Safe Harbor Statement
Under the Private Securities Litigation Reform Act of 1995

Information in this presentation may contain “forward-looking statements” within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “may,” “will,” “should,” “expects,” “intends,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “projects,” or “potential” or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and which do not relate solely to historical matters.

All statements regarding our future performance, earnings projections, events or developments are forward-looking statements. These forward-looking 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 that could cause actual results to differ materially from those contained in any forward-looking statement. Such risks and uncertainties are described under “Risk Factors” in Item 1A of our annual report on Form 10-K and any updates to those factors set forth in our subsequent quarterly reports on Form 10-Q or current reports on Form 8-K. We make these statements as of the date of this disclosure, and undertake no obligation to update them unless otherwise required by law.
A premier industrial technology company focused on precision dispensing, fluid control and related processes and proprietary technology.

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>EBITDA</th>
<th>Employees</th>
<th>Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>1954</td>
<td>$2.3B</td>
<td>$605M</td>
<td>7,500+</td>
<td>35+</td>
</tr>
</tbody>
</table>

*Sales and EBITDA for the full fiscal year ended 10/31/18.
## Investment Highlights

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strong Average Annual Sales Growth</td>
<td>8%</td>
<td>Average 2014-2018</td>
</tr>
<tr>
<td>Outstanding Gross Margins</td>
<td>55%</td>
<td>Average 2014-2018</td>
</tr>
<tr>
<td>Excellent EBITDA Margins</td>
<td>25%</td>
<td>Average 2014-2018</td>
</tr>
<tr>
<td>High Level of Free Cash Flow Before Dividends</td>
<td>$1.4B</td>
<td>101% of Net Income Average 2014-2018</td>
</tr>
<tr>
<td>Strong Cash Returns to Shareholders</td>
<td>$907M</td>
<td>Share Repurchases &amp; Dividends Average 2014-2018</td>
</tr>
<tr>
<td>Reliable and Consistent Dividend</td>
<td>55 yrs</td>
<td>19% payout ratio in 2018</td>
</tr>
<tr>
<td>Outstanding Long Term Total Shareholder Returns</td>
<td>22%</td>
<td>TSR CAGR 2008-2018</td>
</tr>
</tbody>
</table>
Diversified Sources of Sales

FY2018 Profile - $2.3 Billion

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

High percentage of recurring sales from parts and consumables.

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

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

ADVANCED TECHNOLOGY SYSTEMS*  
46%

Precision dispense, fluid management, surface treatment, test & inspection and proprietary solutions for electronics, medical and general industrial end markets.

Targeted organic growth rate:  
2-3x Global GDP

ADHESIVE DISPENSING SYSTEMS*  
42%

Hot melt dispense solutions for recession-resistant, consumer non-durable end markets. Additional components for use in the thermoplastic melt stream.

Targeted organic growth rate:  
1.5-2x Global GDP

INDUSTRIAL COATINGS SYSTEMS*  
12%

Standard and highly-engineered systems used primarily for applying coatings, paint, finishes, sealants, and more, for the consumer durable goods and industrial end markets.

Targeted organic growth rate:  
Global GDP+

*Segment mix for the full fiscal year ended 10/31/18.
Advanced Technology Systems

What We Do

Precision dispense, fluid management, test, inspection, surface treatment and proprietary solutions for medical, electronics and general industrial markets.

2-3X Global GDP Growth Driven by:

- Medical – Aging population, trends toward non-invasive surgical techniques and medical OEM outsourcing
- Broad product use across the electronics supply chain from integrated circuit to printed circuit board to end product assembly
- Circuit shrinkage / new architectures / flip chips
- New applications including automotive electronics, electric batteries, and flexible circuits
- Emerging markets
- Product tiering

15.4%  
2014-18 Average Annual Sales Growth

23.4%  
2018 Annual Operating Margin

15.4%  
2014-18 Average Annual Sales Growth

23.4%  
2018 Annual Operating Margin
Advanced Technology Systems

Strong topline growth

Creating our own demand through innovation, new applications, emerging markets and product tiering, as well as an active acquisition diversification strategy drive strong sales growth.
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.

