Nordson Corporation

A premier industrial technology company focused on precision dispensing, fluid control and related processes

FY17 Acquisition Update









NASDAQ: NDSN

February 20, 2017

Nordson

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.

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Four Transactions Announced Since 1/1/2017

All align with previously articulated strategy

Core electronics fluid dispense and management

Core industrial, animal health, and general fluid packaging & dispense

Medical single use components and devices

- All will become part of Nordson Advanced Technology Systems segment
  – *further balances segment and adds greater mix of less cyclical end markets*

ACE Production Technologies

Closed January 6, 2017

Designer and manufacturer of selective soldering systems

- Founded in 2005; Spokane, WA based; facility includes demo labs and mfg.; ~35 employees
- Key end markets: automotive and industrial electronics assembly applications
- Continued mid to high single digit growth rate projected over the next several years
- Products sold to many of the same customers as other electronic product lines within Nordson





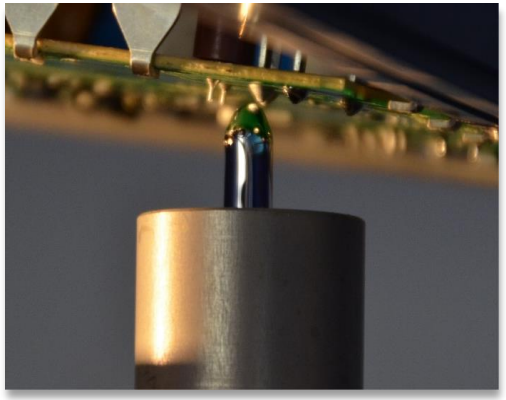
InterSelect GmbH

Closed February 15, 2017

Designer and manufacturer of selective soldering systems

- Founded in 2010; Germany based; 7 employees with network of outsourced partners
- Key end markets: aerospace, automotive and industrial electronics assembly applications
- Continued mid to high single digit growth rate projected over the next several years
- Products sold to many of the same customers as other electronic product lines within Nordson





Selective Soldering

New growth niche within electronics assembly

ACE PRODUCTION TECHNOLOGIES
KEEP IT SIMPLE SOLDERING

Inter Select





To become
Nordson SELECT

- Provides new growth platform within electronics manufacturing
- Presence in US and Europe; leverage Nordson footprint to expand growth in Asia
- Diversifies product offering; products sold to many of Nordson's existing customers
- Performance enhancements via volume leverage and the Nordson Business System.
- Combined annual revenue ~$12 million. EBITDA margins in the mid teens.

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Plas-Pak Industries

Closed February 1, 2017

Developer and manufacturer of injection molded plastic proprietary dual cartridge dispensing systems, syringes and related products

- Founded in 1985; based in Norwich, CT based; 150K sq. ft. office and manufacturing facility; ~150 employees
- Relationships with global brand name customers; diversified
- Key end markets: animal health, construction, industrial, dental, DIY, automotive and pesticide
- Manufacturing expertise: Single & two material molding, significant automation, finishing capabilities, in-house tooling
- Annual revenue ~$28 million. EBITDA margins slightly higher than Nordson 2016 EBITDA margin.





Strategic Rationale

Highly complementary to Nordson EFD product line

Nordson EFD





PLAS-PAK INDUSTRIES, INC.





- Adds recurring revenue to Nordson portfolio - single-use consumables
- Provides entry into fast growing animal health market; adds to Nordson presence in other markets
- Increases competitive advantages in two component (2K) dispensing and mixer market
- Expands product portfolio; provides platform for development of sustainable cartridges
- Current sales largely US; expansion to Europe and Asia via Nordson global network
- Provides flexibility for future growth and footprint optimization
- Adds less cyclical end market exposure to Nordson Advanced Technology segment

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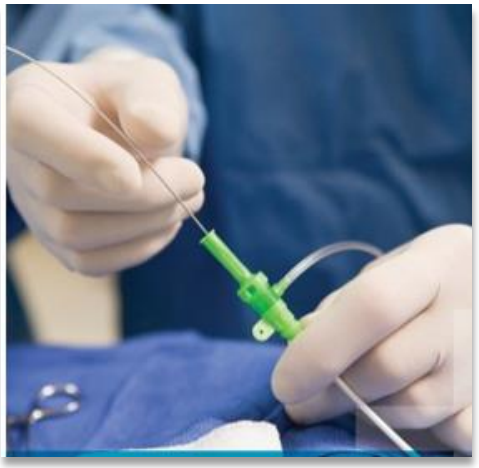
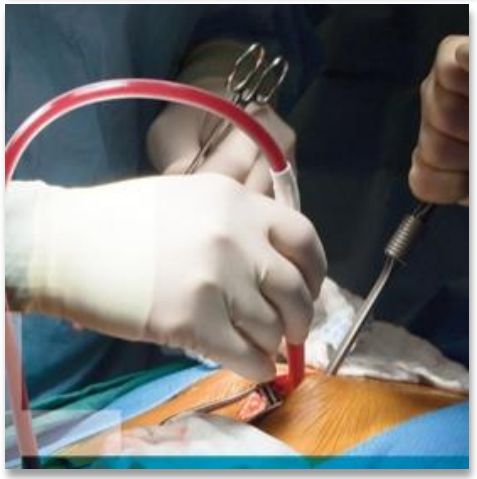
Vention – Advanced Technologies (AT)

