
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

SCHEDULE 14A
(Rule 14a-101)

INFORMATION REQUIRED IN PROXY STATEMENT

SCHEDULE 14A INFORMATION

**PROXY STATEMENT PURSUANT TO SECTION 14(a) OF THE
SECURITIES EXCHANGE ACT OF 1934
(AMENDMENT NO.)**

Filed by the Registrant ☒

Filed by a Party other than the Registrant ☐

Check the appropriate box:

- ☐ Preliminary Proxy Statement
- ☐ Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))
- ☐ Definitive Proxy Statement
- ☒ Definitive Additional Materials
- ☐ Soliciting Material Pursuant to Section 240.14a-11(c) or Section 240.14a-2.



(Name of Registrant as Specified In Its Charter)

(Name of Person(s) Filing Proxy Statement, if other than Registrant)

Payment of Filing Fee (Check the appropriate box):

- ☒ No fee required.
- ☐ Fee computed on table below per Exchange Act Rules 14a-6(i)(4) and 0-12.

(1) Title of each class of securities to which transaction applies:

(2) Aggregate number of securities to which transaction applies:

(3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (Set forth the amount on which the filing fee is calculated and state how it was determined):

(4) Proposed maximum aggregate value of transaction:

(5) Total fee paid:

☐ Fee paid previously with preliminary materials.

☐ Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.

(1) Amount Previously Paid:

(2) Form, Schedule or Registration Statement No.:

(3) Filing Party:

(4) Date Filed:



Shareholder Outreach Spring 2019

Forward-Looking Statements and Non-GAAP Measures

This presentation may contain statements about the Company's future plans and prospects that constitute forward-looking statements for purposes of the safe harbor provisions under the Private Securities Litigation Reform Act of 1995. Actual results may differ materially from those anticipated in such statements as a result of various factors, including those discussed in the Company's most recent annual report on Form 10-K and its reports on Form 10-Q and Form 8-K. These documents are available from the SEC, and on our website, dovercorporation.com, where considerably more information about the Company can be found. We disclaim any obligation to update such forward-looking statements.

This presentation may also contain non-GAAP measures. Management uses such measures, in addition to financial measures based on U.S. GAAP, to understand and compare operating results across periods, make resource allocation decisions, and for forecasting and other purposes, and believes they enable more meaningful analysis of trends and facilitate comparison of results across periods and to peer companies. These non-GAAP measures have no standardized meaning presented in U.S. GAAP and may not be comparable to other similarly-titled measures used by other companies. The use of these measures has limitations and they should not be considered substitutes for measures of financial performance and financial positions as prepared in accordance with U.S. GAAP.

Dover – A Diversified Global Manufacturer

- ❖ We deliver innovative equipment and components, specialty systems, consumable supplies, software and digital solutions, and support services to customers around the world
- ❖ Our businesses are committed to operational excellence and to being market leaders as measured by market share, customer satisfaction, growth, profitability, and return on invested capital
- ❖ Our entrepreneurial business model encourages, promotes and fosters deep customer engagement and collaboration
- ❖ Our operating structure of three business segments allows for focused acquisition activity, accelerates opportunities to identify and capture operating synergies, and advances the development of executive talent
- ❖ Our SG&A rightsizing initiative is largely complete, allowing us to focus on strategic projects

❖ On May 9, 2018, we completed the spin-off of **Apergy Corporation**, which conducts the upstream energy business previously included in our Energy Segment

❖ Our remaining portfolio is well-positioned for long-term, sustainable growth and returns with less cyclicality

❖ In May 2018, Richard Tobin started as our new CEO

*Multi-industrial businesses
with leading positions in attractive markets*

Engineered
Systems

Fluids

Refrigeration
& Food
Equipment

Fiscal 2018 Revenue Split

\$7.0B
2018 Revenue
+3%
Over 2017

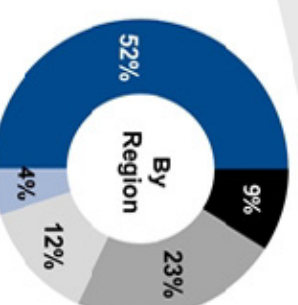
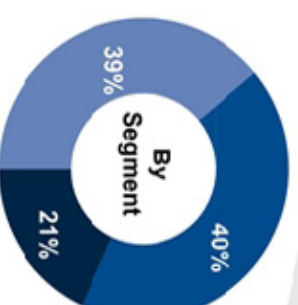
\$3.89
Diluted 2018
EPS

