

# DONALDSON COMPANY

***Tod Carpenter***

Chairman, President and Chief Executive Officer

# SAFE HARBOR STATEMENT

*This presentation includes forward-looking statements which reflect the Company's current views with respect to future events and financial performance, but involve uncertainties that could significantly impact results.*

# DONALDSON IS A FILTRATION COMPANY

- Technology leader in our markets
- Diversified portfolio of global businesses

# VALUE PROPOSITION TO OUR CUSTOMERS

- Technology Advantages
  - Higher efficiency
  - Small system size
  - Longer filter life
  - Reduced operating and maintenance costs
- Better Aftermarket Retention

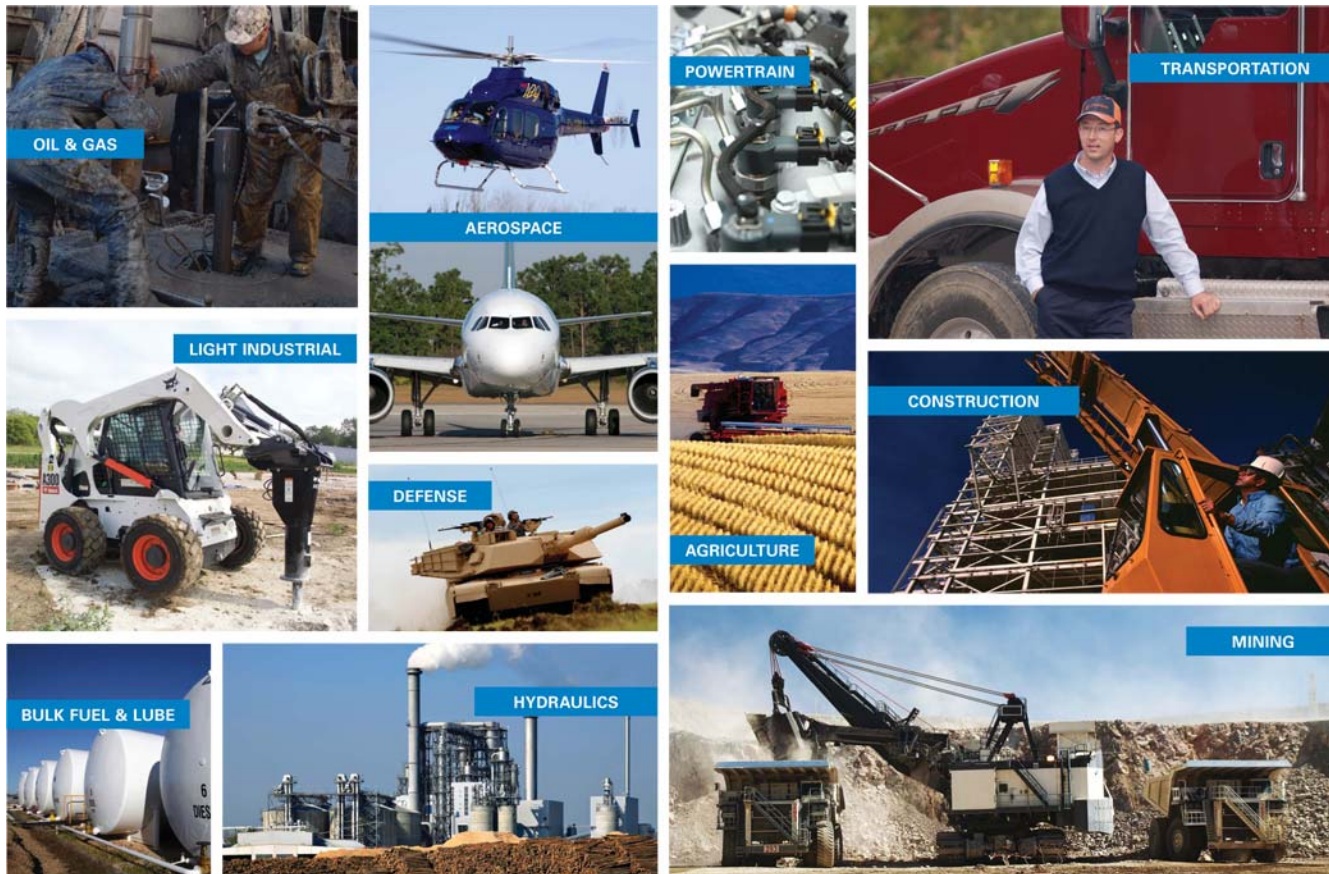
# VALUE PROPOSITION TO OUR SHAREHOLDERS

- Diversified portfolio of technology and products
- Global sales, production and distribution footprint
- Committed to growth and financial performance
- Disciplined capital deployment