1.5-2X Global GDP Growth Driven By:

- Increased use of disposable hygiene products (diapers, feminine care, etc.) and packaged convenience foods and plastics; demand increase driven by growing middle class
- Recapitalization of large installed base
- Productivity and efficiency investments
- New applications, including electric battery and fabric bonding
- Material, machinery and process innovations
- Emerging markets
- Product tiering

4.0%

2014-18 Average Annual Sales Growth

27.2%

2018 Annual Operating Margin
Adhesive Dispensing Systems

Stable Organic Growth

Strong track record of organic growth driven by large percentage of consumer non-durable end markets and growth initiatives, including recapitalization, emerging markets and product tiering.
Industrial Coatings Systems

What We Do

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

GDP+ Growth Driven By:

- Environmental advantages of powder coatings
- Adhesives replacing mechanical fasteners
- Light-weighting of vehicles
- Productivity investments
- Quick color change
- Product tiering
- Diverse end markets, including appliance, lawn and garden, food and beverage, aerospace, automotive assembly, and more

2.3%

2014-18 Average Annual Sales Growth

19.5%

2018 Annual Operating Margin
Industrial Coatings Systems

Consistent Top Line Growth

Sales growth opportunities in mature and emerging markets, as well as new applications.
Why Invest in Nordson?
Our Priorities

Our plan is to deliver top shareholder returns by growing and extending our high value business model in precision dispensing and adjacent technologies.

1. Accelerate organic growth
2. Diversify through acquisitions
3. Further optimize the business
1 Organic Growth

We expect to accelerate organic growth by creating our own demand.

Multiple Paths to Organic Growth:

1. New Products
2. New Applications
3. Recapitalize Installed Base
4. Emerging Markets
5. Product Tiering


5% Average Annual Growth
2 Key Acquisitions

Additional growth comes through the acquisition of companies that share our business model characteristics and can leverage our global infrastructure.

Key Criteria for Acquisitions:

1. **Strategic Fit**
2. **High Quality Businesses:** Strong Performers & Proprietary Technology
3. **Growth Rate at or Above Nordson**
4. **High % of Recurring Sales**
5. **Sales and Cost Synergies**

Sales Growth from Acquisitions (2014-2018):

4% Average Annual Growth
Strong Growth: Organic and Acquisitive

On average across the past five years, Nordson has delivered annual sales growth of 8 percent, inclusive of 5 percent organic growth, 4 percent growth related to the first year effects of acquisitions and a decrease of 1 percent related to the unfavorable effects of foreign currency.
3 Optimize Business

Driving continuous improvements across the organization.

Key Performance Indicators:

1. Growth Initiatives
2. Price Effectiveness
3. Cost Reduction Initiatives
4. Cost of Poor Quality
5. Customer Delivery Performance
6. Days of Sales in Inventory
7. Productivity
8. Sales from New Products
Culture & Values

We have a long and proud history of investing in the communities where we live and work. We invest approximately five percent of domestic pretax earnings to human welfare services, education and other charitable activities.

Our Commitment to Giving Back:

1. Over $100M in overall giving to date
2. Nearly 100K total hours volunteered
3. $2.4M towards BUILDS scholarships
4. Investing in locations where we have significant operations (over 20 communities in the United States and 11 countries)
Financial Results
Fiscal 2018 Results & 2019 Guidance

Full-Year 2018 Record Results

- **Sales**: $2.3B
- **Operating Profit** (22% of Sales): $495M
- **EBITDA** (27% of Sales): $605M
- **GAAP Diluted EPS** ($5.94 Adj. Diluted EPS): $6.40
- **Free Cash Flow Before Dividends** (110% of Net Income): $415M

2019 Guidance

- Organic sales volume growth expected to be in the range of 3 to 5 percent compared to Fiscal 2018
- Operating margin and EBITDA margin forecasted to improve 100 to 150 basis points
- Interest expense expected to be appx. $45 million
- Maintenance capital expenditures expected to be appx. $50 million
- Estimated effective tax rate 23 percent
Total Shareholder Return Above Our Peers

