



October 19, 2021 – 9:00am CT

# Earnings Conference Call Third Quarter 2021

## Forward-Looking Statements and Non-GAAP Measures

We want to remind everyone that our comments may contain forward-looking statements that are inherently subject to uncertainties and risks, including the impacts of the novel coronavirus (COVID-19) on the global economy and on our customers, suppliers, employees, operations, business, liquidity and cash flow, supply chain constraints and labor shortages that could result in production stoppages, and inflation in material input costs and freight logistics. 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 Annual Report on Form 10-K for 2020 and Quarterly Reports on Form 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 website, [dovercorporation.com](https://www.dovercorporation.com), where considerably more information can be found.

In addition to financial measures based on U.S. GAAP, Dover provides supplemental non-GAAP financial information. Management uses non-GAAP measures in addition to GAAP measures to understand and compare operating results across periods, make resource allocation decisions, and for forecasting and other purposes. Management believes these non-GAAP measures reflect results in a manner that enables, in many instances, more meaningful analysis of trends and facilitates comparison of results across periods and to those of peer companies. These non-GAAP financial measures have no standardized meaning presented in U.S. GAAP and may not be comparable to other similarly titled measures used by other companies due to potential differences between the companies in calculations. The use of these non-GAAP measures has limitations and they should not be considered as substitutes for measures of financial performance and financial position as prepared in accordance with U.S. GAAP. Reconciliations and definitions are included either in this presentation or in Dover's earnings release and investor supplement for the third quarter, which are available on Dover's website.

# Q3 2021 Highlights

**Revenue**

**+15% Y-o-Y at \$2.0B**

**+13% organic<sup>(1)</sup>**

*Growth in all segments (Y-o-Y)*

**Bookings<sup>(2)</sup>**

**+27% Y-o-Y to \$2.3B**

**+25% organic<sup>(2)</sup>**

*Book-to-bill<sup>(2)</sup>: 1.14; 1+ across all segments*

**Segment EBIT  
Margin<sup>(3)</sup>**

**+120 bps to 19.1%**

**+80 bps Adj. Segment EBIT Margin<sup>(1)</sup> to 19.0%**

**YTD Free Cash  
Flow<sup>(1)</sup>**

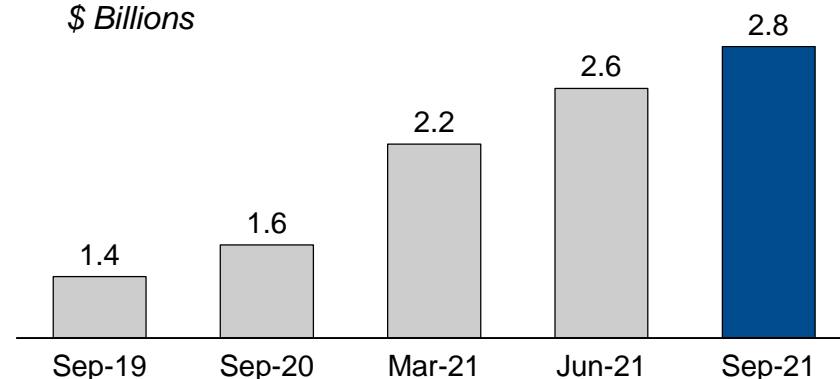
**+18% Y-o-Y**

**+\$104M Y-o-Y**

**Backlog<sup>(2)</sup>**

**+79% Y-o-Y growth rate**

\$ Billions



**Diluted EPS**

**+31% Y-o-Y to \$1.81**

**+24% Adjusted Diluted EPS<sup>(1)</sup> to \$1.98**

**FY '21 Guidance**

**Revised upward**

**EPS: \$6.64 - \$6.69 (GAAP); \$7.45 – \$7.50 (Adjusted<sup>(1)</sup>)**

# Summary Corporate Q3 Results

		Q3 2021	Highlights and Comments
<b>Revenue change (Y-o-Y)</b>	All-in	+15%	<ul style="list-style-type: none"> <li>Y-o-Y growth in all segments</li> </ul>
	Organic <sup>(1)</sup>	+13%	<ul style="list-style-type: none"> <li>Q3 FX impact: +1%; acquisitions +1%</li> </ul>
<b>Bookings change (Y-o-Y)</b>	All-in <sup>(2)</sup>	+27%	<ul style="list-style-type: none"> <li>Q3 book-to-bill<sup>(2)</sup>: 1.14; bookings up Y-o-Y in all five segments</li> </ul>
	Organic <sup>(2)</sup>	+25%	<ul style="list-style-type: none"> <li>Backlog +79% Y-o-Y; up across all five segments</li> </ul>
<b>Segment EBIT margin improvement (Y-o-Y)</b>	Reported <sup>(3)</sup>	+120 bps	<ul style="list-style-type: none"> <li>Accretion driven by volume, mix, and productivity initiatives</li> </ul>
	Adjusted <sup>(1)</sup>	+80 bps	<ul style="list-style-type: none"> <li>24% Y-o-Y Adj. EBIT conversion margin<sup>(1)</sup></li> </ul>
<b>Net Earnings</b>	Reported	\$264M	<ul style="list-style-type: none"> <li>Reported Q3 Y-o-Y change: +32%</li> </ul>
	Adjusted <sup>(1)</sup>	\$288M	<ul style="list-style-type: none"> <li>Adjusted<sup>(1)</sup> Q3 Y-o-Y change: +24%</li> </ul>
<b>Diluted EPS</b>	Reported	\$1.81	<ul style="list-style-type: none"> <li>Reported Q3 Y-o-Y change: +31%</li> </ul>
	Adjusted <sup>(1)</sup>	\$1.98	<ul style="list-style-type: none"> <li>Adjusted<sup>(1)</sup> Q3 Y-o-Y change: +24%</li> </ul>
<b>Free Cash Flow (% of)<sup>(1)</sup></b>	Revenue	15%	<ul style="list-style-type: none"> <li>Q3 FCF<sup>(1)</sup> up \$9M (3%) Y-o-Y</li> </ul>
	Adj. Earnings	105%	<ul style="list-style-type: none"> <li>YTD FCF<sup>(1)</sup> up \$104M (18%) Y-o-Y</li> </ul>
<b>Guidance and other activities</b>			<ul style="list-style-type: none"> <li>2021 revised guidance:               <ul style="list-style-type: none"> <li>– EPS: \$6.64 - \$6.69 (GAAP); \$7.45 - \$7.50 (Adjusted<sup>(1)</sup>)</li> </ul> </li> </ul>

