# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

## PURSUANT TO SECTION 13 OR 15(d) OF THE

SECURITIES EXCHANGE ACT OF 1934
Date of report (Date of earliest event reported): April 24, 2007

## PARKER-HANNIFIN CORPORATION

(Exact Name of Registrant as Specified in Charter)

Ohio<br>(State or Other Jurisdiction<br>of Incorporation)

$1-4982$
(Commission
File Number)

6035 Parkland Blvd. Cleveland, Ohio
(Address of Principal Executive Offices)

34-0451060
(IRS Employer
Identification No.)
IRS Employer
Identification No.)

44124-4141
(Zip Code)

Registrant's telephone number, including area code: (216) 896-3000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 7.01 Regulation FD Disclosure

The following information is furnished pursuant to Item 2.02, "Results of Operations and Financial Condition" and Item 7.01, "Regulation FD Disclosure"
On April 24, 2007, Parker-Hannifin Corporation issued a press release and presented a Webcast announcing earnings for the quarter ended March 31, 2007. A copy of the press release is filed as Exhibit 99.1 to this report. A copy of the Webcast presentation is filed as Exhibit 99.2 to this report.

## Item 9.01 <br> Financial Statements and Exhibits

(c) Exhibits:
99.1 Press release issued by Parker-Hannifin Corporation, dated April 24, 2007.
99.2

Webcast presentation by Parker-Hannifin Corporation, dated April 24, 2007.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

## PARKER-HANNIFIN CORPORATION

By: /s/ Timothy K. Pistell
Timothy K. Pistell
Executive Vice President - Finance and Administration and Chief Financial Officer

## For Release: Immediately

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Stock Symbol: PH - NYSE

## Parker Hannifin Posts Quarterly Records for Sales and Earnings Per Share from Continuing Operations; Strong Cash Flows

CLEVELAND, April 24, 2007 - Parker Hannifin Corporation (NYSE: PH), the global leader in motion and control technologies, today reported third quarter fiscal year 2007 results. The company set new quarterly records for sales and earnings per diluted share from continuing operations.

Sales for the third quarter of fiscal year 2007 were $\$ 2.8$ billion, up 11.3 percent, as compared to sales of $\$ 2.5$ billion from the same period last year. Earnings per diluted share from continuing operations in the third quarter of fiscal year 2007 was $\$ 1.78$, an increase of 21.9 percent over the $\$ 1.46$ posted in the same period a year ago. This quarter's earnings per diluted share included a gain of 5 cents from the sale of real estate.
"By executing our Win Strategy, our employees delivered another record quarter," said Chairman, CEO and President Don Washkewicz. "Their continued performance gives us confidence that fiscal year 2007 will end on a very positive note."

## Third Quarter Segment Results

In the Industrial North American segment, third quarter operating income decreased 10.8 percent from the prior year to $\$ 146.8$ million, on sales of $\$ 1.0$ billion.
In the Industrial International segment, third quarter operating income increased 42.0 percent over the prior year to $\$ 140.5$ million, on sales of $\$ 1.0$ billion.
In the Aerospace segment, third quarter operating income increased 21.6 percent over the prior year to $\$ 66.2$ million, on sales of $\$ 436.5$ million.
In the Climate \& Industrial Controls segment, third quarter operating income decreased 19.0 percent from the prior year to $\$ 19.2$ million, on sales of $\$ 278.1$ million.
Total operating margin across all segments in the third quarter was 13.4 percent versus 13.7 percent in the same period a year ago.

## Fiscal Year to Date Results

For the first nine months of fiscal year 2007, sales were $\$ 7.8$ billion, up 15.9 percent, as compared to sales of $\$ 6.8$ billion from the same period last year. Earnings per diluted share from continuing operations for the first nine months of fiscal year 2007 was $\$ 5.17$, up 38.6 percent from the $\$ 3.73$ reported in the same period in the prior year.

Cash flow from operations for fiscal year 2007 to date reached $\$ 536.9$ million.
"Our ability to generate strong cash flows allows for great flexibility in optimizing shareholder returns," said Washkewicz. "For example, cash was used since the beginning of the third quarter to acquire Airtek, a strategic fit for our filtration business; SSD Drives India, which expands our global automation technology platform; Rectus AG, complementing our global fluid handling business; and Rayco Technologies, an Asian based producer of elastomer seals for precision markets. Together, these acquisitions have annual revenues of approximately $\$ 166$ million. We also made an additional $\$ 50$ million discretionary contribution to our North American retirement plan in the third quarter."