Comparison of 10 Year Cumulative Total Return

Assumes Initial Investment of $100 on November 1, 2008
Fiscal Year Ending October 31, 2018
Source: Zack’s Investment Research
Industry Leading Gross Margins

Consistently Mid 50s

<table>
<thead>
<tr>
<th>Year</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>55.5%</td>
</tr>
<tr>
<td>2015</td>
<td>54.1%</td>
</tr>
<tr>
<td>2016</td>
<td>54.9%</td>
</tr>
<tr>
<td>2017</td>
<td>55.1%</td>
</tr>
<tr>
<td>2018</td>
<td>54.8%</td>
</tr>
</tbody>
</table>
Strong EBITDA Margins

Continuous Improvement Initiatives

5 Year CAGR = 9.8%

*FY15 results impacted by significant negative currency translation effects compared to the prior year.
High gross margins lead to significant volume leverage

5 Year CAGR = 13.4%

*FY15 results impacted by significant negative currency translation effects compared to the prior year.
Strong Cash Generation

Funds Growth and Returns to Shareholders

Strong Cash Conversion: 2014 – 2018
2018 Free Cash Flow Before Dividends
= 110% of Net Income

*FY15 results impacted by significant negative currency translation effects compared to the prior year.
Disciplined Capital Deployment

36% or $906.7 Million to Shareholders via Share Repurchases and Dividends

- Self funding business model generates excess cash
- Low working capital requirements
- Low capital expenditures (approx. 3% of sales)
- Strong free cash
- 55 consecutive years of dividend increases - 14th among publicly traded companies
Investment Summary

1. Clear Strategy and Goals
2. Strong Execution and Performance
3. Leading Global Businesses
4. Numerous Growth Opportunities
5. Outstanding Culture and Values
6. Committed to Community
Strong cash generation lets Nordson de-lever quickly.

At 10/31/2018 Net Debt to TTM EBITDA = 2.0 times

* Net Debt to EBITDA calculated net of cash
Strong Capital Management

Debt Position (as of 10/31/18)

- **Term Loan A (US) & PNC Loan**: $605M
  - Amortizing avg. rate: 3.03%
  - Remaining avg. life: 3.45 yrs
  - Draws: $52M

- **NYL (EUR)**: $15M
  - Maturity 10/15/21 at 87.5 bps over EUR Libor
  - EUR denominated

- **Term Loan A (EUR)**: $17M

- **2012 Private Placement**: $157M
  - Amortizing avg. rate: 3.04%
  - Remaining avg. life: 5.24 yrs

- **2015 Private Placement**: $100M
  - Amortizing avg. rate: 3.90%
  - Remaining avg. life: 7.05 yrs

- **2018 Private Placement**: $350M
  - Amortizing avg. rate: 2.45%
  - Remaining avg. life: 1.26 yrs

- **Revolver**: $798M
  - Draws: $52M
  - Available: $52M

- **Term Loan A (US) & PNC Loan**: $605M
  - Amortizing avg. rate: 3.03%
  - Remaining avg. life: 3.45 yrs
  - Draws: $52M

Additional information:
- **$200M – 4 yrs (Q4 FY21) at 87.5 bps**
- **$100M – 3 yrs (Q2 FY20) at 92.5 bps**
- **$305M – 5 yrs (Q2 FY22) at 95 bps**
- **Ends February 2020**
- **87.5 bps over USD Libor at 10/31/18**
Innovation Drives Organic Growth

Steady Stream of New Products

R & D Spend
U.S. Patents Granted
Currency Impact

Annual Sales Growth and EPS

FX Impact to EPS:

<table>
<thead>
<tr>
<th>Year</th>
<th>Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>($0.06)</td>
</tr>
<tr>
<td>2015</td>
<td>($0.54)</td>
</tr>
<tr>
<td>2016</td>
<td>($0.19)</td>
</tr>
<tr>
<td>2017</td>
<td>($0.03)</td>
</tr>
<tr>
<td>2018</td>
<td>$0.24</td>
</tr>
</tbody>
</table>
Appendix
### CONSOLIDATED STATEMENT OF INCOME

