DONALDSON COMPANY

SECOND QUARTER FISCAL YEAR 2024

February 2024

Forward-Looking Statement Safe Harbor

Statements in this presentation regarding future events and expectations, such as forecasts, plans, trends and projections relating to the Company's business and financial performance, are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and are identified by words or phrases such as "will likely result," "are expected to," "will continue," "will allow," "estimate," "project," "believe," "expect," "anticipate," "forecast," "plan" and similar expressions. These forward-looking statements speak only as of the date such statements are made and are subject to risks and uncertainties that could affect the Company's performance and could cause the Company's actual results for future periods to differ materially from any opinions or statements expressed. These factors include, but are not limited to, challenges in global operations; impacts of global economic, industrial and political conditions on product demand; impacts from unexpected events, including natural disasters; effects of unavailable raw materials or material cost inflation; inability to attract and retain qualified personnel; inability to meet customer demand; inability to maintain competitive advantages; threats from disruptive technologies; effects of highly competitive markets with pricing pressure; exposure to customer concentration in certain cyclical industries; inability to manage productivity improvements; inability to achieve commitments to ESG; results of execution of any acquisition, divestiture and other strategic transactions; vulnerabilities associated with information technology systems and security; inability to protect and enforce intellectual property rights; costs associated with governmental laws and regulations; impacts of foreign currency fluctuations; and effects of changes in capital and credit markets. These and other factors are described in Part I, Item 1A, "Risk Factors" of the Company's Annual Report on Form 10-K for the fiscal year ended July 31, 2023. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless required by law. The results presented herein are preliminary, unaudited and subject to revision until the Company files its results with the United States Securities and Exchange Commission on Form 10-Q.

Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures, such as free cash flow, adjusted gross margin, EBITDA, adjusted EBITDA, adjusted operating expense, adjusted operating income, adjusted operating margin, adjusted net earnings, adjusted diluted EPS, net debt and net debt to adjusted EBITDA, which exclude the impact of certain matters not related to ongoing operations. See the Reconciliation of Non-GAAP Financial Measures schedules in the appendix for additional information.

Second Quarter Fiscal Year 2024 Update and Overview

Key Updates

Consistent Execution Driving Shareholder Value Creation

- ✓ Delivering **gross margin** expansion
- ✓ Sales **growth across all three segments, market share gains**
- ✓ Continued **innovation** and product portfolio expansion
- ✓ Focused on **executing strategic priorities**
- ✓ **Returned $63M to shareholders** in dividends and share repurchases

Second Quarter Financials

Sales and EPS[1] up YoY

- ✓ **Sales of $877M** increased 5.8% year over year
- ✓ **EPS of $0.81,** up 8.0% year over year on an adjusted basis
  - Adjusted gross margin[2] increase of 70 bps
  - Adjusted operating margin[2] decrease of 40 bps
- ✓ **Free cash flow conversion[3]** of 66.7%

FY 2024 Guidance

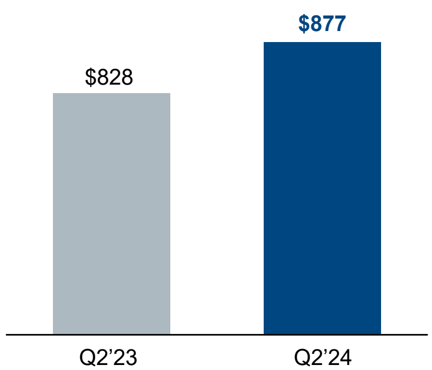
Increasing Fiscal 2024 Operating Margin and EPS Guidance

- ✓ **Sales** outlook of **3% to 7% growth**
- ✓ **EPS** guidance within a range of **$3.24 - $3.32**
- ✓ **Operating margin** between **15.0% and 15.4%,** driven by higher gross margin

[1] All EPS figures refer to diluted EPS.
[2] Q2'23 adjusted figures exclude $9.3 million of pre-tax restructuring and other charges. See the reconciliation of Non-GAAP Financial Measures appendix for additional information.
[3] Free cash flow = cash from operations minus capital expenditures. See the reconciliation of Non-GAAP Financial Measures appendix for additional information.