## Highlights

"This quarter's financial performance keeps us on track to once again exceed our annual profitable growth goal of 10 percent," said Washkewicz. "Just as importantly, we continue to grow the company in a very balanced way. Of the quarter's 11 percent sales growth, 5 percent was derived organically, 4 percent came via acquisitions and 2 percent was due to the favorable impact of foreign currency."

Washkewicz added, "We're especially pleased at the results coming from our Industrial International segment. The hard work we've done on our European initiatives in recent years, including consolidation of inventory, synchronization of the sales force, and acceleration of low cost manufacturing, has led to sustained and measurable progress in our margins. The Win Strategy initiatives relating to pricing, lean and procurement also continue to drive our success. The clear outcome is that the size and mix of our Industrial International business is more diverse and more profitable than it was during previous business cycles. These factors
should allow Parker's overall performance to remain strong despite potential near term slowing in some of our North American markets."
The quarter also saw the company highlight a number of its new products in an event for editors of the trade media. "It is gratifying to see the innovative products from our global Winovation program coming to market and gaining customer recognition," said Washkewicz. "Core Parker technologies like hydraulics, fluid handling, sealing and filtration are leading to the creation of products that will profitably address growing human needs in areas such as energy, safety and healthcare for years to come."

## Outlook

As a result of the continued strong results, the company increased and narrowed its guidance for fiscal year 2007 income from continuing operations from $\$ 6.35$ to $\$ 6.75$ per diluted share to $\$ 6.80$ to $\$ 7.00$ per diluted share.

In addition to this information, Parker advises shareholders to note order trends, for which the company makes a disclosure several business days after the conclusion of each month. This information is available on the company's investor information web site, www.phstock.com. Beginning in fiscal year 2008, Parker will begin reporting order trends quarterly instead of monthly.

NOTICE OF CONFERENCE CALL: Parker Hannifin's conference call and slide presentation to discuss its fiscal third-quarter results is available to all interested parties via live webcast today at 10:00 a.m. EDT, on the company's investor information web site, www.phstock.com. To access the call, click on the "Live Webcast" link. From this link, users also may complete a pre-call system test and register for e-mail notification of future events and information available from Parker.

With annual sales exceeding $\$ 9$ billion, Parker Hannifin is the world's leading diversified manufacturer of motion and control technologies and systems, providing precisionengineered solutions for a wide variety of commercial, mobile, industrial and aerospace markets. The company employs more than 57,000 people in 43 countries around the world. Parker has increased its annual dividends paid to shareholders for 51 consecutive years, among the top five longest-running dividend-increase records in the S\&P 500 index. For more information, visit the company's web site at www.parker.com, or its investor information web site at www.phstock.com.

Forward-Looking Statements: Forward-looking statements contained in this document and other written reports and oral statements are made based on known events and circumstances at the time of release, and as such, are subject in the future to unforeseen uncertainties and risks. All statements regarding future performance, earnings projections, events or developments are forward-looking statements. It is possible that the Company's future performance and earnings projections of the Company may differ
materially from current expectations, depending on economic conditions within both its industrial and aerospace markets, and the Company's ability to achieve and maintain anticipated benefits associated with announced realignment activities, strategic initiatives to improve operating margins and growth and innovation initiatives. A change in economic conditions in individual markets may have a particularly volatile effect on segment performance. Among other factors which may affect future performance are: changes in business relationships with and purchases by or from major customers or suppliers, including delays or cancellations in shipments, or significant changes in financial condition, uncertainties surrounding timing, successful completion or integration of acquisitions, threats associated with and efforts to combat terrorism, competitive market conditions and resulting effects on sales and pricing, increases in raw material costs that cannot be recovered in product pricing, the Company's ability to manage costs related to insurance and employee retirement and health care benefits, and global economic factors, including manufacturing activity, air travel trends, currency exchange rates, difficulties entering new markets and general economic conditions such as interest rates. The Company undertakes no obligation to update or publicly revise these forwardlooking statements to reflect events or circumstances that arise after the date of this news release.