<table>
<thead>
<tr>
<th></th>
<th>Fourth Quarter</th>
<th>Year-to-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
</tr>
<tr>
<td>Sales</td>
<td>$569,295</td>
<td>$573,083</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>261,557</td>
<td>261,850</td>
</tr>
<tr>
<td>Selling &amp; administrative expenses</td>
<td>193,104</td>
<td>187,300</td>
</tr>
<tr>
<td>Operating profit</td>
<td>114,554</td>
<td>124,788</td>
</tr>
<tr>
<td>Interest expense - net</td>
<td>(11,847)</td>
<td>(11,430)</td>
</tr>
<tr>
<td>Other income (expense) - net</td>
<td>1,481</td>
<td>(482)</td>
</tr>
<tr>
<td>Income before income taxes</td>
<td>104,188</td>
<td>112,870</td>
</tr>
<tr>
<td>Income taxes</td>
<td>17,486</td>
<td>33,035</td>
</tr>
<tr>
<td>Net Income</td>
<td>$86,702</td>
<td>$79,835</td>
</tr>
</tbody>
</table>

- Return on sales: 15% 14% 17% 14%
- Return on average shareholders’ equity: 24% 29% 26% 30%

### CONSOLIDATED BALANCE SHEET

<table>
<thead>
<tr>
<th></th>
<th>October 31</th>
<th>October 31</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
</tr>
<tr>
<td>Cash and marketable securities</td>
<td>$95,678</td>
<td>$90,383</td>
</tr>
<tr>
<td>Receivables</td>
<td>491,423</td>
<td>505,087</td>
</tr>
<tr>
<td>Inventories</td>
<td>264,477</td>
<td>264,206</td>
</tr>
<tr>
<td>Other current assets</td>
<td>32,524</td>
<td>28,836</td>
</tr>
<tr>
<td>Total current assets</td>
<td>884,102</td>
<td>888,372</td>
</tr>
<tr>
<td>Property, plant &amp; equipment - net</td>
<td>386,666</td>
<td>349,411</td>
</tr>
<tr>
<td>Other assets</td>
<td>2,150,244</td>
<td>2,179,758</td>
</tr>
<tr>
<td>Notes payable and debt due within one year</td>
<td>$28,734</td>
<td>$326,587</td>
</tr>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>321,546</td>
<td>321,159</td>
</tr>
<tr>
<td>Total current liabilities</td>
<td>350,280</td>
<td>647,748</td>
</tr>
<tr>
<td>Long-term debt</td>
<td>1,285,357</td>
<td>1,256,397</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>334,634</td>
<td>354,903</td>
</tr>
<tr>
<td>Total shareholders’ equity</td>
<td>1,450,741</td>
<td>1,155,493</td>
</tr>
<tr>
<td></td>
<td>$3,421,012</td>
<td>$3,414,539</td>
</tr>
</tbody>
</table>

- Average common shares outstanding (000’s): 58,085 57,043 57,970 57,533
- Average common shares and common share equivalents (000’s): 58,894 58,301 58,931 58,204

Per share:

- Basic earnings: $1.49 $1.38 $6.51 $5.14
- Diluted earnings: $1.47 $1.37 $6.40 $5.08
- Dividends paid: $.35 $.30 $1.25 $1.11
- Total dividends: $20,334 $17,291 $72,443 $63,840

Other information:

- Employees: 7,536 7,532
- Common shares outstanding (000’s): 58,037 57,715
## Fourth Quarter Period

Period Ended October 31, 2018
(Unaudited)