\$4.97
Adjusted 2018
EPS¹
+20%
Over 2017

\$1.90
2018 Dividend
Per Share
63
Straight Years of
Dividend Growth

\$618M
Free Cash Flow¹
+9%
Over 2017

Fortune 500
Company
24,000
Employees

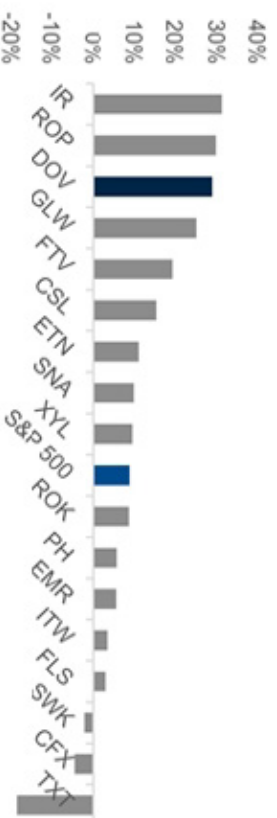


¹Non-GAAP measure/definition and reconciliation in appendix

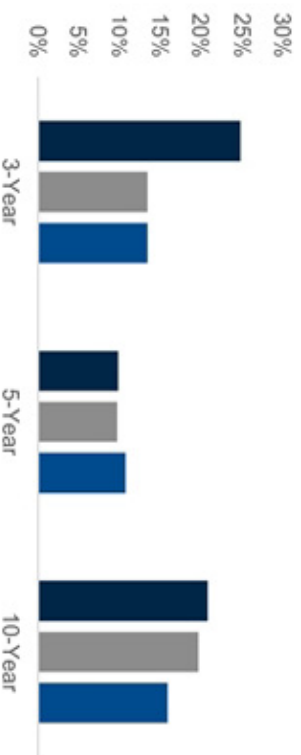
DOVER

Performance Overview

DOV TSR vs. Proxy Peer Group since New CEO Start Date¹



Annualized DOV TSR vs. Proxy Peer Group¹ (See Appendix for Additional Information)



Since April 30, 2018, DOV has produced a 29% TSR – ahead of all but 2 peers

Since Apergy spin-off on May 9, 2018, DOV's market cap has grown by 15%

Welcome our New CEO



More than 30 years of experience in international management and finance, acquired through global leadership roles

Former CEO of CNH Industrial N.V., a global manufacturer of agricultural and construction equipment, trucks, commercial vehicles, buses, specialty vehicles and powertrain applications

Mr. Tobin has been a member of Dover's Board since 2016

In connection with his appointment, Mr. Tobin entered into a three-year employment agreement with Dover

Commitment to Deliver in 2018

- ❖ May: Upon CEO appointment, launched intensive assessment of Dover's portfolio
- ❖ September: Announced near- and medium-term priorities for maximizing shareholder value at capital markets day, which included:
 - Align overhead cost structure with best-in-class peers
 - Fundamental assessment of fixed cost structure
 - Identifying opportunities to increase asset base operating leverage
- ❖ December: Overhead cost structure actions accomplished (ahead of schedule)

