Precision technology that touches your life.

Every Day Everywhere.

Precision Dispensing | Fluid Management | Coating & Curing | Testing & Inspection | Surface Treatment
Who we are
A premier industrial technology company focused on precision dispensing, fluid control and related processes.

1954  $2.2B  $587M  7,500+  35+
Company Founded  *Sales  *EBITDA  Employees  Countries with Direct Presence

*Sales and EBITDA for the full fiscal year ended 10/31/19.
What We Do

- Automated high-speed precision dispensing
- Conformal Coating
- Product packaging and assembly
- Laminating
- Plastic extrusion
- Injection molding
- Hot bar bonding
- Selective soldering

- Precision dispense components
- Medical components and technologies

- Powder coating
- Liquid painting
- Container coating
- Cold material dispensing
- UV curing

- Bond testing
- Manual and automated x-ray
- Automated optical inspection
- Acoustic microscopy
- Plasma cleaning and conditioning
Where You Will Find Us

**MOBILE DEVICES**
- Mobile phone and tablet assembly
- Flat panel displays
- Printed circuit boards
- LEDs and electronic components
- Semiconductor packaging
- Electric batteries

**COMPUTERS**
- PC and laptop assembly
- Hard disk drives
- Wafer-level packaging
- Automotive electronics
- Flat panel displays
- Printed circuit boards
- LEDs and electronic components
- Semiconductor packaging
- Electric batteries

**FOOD AND CONSUMER GOODS**
- Beverage straw and spot attachment
- Convenience food packaging
- Baby diapers
- Tissues and paper towels

**PACKAGING**
- Container and bottle labeling
- Box sealing
- Inside container coating
- Can marking and identification
- Tamper evident closure

**MEDICAL**
- Balloons, catheters and other minimally invasive devices
- Single use fittings, valves, syringes, tips and tubing for controlling fluids in medical equipment and surgical procedures
Our Business
Diversified Sources of Sales

FY2019 Profile - $2.2 Billion

Product Type

- Parts and Consumables: 54%
- Standard Product: 23%
- Engineered Systems: 23%

High percentage of recurring sales from parts and consumables.

Geographies

- United States: 35%
- Europe: 26%
- Asia Pacific: 26%
- Japan: 7%
- Americas: 6%

Nearly 70% of sales outside USA. Direct presence in over 35 countries.
Nordson sales profile

**Product Type**

- Engineered Systems: 22%
- Standard Product: 47%
- Parts and Consumables: 31%

High percentage of recurring sales from parts and consumables.

**Geographies**

- United States: 32%
- Europe: 26%
- Asia Pacific: 28%
- Japan: 7%
- Americas: 7%

Nearly 70% of sales outside USA. Direct presence in over 35 countries.
Nordson Business Segments

ADVANCED TECHNOLOGY SYSTEMS*
45%

Precision dispense solutions for electronics, medical and general industrial end markets.

ADHESIVE DISPENSING SYSTEMS*
43%

Leader in hot melt dispense solutions for recession-resistant, consumer non-durable end markets.

INDUSTRIAL COATINGS SYSTEMS*
12%

Equipment dispense solutions for the consumer durable goods and industrial end markets.

*Segment mix for the full fiscal year ended 10/31/19
Advanced Technology Systems

What We Do

Precision dispensing, fluid management, test, inspection and surface treatment products for electronics, medical and general industrial markets.

Growth Drivers:

- Mobile computing – smart phones, tablets
- Circuit shrinkage / new architectures / flip chips
- Medical needs driven by aging population
- Medical OEM outsourcing
- New consumers in emerging markets
- Product tiering
- Internet of things
Advanced Technology Systems

Product Lines:

- Automated high-speed dispensing systems.
- High resolution x-ray inspection and bond testing systems.
- Precision automated and manual dispensers and components.
- Automated gas plasma treatment systems.
- Biomaterial dispensing application products.
- Automated optical inspection and x-ray inspection systems.
- Acoustic microscopy inspection systems.
- Precision plastic fluid management components.

