772	158,895	682,832	136,459	147,215	145,823	144,389	573,886
Refrigeration & Industrial	660,449	623,929	602,488	625,840	2,512,706	596,293	605,034	527,269	563,300	2,291,896
Eliminations	(733)	(884)	179	(1,378)	(2,816)	(486)	(638)	(640)	(648)	(2,412)
	833,342	798,584	777,439	783,357	3,192,722	732,266	751,611	672,452	707,041	2,863,370
Printing & Identification	438,526	386,259	384,085	353,849	1,562,719	370,598	404,088	399,788	398,570	1,573,044
Intra-segment eliminations	(2,736)	(3,370)	(2,452)	(3,153)	(11,711)	(1,641)	(2,317)	(2,396)	(2,689)	(9,043)
Total consolidated bookings	\$ 2,038,868	\$ 1,963,750	\$ 2,067,900	\$ 2,003,157	\$ 8,073,675	\$ 1,659,431	\$ 1,783,625	\$ 1,674,610	\$ 1,756,985	\$ 6,874,651
BACKLOG										
Communication										
Technologies	\$ 410,843	\$ 431,558	\$ 483,512	\$ 437,320		\$ 347,980	\$ 381,828	\$ 396,581	\$ 404,374	
-										
Energy	240,198	255,889	243,401	246,351		123,456	128,058	136,374	152,183	
			,	,		,	,	,		
Engineered Systems										
Fluids	57,357	54,945	55,230	54,194		42,882	50,346	46,556	47,123	
Refrigeration & Industrial	544,995	523,011	469,876	528,118		480,604	502,479	413,318	446,267	
Eliminations	(339)	(526)	(94)	(177)		(189)	(324)	(267)	(315)	
	602,013	577,430	525,012	582,135		523,297	552,501	459,607	493,075	
Printing & Identification	262,629	220,619	197,792	180,871		166,439	209,178	235,360	213,589	
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Intra-segment eliminations	(704)	(1,178)	(891)	(193)		(362)	(569)	(483)	(729)	
	(	(1,110)	(101)	(100)		(102)	(190)	(100)	(1 = 0)	
Total consolidated backlog	\$ 1,514,979	\$ 1,484,318	\$ 1,448,826	\$ 1,446,484		\$ 1,160,810	\$ 1,270,996	\$ 1,227,439	\$ 1,262,492	
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#### DOVER CORPORATION QUARTERLY EARNINGS PER SHARE

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

						2011							2010			
		Q1		Q2		Q3		Q4	FY	2011	Q1	Q2	Q3	Q4	FY	2010
Basic earnings (loss) per con	ımon	share:														
Continuing operations	\$	0.94	\$	1.28	\$	1.20	\$	1.13	\$	4.55	\$ 0.65	\$ 0.90	\$ 1.16	\$ 0.99	\$	3.70
Discontinued operations		0.11		0.06		(0.28)		0.38		0.26	(0.08)	0.01	0.04	0.07		0.05
Net earnings		1.04		1.34		0.93		1.51		4.82	0.58	0.91	1.20	1.06		3.75
Diluted earnings (loss) per co	ommo	n share	:													
Continuing operations	\$	0.92	\$	1.26	\$	1.19	\$	1.12	\$	4.48	\$ 0.65	\$ 0.89	\$ 1.15	\$ 0.97	\$	3.65
Discontinued operations		0.11		0.06		(0.27)		0.37		0.26	(0.08)	0.01	0.04	0.07		0.05
Net earnings		1.03		1.32		0.91		1.49		4.74	0.58	0.90	1.19	1.04		3.70
-																
Adjusted diluted earnings pe	r com	mon sh	are	(calcu	late	d belov	v):									
Continuing operations	\$	0.88	\$	1.14	\$	1.18	\$	1.07	\$	4.26	\$ 0.65	\$ 0.89	\$ 0.95	\$ 0.90	\$	3.38
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Net earnings (loss) and average shares used in calculated earnings (loss) per share amounts are as follows:

Net earnings (loss) :										
Continuing operations	\$ 174,791	\$239,198	\$223,438	\$208,938	\$846,365	\$122,288	\$167,226	\$216,331	\$184,906	\$690,751
Discontinued operations	20,114	10,571	(51,158)	69,351	48,878	(14,161)	2,644	7,428	13,442	9,353
Net earnings	194,905	249,769	172,280	278,289	895,243	108,127	169,870	223,759	198,348	700,104
Average shares outstanding:										
Basic	186,659	186,443	185,770	184,686	185,882	187,093	186,823	186,721	186,923	186,897
Diluted	190,090	189,705	188,436	187,208	188,887	187,886	188,720	188,565	189,863	189,170

#### NOTE:

Earnings from continuing operations are adjusted by discrete and other tax items to derive adjusted earnings from continuing operations and adjusted diluted earnings per common share as follows:

			2011					2010		
	Q1	Q2	Q3	Q4	FY 2011	Q1	Q2	Q3	Q4	FY 2010
Adjusted earnings from continuing	operations									
Earnings from continuing operations	\$174,791	\$239,198	\$223,438	\$208,938	\$846,365	\$122,288	\$167,226	\$216,331	\$184,906	\$690,751
Gains from discrete and other tax										
items	8,016	22,338	2,390	8,590	41,334	-		36,956	13,296	50,252
Adjusted earnings from continuing										
operations	\$166,775	\$216,860	\$221,048	\$200,348	\$805,031	\$122,288	\$167,226	\$179,375	\$171,610	\$640,499
Adjusted diluted earnings per comm	non share:									
Earnings from continuing operations	\$ 0.92	\$ 1.26	\$ 1.19	\$ 1.12	\$ 4.48	\$ 0.65	\$ 0.89	\$ 1.15	\$ 0.97	\$ 3.65
Gains from discrete and other tax										
items	0.04	0.12	0.01	0.05	0.22	-	-	0.20	0.07	0.27
Adjusted earnings from continuing										
operations	\$ 0.88	\$ 1.14	\$ 1.18	\$ 1.07	\$ 4.26	\$ 0.65	\$ 0.89	\$ 0.95	\$ 0.90	\$ 3.38

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

			2011					2010		
	Q1	Q2	Q3	Q4	FY 2011	Q1	Q2	Q3	Q4	FY 2010
Cash from operations Less: Additions to property, plant and	\$117,503	\$205,260	\$376,614	\$358,852	\$1,058,229	\$ 77,127	\$221,561	\$183,444	\$419,730	\$ 901,862
equipment	(51,379)	(72,338)	(65,000)	(83,092)	(271,809)	(38,467)	(45,642)	(39,718)	(51,018)	(174,845)
Free cash flow	\$ 66,124	\$132,922	\$311,614	\$275,760	\$ 786,420	\$ 38,660	\$175,919	\$143,726	\$368,712	\$ 727,017
Free cash flow as a percentage of earnings from continuing operations	37.8%	55.6%	139.5%	132.0%	92.9%	31.6%	105.2%	66.4%	199.4%	105.3%
Free cash flow as a percentage of revenue	3.6%	6.7%	14.6%	13.8%	9.9%	2.6%	10.6%	8.2%	21.2%	10.9%

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

	At Dece	ember 31, 2011	At December 31, 2010
Assets:			
Cash and cash equivalents	\$	1,206,755	\$ 1,189,079
Short-term investments		-	121,734
Receivables, net of allowances		1,190,265	1,023,099
Inventories, net		803,346	657,962
Deferred tax and other current assets		196,764	139,751
Property, plant and equipment, net		1,000,870	785,624
Goodwill		3,787,117	3,107,478
Intangible assets, net		1,207,084	799,281
Other assets		104,808	107,642
Assets of discontinued operations		4,441	627,093
	\$	9,501,450	\$ 8,558,743
Liabilities and Stockholders' Equity			
Notes payable and current maturities of long-term debt	\$	1,022	\$ 16,590
Payables and accrued expenses		1,201,959	1,128,458
Deferred taxes and other noncurrent liabilities		1,061,767	866,720
Long-term debt		2,186,230	1,790,886
Liabilities of discontinued operations		119,917	229,527
Stockholders' equity		4,930,555	4,526,562
	\$	9,501,450	\$ 8,558,743