(1) Non-GAAP measures (definitions and/or reconciliations in appendix)

(2) See performance measures definitions in appendix

(3) Refer to definition of total segment earnings (EBIT) margin in appendix

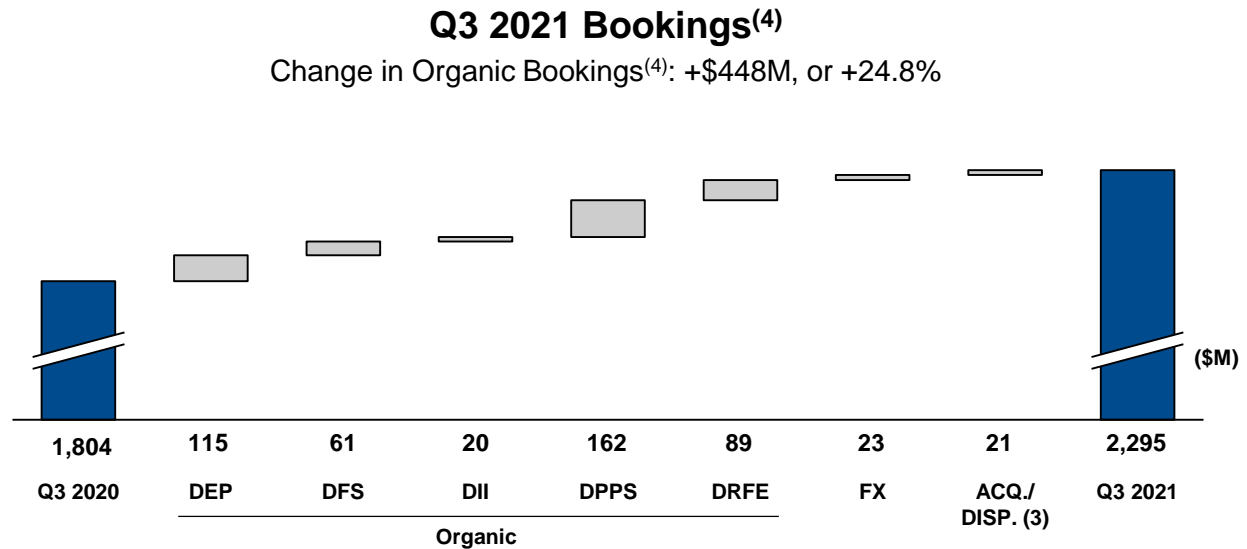
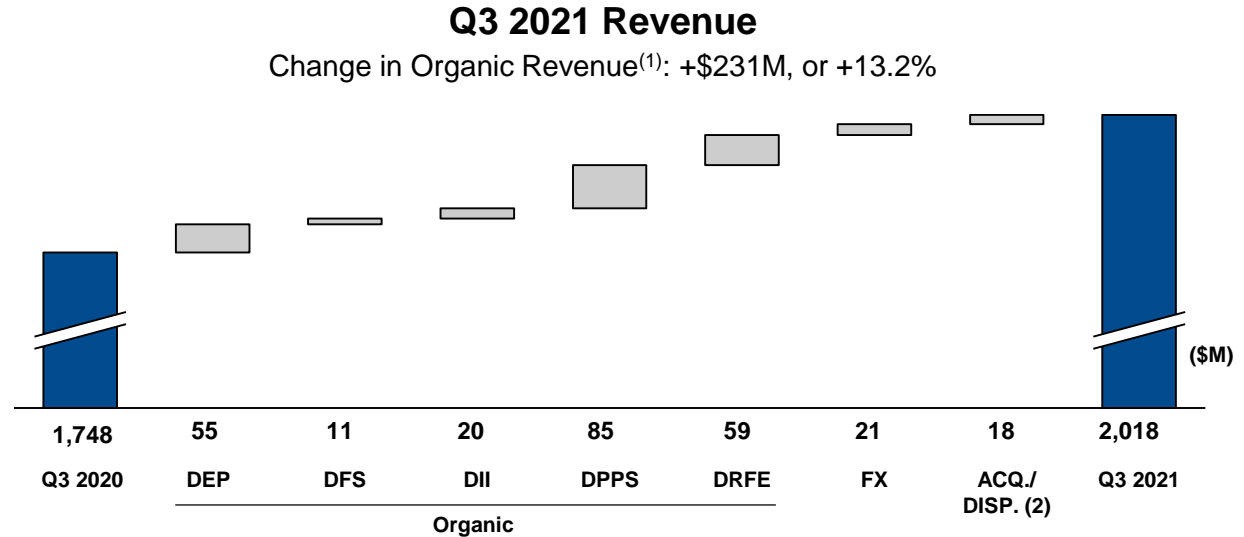
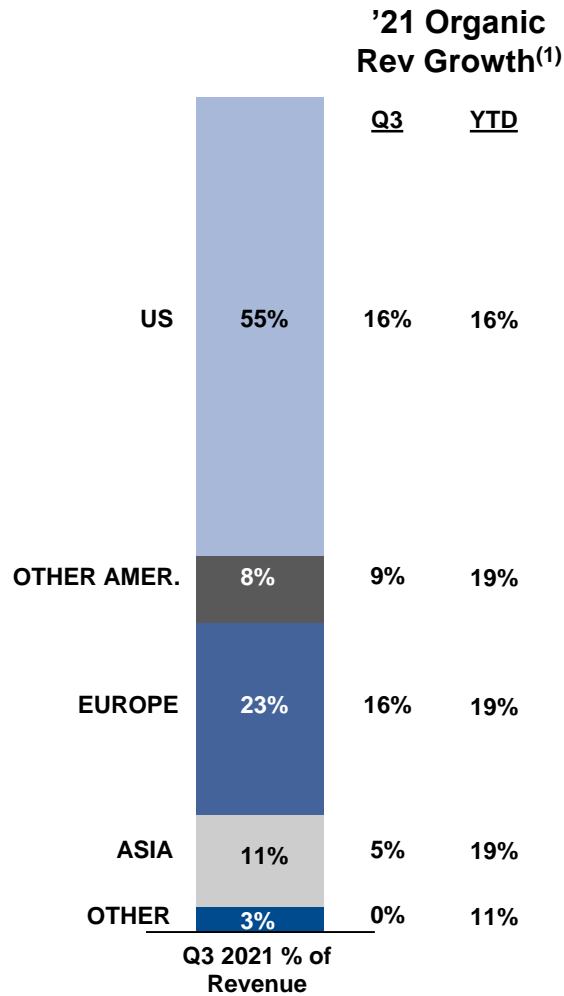
# Segment Results