## PARKER HANNIFIN CORPORATION - MARCH 31, 2007

## CONSOLIDATED STATEMENT OF INCOME

(Unaudited)

| (Dollars in thousands except per share amounts) | Three Months Ended March 31, |  |  |  | Nine Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |  |
| Net sales | \$ | 2,780,969 | \$ | 2,498,068 | \$ | 7,843,694 | \$ | 6,769,156 |
| Cost of sales |  | 2,163,828 |  | 1,952,191 |  | 6,049,193 |  | 5,313,627 |
| Gross profit |  | 617,141 |  | 545,877 |  | 1,794,501 |  | 1,455,529 |
| Selling, general and administrative expenses |  | 308,562 |  | 276,700 |  | 893,427 |  | 759,559 |
| Interest expense |  | 22,403 |  | 21,038 |  | 61,879 |  | 57,096 |
| Other (income) expense, net |  | $(8,750)$ |  | $(6,929)$ |  | $(22,153)$ |  | 4,242 |
| Income from continuing operations before income taxes |  | 294,926 |  | 255,068 |  | 861,348 |  | 634,632 |
| Income taxes |  | 85,617 |  | 77,545 |  | 248,488 |  | 184,237 |
| Income from continuing operations |  | 209,309 |  | 177,523 |  | 612,860 |  | 450,395 |
| Discontinued operations |  |  |  |  |  |  |  | 28,884 |
| Net income | \$ | 209,309 | \$ | 177,523 | \$ | 612,860 | \$ | 479,279 |
| Earnings per share: |  |  |  |  |  |  |  |  |
| Basic earnings per share from continuing operations | \$ | 1.81 | \$ | 1.49 | \$ | 5.25 | \$ | 3.78 |
| Discontinued operations |  |  |  |  |  |  |  | . 25 |
| Basic earnings per share | \$ | 1.81 | \$ | 1.49 | \$ | 5.25 | \$ | 4.03 |
| Diluted earnings per share from continuing operations | \$ | 1.78 | \$ | 1.46 | \$ | 5.17 | \$ | 3.73 |
| Discontinued operations |  |  |  |  |  |  |  | . 24 |
| Diluted earnings per share | \$ | 1.78 | \$ | 1.46 | \$ | 5.17 | \$ | 3.97 |
| Average shares outstanding during period - Basic |  | 5,450,866 |  | 9,453,865 |  | 6,687,517 |  | 9,052,517 |
| Average shares outstanding during period - Diluted |  | 7,473,774 |  | 1,180,698 |  | 8,552,883 |  | 0,647,547 |
| Cash dividends per common share | \$ | . 26 | \$ | . 23 | \$ | . 78 | \$ | . 69 |

## BUSINESS SEGMENT INFORMATION BY INDUSTRY

(Unaudited)

| (Dollars in thousands) | Three Months Ended March 31, |  |  |  | Nine Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |  |
| Net sales |  |  |  |  |  |  |  |  |
| Industrial: |  |  |  |  |  |  |  |  |
| North America | \$ | 1,048,474 | \$ | 1,062,686 |  | \$ 3,008,902 |  | \$ 2,921,651 |
| International |  | 1,017,953 |  | 774,018 |  | 2,817,668 |  | 2,071,308 |
| Aerospace |  | 436,476 |  | 390,966 |  | 1,240,873 |  | 1,085,047 |
| Climate \& Industrial Controls |  | 278,066 |  | 270,398 |  | 776,251 |  | 691,150 |
| Total |  | 2,780,969 | \$ | 2,498,068 |  | \$ 7,843,694 |  | \$ 6,769,156 |
| Segment operating income |  |  |  |  |  |  |  |  |
| Industrial: |  |  |  |  |  |  |  |  |
| North America | \$ | 146,794 | \$ | 164,659 |  | \$ 433,822 |  | \$ 432,019 |
| International |  | 140,456 |  | 98,933 |  | 389,756 |  | 247,442 |
| Aerospace |  | 66,219 |  | 54,470 |  | 202,622 |  | 156,575 |
| Climate \& Industrial Controls |  | 19,232 |  | 23,752 |  | 57,019 |  | 52,282 |
| Total segment operating income | \$ | 372,701 | \$ | 341,814 |  | \$ 1,083,219 |  | \$ 888,318 |
| Corporate general and administrative expenses |  | 40,538 |  | 36,159 |  | 121,168 |  | 93,475 |
| Income from continuing operations before interest expense and other |  | 332,163 |  | 305,655 |  | 962,051 |  | 794,843 |
| Interest expense |  | 22,403 |  | 21,038 |  | 61,879 |  | 57,096 |
| Other expense |  | 14,834 |  | 29,549 |  | 38,824 |  | 103,115 |
| Income from continuing operations before income taxes | \$ | $\underline{294,926}$ | \$ | 255,068 |  | \$ 861,348 |  | \$ 634,632 |