### Sales by Business Segment

<table>
<thead>
<tr>
<th>Business Segment</th>
<th>Fourth Quarter</th>
<th>% Growth over 2017</th>
<th>Year-to-Date</th>
<th>% Growth over 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
<td>Volume</td>
<td>Currency</td>
</tr>
<tr>
<td>Adhesive Dispensing Systems</td>
<td>$250,825</td>
<td>$247,873</td>
<td>3.3%</td>
<td>-2.1%</td>
</tr>
<tr>
<td>Advanced Technology Systems</td>
<td>250,931</td>
<td>251,716</td>
<td>0.2%</td>
<td>-0.8%</td>
</tr>
<tr>
<td>Industrial Coating Systems</td>
<td>55,230</td>
<td>74,349</td>
<td>-7.0%</td>
<td>-1.2%</td>
</tr>
<tr>
<td><strong>Total sales by business segment</strong></td>
<td>$569,286</td>
<td>$573,938</td>
<td>0.6%</td>
<td>-1.4%</td>
</tr>
</tbody>
</table>

### Operating Profit by Business Segment

<table>
<thead>
<tr>
<th>Business Segment</th>
<th>Fourth Quarter</th>
<th>Year-to-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
</tr>
<tr>
<td>Adhesive Dispensing Systems</td>
<td>$68,174</td>
<td>$66,364</td>
</tr>
<tr>
<td>Advanced Technology Systems</td>
<td>50,791</td>
<td>60,608</td>
</tr>
<tr>
<td>Industrial Coating Systems</td>
<td>13,727</td>
<td>13,462</td>
</tr>
<tr>
<td>Corporate</td>
<td>(18,138)</td>
<td>(17,036)</td>
</tr>
<tr>
<td><strong>Total operating profit by business segment</strong></td>
<td>$114,554</td>
<td>$124,788</td>
</tr>
</tbody>
</table>

### Sales by Geographic Region

<table>
<thead>
<tr>
<th>Geographic Region</th>
<th>Fourth Quarter</th>
<th>% Growth over 2017</th>
<th>Year-to-Date</th>
<th>% Growth over 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
<td>Volume</td>
<td>Currency</td>
</tr>
<tr>
<td>United States</td>
<td>$184,666</td>
<td>$183,088</td>
<td>0.9%</td>
<td>-</td>
</tr>
<tr>
<td>Americas</td>
<td>46,689</td>
<td>30,655</td>
<td>23.0%</td>
<td>-3.5%</td>
</tr>
<tr>
<td>Europe</td>
<td>174,724</td>
<td>149,339</td>
<td>19.8%</td>
<td>-2.8%</td>
</tr>
<tr>
<td>Japan</td>
<td>34,506</td>
<td>50,686</td>
<td>-31.5%</td>
<td>-0.4%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>126,710</td>
<td>151,771</td>
<td>-13.8%</td>
<td>-1.8%</td>
</tr>
<tr>
<td><strong>Total Sales by Geographic Region</strong></td>
<td>$569,286</td>
<td>$573,938</td>
<td>0.6%</td>
<td>-1.4%</td>
</tr>
</tbody>
</table>
## Reconciliation of Non-GAAP Financial Measures

### EBITDA

<table>
<thead>
<tr>
<th></th>
<th>Fourth Quarter</th>
<th>Year-to-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
</tr>
<tr>
<td>Net income</td>
<td>$68,702</td>
<td>$79,635</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization expense</td>
<td>27,370</td>
<td>25,488</td>
</tr>
<tr>
<td>Interest expense, net</td>
<td>11,847</td>
<td>11,436</td>
</tr>
<tr>
<td>Income taxes</td>
<td>17,468</td>
<td>11,144</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td><strong>$143,405</strong></td>
<td><strong>$145,794</strong></td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition costs and adjustments (1)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>EBITDA As Adjusted</strong></td>
<td><strong>$143,405</strong></td>
<td><strong>$145,794</strong></td>
</tr>
<tr>
<td>EBITDA per diluted share</td>
<td>$2.43</td>
<td>$2.57</td>
</tr>
<tr>
<td>EBITDA As Adjusted per diluted share</td>
<td>$2.43</td>
<td>$2.57</td>
</tr>
</tbody>
</table>

(1) Represents costs and adjustments associated with our 2016 and 2017 acquisitions, including accounting adjustments to inventory that were charged to cost of sales when the inventory was sold; transaction-related costs comprising of acquisition fees, legal, financial and tax due diligence expenses; and valuation costs that are required to be expensed as incurred.