Q3 2021<sup>(1)</sup>

Segment	Revenue (\$M) / Organic Change %	Adj. EBIT % / bps Δ Y-o-Y	Organic YTD Revenue Δ '21 vs. '19	Performance Commentary
DEP	\$448 +14%	14.2% -320 bps	+1%	<ul style="list-style-type: none"> <li>Top line strength across most end markets; soft shipments in European defense components; significant input shortages impacting shipment timing in ESG, VSG</li> <li>Backlog<sup>(2)</sup> up \$289M Y-o-Y (+77%); book-to-bill<sup>(2)</sup> 1.12; organic bookings<sup>(2)</sup> up 30% driven by waste handling, vehicle aftermarket, and industrial winches</li> </ul>
DFS	\$411 +3%	16.4% -150 bps	+0%	<ul style="list-style-type: none"> <li>Strength in NA retail fueling (above and below ground) and vehicle wash; continued softness in Asia (China) and fuel transport</li> <li>Backlog<sup>(2)</sup> up \$108M Y-o-Y (+53%); book-to-bill<sup>(2)</sup> 1.14; organic bookings<sup>(2)</sup> up 16% on activity in NA retail fueling and vehicle wash</li> </ul>
DII	\$293 +7%	22.1% +250 bps	+1%	<ul style="list-style-type: none"> <li>Constructive trading conditions in marking &amp; coding, serialization software. Textiles improving (sequential and year-over-year growth)</li> <li>Backlog<sup>(2)</sup> up \$34M Y-o-Y (+20%); book-to-bill<sup>(2)</sup> 1.00; organic bookings<sup>(2)</sup> up 8% driven by textiles and marking &amp; coding</li> </ul>
DPPS	\$438 +25%	32.6% +630 bps	+21%	<ul style="list-style-type: none"> <li>Growth in biopharma connectors and pumps, industrial pumps, and compression OEM and aftermarket. Y-o-Y decline in polymer processing on order timing</li> <li>Backlog<sup>(2)</sup> up \$321M Y-o-Y (+89%); book-to-bill<sup>(2)</sup> 1.12; organic bookings<sup>(2)</sup> up 50% on double-digit growth across all operating units</li> </ul>
DRFE	\$429 +16%	10.3% -50 bps	+16%	<ul style="list-style-type: none"> <li>Strength in can making and heat exchangers. Significant input shortages impacting shipment timing in food retail</li> <li>Backlog<sup>(2)</sup> up \$492M Y-o-Y (+104%) to \$964M, driven by food retail and can making (\$487M and \$327M as of 9/30/21, respectively); book-to-bill<sup>(2)</sup> 1.26; organic bookings<sup>(2)</sup> up 20% on growth in food retail and heat exchangers</li> </ul>