Second Quarter FY24 Overview & Highlights

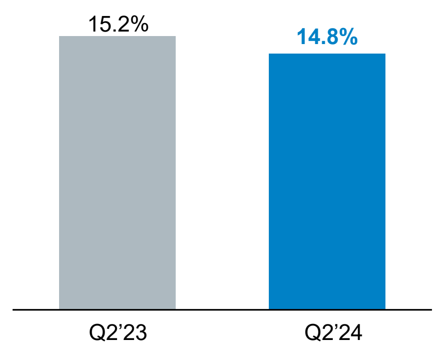
Sales ($M)
Up 5.8% YoY



Highlights

- Approximately 3% contribution from volume, 2% from pricing, 1% FX
- Segment Performance YoY:
  - Industrial Solutions +7%
  - Mobile Solutions +5%
  - Life Sciences +6%

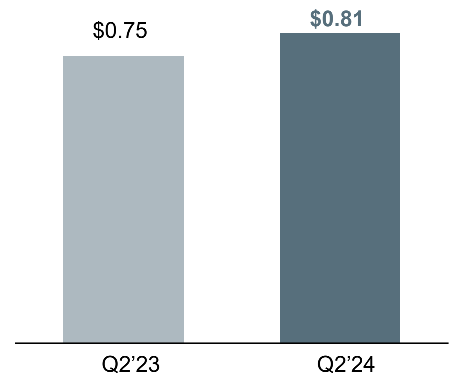
Adjusted Operating Margin[(1)]
Down 40 bps YoY



Highlights

- Adjusted gross margin[(1)] increased 70 bps versus prior year driven by pricing benefits and deflation in freight and select material costs
- Adjusted operating expenses as a percent of sales[(1)] up 110 bps YoY from people-related costs and scaling of acquired Life Sciences businesses

Adjusted Diluted EPS[(1)]
Up 8.0% YoY



Highlights

- Adjusted operating income[(1)] increased 3% YoY
- Benefits from non-operating items including other income and lower tax rate

[1]Q2’23 adjusted figures exclude $9.3 million of pre-tax restructuring and other charges. See the reconciliation of Non-GAAP Financial Measures appendix for additional information.

Mobile Solutions Segment Second Quarter FY24 Results

	Q2’24	Q2’23	YoY
Sales	**$550**	$523	+5%
EBT	**$99**	$79	+26%
% of sales	**18.0%**	15.0%	+300 bps

Second Quarter Overview

Sales

- Total Sales YoY: +5%
  - Strength in Aftermarket partially offset by On-Road and Off-Road declines
- Performance by region YoY:
  - US/CA +8%
  - EMEA -2%
  - APAC +3%
  - LATAM +14%
- China Sales YoY:
  - Flat reported and +3% constant currency basis
- Performance by end-market YoY:
  - On-Road -3%
  - Off-Road -13%
  - Aftermarket +11%

Margins and Key Updates

- Segment EBT margin +300 bps YoY driven by gross margin expansion resulting from mix, pricing, and freight and select material cost deflation

EBT = earnings before income taxes

Delivering Growth and Profitability in Mobile Solutions

Strategic Accounts – Aftermarket

Expanding Customer Relationships

- Heavy-duty air filtration products available within NAPA's extensive United States network

Technology & Innovation - OEM

Winning with PowerCore

- Compact air intake filters
- Gaining traction in Europe and China

PowerCore® Air Intake Filters
Effective, Consistent Performance in a Compact Size

Expanding in liquid filtration with Synteq XP

- Advanced fuel filtration technology
- Delivering results in India and Japan

Synteq™ DRY Coalescing Technology
Industry-Leading Water Removal Efficiency

PROFITABILITY ENABLERS

Footprint Optimization

Supply Chain Refinement

Pricing Optimization

Operational Excellence

Industrial Solutions Segment Second Quarter FY24 Results

	Q2'24	Q2'23	YoY
Sales	**$263**	$246	+7%
EBT	**$47**	$46	+2%
% of sales	**18.0%**	18.8%	-80 bps