Percent of 2019 Nordson sales: 45%
Adhesive Dispensing Systems

What We Do

Products to melt, filter, pump, transport, dispense and deposit adhesives, polymers and other materials in the manufacturing of a wide range of goods.

Growth Drivers:

- Increased use of disposable hygiene products (diapers, fem care, etc.)
- Increased use of packaged convenience foods and plastics
- Emerging markets
- Product tiering
- Recapitalization of large installed base
- Productivity investments
- Material, machinery and process innovations
Adhesive Dispensing Systems

Product Lines:
- Nonwoven Systems
- Packaging Systems
- Product Assembly Systems
- Polymer Processing Systems

Percent of 2019 Nordson sales

43%
Industrial Coatings Systems

What We Do

Precision equipment and systems to apply and cure paints, sealants, coatings, cold materials and other materials to a wide range of products.

Growth Drivers:

- Growth in emerging markets
- Environmental advantages of powder coatings
- Glues replacing mechanical fasteners
- Light-weighting of vehicles
- Productivity investments
- Lean manufacturing
- Quick color change
- Product tiering
Industrial Coatings Systems

Product Lines:

- Cold Material Dispensing Systems
- Container Coating & Curing Systems
- Liquid Finishing Systems
- Powder Coating Systems
- UV Curing Systems

Percent of 2019 Nordson sales
Our Global Footprint
Our History
Nordson Corporation was founded in 1954 in Amherst, Ohio, by brothers Eric and Evan Nord. However, the company’s roots trace back to the U.S. Automatic Corporation, which began in 1909.
Under the direction of Walter G. Nord, the company shifted its production emphasis to lower-volume, high-precision parts that were critical in supporting the United States' defense effort during World War II.
Following the war, the Nords searched for a proprietary product to serve as a basis for future growth. This product was found in 1954 with the acquisition of patents covering the "hot airless" method of spraying paint and other coating materials. With the patents in hand, Nordson was started as a division of U.S. Automatic Corporation to produce and market airless spray equipment.
From the outset, Walter G. Nord and sons Eric and Evan established a corporate philosophy built on entrepreneurship, innovation and philanthropy. These virtues remain at the core of our identity today.
“My hope for Nordson is that we continue to be a venturesome company, operating somewhere out on the leading edge… This can only happen if we continue to encourage innovators and entrepreneurs.”

- Co-founder Eric Nord (1917-2008)
1950s
Nordson Corporation founded by Walter G. Nord and sons Eric and Evan to produce and market airless spray equipment.

1960s
Sales reach $10 million. First European and Asian subsidiaries established.
1970s
Sales exceed $100 million. Nordson begins trading on NASDAQ. Industry leading products and customer service drive profitable growth.

1980s
Sales exceed $250 million. First South American subsidiary established in Brazil. International sales reach more than 50 percent of total revenue.
1990s
Sales exceed $500 million. Wholly owned subsidiaries established in key regions of China and India. Nordson establishes strong position in emerging high-tech markets.

2000s
Multiple acquisitions expand dispensing capabilities and provide entry into test and inspection markets. Global market share expands as Nordson increases focus on technology differentiation, application expertise and direct service. Sales exceed $1 billion.
Nordson continues to grow via new products, new applications and new markets. Strategic acquisitions bring additional growth. The company strengthens its position as the global leader in precision technology solutions.

The future is bright for Nordson. We are excelling today, and we are advancing our technology and capabilities for the applications of tomorrow. We remain committed to delivering a best-in-class customer experience by offering innovative technology solutions and outstanding support, and we are proud to reinvest our success in our communities.
Community Outreach
We have a long and proud history of giving back to the communities where we live and work.