(1) Excluding revenue, non-GAAP (definitions and reconciliations in appendix)  
(2) See performance measures definitions in appendix

# Revenue & Bookings



Note: \$ in millions. Numbers may not add due to rounding

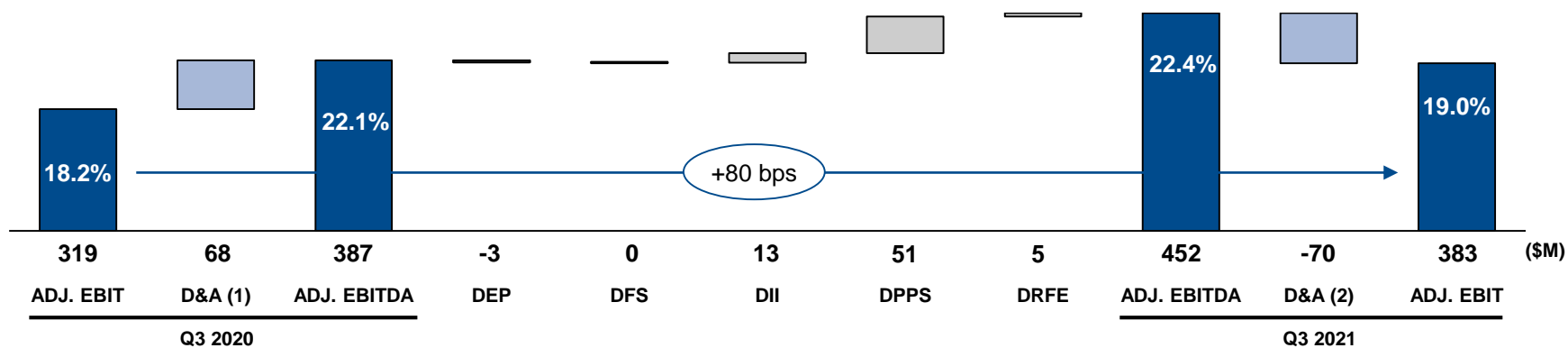
(1) Non-GAAP measure (definition and reconciliation in appendix)  
 (2) Acquisitions: \$18M, dispositions: \$0M

(3) Acquisitions: \$21M, dispositions: \$0M  
 (4) See performance measure definitions in appendix

# Q3 2021 Adjusted Segment EBIT and Adjusted Net Earnings

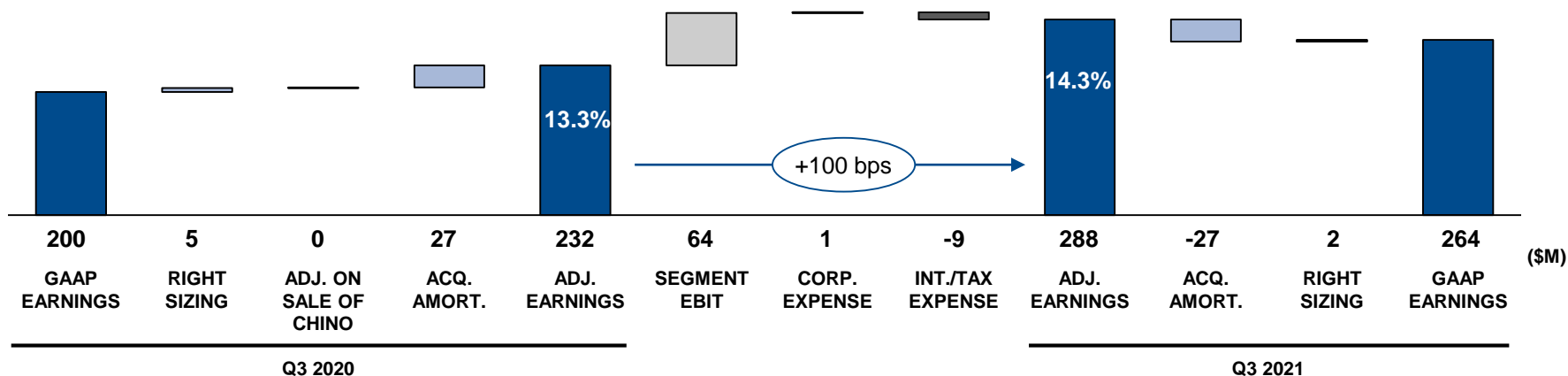
## Change in Adjusted Segment EBIT <sup>(3)</sup>

+\$64M



## Change in Adjusted Net Earnings <sup>(3)</sup>

+\$57M



(1) Depreciation: \$33M, Amortization: \$35M  
 (2) Depreciation: \$34M, Amortization: \$36M  
 (3) Non-GAAP measures (definitions and reconciliations in appendix)

Note: \$ in millions. Numbers may not add due to rounding

## Year-to-Date Free Cash Flow

\$M	YTD '21	YTD '20	Δ
Net earnings	761	501	+260
Adjustment for gain on disposition	-	(5)	+5
D&A	218	206	+12
Change in working capital	(248)	(92)	-156
Change in other <sup>(1)</sup>	58	77	-19
<b>Cash flow from operations</b>	<b>789</b>	<b>687</b>	<b>+102</b>
Capex	(121)	(124)	+3
<b>Free cash flow<sup>(2)</sup></b>	<b>667</b>	<b>563</b>	<b>+104</b>
<b>FCF % of revenue<sup>(2)</sup></b>	<b>11.3%</b>	<b>11.5%</b>	<b>-20 bps</b>
<b>FCF % of adj. earnings<sup>(2)</sup></b>	<b>78.5%</b>	<b>94.0%</b>	<b>-1,550 bps</b>