Agreement to acquire announced February 20, 2017

A leading designer, developer and manufacturer of minimally invasive interventional delivery devices catheters and advanced components for the global medical technology market

- Adds scale in attractive and rapidly growing end markets
- Enhances strategic manufacturing and product capabilities
- Expands product portfolio
- Recurring revenue with single use consumables
- Expands applications and end markets served
- Delivers attractive financial benefits
- Provides customer synergies
- Provides presence in key medical regions
- Aligns with articulated acquisition strategy
- Balances NDSN Advanced Technology Systems segment





Vention AT

Capabilities Overview

Design & Development

- Concept and brainstorming
- Quality and regulatory
- Pilot manufacturing
- Select volume manufacturing
- Labeling and packaging
- 125+ engineers, largest in single use medical device outsourcing
- ~250 projects a year – majority with Vention AT components

Advanced Component Manufacturing

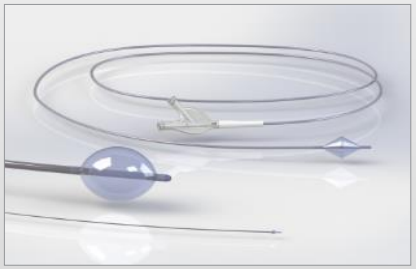
- Heat shrink tubing
- Medical balloons
- Polyimide tubing
- Braid reinforced shafts
- Proprietary technologies
- 20,000+ SKUs for 1,500+ customers
- US and European footprint





Products and Technologies

Robust portfolio – single use consumables – recurring revenue



Custom Catheters



Medical Balloons



Medical Tubing



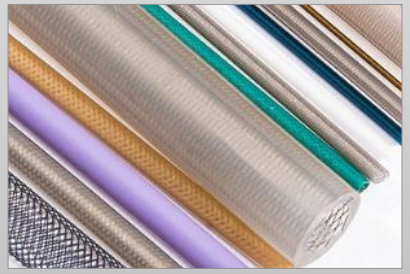
Specialized Extrusions



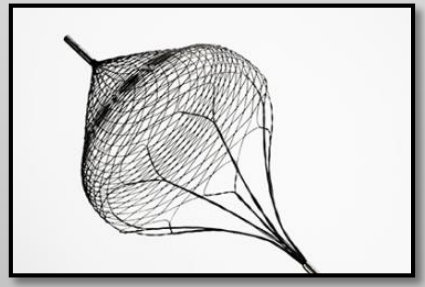
Heat Shrink Tubing



Polyimide Tubing



Reinforced Shafts / Delivery Systems



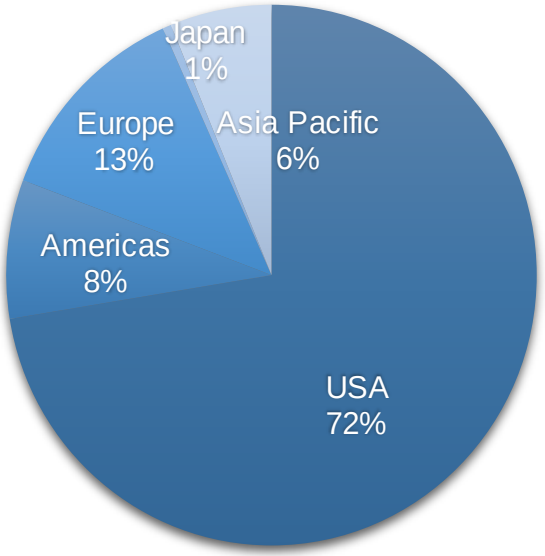
Nitinol Components

Diverse End Markets

Growing at high single, low double digit rate

- Coronary / Peripheral Vascular
- Minimally Invasive Surgery
- Structural Heart
- Electrophysiology
- Urology
- Kyphoplasty
- Neurovascular
- ENT
- Cardiac Surgery
- Spinal Cord Stimulation
- Other

2016 Revenue by Geography



$4 billion+ total addressable market for combination of Nordson MEDICAL and Vention AT

Diverse Customer Base

Serving major global medical OEMS and emerging technology innovators

- Multiple current program ramps
- Several new program wins FY17 YTD
- Deep pipeline of new opportunities
- Vention AT & Nordson MEDICAL share several common customers
- Selected cross selling opportunities



Consistent with stated acquisition strategy

Complements existing Nordson MEDICAL platform

Value Plastics, Inc.
Specialists in Fluid Connections
2011



Single use connectors and fittings

Bio-material delivery devices



Micromedics
2010

Cannulae, catheters and tubing



AVALON
Polymer Solution Casting
2014



LinkTech
Quick Couplings Incorporated
2016

Selected Financial Detail – Vention AT

- $705 million purchase price – funded with cash and debt
- Sales: $150 million for 12 months ended 1/31/2017
- EBITDA: $48 million for 12 months ended 1/31/2017
- EBITDA margin accretive to Nordson
- EBITDA multiple 14.7x
  - ~$5 million in cost synergies identified
  - Synergized EBITDA multiple 13.3x
- Expected EPS accretion in FY17 - $0.05 to $0.10, including estimated purchase accounting charges *(assuming close in Nordson second quarter)*
- Additional financial detail provided post-close in SEC filings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