



NEWS RELEASE

Donaldson Company Hosts 2023 Investor Day, Unveils 2026 Financial Targets

2023-04-04

MINNEAPOLIS--(BUSINESS WIRE)-- Donaldson Company, Inc. (NYSE: DCI) will host an Investor Day in Bloomington, MN today, Tuesday, April 4, 2023 at 8:00 a.m. C.T. to provide an in-depth review of the company’s strategy, growth drivers, and financial objectives, as well as key initiatives related to innovation and ESG. The event will feature presentations and question and answer sessions with the Company’s senior leadership team.

“It is an exciting time at Donaldson Company and we look forward to sharing our strategic vision and long-term financial objectives,” said Tod Carpenter, chairman, president and chief executive officer. “Our balanced growth strategy, focused on strengthening our leadership in legacy markets and expanding across new markets, including life sciences, keeps us in an excellent position to solve the world’s most pressing filtration challenges while driving long-term profitable growth and creating value for our stakeholders.”

Donaldson expects execution of its strategic priorities to deliver profitable growth and the following long-term financial targets:

Fiscal 2026 Financial Targets

	Sales Range	3-year CAGR from Fiscal 2023 Guidance Mid-Point
Total Mobile Solutions Segment	\$2.3 billion to \$2.6 billion	2% to 6%
Total Industrial Solutions Segment	\$1.1 billion to \$1.2 billion	4% to 8%
Total Life Sciences Segment	\$430 million to \$470 million	18% to 22%
Total Company	\$3.8 billion to \$4.3 billion	4% to 8%

- Operating margin of 15.6% to 16.4%

- Incremental margin of between 20% to 24% over the fiscal 2023 to fiscal 2026 period

Miscellaneous

The Company will webcast its Investor Day at 8:00 a.m. C.T. To listen to the webcast, visit the “Events & Presentations” section of Donaldson’s Investor Relations website (IR.Donaldson.com), and click on the “listen to webcast” option.

About Donaldson Company, Inc.

Founded in 1915, Donaldson (NYSE: DCI) is a global leader in technology-led filtration products and solutions, serving a broad range of industries and advanced markets. Our diverse, skilled employees at over 140 locations on six continents partner with customers—from small business owners to the world’s biggest OEM brands—to solve complex filtration challenges. Discover how Donaldson is Advancing Filtration for a Cleaner World at www.Donaldson.com.

Statements in this release regarding future events and expectations, such as the 2026 financial targets, are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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, the success of the redesigned organizational structure; the Company’s ability to execute its strategies and initiatives; challenges in global operations; impacts of global economic, industrial and political conditions on product demand, including the Russia and Ukraine conflict; impacts from unexpected events, including the COVID-19 pandemic; 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; 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, 2022. 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.

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Source: Donaldson Company, Inc.