Note: Numbers may not add due to rounding

(1) Includes stock-based compensation and changes in other current and non-current assets and liabilities  
 (2) Non-GAAP measures (reconciliations and definitions in appendix)



# Portfolio Activity Update

## Inorganic Priorities as Communicated in September 2019

## 2018-21 Deals

Runway & Priority	Software /			2018-2020		2021		Spend (\$M) <sup>1</sup>
	Core	Services Adjacencies						
Pumps & Process Solutions	→	→	<ul style="list-style-type: none"> <li>Grow in pumps</li> <li>Hygienic and life science</li> <li>Fluid path adjacencies</li> <li>IoT solutions</li> </ul>		Hygienic pumps IoT control solutions	~\$150		
			<ul style="list-style-type: none"> <li>Software add-ons</li> <li>Transportation components</li> <li>Vehicle wash</li> </ul>		Wireless solutions LNG and Hydrogen fueling solutions	~\$320		
			<ul style="list-style-type: none"> <li>Software and services</li> <li>Traceability</li> <li>Value chain adjacencies</li> </ul>		SaaS software	~\$210		
			<ul style="list-style-type: none"> <li>Opportunistic consolidating bolt-ons</li> <li>Enhance software and diagnostic offerings</li> </ul>		SaaS industrial 3D visualization AI-powered sensor systems used for signal intelligence	~\$140		
			<ul style="list-style-type: none"> <li>Synergistic tuck-ins</li> <li>Opportunistic pruning</li> </ul>		Divestiture Expect to close in Q4 unified brands	~\$15 ~\$244 <sup>2</sup> (~\$185) <sup>3</sup>		

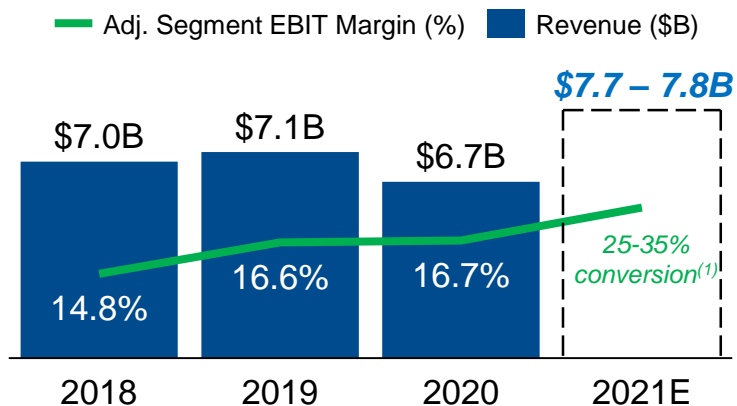
- highlighted are Q3'21 and October '21 transactions

9 (1) Total purchase consideration over 2018-2021 (on a cash free and debt free basis, including contingent consideration)  
 (2) Sale price on a cash free and debt free basis subject to customary post-closing adjustments  
 (3) Preliminarily estimated cash proceeds after taxes

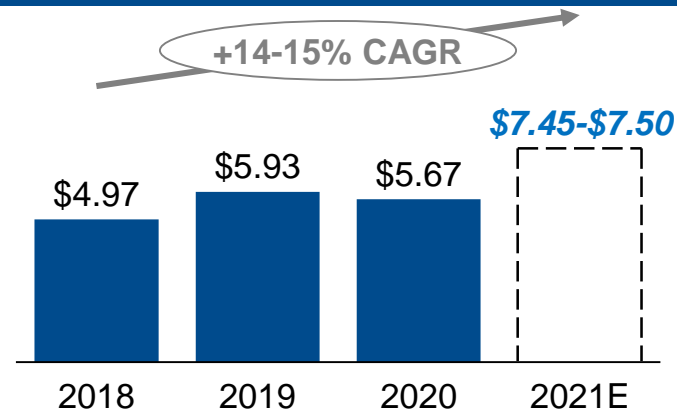
# FY2021 Guidance Update

		Post-Q2 Guide		Revised Guide
<b>All-in Revenue Growth</b>		15-17%		No change
<b>EPS</b>	<b>GAAP<sup>(3)</sup></b>	\$6.45 - \$6.55		\$6.64 - \$6.69
	<b>Adj.<sup>(1)</sup></b>	\$7.30 - \$7.40	+12.5c <sup>(2)</sup> →	\$7.45 - \$7.50
<b>Tax rate</b>		21% - 22%		No change
<b>FCF<sup>(1)</sup> % of Revenue</b>		12% - 14%		No change
<b>Capex</b>		~\$175 – 200 million		No change