Second Quarter Overview

Sales

- Total Sales YoY: +7%
  - Sales growth driven by market share gains and solid end markets
- Performance by region YoY:
  - US/CA +15%
  - EMEA -3%
  - APAC +8%
  - LATAM -10%
- Performance by end-market YoY:
  - Industrial Filtration Solutions (IFS) +6%
  - Aerospace & Defense +12%

Margins and Key Updates

- Segment EBT margin -80 bps YoY due to sales mix shift

EBT = earnings before income taxes

Life Sciences Segment Second Quarter FY24 Results

	Q2'24	Q2'23	YoY
Sales	$63	$59	+6%
EBT	-$6	$6	NM
% of sales	-9.2%	10.6%	NM

Second Quarter Overview

Sales

- Total Sales YoY: +6%
  - Sales driven by increased Disk Drive market demand over prior year
- Performance by region YoY:
  - US/CA -38%
  - EMEA +17%
  - APAC +20%
  - LATAM +11%

Margins and Key Updates

- Segment EBT YoY margin contraction due to incremental investments in acquisitions

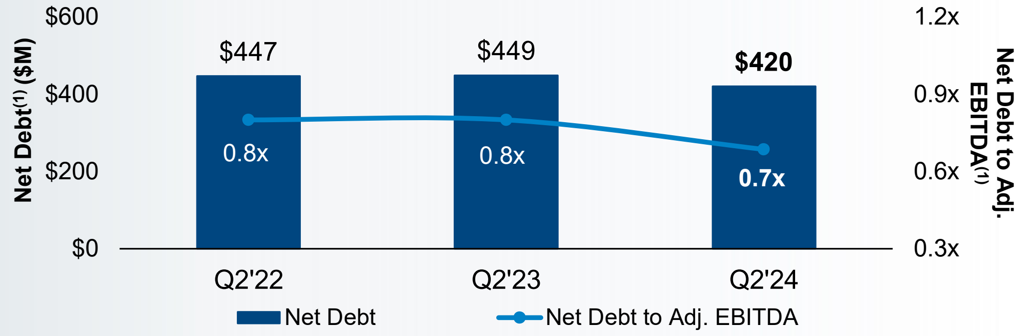
EBT = earnings before income taxes
NM = not meaningful

Balance Sheet and Cash Flow Overview

Highlights

- Free cash flow conversion[2] of 67% in Q2'24
  - Lower conversion driven by increased working capital, including higher receivables
- Returned $63 million to shareholders
  - $30 million in dividends
  - $33 million in share buybacks
- Solid balance sheet supports future growth and strategic investments

Net Debt and Financial Leverage



Consolidated Results ($M)

	Q2'24	Q2'23
Cash from Operations	$87	$102
Capital Expenditures	($21)	($30)
Free Cash Flow[2]	$66	$73
Dividends	($30)	($28)
Share Buybacks	($33)	($70)

[1] Q2'23 adjusted figures exclude $9.3 million of pre-tax restructuring and other charges. See the reconciliation of Non-GAAP Financial Measures appendix for additional information.
[2] Free cash flow = cash from operations minus capital expenditures. See the reconciliation of Non-GAAP Financial Measures appendix for additional information.

Fiscal 2024 Financial Outlook

Total Company Sales Growth
+3% to 7%

Total Company Gross Margin
YoY expansion

Total Company Operating Margin
15.0% to 15.4%

Diluted EPS
$3.24 to $3.32

Capital Expenditures
$95M to $110M

FCF Conversion
95% to 105%

Segment Outlook

Mobile Solutions

Total Sales	**+1% to 5%**
Off-Road	**- Low-double digits**
On-Road	**Flat**
Aftermarket	**+ Mid-single digits**

Industrial Solutions

Total Sales	**+3% to 7%**
Industrial Filtration Solutions	**+ Mid-single digits**
Aerospace & Defense	**+ Mid-single digits**

Life Sciences

Total Sales	**Approximately +20%**

Other Assumptions

- Pricing benefit of approximately 2%
- Currency translation expected to be a tailwind of roughly 1%
- Other income between $10M to $12M
- FY24 interest expense approximately $23M
- Tax rate of 24% to 25%