2019 and Beyond

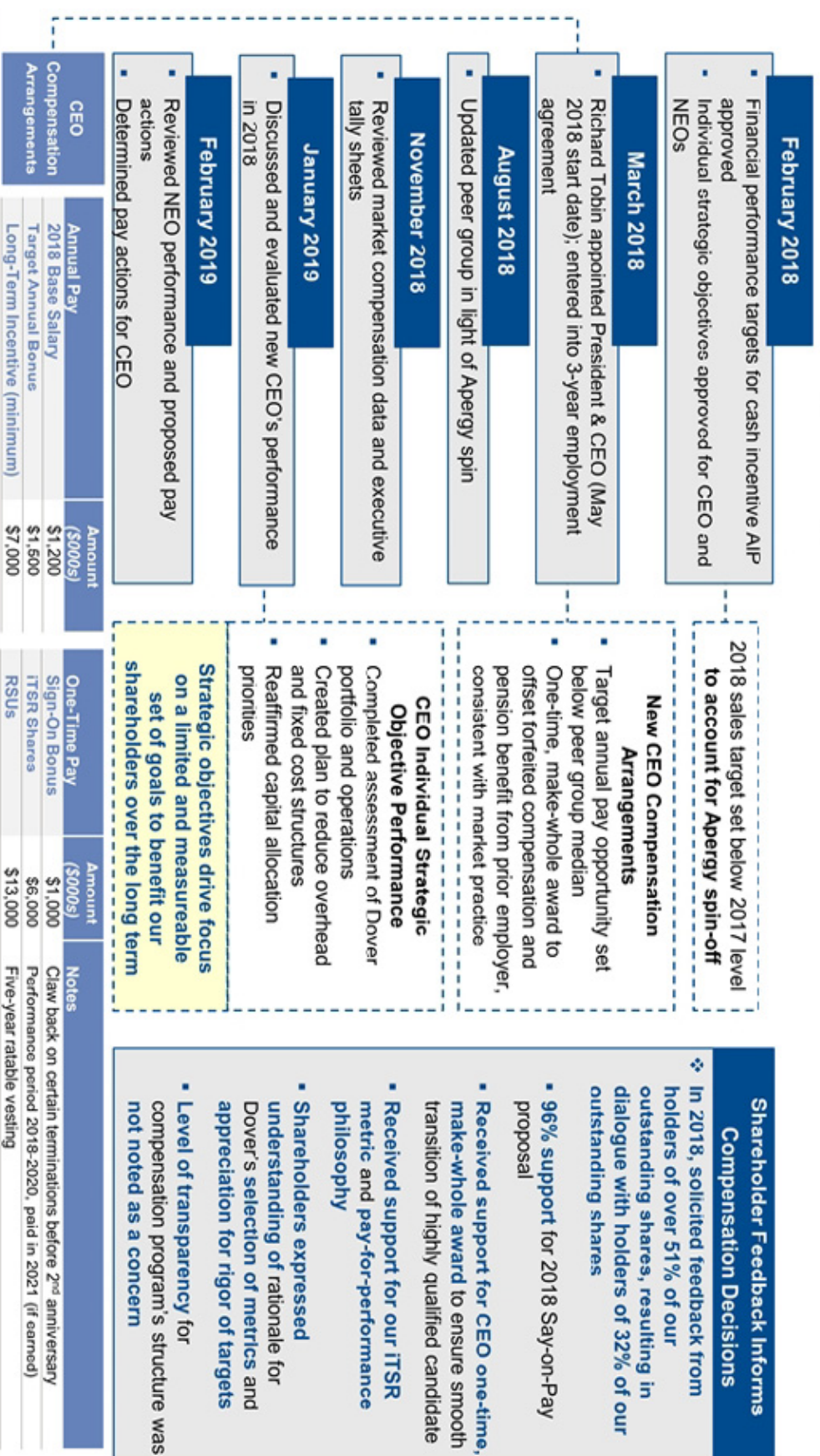
- ❖ Address fixed cost structure
- ❖ Prioritize organic investment; commitment to increase capital spending by 30% - 40% in 2019
- ❖ Inorganic investment decision-making driven by hurdle rates
- ❖ Continued commitment to return excess capital to shareholders

Raised annual dividend for 63rd consecutive year
Completed \$1 billion share repurchase program

¹Source: CapitalIQ; end date for returns periods is March 31, 2019
 Note: FTV went public in July 2016 and Xylem went public in Oct 2011; stocks are excluded from periods prior to go public dates.