## PARKER HANNIFIN CORPORATION - MARCH 31, 2007

## CONSOLIDATED BALANCE SHEET

(Unaudited)

| (Dollars in thousands) March 31, | 2007 | 2006 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets: |  |  |
| Cash and cash equivalents | \$ 183,727 | \$ 250,740 |
| Accounts receivable, net | 1,717,153 | 1,452,783 |
| Inventories | 1,270,971 | 1,137,108 |
| Prepaid expenses | 64,200 | 48,505 |
| Deferred income taxes | 132,261 | 111,542 |
| Total current assets | 3,368,312 | 3,000,678 |
| Plant and equipment, net | 1,709,239 | 1,638,492 |
| Goodwill | 2,169,631 | 2,000,264 |
| Intangible assets, net | 491,383 | 442,413 |
| Other assets | 969,972 | 890,670 |
| Total assets | \$8,708,537 | \$ 7,972,517 |
| Liabilities and shareholders' equity |  |  |
| Current liabilities: |  |  |
| Notes payable | \$ 293,456 | \$ 365,306 |
| Accounts payable | 734,801 | 619,558 |
| Accrued liabilities | 720,770 | 626,807 |
| Accrued domestic and foreign taxes | 147,734 | 109,155 |
| Total current liabilities | 1,896,761 | 1,720,826 |
| Long-term debt | 1,115,987 | 1,054,498 |
| Pensions and other postretirement benefits | 833,123 | 1,066,414 |
| Deferred income taxes | 122,942 | 98,791 |
| Other liabilities | 219,282 | 211,867 |
| Shareholders' equity | 4,520,442 | 3,820,121 |
| Total liabilities and shareholders' equity | \$8,708,537 | \$ 7,972,517 |

## CONSOLIDATED STATEMENT OF CASH FLOWS

(Unaudited)

| (Dollars in thousands) | Nine Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income | \$ | 612,860 | \$ | 479,279 |
| Net (income) from discontinued operations |  |  |  | $(28,884)$ |
| Depreciation and amortization |  | 222,019 |  | 209,269 |
| Stock-based compensation |  | 28,517 |  | 28,072 |
| Net change in receivables, inventories, and trade payables |  | $(179,683)$ |  | $(105,648)$ |
| Net change in other assets and liabilities |  | $(71,970)$ |  | 38,926 |
| Other, net |  | $(74,864)$ |  | $(1,714)$ |
| Discontinued operations |  |  |  | $(9,266)$ |
| Net cash provided by operating activities |  | 536,879 |  | 610,034 |
| Cash flows from investing activities: |  |  |  |  |
| Acquisitions (net of cash of \$1,088 in 2007 and \$20,846 in 2006) |  | $(188,340)$ |  | $(809,566)$ |
| Capital expenditures |  | $(174,946)$ |  | $(152,654)$ |
| Proceeds from sale of businesses |  | 35,389 |  | 92,715 |
| Other, net |  | $(2,839)$ |  | 10,642 |
| Discontinued operations |  |  |  | (100) |
| Net cash (used in) investing activities |  | $(330,736)$ |  | $(858,963)$ |
| Cash flows from financing activities: |  |  |  |  |
| Net (payments for) proceeds from common share activity |  | $(361,651)$ |  | 27,517 |
| Net proceeds from debt |  | 254,196 |  | 217,380 |
| Dividends |  | $(91,187)$ |  | $(82,101)$ |
| Net cash (used in) provided by financing activities |  | $(198,642)$ |  | 162,796 |
| Effect of exchange rate changes on cash |  | 4,673 |  | 793 |
| Net increase (decrease) in cash and cash equivalents |  | 12,174 |  | $(85,340)$ |
| Cash and cash equivalents at beginning of period |  | 171,553 |  | 336,080 |
| Cash and cash equivalents at end of period | \$ | 183,727 | \$ | $\underline{250,740}$ |