# WE DIVERSIFY THROUGH OUR TECHNOLOGY

Engine Products are ~68% of total revenue\*

- ~70% replacement parts; ~30% first-fit products



\* Twelve months ended July 31, 2018

# WE DIVERSIFY THROUGH OUR TECHNOLOGY

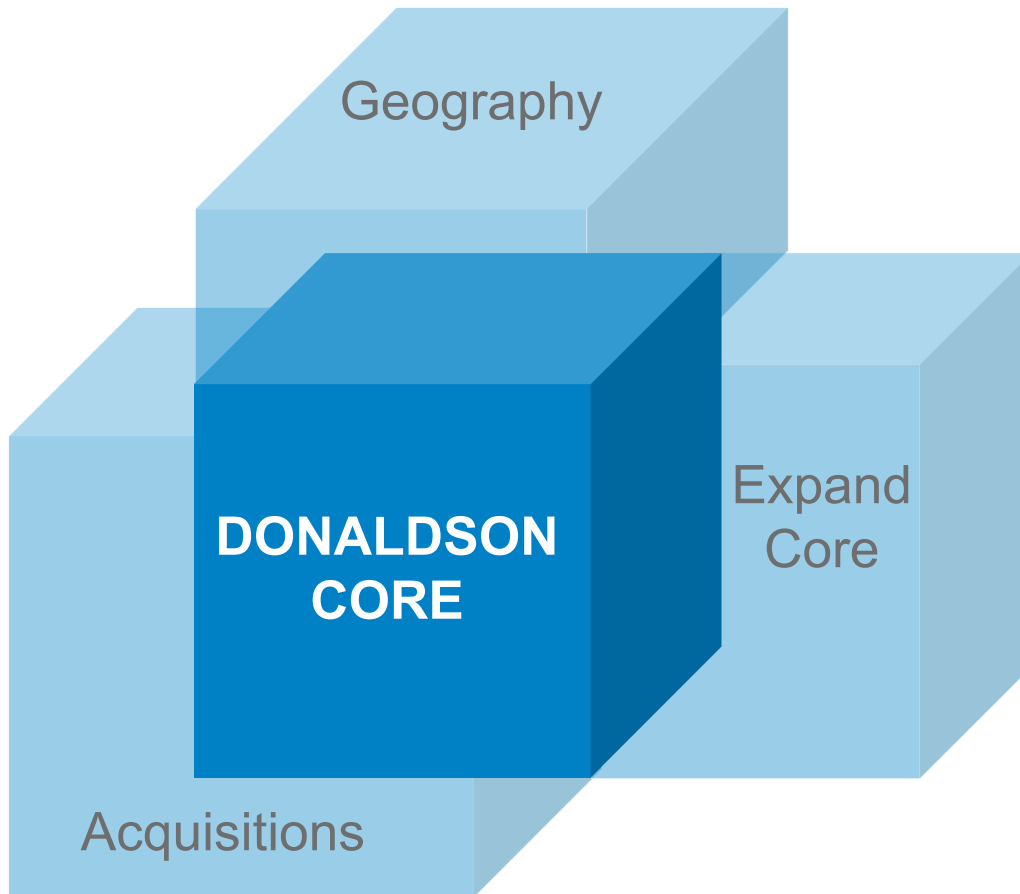
Industrial Products are ~32% of revenue\*