EBITDA and EBITDA per diluted share are non-GAAP financial measures used by management to evaluate the Company's ongoing operations. EBITDA is defined as earnings before interest, taxes, depreciation and amortization and EBITDA As Adjusted is defined as EBITDA plus certain acquisition costs and adjustments. EBITDA per diluted share is defined as EBITDA divided by the Company's diluted weighted average shares outstanding. EBITDA As Adjusted per diluted share is defined as EBITDA As Adjusted divided by the Company's diluted weighted average shares outstanding.

### Diluted EPS

<table>
<thead>
<tr>
<th></th>
<th>Fourth Quarter</th>
<th>Year-to-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
</tr>
<tr>
<td>Diluted EPS as reported (U.S. GAAP)</td>
<td>$1.47</td>
<td>$1.37</td>
</tr>
<tr>
<td>Short-term inventory purchase accounting adjustments</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Acquisition costs</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Severance and restructuring</td>
<td>0.04</td>
<td>0.01</td>
</tr>
<tr>
<td>U.S. Tax Reform discrete item</td>
<td>(0.07)</td>
<td>-</td>
</tr>
<tr>
<td>Other discrete tax items</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Diluted EPS as adjusted (Non-GAAP)</strong></td>
<td><strong>$1.44</strong></td>
<td><strong>$1.38</strong></td>
</tr>
</tbody>
</table>

Adjusted EPS is not a measurement of financial performance under GAAP, and should not be considered as an alternative to EPS determined in accordance with GAAP. Management believes that EPS as adjusted to exclude the items in the table above assist in understanding the results of Nordson Corporation. Amounts may not add due to rounding.
### Free Cash Flow Before Dividends

<table>
<thead>
<tr>
<th></th>
<th>Fourth Quarter</th>
<th>Year-to-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
</tr>
<tr>
<td>Net income</td>
<td>$66,702</td>
<td>$79,835</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>27,370</td>
<td>25,488</td>
</tr>
<tr>
<td>Other non-cash charges</td>
<td>20,243</td>
<td>23,644</td>
</tr>
<tr>
<td>Changes in operating assets and liabilities</td>
<td>27,306</td>
<td>5,904</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>101,711</td>
<td>134,901</td>
</tr>
<tr>
<td>Additions to property, plant and equipment</td>
<td>(43,818)</td>
<td>(22,234)</td>
</tr>
<tr>
<td>Proceeds from the sale of property, plant and equipment</td>
<td>159</td>
<td>101</td>
</tr>
<tr>
<td>Free cash flow before dividends</td>
<td>$118,052</td>
<td>$112,828</td>
</tr>
</tbody>
</table>

**Adjustments:**
- Acquisition costs and adjustments, net of tax<sup>(1)</sup>
- Free cash flow before dividends, adjusted

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisition costs and adjustments, net of tax&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Free cash flow before dividends, adjusted</td>
<td>$118,052</td>
<td>$112,829</td>
</tr>
</tbody>
</table>

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<sup>(1)</sup> Represents costs and adjustments associated with our 2018 and 2017 acquisitions, including accounting adjustments to inventory that were charged to cost of sales when the inventory was sold, transaction-related costs comprising of acquisition fees, legal, financial and tax due diligence expenses; and valuation costs that are required to be expensed as incurred.

Free cash flow before dividends, a non-GAAP financial measure, is defined as net cash provided by operating activities less purchased property, plant and equipment and proceeds from the sale of property, plant and equipment. It is a financial measure used by management to assess its ability to generate cash in excess of its operating needs. Therefore, the Company believes this financial measure provides useful information to investors. Free cash flow before dividends is not a measure of financial performance under GAAP and should be considered in addition to, and not as a substitute for, operating cash flows or other financial measures prepared in accordance with GAAP. Our calculations of non-GAAP measures may not be comparable to the calculations of similarly titled measures reported by other companies.