# Parker Hannifin Corporation 

## Quarterly Earnings Release 3rd Quarter FY 2007

April 24, 2007

## Forward-Looking Statements

## Forward-Looking Statements:

Forward-looking statements contained in this and other written and oral reports are made based on known events and circumstances at the time of release, and as such, are subject in the future to unforeseen uncertainties and risks. All statements regarding future performance, earnings projections, events or developments are forward-looking statements. It is possible that the future performance and earnings projections of the company and individual segments may differ materially from current expectations, depending on economic conditions within both its industrial and aerospace markets, and the company's ability to maintain and achieve anticipated benefits associated with announced realignment activities, strategic initiatives to improve operating margins, and growth and innovation initiatives. A change in economic conditions in individual markets may have a particularly volatile effect on segment results. Among the other factors which may affect future performance are: changes in business relationships with and purchases by or from major customers or suppliers, including delays or cancellations in shipments or significant changes in financial condition; uncertainties surrounding timing, successful completion or integration of acquisitions; threats associated with and efforts to combat terrorism; competitive market conditions and resulting effects on sales and pricing; increases in raw-material costs that cannot be recovered in product pricing; the company's ability to manage costs related to employee retirement and health care benefits and insurance; and global economic factors, including manufacturing activity, air travel trends, currency exchange rates, difficulties entering new markets and general economic conditions such as inflation and interest rates. The company makes these statements as of the date of this disclosure, and undertakes no obligation to update them.

Slide 2

## Non-GAAP Financial Measure

This presentation reconciles sales amounts reported in accordance with U.S. GAAP to sales amounts adjusted to remove the effects of acquisitions made within the prior four quarters as well as the effects of currency exchange rates on sales. The effects of acquisitions and currency exchange rates are removed to allow investors and the company to meaningfully evaluate changes in sales on a comparable basis from period to period.

Slide 3

## Discussion Agenda

CEO $3^{\text {d }}$ quarter highlights
> Key performance measures \& outlook
Questions \& answers
CEO closing comments

Slide 4

## Third Quarter Highlights

Sales increased $11 \%$ to $\$ 2.8$ billion for the quarter - an all time record

* $5 \%$ organic growth

Quarterly fully diluted earnings per share increased $22 \%$ - a strong quarter

Inventories were reduced $\$ 52$ million during the quarter

Slide 5

## Third Quarter Highlights

Industrial International Sales grew 32\% and margins increased to 13.8\%

Cash flow remains strong
Industrial International Sales and margins almost equal to Industrial North America

Total Parker orders remain at a high level and continue to increase year over year

Slide 6

## Financial Highlights

EPS from Continuing Operations $3^{\text {rd }}$ Quarter and YTD as of March 31


Slide 7

Influences on Earnings for the Quarter
Sales increased 11\%-5\% organic
Win Strategy

* Gross profit improved 13\%
- Higher Interest expense
- Higher Other income
* Gain on sale of facility Higher income taxes
*Tax rate - from $30 \%$ last year to $29 \%$
5.2 million shares repurchased in FY07

Slide 8

Financial Highlights
Sales - $3^{\text {rd }}$ Quarter and YTD through March 31

| Dollars in millions | 3rd Quarter |  |  | YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2007 | \% <br> Change | FY2006 | FY2007 | \% <br> Change | FY2006 |
| Sales |  |  |  |  |  |  |
| As reported | \$2,781 | 11.3 \% | \$ 2,498 | \$7,844 | 15.9 \% | \$6,769 |
| Acquisitions | 99 | 4.0 \% |  | 465 | 6.9 \% |  |
| Currency | 64 | 2.5 \% |  | 182 | 2.7 \% |  |
| Adjusted Sales | \$2,618 | 4.8 \% |  | \$7,197 | 6.3 \% |  |