Executive Compensation Decision Process

Compensation Committee dedicated to robust year-long process to ensure compensation program aligns with shareholder value and smooth CEO transition



Overview of Compensation Program

Compensation program is designed to attract and retain the right talent, focus executives on long-term value creation, and create the drive for over-achievement without undue risk

Component	Pay Element	2018 Metrics & Weighting	Objectives
Annual Incentive Plan	Cash	60% Financial Results <ul style="list-style-type: none"> Corporate NEOs: <ul style="list-style-type: none"> Net Income 60%; Sales 40% Segment NEOs: <ul style="list-style-type: none"> EBIT 60%; Sales 40% For everyone: <ul style="list-style-type: none"> EBIT Margin Modifier 	<ul style="list-style-type: none"> Drive profitability, growth, and progress toward strategy implementation
		40% Individual Strategic Objectives	<ul style="list-style-type: none"> In 2018, if NEO's business unit delivered EBIT as a % of sales above or below target, payout on financial results adjusted upward or downward by up to 20% Focus on a limited and measurable set of goals to benefit shareholders over the long term
Long-Term Incentive Plan	60% SSARs	Dover Stock Price <ul style="list-style-type: none"> 3-year vesting period SSAR value subject to appreciation / depreciation in stock price over the 10 year term 	<ul style="list-style-type: none"> All components paid in stock to closely align executive and shareholder interests Value received from SSARs only if appreciation results in share price > grant date price
	20% RSUs		
	20% Perf. Shares	iTSR 3-year performance period	

iTSR is a measure of core enterprise value that is highly correlated with long-term shareholder value creation for a multi-industry corporation such as Dover

Executive Pay is Strongly Tied to Performance

As a multi-line industrial company with an active M&A program, our compensation program emphasizes long-term performance and puts the majority of executive pay “at risk”

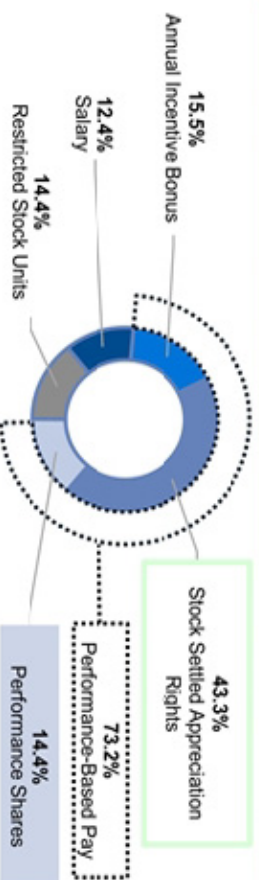
Our performance-share metric, ITSR, drives execution on key elements of our strategy to propel long-term enterprise value creation



SSARs use a 10-year life cycle to incentivize long-term share price appreciation

- Value received from SSARs only if share price appreciation > grant date price
- SSARs’ forward-looking orientation is highly effective for Dover’s newly-acquired companies and employees, who must create new value in order to realize gains
- 10-year life cycle is essential to managing a portfolio of industrial companies across their varying economic cycles

Target CEO pay mix is 73.2% Performance-Based⁽³⁾



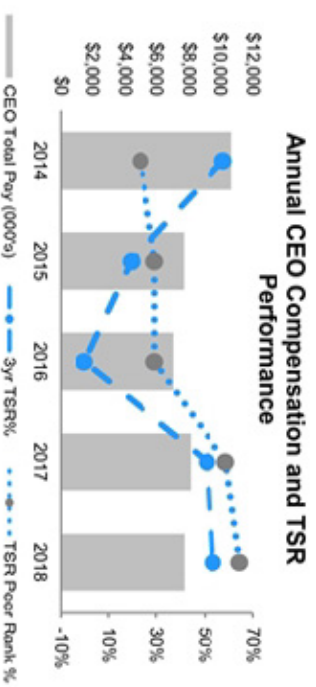
¹ For 2014-2017, the CEO’s total pay included in the chart represents the amount of compensation reported in the “Total” column, minus the amount reported in the “Changes in Pension Value and Nonqualified Deferred Compensation Earnings” column, as applicable, in the Summary Compensation Table for each year. For 2018, total pay presented on annualized basis and excludes one-time, make-whole award.