## Revenue and Adj. Segment EBIT Margin<sup>(1)</sup>



## Adj. Earnings Per Share<sup>(1)</sup>



# Appendix

# Organic Revenue and Bookings Bridges

## Segment Growth Factors

	Q3 2021 Organic Growth	
	Revenue	Bookings
<b>Organic</b>		
Engineered Products	14.2%	30.3%
Fueling Solutions	3.0%	15.8%
Imaging & Identification	7.4%	7.5%
Pumps & Process Solutions	24.6%	50.1%
Refrigeration & Food Equipment	16.0%	19.7%
<b>Total Organic</b>	<b>13.2%</b>	<b>24.8%</b>
Acquisitions	1.1%	1.1%
Dispositions	0.0%	0.0%
Currency translation	1.1%	1.3%
<b>Total</b>	<b>15.4%</b>	<b>27.2%</b>

## Geographic Revenue Growth Factors

	Q3 2021	Q3 2021 YTD
	<b>Organic</b>	
US	15.7%	15.6%
Other Americas	8.7%	18.9%
Europe	15.5%	18.9%
Asia	4.6%	19.4%
Other	0.1%	10.9%
<b>Total Organic</b>	<b>13.2%</b>	<b>16.8%</b>
Acquisitions	1.1%	1.2%
Dispositions	0.0%	-0.1%
Currency translation	1.1%	2.8%
<b>Total</b>	<b>15.4%</b>	<b>20.7%</b>

Note: Numbers may not add due to rounding

# Organic Revenue Growth and YTD 2021 vs. YTD 2019 Comparison

## Segment Growth Factors

	YTD Q3 Organic Growth		YTD Q3 '21 vs. Q3 '19 Organic Growth
	2020	2021	
<b>Organic</b>			
Engineered Products	-10.9%	13.3%	1.0%
Fueling Solutions	-8.5%	9.7%	0.3%
Imaging & Identification	-8.6%	10.0%	0.5%
Pumps & Process Solutions	-3.6%	25.4%	20.8%
Refrigeration & Food Equipment	-7.6%	25.1%	15.6%
<b>Total Organic</b>	<b>-8.0%</b>	<b>16.8%</b>	<b>7.4%</b>
Acquisitions	0.8%	1.2%	2.0%
Dispositions	-0.7%	-0.1%	-0.8%
Currency translation	-0.7%	2.9%	2.2%
<b>Total</b>	<b>-8.5%</b>	<b>20.7%</b>	<b>10.4%</b>

Note: Numbers may not add due to rounding

# Q3 2020 to Q3 2021 Revenue and Bookings Bridges by Segment

**Revenue Bridge by Segment**

(\$ in millions)

	DEP	DFS	DII	DPPS	DRFE	Total
<b>Q3 2020 Revenue</b>	<b>387</b>	<b>381</b>	<b>266</b>	<b>348</b>	<b>368</b>	<b>1,748</b>
Organic Growth	55	11	20	85	59	231
FX	5	5	4	4	2	21
Acquisitions / Dispositions	1	14	3	1	-	18
<b>Q3 2021 Revenue</b>	<b>448</b>	<b>411</b>	<b>293</b>	<b>438</b>	<b>429</b>	<b>2,018</b>

**Bookings Bridge by Segment**

(\$ in millions)

	DEP	DFS	DII	DPPS	DRFE	Total
<b>Q3 2020 Bookings</b>	<b>381</b>	<b>384</b>	<b>266</b>	<b>324</b>	<b>450</b>	<b>1,804</b>
Organic Growth	115	61	20	162	89	448
FX	6	7	4	4	2	23
Acquisitions / Dispositions	1	16	3	1	-	21
<b>Q3 2021 Bookings</b>	<b>503</b>	<b>468</b>	<b>294</b>	<b>491</b>	<b>540</b>	<b>2,295</b>

Note: Numbers may not add due to rounding

# Reconciliation of Q3 2021 Net Earnings to Adj. EBIT and Adj. EBITDA and Calculation of Adj. EBIT Margin and Adj. EBITDA Margin by Segment

(\$ in millions)	Q3 2021						Total
	DEP	DFS	DII	DPPS	DRFE		
<b>Revenue</b>	<b>448</b>	<b>411</b>	<b>293</b>	<b>438</b>	<b>429</b>		<b>2,018</b>
<b>Net earnings</b>	-	-	-	-	-		<b>264</b>
<b>Add back:</b>							
Corporate expense	-	-	-	-	-		33
Interest expense, net	-	-	-	-	-		25
Income tax expense	-	-	-	-	-		64
<b>Segment earnings (EBIT)</b>	<b>72</b>	<b>66</b>	<b>63</b>	<b>142</b>	<b>43</b>		<b>386</b>
EBIT %	16.0%	16.0%	21.7%	32.5%	10.0%		19.1%
<b>Adjustments:</b>							
Rightsizing and other costs	(8)	2	1	0	2		(3)
<b>Adjusted EBIT - Segment</b>	<b>63</b>	<b>67</b>	<b>65</b>	<b>143</b>	<b>44</b>		<b>383</b>
Adjusted EBIT %	14.2%	16.4%	22.1%	32.6%	10.3%		19.0%
Adjusted depreciation and amortization expense <sup>(1)</sup>	11	19	10	17	12		70
<b>Adjusted EBITDA - Segment</b>	<b>75</b>	<b>87</b>	<b>75</b>	<b>160</b>	<b>57</b>		<b>452</b>
Adjusted EBITDA %	16.6%	21.1%	25.5%	36.5%	13.2%		22.4%