Slide 9

## Influences on Sales

Continued end market strength

* Industrial International
* Aerospace

Emerging markets

Slide 10

## Segment Reporting Industrial North America

| Dollars in millions | 3rd Quarter |  |  | YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2007 | \% <br> Change | FY2006 | FY2007 | \% Change | FY2006 |
| Sales |  |  |  |  |  |  |
| As reported | \$ 1,048 | (1.3)\% | \$ 1,063 | \$3,009 | 3.0 \% | \$ 2,922 |
| Acquisitions | 16 | 1.6 \% |  | 77 | 2.6 \% |  |
| Currency | (2) | (0.2)\% |  | 2 | 0.1 \% |  |
| Adjusted Sales | \$ 1,034 | (2.7)\% |  | \$2,930 | 0.3 \% |  |


| Operating Margin |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| As reported | \$ 147 | \$ 165 | \$ 434 | \$ 432 |
| \% of Sales | 14.0 \% | 15.5 \% | 14.4 \% | 14.8 \% |

Slide 11

## Segment Reporting Industrial International

| Dollars in millions | 3rd Quarter |  |  | YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2007 | \% <br> Change | FY2006 | FY2007 | \% <br> Change | FY2006 |
| Sales |  |  |  |  |  |  |
| As reported | \$ 1,018 | 31.5 \% | \$ 774 | \$2,818 | 36.0 \% | \$2,071 |
| Acquisitions | 73 | 9.4 \% |  | 325 | 15.7 \% |  |
| Currency | 68 | 8.8 \% |  | 168 | 8.1 \% |  |
| Adjusted Sales | \$ 877 | 13.3 \% |  | \$2,325 | 12.2 \% |  |

Operating Margin

| As reported | $\$ 140$ | $\$ 99$ | $\$ 390$ | $\$ 247$ |
| ---: | ---: | ---: | ---: | ---: |
| $\%$ of Sales | $13.8 \%$ | $12.8 \%$ | $13.8 \%$ | $11.9 \%$ |

Slide 12

## Segment Reporting Aerospace

| Dollars in millions | 3rd Quarter |  |  | YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2007 | \% <br> Change | FY2006 | FY2007 | \% <br> Change | FY2006 |
| Sales |  |  |  |  |  |  |
| As reported | \$ 436 | 11.6 \% | \$ 391 | \$ 1,241 | 14.4 \% | \$1,085 |
| Acquisitions | 4 | 1.0 \% |  | 13 | 1.2 \% |  |
| Currency | 2 | 0.7 \% |  | 9 | 0.9 \% |  |
| Adjusted Sales | \$ 430 | 9.9 \% |  | \$1,219 | 12.3 \% |  |
| Operating Margin |  |  |  |  |  |  |
| As reported | \$ 66 |  | \$ 54 | \$ 203 |  | \$ 157 |
| \% of Sales | 15.2 \% |  | 13.9 \% | 16.3 \% |  | 14.4 \% |

Slide 13

## Segment Reporting Climate \& Industrial Controls

| Dollars in millions | 3rd Quarter |  |  | YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2007 | \% <br> Change | FY2006 | FY2007 | \% Change | FY2006 |
| Sales |  |  |  |  |  |  |
| As reported | \$ 278 | 2.8 \% | \$ 270 | \$ 776 | 12.3 \% | \$ 691 |
| Acquisitions | 5 | 1.9 \% |  | 50 | 7.2 \% |  |
| Currency | (5) | (1.8)\% |  | 3 | 0.5 \% |  |
| Adjusted Sales | \$ 278 | 2.7 \% |  | \$ 723 | 4.6 \% |  |
| Operating Margin |  |  |  |  |  |  |
| As reported | \$ 19 |  | \$ 24 | \$ 57 |  | \$ 52 |
| \% of Sales | 6.9 \% |  | 8.8 \% | 7.3 \% |  | 7.6 \% |

## Parker New Order rates

|  | March |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | FY07 | FY06 | FY05 |
| Total Parker | $+3 \%$ | $+7 \%$ | -- |
| Industrial North America | $-2 \%$ | $+3 \%$ | $+5 \%$ |
| Industrial International | $+15 \%$ | $+2 \%$ | $+4 \%$ |
| Aerospace | $+2 \%$ | $+23 \%$ | $+12 \%$ |
| Climate \& Industrial Controls | $-15 \%$ | $+14 \%$ | $-3 \%$ |

Excludes Acquisitions \& Currency
Year over year comparisons
Aerospace is calculated using a 12 -month moving average

# Balance Sheet Summary 

## Cash

Working capital
*Inventory
*Accounts receivable

Slide 16

## Strong Cash Flow Cash From Operations

FY 07 YTD - \$537
\$161 pension contribution; $\$ 61$ incremental to FY06
Dollars in millions