Invest with Donaldson

1. Investing in **leading technologies** to accelerate growth across **several opportunities** including **sustainability trends**

2. Strengthening position across industries with **favorable megatrends** that provide **long-term growth tailwinds**

3. Increasing level of investment directed toward **higher-margin opportunities** to drive profitable growth and **shareholder value**

4. Committing to achieving **higher levels of profitability** on **higher sales** by executing on growth initiatives

5. Well positioned to **achieve or exceed** long-term financial targets

Appendix

Reconciliation of Non-GAAP Financial Measures

($ in millions, except per share amounts)
(Unaudited)

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
(In millions)
(Unaudited)

	Three Months Ended January 31, 2024	Three Months Ended January 31, 2023	Six Months Ended January 31, 2024	Six Months Ended January 31, 2023
Net cash provided by operating activities	$ 87.0	$ 102.3	$ 225.0	$ 220.5
Net capital expenditures	(21.2)	(29.5)	(44.5)	(57.6)
Free cash flow	$ 65.8	$ 72.8	$ 180.5	$ 162.9
Net earnings	$ 98.7	$ 86.0	$ 190.8	$ 173.2
Income taxes	30.3	27.3	61.1	56.6
Interest expense	5.6	4.6	11.1	9.2
Depreciation and amortization	24.6	22.4	48.9	44.8
EBITDA	$ 159.2	$ 140.3	$ 311.9	$ 283.8
Adjusted net earnings	$ 98.7	$ 93.0	$ 190.8	$ 185.9
Adjusted income taxes	30.3	29.6	61.1	60.9
Interest expense	5.6	4.6	11.1	9.2
Depreciation and amortization	24.6	22.4	48.9	44.8
Adjusted EBITDA	$ 159.2	$ 149.6	$ 311.9	$ 300.8
Gross profit	$ 308.6	$ 284.4	$ 609.5	$ 571.6
Restructuring and other charges	—	1.5	—	1.5
Adjusted gross profit	$ 308.6	$ 285.9	$ 609.5	$ 573.1
Operating expense	$ 178.9	$ 168.1	$ 355.2	$ 336.0
Restructuring and other charges	—	(7.8)	—	(15.4)
Adjusted operating expense	$ 178.9	$ 160.2	$ 355.2	$ 320.5
Operating income	$ 129.7	$ 116.3	$ 254.3	$ 235.6
Restructuring and other charges	—	9.3	—	16.9
Adjusted operating income	$ 129.7	$ 125.7	$ 254.3	$ 252.6
Net earnings	$ 98.7	$ 86.0	$ 190.8	$ 173.2
Restructuring and other charges, net of tax	—	7.0	—	12.7
Adjusted net earnings	$ 98.7	$ 93.0	$ 190.8	$ 185.9
Diluted EPS	$ 0.81	$ 0.70	$ 1.56	$ 1.40
Restructuring and other charges per share	—	0.06	—	0.10
Adjusted diluted EPS	$ 0.81	$ 0.75	$ 1.56	$ 1.50

Reconciliation of Non-GAAP Financial Measures

($ in millions, except per share amounts)
(Unaudited)

	Three Months Ended July 31,		Twelve Months Ended July 31,	
	2023	2022	2023	2022
Diluted EPS	$ 0.75	$ 0.81	$ 2.90	$ 2.66
Charges per share related to the conflict in Eastern Europe	—	0.02	—	0.02
Restructuring and other charges per share	0.03	—	0.14	—
Adjusted diluted EPS	$ 0.78	$ 0.84	$ 3.04	$ 2.68

	January 31,		
	2024	2023	2022
Total debt	$ 614.1	$ 628.8	$ 617.8
Less: Cash and cash equivalents	(193.8)	(179.4)	(170.4)
Net debt	$ 420.3	$ 449.4	$ 447.4

	Twelve months ended January 31,		
	2024	2023	2022
Adjusted EBITDA	$ 612.8	$ 598.4	$ 532.9
Net debt to adjusted EBITDA	0.7x	0.8x	0.8x