² FTV went public in July 2016 and Xylem went public in Oct 2011; stocks are excluded from periods prior to go public dates.

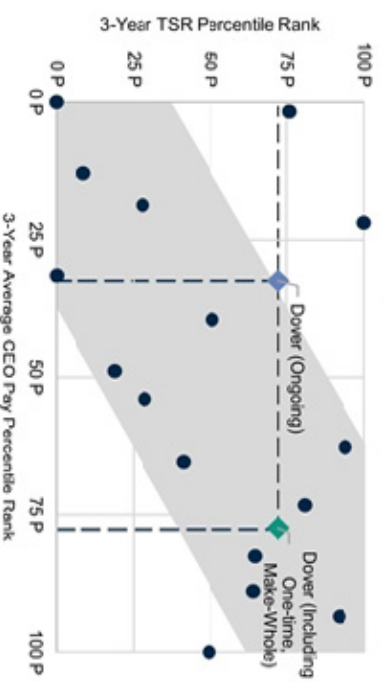
³ Excludes one-time, make-whole award.

⁴ Reflects TSR from 12/31/15-12/31/18 from S&P Capital IQ and Summary Compensation Table values from three most recent proxy statements for Dover’s 16 peer companies as of 4/3/19.

As a result, our compensation outcomes closely track performance outcomes^{1,2}



3-Year CEO Pay vs. TSR Performance⁴



Board Responsiveness to Shareholder Feedback

Responsive to shareholder feedback to ensure best-in-class governance structure

- ❖ Thoughtful, proactive shareholder engagement program to solicit input on governance, executive compensation and supermajority provisions
 - In 2018, we reached out to >51% of outstanding shares and engaged with shareholders representing ~32% of outstanding shares

Shareholder feedback included:

- ❖ Broad support for Dover's governance practices, including special meeting right, use of annual director elections, independent Board leadership structure and thoughtful and active refreshment
- ❖ Support for our compensation program, including the effective use of our company-specific iTSR metric, viewing it as strongly incentivizing performance and value creation
- ❖ Support of the structure of Mr. Tobin's performance-based compensation as well as his employment agreement, including the one-time, make-whole award which ensured a smooth transition and our ability to hire a highly qualified candidate
- ❖ Appreciation for efforts to remove supermajority provisions in charter

Supermajority Provisions: Board Continues to be Responsive

- ✓ Since 2013, Board has taken **proactive steps** to remove supermajority provisions
- ✓ In 2014, management proposal to amend **charter to eliminate supermajority provision** applicable to business combinations with a related person was **successful – received >80% necessary support**
- ✓ Also in 2014, **two other management proposals** to eliminate remaining supermajority provisions (greenmail and written consent) **received <80% necessary support – did not pass**
- ✓ In 2016, management proposal to provide shareholders with written consent right (25% threshold) **received <80% necessary support – did not pass**
- ✓ In 2017 and 2018, informed by active shareholder engagement, Board presented **management proposals to remove the two remaining supermajority provisions** in our charter; **received <80% necessary support in both years – did not pass**
- ✓ In 2019, we are again requesting shareholder support to **remove the two remaining supermajority provisions**, including an active retail campaign to drive support

Committed to Strong Governance

Our Board believes in sound corporate governance and compensation practices, and in maintaining an open dialogue with shareholders

Governance Best Practices

- ✓ Separate Chairman and CEO roles
- ✓ All directors are independent, other than CEO
- ✓ Annual election of directors
- ✓ Majority voting for directors
- ✓ Comprehensive individual director evaluations
- ✓ Regular executive sessions of indep. directors
- ✓ Robust succession planning
- ✓ Established new Finance Committee in 2018
- ✓ Adopted proxy access at market standard (3%/3/2 or 20%/20) in February 2016
- ✓ Right to call special meeting at 25%
- ✓ Annual Board and committee self-evaluations
- ✓ No shareholder rights plan
- ✓ No supermajority vote required for business combinations

