



# Dover Corporation First Quarter 2010 Conference Call

April 23, 2010

9:00 am



# Forward Looking Statements

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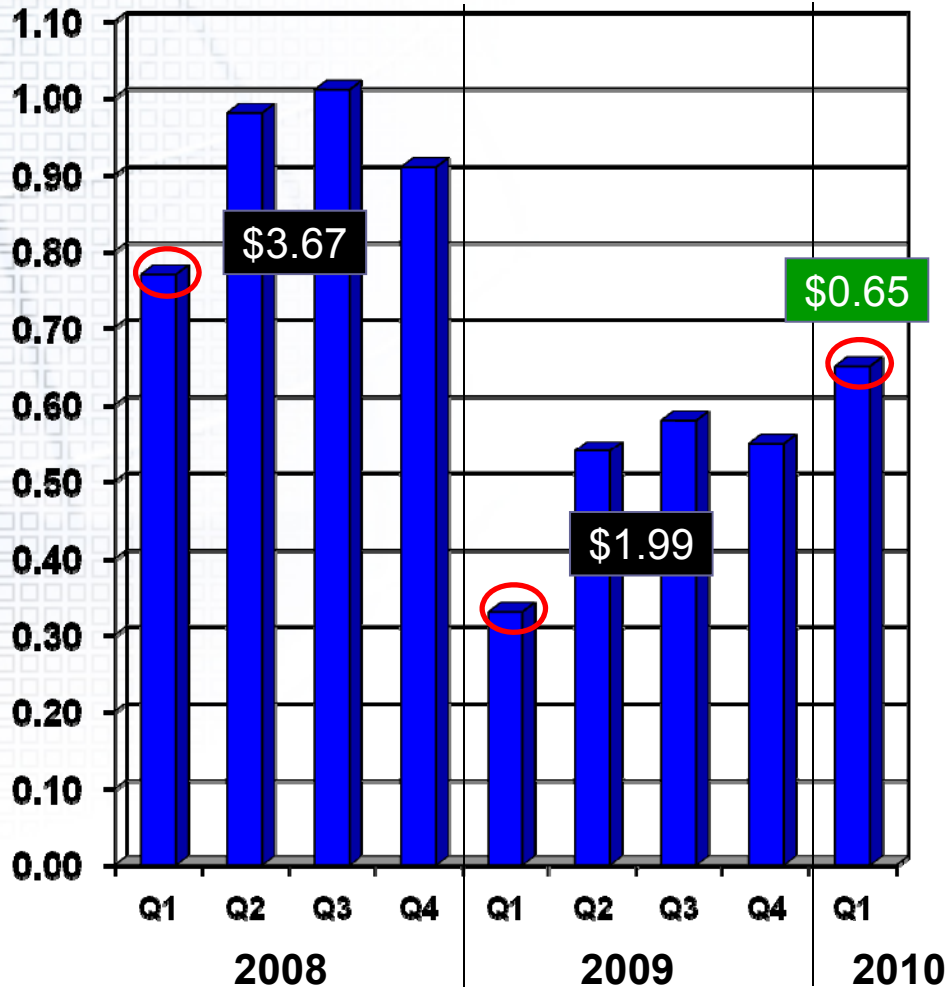
We want to remind everyone that our comments may contain forward-looking statements that are inherently subject to uncertainties. We caution everyone to be guided in their analysis of Dover Corporation by referring to our Form 10-K for a list of factors that could cause our results to differ from those anticipated in any such forward looking statements.

We would also direct your attention to our internet site, [www.dovercorporation.com](http://www.dovercorporation.com), where considerably more information can be found.



# Dover's Q1 2010 Performance

Continuing Earnings Per Share



	Q1	Q1/Q1
Revenue	\$ 1.6B	↑ 15%
EPS (cont.)	\$0.65	↑ 97%
Segment Margins	15.0%	↑ 480 bps
Organic Revenue		↑ 7%
Net Acq. Growth		↑ 5%
Free Cash Flow	\$48M	↓ 43%

- Quarterly revenue and earnings increases reflect improving end-markets, and benefits of prior restructuring
- Sequential and year-over-year bookings improvement is broad-based; book-to-bill of 1.12
- Segment operating margin of 15.0%; also strong sequential improvement vs. Q4 2009
- Organic revenue growth of 7% driven by Fluid Solutions and Electronic Technologies