Note: Numbers may not add due to rounding

(1) Adjusted depreciation and amortization expense excludes depreciation and amortization included within rightsizing and other costs

# Reconciliation of Q3 2020 Net Earnings to Adj. EBIT and Adj. EBITDA and Calculation of Adj. EBIT Margin and Adj. EBITDA Margin by Segment

(\$ in millions)	Q3 2020					
	DEP	DFS	DII	DPPS	DRFE	Total
<b>Revenue</b>	<b>387</b>	<b>381</b>	<b>266</b>	<b>348</b>	<b>368</b>	<b>1,748</b>
<b>Net earnings</b>	-	-	-	-	-	<b>200</b>
<b>Add back:</b>						
Corporate expense	-	-	-	-	-	36
Interest expense, net	-	-	-	-	-	27
Income tax expense	-	-	-	-	-	51
<b>Segment earnings (EBIT)</b>	<b>65</b>	<b>67</b>	<b>52</b>	<b>90</b>	<b>40</b>	<b>313</b>
EBIT %	16.8%	17.5%	19.5%	25.8%	10.9%	17.9%
<b>Adjustments:</b>						
Rightsizing and other costs	2	2	0	2	(1)	5
Loss on Disposition	-	-	-	-	1	1
<b>Adjusted EBIT - Segment</b>	<b>67</b>	<b>68</b>	<b>52</b>	<b>92</b>	<b>40</b>	<b>319</b>
Adjusted EBIT %	17.4%	17.9%	19.6%	26.3%	10.8%	18.2%
Adjusted depreciation and amortization expense <sup>(1)</sup>	11	18	10	17	12	68
<b>Adjusted EBITDA - Segment</b>	<b>78</b>	<b>87</b>	<b>62</b>	<b>109</b>	<b>52</b>	<b>387</b>
Adjusted EBITDA %	20.2%	22.7%	23.3%	31.3%	14.1%	22.1%

Note: Numbers may not add due to rounding

(1) Adjusted depreciation and amortization expense excludes depreciation and amortization included within rightsizing and other costs



# Reconciliation of Adjusted Net Earnings to Net Earnings and Adjusted Diluted EPS to Diluted EPS

(\$ in millions, except per share data)

	Q3 2021	Q3 2020	FY 2020	FY 2019	FY 2018
<b>Net earnings from continuing operations (\$)</b>	<b>264</b>	<b>200</b>	<b>683</b>	<b>678</b>	<b>591</b>
Acquisition-related amortization, pre tax	36	35	139	138	146
Acquisition-related amortization, tax impact	(9)	(9)	(34)	(35)	(37)
Rightsizing and other costs (benefits), pre tax	(3)	6	51	32	73
Rightsizing and other costs (benefits), tax impact	1	(1)	(11)	(7)	(15)
(Loss) / Gain on disposition, pre tax	-	1	(5)	-	-
(Loss) / Gain on disposition, tax impact	-	(0)	1	-	-
Loss on extinguishment of debt, pre-tax	-	-	-	24	-
Loss on extinguishment of debt, tax impact	-	-	-	(5)	-
Loss on assets held for sale	-	-	-	47	-
Tax Cuts and Jobs Act	-	-	-	-	(3)
<b>Adjusted net earnings from continuing operations (\$)</b>	<b>288</b>	<b>232</b>	<b>824</b>	<b>872</b>	<b>756</b>
Adjusted net earnings margin	14.3%	13.3%	12.3%	12.2%	10.8%
Weighted average shares outstanding – diluted	145	145	145	147	152
<b>Diluted EPS from continuing operations (\$)</b>	<b>1.81</b>	<b>1.38</b>	<b>4.70</b>	<b>4.61</b>	<b>3.89</b>
Acquisition-related amortization, pre tax	0.24	0.24	0.95	0.94	0.96
Acquisition-related amortization, tax impact	(0.06)	(0.06)	(0.24)	(0.24)	(0.24)
Rightsizing and other costs (benefits), pre tax	(0.02)	0.04	0.35	0.22	0.48
Rightsizing and other costs (benefits), tax impact	0.01	(0.01)	(0.07)	(0.06)	(0.10)
(Loss) / Gain on disposition, pre tax	-	0.00	(0.03)	-	-
(Loss) / Gain on disposition, tax impact	-	(0.00)	0.01	-	-
Loss on extinguishment of debt, pre-tax	-	-	-	0.16	-
Loss on extinguishment of debt, tax impact	-	-	-	(0.04)	-
Loss on assets held for sale	-	-	-	0.32	-
Tax Cuts and Jobs Act	-	-	-	-	(0.02)
<b>Adjusted diluted EPS from continuing operations (\$)</b>	<b>1.98</b>	<b>1.60</b>	<b>5.67</b>	<b>5.93</b>	<b>4.97</b>

Note: Numbers may not add due to rounding

# Reconciliation of FY 2020, FY 2019, and FY 2018 Earnings from Continuing Operations to Adj. Segment EBIT and Calculation of Adj. EBIT Margin