<table>
<thead>
<tr>
<th>$100M+</th>
<th>100K</th>
<th>$2.4M</th>
<th>5%</th>
<th>20/11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Giving to Date</td>
<td>Total Hours Volunteered</td>
<td>Towards BUILD $ Scholarships</td>
<td>U.S. Pre-tax Profits Given Per Year</td>
<td>Communities/Countries Where We Give Back</td>
</tr>
</tbody>
</table>

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At Nordson, we have a long and proud history of giving back to the communities where we live and work. We strongly believe it is our responsibility as a corporate citizen to share our success with our communities, which is why we donate 5 percent of our U.S. pre-tax profits to support charitable endeavors every year. As we grow, we continue to positively impact more people each year through volunteering, donations, scholarships and more. We encourage all employees to make a difference in our communities in the ways that are most meaningful to them. We provide opportunities to get involved through six community engagement programs that together create The Nordson Impact.
The Nordson Corporation Foundation awards grants to non-profits in our communities in the United States. Since 1989, the Foundation has awarded more than $60 million in grants to improve the quality of life in our communities, placing a special focus on causes related to education.
Time ‘n Talent

Time ‘n Talent represents Nordson’s employee volunteer efforts worldwide. Within the last year, employees have organized and participated in more than 140 projects, equaling more than 7,400 hours.
A Time to Give

A Time to Give is our annual employee giving campaign in the United States. Last year, our campaign raised more than $1.1 million for our communities.
Nordson BUILDS Scholarships

Nordson BUILDS Scholarships support college students in our communities in the United States who are pursuing majors related to manufacturing. Last year, more than 140 students received scholarships ranging from $2,000 to $10,000.
Matching Gifts

Matching Gifts doubles the donations Nordson employees or retirees make to non-profit organizations in the United States. In 2017, we made matching contributions of $726,382.
Nordson Corporate Donations

Nordson’s corporate donations support programs around the world that fall outside the bounds of the Nordson Corporation Foundation. During the last financial year, Nordson gave $2.7 million in corporate donations.
To be truly fit, we must exercise our ‘giving’ muscles.

- Evan Nord
Culture & Values
Collaboration drives Nordson’s success as a market leader, an employer of choice and an outstanding corporate citizen. Our employees thrive in an environment where we support each other to reach our personal best and enable our company to continuously improve and grow. We partner with our customers to deliver the innovative solutions that help them succeed and that add value to countless products used every day. We share our success by engaging with and giving back to the communities around the world where our employees live and work. In each of our interactions, we strive to bring integrity, respect for others, passion, energy and excellence.

Together, Making a Difference. And Doing it Right.
Our Values

In striving to reach its goals, Nordson remains committed to a unique set of core values. Embedded with the Nords’ original vision for the company, these values have since been articulated and reinforced by succeeding Nordson leadership teams to this day.
Integrity

We are honest with employees, customers, shareholders, the media and ourselves.

We will do what is right. We will not compromise standards.
Respect for People

We value employees. We thrive on teamwork, collaboration and diversity.

We will not compromise safety. We communicate openly and honestly.

We give back to our communities.
Customer Passion

We expect more from ourselves than our customers do.

Quality and service come first.
We approach challenges with an attitude of “lean forward, let’s get it done”.

Enthusiasm drives the pace of work.

We care… complacency is worse than our toughest competitor.
We expect the best from management, co-workers and ourselves. We are not satisfied with work that is “average” or “OK”.

Excellence
Our Leadership
Our Leaders

Sundaram Nagarajan
President and Chief Executive Officer
Our Leaders

Greg Thaxton
Executive Vice President and Chief Financial Officer

John Keane
Executive Vice President, Operations

Shelly Peet
Executive Vice President, Human Resources & Information Systems
Our Leaders

Greg Merk
Executive Vice President, Operations

Gina Beredo
Executive Vice President, General Counsel & Secretary

Jim DeVries
Executive Vice President, Continuous Improvement
Our Leaders

Jeff Pembroke  Joe Stockunias  Stephen Lovass

Executive Vice President  Executive Vice President  Executive Vice President
Our Board of Directors

Michael Merriman, Jr.
Chairman
Operating Advisor, Resilience Capital Partners LLC

Lee Banks
President and Chief Operating Officer, Parker Hannifin Corporation

Randolph Carson
Retired Executive Officer, Eaton Corporation
Our Board of Directors

Joseph Keithley
Retired Chairman, President and Chief Executive Officer, Keithley Instruments Inc.

Mary Puma
President and Chief Executive Officer, Axcelis Technologies

Victor Richey, Jr.
Chairman, President and Chief Executive Officer, ESCO Technologies Inc.