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

	Year Ended D	ecember 31,
	2011	2010
Operating activities:		
Net earnings	\$ 895,243	\$ 700,104
Gain from discontinued operations, net of tax	(48,878)	(9,353)
Depreciation and amortization	303,143	241,969
Stock-based compensation	25,991	21,207
Contributions to employee benefit plans	(63,567)	(58,201)
Net change in assets and liabilities	(53,703)	6,136
Net cash provided by operating activities of continuing operations	1,058,229	901,862
Investing activities:		
Proceeds from sale of short-term investments	124,410	553,466
Purchase of short-term investments	-	(466,881)
Proceeds from the sale of property and equipment	9,986	16,660
Additions to property, plant and equipment	(271,809)	(174,845)
Proceeds from sale of businesses	516,901	4,500
Settlement of net investment hedge	(18,211)	-
Acquisitions (net of cash acquired)	(1,382,217)	(104,418)
Net cash used in investing activities of continuing operations	(1,020,940)	(171,518)
Financing activities:		
Increase (decrease) in debt, net	371,315	(60,855)
Purchase of common stock	(242,488)	(123,555)
Proceeds from exercise of stock options, including tax benefits	39,826	79,721
Dividends to stockholders	(219,154)	(200,099)
Net cash used in financing activities of continuing operations	(50,501)	(304,788)
Net cash provided by discontinued operations	14,898	37,079
Effect of exchange rate changes on cash	15,990	10,008
Net increase in cash and cash equivalents	17,676	472,643
Cash and cash equivalents at beginning of period	1,189,079	716,436
Cash and cash equivalents at end of period	<u>\$ 1,206,755</u>	\$ 1,189,079

#### ADDITIONAL INFORMATION

#### FOURTH QUARTER AND FULL YEAR 2011

#### **Acquisitions**

During the fourth quarter of 2011, the Company completed two add-on acquisitions in the Engineered Systems segment. For the full year 2011, Dover made a total of nine acquisitions for consideration totaling \$1.4 billion. This included the acquisition of Harbison-Fischer within the Energy segment in the first quarter and the acquisition of Sound Solutions within the Communication Technologies segment in the third quarter.

#### **Dispositions**

In the fourth quarter of 2011, the Company completed the sale of Heil Trailer International, resulting in an after-tax gain of \$0.34 diluted earnings per share ("EPS"). Fourth quarter net earnings from discontinued operations was \$0.37 EPS, which includes income from the operations of Heil prior to sale as well as adjustments to other discontinued assets and liabilities. On a full-year basis, the Company generated a net loss on sale of \$0.02 EPS, which includes the \$0.35 EPS loss on the sale of Paladin and Crenlo in the third quarter and other adjustments for prior year dispositions. For the full year, net earnings from discontinued operations was \$0.26 EPS, which includes income from the operations of the businesses sold in 2011 as well as adjustments to other discontinued assets and liabilities.

#### Tax Rate

The effective tax rate on continuing operations for the fourth quarter of 2011 was 22.3%, compared to the prior-year fourth quarter rate of 20.9%. On a full year basis, the effective tax rates on continuing operations for 2011 and 2010 were 22.7% and 23.2%, respectively. The 2011 and 2010 rates were favorably impacted by discrete and other items, as shown in the reconciliation for quarterly earnings per share included herein. After adjusting for discrete and other items, the full year rates of 26.5% for 2011 and 28.8% for 2010 primarily reflect the impact of changes in the geographic mix of earnings.

#### **Revenue Growth Factors**

			2011		
	Q1	Q2	Q3	Q4	Full Year
Organic	17.5%	13.2%	9.7%	5.9%	11.3%
Acquisitions	4.1%	3.9%	9.2%	9.4%	6.8%
Currency translation	0.8%	2.8%	2.8%	0.1%	1.6%
	22.4%	19.9%	21.7%	15.4%	19.7%

#### Free Cash Flow

The following table is a reconciliation of free cash flow (a non-GAAP measure) from cash flow provided by operating activities:

	Thre	ee Months End	bet	December 31,	`	Year Ended D	)ecei	mber 31,
Free Cash Flow (in thousands)		2011		2010		2011		2010
Cash flow provided by operating activities	\$	358,852	\$	419,730	\$	1,058,229	\$	901,862
Less: Additions to property, plant and equipment		(83,092)		<u>(51,018</u> )		(271,809)		(174,845)
Free cash flow	\$	275,760	\$	368,712	\$	786,420	\$	727,017
Free cash flow as a percentage of revenue		13.8%	_	21.2%		9.9%		10.9%
Free cash flow as a percentage of earnings from continuing operations						92.9%		105.3%

The full year increase in 2011 free cash flow reflects higher earnings from continuing operations before depreciation and amortization and lower investment in working capital, partially offset by higher tax payments in 2011. In 2011, the Company made tax payments of approximately \$280 million compared to \$103 million in the prior year. Free cash flow is also impacted by higher capital expenditures in 2011 necessary to fund expansion in the Company's high-growth businesses.

#### Share Repurchases

During the year ended December 31, 2011, pursuant to a five-year 10,000,000 share repurchase program authorized by the Board of Directors in May 2007, the Company purchased approximately 4.0 million shares of its common stock in the open market at an average price of \$58.78 per share. Approximately 2.5 million shares remain authorized for repurchase under this five-year authorization as of December 31, 2011.

#### **Capitalization**

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

Net Debt to Net Capitalization Ratio (in thousands)	At December 31, 2011	At December 31, 2010
Current maturities of long-term debt	\$ 1,022	\$ 1,590
Commercial paper	-	15,000
Long-term debt	2,186,230	1,790,886
Total debt	2,187,252	1,807,476
Less: Cash, cash equivalents and short-term investments	(1,206,755)	(1,310,813)
Net debt	980,497	496,663
Add: Stockholders' equity	4,930,555	4,526,562
Net capitalization	\$ 5,911,052	\$ 5,023,225
Net debt to net capitalization	16.6%	9.9%

The Company's net debt to net capitalization ratio increased at December 31, 2011 primarily due to the use of cash and debt to fund acquisitions totaling \$1.4 billion during the year. Total debt increased by \$380 million during 2011, primarily due to net borrowings of \$789 million under the 4.3% 10-year Notes due 2021 and 5.375% 30-year Notes due 2041 issued in February, part of which were used to repay \$400 million of other borrowings, principally commercial paper used to repay the 6.50% 10-year Notes which came due earlier in February 2011. In 2011, the Company also received cash proceeds of \$517 million primarily from the sale of three businesses.

#### Non-GAAP Information:

These Investor Supplement tables contain historical financial information presented under Dover's new segment structure, as discussed within this release. These segment level disclosures are considered "Non-GAAP" financial information until such time that the new segment reporting structure is included within a periodic filing with the Securities and Exchange Commission. Management believes this non-GAAP financial information is useful to investors to better understand historical trends under the revised segment structure, which the company will be reporting under in its Form 10-K for the year ending December 31, 2011. Dover has disclosed herein non-GAAP measures of adjusted earnings from continuing operations used in calculating adjusted diluted earnings per common share, as management believes this information is useful to investors to better understand the company's ongoing profitability and facilitates easier comparisons of the company's profitability to prior and future periods and to its peers. The company has also disclosed herein the non-GAAP measure of free cash flow. Management believes free cash flow is an important measure of the company's operating performance and liquidity that provides both management and investors a measurement of cash generated from operations that is available to fund acquisitions, pay dividends, repay debt and repurchase its common stock.



## Fourth Quarter 2011 Earnings Conference Call

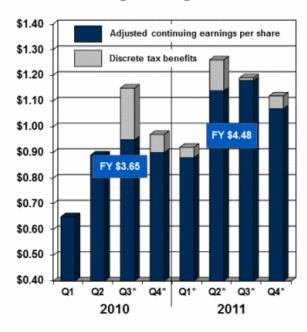
January 25, 2012 - 9:00am CT

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 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, <u>www.dovercorporation.com</u>, where considerably more information can be found.