(\$ in millions)	FY 2020	FY 2019	FY 2018
<b>Revenue</b>	<b>6,684</b>	<b>7,136</b>	<b>6,992</b>
<b>Earnings from continuing operations</b>	<b>683</b>	<b>678</b>	<b>591</b>
<b>Add back:</b>			
Corporate expense	127	124	130
Interest expense, net	108	121	122
Income tax expense	158	165	134
Loss on extinguishment of debt	-	24	-
<b>Segment earnings (EBIT)</b>	<b>1,077</b>	<b>1,112</b>	<b>977</b>
EBIT %	16.1%	15.6%	14.0%
<b>Adjustments:</b>			
Rightsizing and other costs	44	27	59
Gain on AMS Chino	(5.0)	-	-
Loss on sale of Finder	-	47	-
<b>Adjusted EBIT - Segment</b>	<b>1,116</b>	<b>1,186</b>	<b>1,036</b>
Adjusted EBIT %	16.7%	16.6%	14.8%

# Reconciliation of Free Cash Flow, EPS to Adjusted EPS, and Adjusted EBIT Conversion Margin

(\$ millions)	Free Cash Flow	
	YTD 2021	YTD 2020
<b>Net Cash Provided by Operating Activities</b>	<b>789</b>	<b>687</b>
Capital Expenditures	(121)	(124)
<b>Free Cash Flow</b>	<b>667</b>	<b>563</b>
Free Cash Flow as a % of Net Earnings	87.7%	112.4%
Free Cash Flow as a % of Adjusted Net Earnings	78.5%	94.0%
Free Cash Flow as a % of Revenue	11.3%	11.5%

	Range	
<b>2021 Guidance for Earnings per Share (GAAP)</b>	<b>\$6.64</b>	<b>\$6.69</b>
Acquisition-related amortization, net		\$0.74
Rightsizing and other costs, net		\$0.07
<b>2021 Guidance for Adjusted Earnings per Share (Non-GAAP)</b>	<b>\$7.45</b>	<b>\$7.50</b>

(\$ in millions)	Adj. EBIT Conversion Margin		
	Q3 2021	Q3 2020	Δ
<b>Revenue</b>	<b>2,018</b>	<b>1,748</b>	<b>270</b>
<b>Adjusted EBIT - Segment</b>	<b>383</b>	<b>319</b>	<b>64</b>
<b>Adjusted EBIT Conversion Margin</b>			<b>24%</b>

Note: Numbers may not add due to rounding

# Non-GAAP Definitions

## Definitions of Non-GAAP Measures:

**Adjusted Net Earnings:** is defined as net earnings adjusted for the effect of acquisition-related amortization, rightsizing and other costs/benefits, gain/loss on dispositions, loss on extinguishment of debt, loss on assets held for sale, and the Tax Cuts and Jobs Act.

**Adjusted Net Earnings Margin:** is defined as adjusted net earnings divided by revenue.

**Adjusted Diluted Net Earnings Per Share:** is defined as adjusted net earnings divided by average diluted shares.

**Total Segment Earnings (EBIT):** is defined as net earnings before income taxes, net interest expense and corporate expenses.

**Total Segment Earnings (EBIT) Margin:** is defined as total segment earnings (EBIT) divided by revenue.

**Adjusted EBIT by Segment:** is defined as net earnings before income taxes, net interest expense, corporate expenses, rightsizing and other costs/benefits, and gain on dispositions

**Adjusted EBIT Margin by Segment:** is defined as adjusted EBIT by segment divided by segment revenue. The bps change Y-o-Y is calculated as the difference between adjusted EBIT margin for the current period and the prior period.

**Adjusted EBITDA by Segment:** is defined as adjusted EBIT by segment plus depreciation and amortization, excluding depreciation and amortization included within rightsizing and other costs.

**Adjusted EBITDA Margin by Segment:** is defined as adjusted EBITDA by segment divided by segment revenue.

**Adjusted EBIT Conversion Margin:** is defined as the change in total adjusted segment earnings (EBIT) divided by the change in revenue.

**Free Cash Flow:** is defined as net cash provided by operating activities minus capital expenditures. Free cash flow as a percentage of revenue equals free cash flow divided by revenue. Free cash flow as a percentage of net earnings equals free cash flow divided by net earnings. Free cash flow as a percentage of adjusted net earnings equals free cash flow divided by adjusted net earnings.

**Organic Revenue Growth:** is defined as revenue growth excluding the impact of foreign currency exchange rates and the impact of acquisitions and dispositions.

The tables included in this presentation provide reconciliations of the non-GAAP measures used in this presentation to the most directly comparable U.S. GAAP measures. Further information regarding management's use of these non-GAAP measures is included in Dover's earnings release and investor supplement for the third quarter.

# Performance Measure Definitions

## Definitions of Performance Measures:

**Bookings** represent total orders received from customers in the current reporting period. This metric is an important measure of performance and an indicator of revenue order trends.

**Organic Bookings** represent total orders received from customers in the current reporting period excluding the impact of foreign currency exchange rates and the impact of acquisitions and dispositions. This metric is an important measure of performance and an indicator of revenue order trends.

**Backlog** represents an estimate of the total remaining bookings at a point in time for which performance obligations have not yet been satisfied. This metric is useful as it represents the aggregate amount we expect to recognize as revenue in the future.

**Book-to-Bill** is a ratio of the amount of bookings received from customers during a period divided by the amount of revenue recorded during that same period. This metric is a useful indicator of demand.

We use the above operational metrics in monitoring the performance of the business. We believe the operational metrics are useful to investors and other users of our financial information in assessing the performance of our segments.