Slide 17

## Financial Leverage



Slide 18

## FY 2007 Earnings Outlook Assumptions Segment Sales \& Operating Income

| FY 2007 Sales change versus FY 2006 |  |  |  |
| :--- | ---: | :--- | :--- |
| Industrial North America | $1.7 \%$ | -- | $1.9 \%$ |
| Industrial International | $32.9 \%$ | -- | $33.1 \%$ |
| Aerospace | $10.5 \%$ | -- | $10.7 \%$ |
| Climate \& Industrial Controls | $7.3 \%$ | -- | $\mathbf{7 . 5} \%$ |


| FY 2007 Operating margin percentages |  |  |  |
| :--- | ---: | :--- | :--- |
| Industrial North America | $14.3 \%$ | -- | $14.5 \%$ |
| Industrial International | $13.8 \%$ | -- | $14.0 \%$ |
| Aerospace | $15.8 \%$ | -- | $16.0 \%$ |
| Climate \& Industrial Controls | $7.3 \%$ | -- | $7.5 \%$ |

Slide 19

# FY 2007 Earnings Outlook Assumptions below Operating Margin 

> Corporate Admin
Interest Expense
> Other Exp. (Income) $-54 \%$ to $-51 \%$ vs. FY 2006
> Tax Rate + $20 \%$ to + $23 \%$ vs. FY 2006

+ $12 \%$ to + $14 \%$ vs. FY 2006

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## Earnings Outlook - FY07

$\frac{\text { Low }}{\$ 6.80}$| High |
| :--- | :--- |
| $\$ 7.00$ |

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## Questions \& Answers...

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## Appendix

## Income Statements <br> - $3^{\text {rd }}$ Quarter <br> - $3^{\text {rd }}$ Quarter YTD

Income Statement - $3^{\text {rd }}$ Quarter

| Dollars in millions | FY 2007 |  |  | FY 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \% of Sales |  |  | \% of Sales |  |  |
| Net Sales | \$ | 2,781.0 | 100.0 \% |  | 2,498.1 | 100.0 \% |
| Cost of sales |  | 2,163.8 | 77.8 \% |  | 1,952.2 | 78.1 \% |
| Gross profit |  | 617.2 | 22.2 \% |  | 545.9 | 21.9 \% |
| S, G \& A |  | 308.6 | 11.1 \% |  | 276.7 | 11.1 \% |
| Interest expense |  | 22.4 | . 8 \% |  | 21.0 | . 8 \% |
| Other (income) expense |  | (8.7) | (.3)\% |  | (6.9) | (.3)\% |
| Income from cont'g operations before taxes |  | 294.9 | 10.6 \% |  | 255.1 | 10.2 \% |
| Income taxes |  | 85.6 | 3.1 \% |  | 77.6 | 3.1 \% |
| Income from cont'g operations Discontinued operations |  | 209.3 | 7.5 \% |  | 177.5 | 7.1 \% |
| Net income | \$ | 209.3 | 7.5 \% | \$ | \$ 177.5 | 7.1 \% |

Income Statement - $3^{\text {rd }}$ Quarter YTD

| Dollars in millions | FY 2007 |  | FY 2006 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | \% of Sales |  | \% of Sales |  |
| Net Sales | \$ 7,843.7 | 100.0 \% | \$6,769.2 | 100.0 \% |
| Cost of sales | 6,049.2 | 77.1 \% | 5,313.6 | 78.5 \% |
| Gross profit | 1,794.5 | 22.9 \% | 1,455.6 | 21.5 \% |
| S, G \& A | 893.4 | 11.4 \% | 759.6 | 11.2 \% |
| Interest expense | 61.9 | . 8 \% | 57.1 | . 8 \% |
| Other (income) expense | (22.2) | (.3)\% | 4.3 | . 1 \% |
| Income from cont'g operations before taxes | 861.4 | 11.0 \% | 634.6 | 9.4 \% |
| Income taxes | 248.5 | 3.2 \% | 184.2 | 2.7 \% |
| Income from cont'g operations | 612.9 | 7.8 \% | 450.4 | 6.7 \% |
| Discontinued operations |  |  | 28.9 | . 4 \% |
| Net income | \$ 612.9 | 7.8 \% | \$ 479.3 | 7.1 \% |