Compensation Best Practices

- ✓ Align pay with performance
- ✓ Majority of NEO pay opportunity is performance-based and tied to DOV stock performance
- ✓ Robust engagement with shareholders to seek feedback on executive compensation programs
- ✓ All long-term incentives are paid in stock, and are earned or vest over three years
- ✓ Strong stock-holding requirements (5x salary for CEO, 3x salary for NEOs)
- ✓ Double trigger change in control
- ✓ Clawback policy
- ✓ No tax gross ups
- ✓ No repricing, reloads or exchanges of SSARs
- ✓ Anti-hedging and anti-pledging policies
- ✓ No executive perquisites

Highly Qualified and Engaged Board

Our directors bring a comprehensive and varied set of skills and experiences to our Board, enabling effective oversight over our multi-industry, multi-geographic operations



Michael Johnston
Independent Board Chair
(since 2016)
Retired CEO, Visteon Corporation
Director since 2013



Richard Tobin
President and CEO, Dover
Director since 2016



John Gilbertson, Jr.
Retired Managing Director,
Goldman Sachs
Appointed Aug. 2018
40+ years relevant industry
experience in financial services



Kristiane Graham
Private Investor
Director since 1999



Eric Spiegel
Finance Committee Chair
Former President and CEO, Siemens
USA: Special Advisor, General Atlantic
Director since 2017



Stephen Todd
Audit Committee Chair
Former Global Vice Chairman, Ernst &
Young Global Limited
Director since 2010



Stephen Wagner
Governance & Nominating Committee Chair
Former Senior Advisor, Center for
Corporate Governance, Deloitte &
Touche LLP
Director since 2010



Keith Wandell
Compensation Committee Chair
Former President and CEO, Harley
Davidson, Inc.
Director since 2015



Mary Winston
President, WinsCo Enterprises, Inc.;
Former EVP and CFO, Family Dollar
Stores, Inc.
Director since 2005

***Dover has added 4 new independent directors
since 2015***

Directors Peier T. Francis and Richard K. Lorchbridge will retire from the Board effective as of the 2019 Annual Meeting.

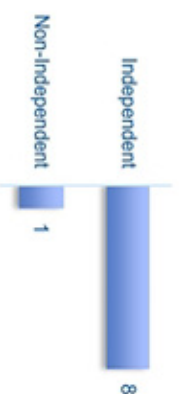


Independent, Diverse and Experienced Board

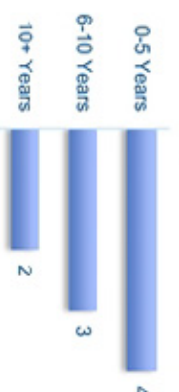
Our independent directors, led by our Independent Chair, have a diversity of experience that enables them to effectively carry out their oversight role

Board Characteristics

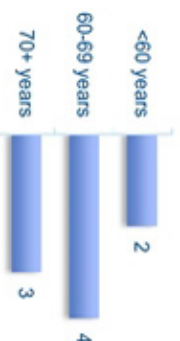
- ✓ All directors other than the CEO are independent



- ✓ Range of tenures appropriate for a multi-line industrial company with an acquisitive growth strategy



- ✓ Range of director ages reflects depth of experience and fresh perspectives



Directors Have Relevant Expertise for Dover

- ✓ **Strategic M&A**, including international acquisitions, post-merger integration, and portfolio restructuring
- ✓ **Global Operations and Management**, including cross-border transactions, global market entry and expansion, and implementation of operational efficiency
- ✓ **Strategy Development & Execution**, including capital allocation and strategic planning
- ✓ **Capital Markets Expertise**, including capital markets and complex financing transactions
- ✓ **Deep and Diverse Industry Knowledge**, including diversified manufacturing in many of the markets and product areas relevant to Dover's businesses
- ✓ **Risk Management Expertise**, including evaluating risk management policies and procedures
- ✓ **Audit and Corporate Governance**, including assurance and audit, regulation, and financial reporting
- ✓ **Human Capital Management**, including attracting, developing and retaining talent and building strong cultures
- ✓ **Executive Leadership Experience**, including former CEOs and CFOs of global public companies