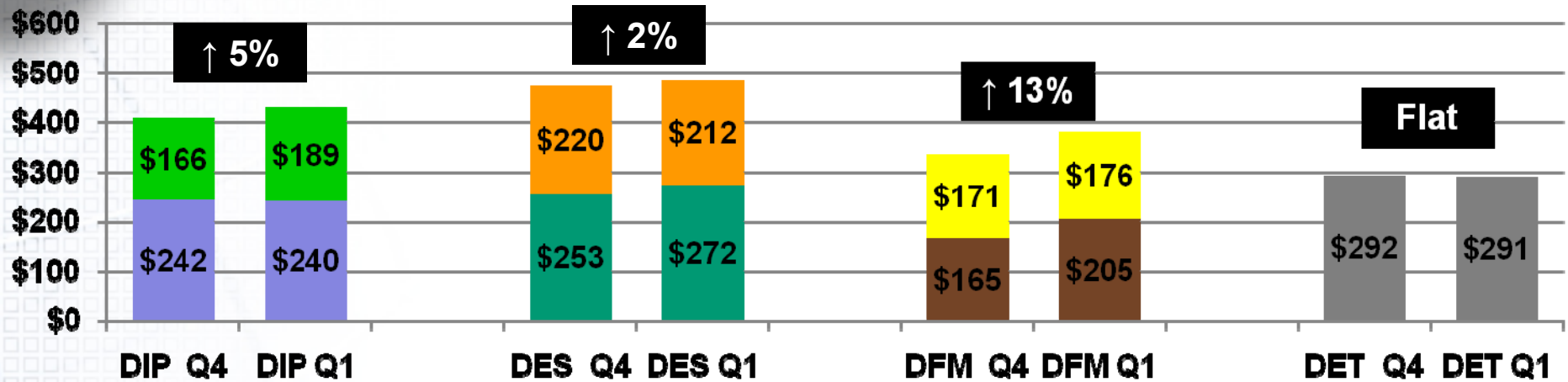
# Revenue

<b>Q1 2010</b>	<b>Industrial Products</b>	<b>Engineered Systems</b>	<b>Fluid Management</b>	<b>Electronic Technologies</b>	<b>Total Dover</b>
<b>Organic</b>	<b>-2%</b>	<b>2%</b>	<b>10%</b>	<b>33%</b>	<b>7%</b>
<b>Net Acquisitions</b>	<b>-</b>	<b>15%</b>	<b>3%</b>	<b>-</b>	<b>5%</b>
<b>Currency</b>	<b>1%</b>	<b>4%</b>	<b>2%</b>	<b>3%</b>	<b>3%</b>
<b>Total</b>	<b>-1%</b>	<b>21%</b>	<b>15%</b>	<b>36%</b>	<b>15%</b>

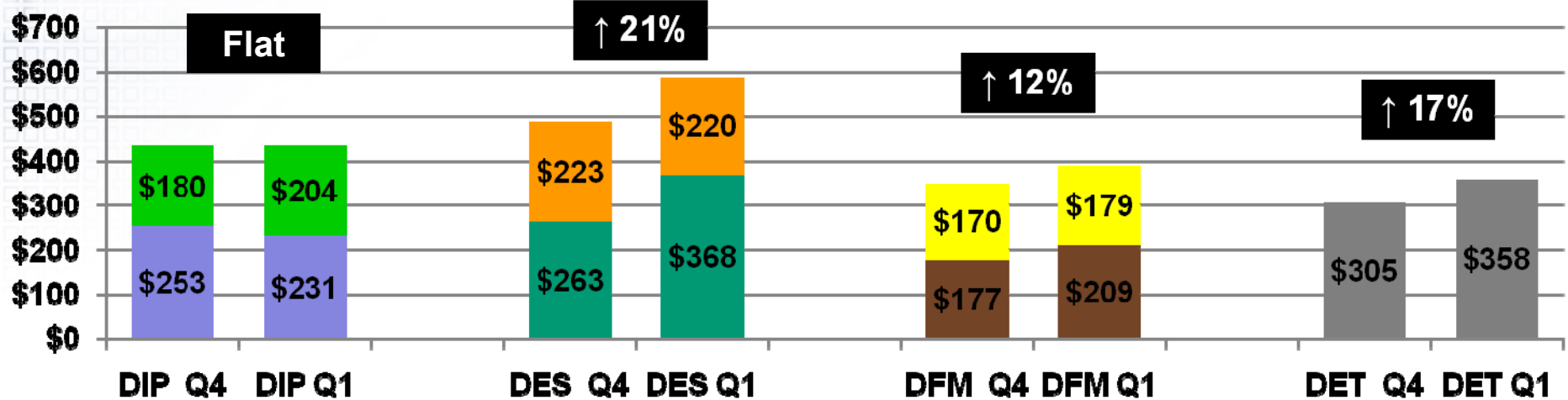


# Sequential Results – Q1 10 / Q4 09

## Revenue



## Bookings



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





# Industrial Products

## Quarterly Comments

- Revenue growth in military winch and auto service, offset by weakness in construction, trailer and certain military applications
- Margin improvements driven by prior restructuring efforts
- Quarterly bookings up 32% year-over-year on strong military winch orders and improving auto service markets
- Construction related businesses beginning to see modest pick-up in orders
- Book-to-bill remains positive for second straight quarter at 1.01