- ~40% replacement parts; ~60% first-fit products



\* Twelve months ended July 31, 2018

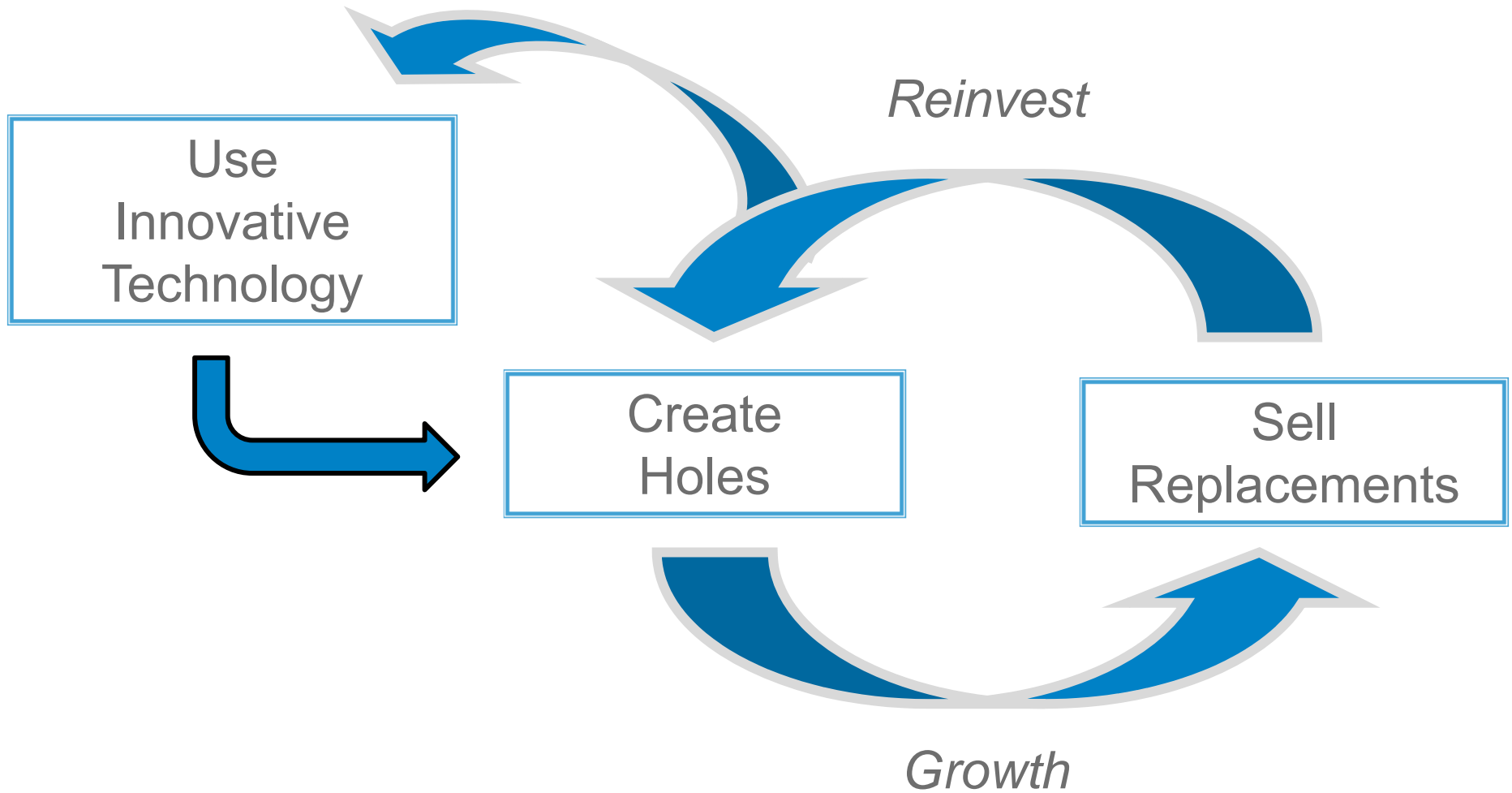
# STRATEGIC GROWTH PLANS



- Expand **core products and technologies**
- Expand **geographically**
- Execute **acquisitions**



# SALES GROWTH MODEL



# LONG-TERM CAPITAL DEPLOYMENT PRIORITIES

- Invest in our company
- Pay a dividend
- Repurchase our shares

# CURRENT INVESTMENTS IN OUR COMPANY

- Sales-driving initiatives
- Technology development
- Capacity expansion
- Strategic acquisitions



**THANK YOU**