We Value Your Support

2019 Dover Corporation Management Recommendations

- ☑ **FOR** Election of Directors
- ☑ **FOR** Ratification of appointment of independent registered public accounting firm
- ☑ **FOR** **Advisory vote to approve the compensation of our named executive officers**
- ☑ **FOR** Amendments to Article 15 of our charter to eliminate supermajority voting requirement
- ☑ **FOR** Amendments to Article 16 of our charter to eliminate supermajority voting requirement



Dover's Compensation Program Aligned Pay for Performance in a Year of Strategic Transition

- ❖ New CEO on-going target direct compensation set below peer median
- ❖ One-time, make-whole award enabled recruitment and transition of experienced CEO
 - Since new CEO has joined, DOV has produced a 29% TSR, ahead of all but 2 peers
- ❖ Reference to the median of our peer group for total direct compensation, with consideration for internal pay equity, sustained performance, specific responsibilities, and experience with comparable market talent
- ❖ Total compensation opportunities designed so that the large majority (~73%) of compensation is based on business performance
- ❖ Annual cash bonus plan designed to reward annual financial performance as well as attainment of strategic objectives that the Board believes will assure the long-term success of Dover

Appendix

Information Regarding Non-GAAP Financial Measures

Reconciliation of Diluted EPS from Continuing Operations to Adjusted Diluted EPS from Continuing Operations*

<i>\$ per share*</i>	FY2018	FY2017
Diluted EPS from continuing operations	\$ 3.89	\$ 4.73
Acquisition-related amortization, pre-tax ¹	0.96	0.96
Acquisition-related amortization, tax impact ²	(0.24)	(0.31)
Tax Cuts and Jobs Act ³	(0.02)	(0.35)
Gain on dispositions, pre-tax ⁴	-	(1.30)
Gain on dispositions, tax impact ²	-	0.21
Disposition costs, pre-tax ⁵	-	0.03
Disposition costs, tax impact ²	-	(0.02)
Right-sizing and other costs, pre-tax ⁶	0.48	0.31
Right-sizing and other costs, tax impact ²	(0.10)	(0.09)
Product recall reversal, pre-tax	-	(0.05)
Product recall reversal, tax impact ²	-	0.02
Adjusted diluted EPS from continuing operations	\$ 4.97	\$ 4.15

¹ Includes amortization on acquisition-related intangible assets and inventory step-up.

² Adjustments were tax effected using the statutory tax rates in the applicable jurisdictions or the effective tax rate, where applicable, for each period.

³ 2017 Tax impact primarily related to the enactment of the Tax Cuts and Jobs Act ("Tax Reform Act"). This benefit also includes decreases in statutory tax rates of foreign jurisdictions. 2018 adjustment represents tax benefits related to additional Tax Act regulatory guidance covered by SAB 118.

⁴ Includes a gains from the sales of Performance Motorsports International and Warm Industries, Inc. in the first and fourth quarters of 2017, respectively.

⁵ Disposition costs include costs related to the sale of Warm Industries, Inc. in the fourth quarter of 2017.

⁶ Right-sizing and other costs include actions taken on employee reductions, facility consolidations and site closures, product line exits and other associated asset charges.

* Per share data and totals may be impacted by rounding.