\$ in millions

	Q1 2010	Q1 2009	% Change
Revenue	\$429	\$435	-1%
Earnings	\$ 51	\$ 35	+48%
Margin	11.9%	7.9%	↑ 400 bps
Bookings	\$435	\$329	+32%



# Engineered Systems

## Quarterly Comments

- Revenue gains from Product ID and 2009 acquisitions; Tyler & Barker acquisitions: \$57M
- Improved operating margin negatively impacted by product mix, material inflation at SWEP and weakness in commercial cooking equipment
- Markem-Image business trends remain solid; Datamax-O'Neil dealing with supply shortages
- Bookings up 43% year-over-year reflecting strong seasonal upswing at Hill Phoenix; book-to-bill is 1.22

\$ in millions

	Q1 2010	Q1 2009	% Change
Revenue	\$484	\$401	+21%
Earnings	\$ 55	\$ 43	+27%
Margin	11.3%	10.8%	↑ 50 bps
Bookings	\$589	\$412	+43%



# Fluid Management

## Quarterly Comments

- Revenue growth driven by NA rig count growth, shale basin activity and solid pump demand
- Operating margin remained strong at 22.8%
- Pump markets showing nice recovery and Inpro/Seal acquisition off to a good start
- Bookings growth solid across the segment; book-to-bill 1.02

\$ in millions

	Q1 2010	Q1 2009	% Change
Revenue	\$381	\$331	+15%
Earnings	\$ 87	\$ 75	+15%
Margin	22.8%	22.8%	Flat
Bookings	\$388	\$293	+32%





# Electronic Technologies

## Quarterly Comments

- Year-over-year revenue growth driven by strong demand for electronic assembly equipment and MEMS microphones
- MEMS, hearing aid, electronic assembly and commercial telecom continue to improve sequentially
- Operating margin of 15.4% resulting from higher volume and restructuring benefits
- Year-over-year bookings up at every company resulting in book-to-bill of 1.23

\$ in millions

	Q1 2010	Q1 2009	% Change
Revenue	\$291	\$214	+36%
Earnings	\$ 45	(\$ 12)	↑↑
Margin	15.4%	(5.7%)	↑ 2110 bps
Bookings	\$358	\$224	+60%



# Q1 2010 Overview

	Q1 2010
<b>Free Cash Flow</b>	\$47.7 million, 3% of revenue
<b>Net Interest Expense</b>	\$27.2 million, up \$5 million from prior year reflecting lower yield on cash balances
<b>Net Debt to Capital</b>	19.4%, up 100 bps from year-end 2009, as a result of investments in working capital
<b>Effective Tax Rate (ETR)</b>	31.4%, down 370 bps from last year due to geographic earnings mix.
<b>Corporate Expense</b>	\$33.3 million, up \$8.6 million reflecting costs associated with supply chain and relocation



# 2010 Guidance – Update

- Revenue:
  - Core revenue:  $\approx 7\% - 10\%$
  - 2009 Acquisitions:  $\approx 3\%$
  - Total revenue:  $\approx 10\% - 13\%$
- Corporate expense:  $\approx \$130$  million
- Interest expense:  $\$105 - \$110$  million
- Full-year tax rate:  $29\% - 30\%$
- Capital expenditures:  $\approx 2.5\%$  of revenue
- Free cash flow for full year:  $\approx 10\%$  of revenue
- Full year EPS:  $\$2.70 - \$2.95$



# 2010 EPS Guidance Bridge - Cont. Ops

• 2009 EPS – Continuing Ops	\$1.99
– Volume, mix, price (inc. FX):	\$0.56 - \$0.80
– 2009 acquisitions:	\$0.10
– Net benefits of restructuring/productivity:	\$0.49 - \$0.55
– Compensation & benefits:	(\$0.10 - \$0.18)
– Corporate expense:	(\$0.04)
– Interest:	(\$0.03)
– Tax rate / other:	<u>(\$0.27 - \$0.24)</u>
• 2010 EPS – Continuing Ops	<u><u>\$2.70 - \$2.95</u></u>