#### DOVER

### Dover's Q4 2011 Performance



#### **Continuing Earnings Per Share**

\* Includes discrete & other tax benefits of \$0.20 EPS in Q3 2010, \$0.07 in Q4 2010, \$0.04 in Q1 2011, \$0.12 in Q2 2011, \$0.01 in Q3 2011 and \$0.05 in Q4 2011

Q4 Q4/Q4 FY 11 FY/FY Revenue \$8.0B \$ 2.0B 15% 20% EPS (cont.) \$1.12 15% \$4.48 23% Bookings \$2.0B 14% \$8.1B 17% Seg. Margins 16.5% - 50 bps 17.0% - 20 bps Organic Rev. 6% 11% Acq. Growth 9% 7% FCF (a) \$276M -25% \$786M 8%

#### **Quarterly Comments**

 Results are driven by strong energy, handsets, fluids and industrial end-markets

• Strong organic revenue growth continues in Energy (up 25%) , with solid growth in Engineered Systems and Communication Technologies (up 8% and 6% respectively)

•Segment operating margin of 16.5% impacted by weak alternative energy and semi-con markets and significant acquisition-related costs

• Bookings trends remained solid across most businesses resulting in a seasonally normal book-to-bill of 1.00

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

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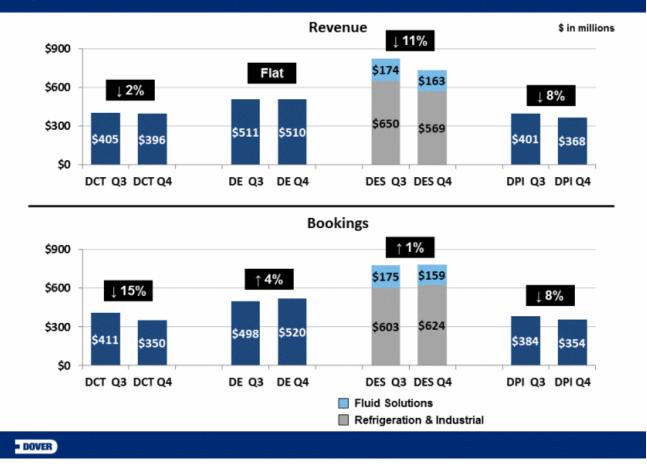
## Revenue

Q4 2011	Communication Technologies	Energy	Engineered Systems	Printing & Identification	Total Dover
Organic	6%	25%	8%	-13%	6%
Acquisitions	35%	16%	-	-	9%
Currency	-	-	-	-	-
Total	41%	41%	8%	-13%	15%

FY 2011	Communication Technologies	Energy	Engineered Systems	Printing & Identification	Total Dover
Organic	7%	26%	9%	5%	11%
Acquisitions	18%	19%	1%	-	7%
Currency	1%	1%	1%	3%	2%
Total	26%	46%	11%	8%	20%

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## Sequential Results - Q411/Q311



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## **Communication Technologies**

#### **Quarterly Comments**

• Revenue growth was led by strong handset and aerospace markets, partially offset by soft telecom market

• Margin impacted by production ramp challenges at Sound Solutions and acquisition-related costs

• Bookings growth led by MEMS handset market and aerospace

• Book-to-bill at 0.88, largely reflecting seasonality of handset production and OEM order patterns

% Q4 Q4 2011 2010 Change Revenue \$396 \$280 +41% \$ 71 \$ 51 +40% Earnings 17.9% 18.1% Margin -20 bps Bookings \$350 \$288 +22%

	FY 2011	FY 2010	% Change
Revenue	\$1,360	\$1,076	+26%
Earnings	\$ 226	\$ 205	+10%
Margin	16.6%	19.1%	-250 bps
Bookings	\$1,345	\$1,128	+19%

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## Energy

### **Quarterly Comments**

• Revenue and earnings growth were broad-based, especially strong in production

•Rig counts modestly grew and shifted to oil providing strong business climate

• Operating margins remain strong, but impacted by acquisition-related costs

• Bookings growth in all endmarkets, led by production and drilling

Book-to-bill at 1.02

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	Q4 2011	Q4 2010	% Change
Revenue	\$510	\$361	+41%
Earnings	\$122	\$ 87	+40%
Margin	23.9%	24.2%	-30 bps
Bookings	\$520	\$366	+42%

	FY 2011	FY 2010	% Change
Revenue	\$1,901	\$1,304	+46%
Earnings	\$ 451	\$ 316	+43%
Margin	23.7%	24.3%	-60 bps
Bookings	\$1,985	\$1,319	+51%