Reconciliation of Free Cash Flow

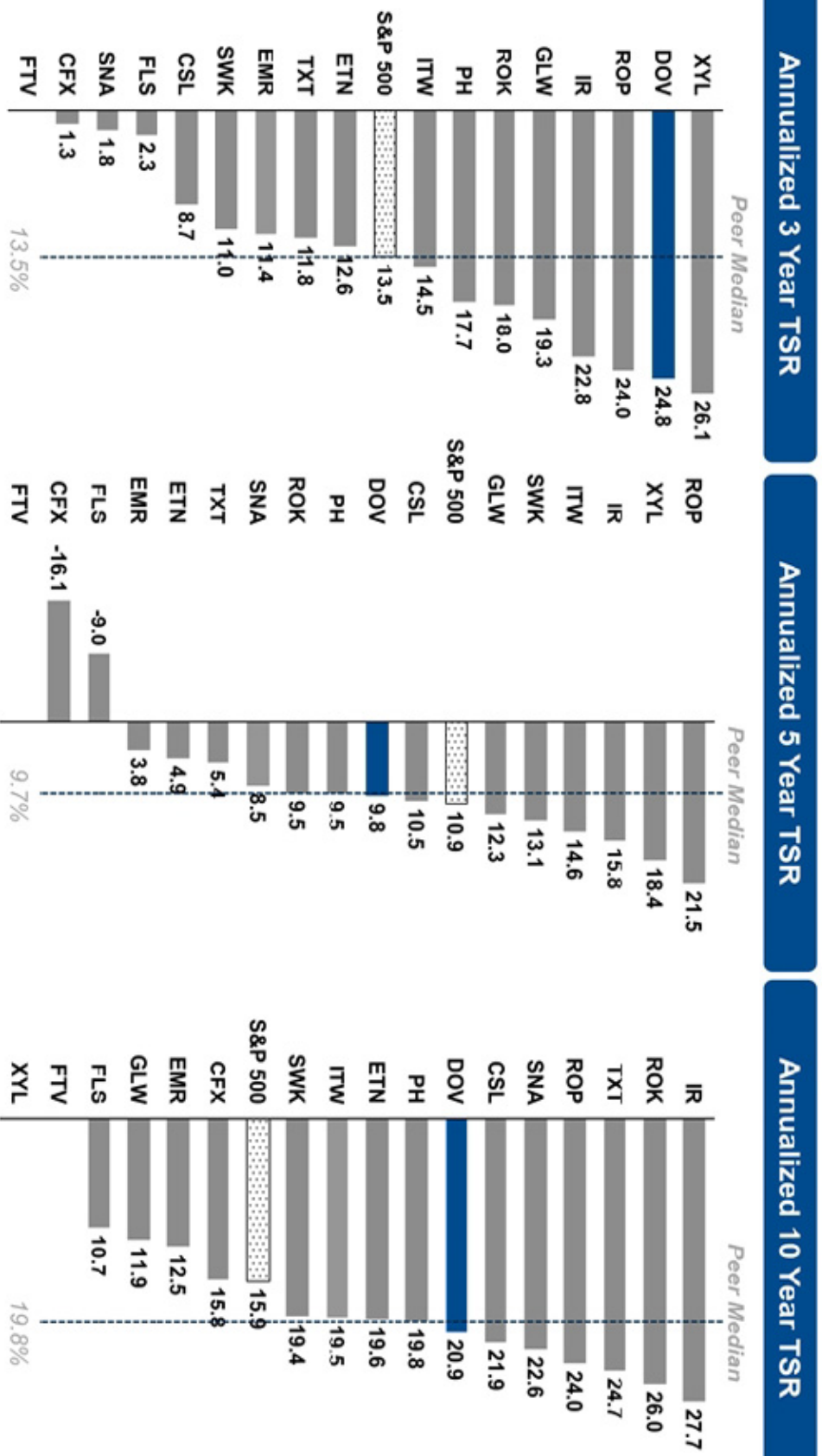
<i>\$ in millions</i>	FY2018	FY2017
Cash flow from operating activities	\$ 789	\$ 739
Less: Capital expenditures	(171)	(170)
Free cash flow	\$ 618	\$ 569

Non-GAAP Definitions

Adjusted Diluted Earnings Per Share from Continuing Operations: is defined as diluted earnings per share from continuing operations adjusted for the effect of acquisition-related amortization, the Tax Cuts and Jobs Act, gains on disposition of businesses, disposition costs, right-sizing and other costs, and a product recall reversal.

Free Cash Flow: is defined as net cash provided by operating activities minus capital expenditures.

Dover's shareholder value creation exceeds proxy peer group in the long-term



Source: Capital IQ. End date for returns periods is March 31, 2019.
Note FTV went public in July 2016 and Xylem went public in Oct 2011; stocks are excluded from periods prior to go public dates.