## **Engineered Systems**

### **Quarterly Comments**

• Revenue growth was broadbased with strong performances in fluids and refrigeration equipment

• Strong earnings leverage and improved operating margin across the segment

• Bookings up 11%, as most businesses saw growth; refrigeration & food equipment well-positioned to start the year

Book-to-bill at 1.07

**Q**4 Q4 % 2011 2010 Change Revenue + 8% \$731 \$675 Earnings \$ 93 \$ 79 +17% 12.7% 11.7% Margin +100 bps \$707 Bookings \$783 +11%

	FY 2011	FY 2010	% Change
Revenue	\$3,101	\$2,786	+11%
Earnings	\$ 445	\$ 383	+16%
Margin	14.4%	13.7%	+70 bps
Bookings	\$3,193	\$2,863	+12%

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## **Printing & Identification**

### **Quarterly Comments**

• Revenue and earnings decline driven by weak alternative energy and semicon markets

• Operating margin decline reflects volume decreases and product mix

• Bookings reflect continued weakness in alternative energy and semi-con; bookings for businesses serving fast moving consumer goods markets remain stable

Book-to-bill at 0.96

	Q4 2011	Q4 2010	% Change
Revenue	\$368	\$422	-13%
Earnings	\$ 45	\$ 78	-43%
Margin	12.1%	18.5%	-640 bps
Bookings	\$354	\$399	-11%

	YTD 2011	YTD 2010	% Change
Revenue	\$1,593	\$1,477	+8%
Earnings	\$ 227	\$ 237	-5%
Margin	14.2%	16.1%	-190 bps
Bookings	\$1,563	\$1,573	-1%

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	Q4 2011
Net Interest Expense	\$29.0 million, up \$3 million from last year, due to higher outstanding long-term debt
Corporate Expense	\$32.0 million, down \$3 million from last year, and in-line with expectations
Effective Tax Rate (ETR)	Q4 rate was 22.3%. Rate reflects \$0.05 EPS benefit from discrete and other tax items. Adjusting for this benefit, the normalized Q4 rate would have been 25.5%. Normalized rate impacted by changes in geographic mix of earnings.

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	2012F Organic Growth	2012F Acquisition Growth*	Total
Communication Technologies	11% - 13%	10% - 12%	21% - 25%
Energy	8% - 10%	≈ 2%	10% - 12%
Engineered Systems	3% - 5%	≈ 1%	4% - 6%
Printing & Identification	≈ Flat	-	≈ Flat
Total	4% - 7%	≈ 3%	7% - 10%

\* Includes completed deals only

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## FY 2012 Guidance

Revenue:

Organic revenue:	≈ 4.0% - 7.0%
Acquisitions:	≈ <u> </u>
Total revenue:	≈ 7.0% - 10%
Corporate expense:	≈ \$145 million
Interest expense:	≈ \$118 million
Full-Year Tax Rate:	≈ 26.5% - 27.0%
<ul> <li>Capital expenditures:</li> </ul>	≈ 3% of rev.
<ul> <li>FCF for full year:</li> </ul>	≈ 10% of revenue

2012 EPS from continuing ops: \$4.70 - \$5.00

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## 2012 EPS Guidance Bridge - Cont. Ops

2011 EPS – Continuing Ops	\$4.48
<ul> <li>Less 2011 tax benefits <sup>(1)</sup>:</li> </ul>	(\$0.22)
2011 Adjusted EPS – Continuing Ops	\$4.26
• Volume, mix, price (inc. FX):	\$0.26 - \$0.52
<ul> <li>Net benefits of productivity:</li> </ul>	\$0.21 - \$0.31
Acquisitions:	\$0.18 - \$0.22
<ul> <li>Investment / Compensation:</li> </ul>	(\$0.20 - \$0.30)
Corporate expense:	(\$0.02)
<ul> <li>Interest / Shares / Tax Rate:</li> </ul>	\$0.01
2012 EPS – Continuing Ops	\$4.70 - \$5.00

## 2012 EPS from continuing ops. up 14% at mid-point

(1) \$0.04 in Q1 2011, \$0.12 in Q2 2011, \$0.01 in Q3 2011 and \$0.05 in Q4 2011

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