



DANAHER

THIRD QUARTER 2006 EARNINGS RELEASE
OCTOBER 19, 2006



FORWARD LOOKING STATEMENTS

Statements in this presentation that are not strictly historical, including statements regarding events or developments that we believe or anticipate will or may occur in the future. These forward-looking statements are subject to a number of risks and uncertainties, including those related to competition, our ability to develop and successfully market new products and technologies, our ability to expand our business in new geographic markets, our ability to identify, consummate and integrate appropriate acquisitions, litigation and other contingent liabilities including intellectual property matters, our compliance with applicable laws and regulations, our ability to achieve projected efficiencies, cost reductions, sales growth and earnings, economic conditions in the end-markets we sell into, commodity costs and surcharges, currency exchange rates, tax audits, and general domestic and international economic conditions. It's possible that actual results might differ materially from any forward-looking statements that we might make today. Additional information regarding the factors that may cause actual results to differ materially from these forward-looking statements is available in our SEC filings, including our 2005 Annual Report on Form 10-K and Third Quarter 2006 Quarterly Report on Form 10-Q. These forward-looking statements speak only as of the date they are made, and we do not intend to update any forward looking statement

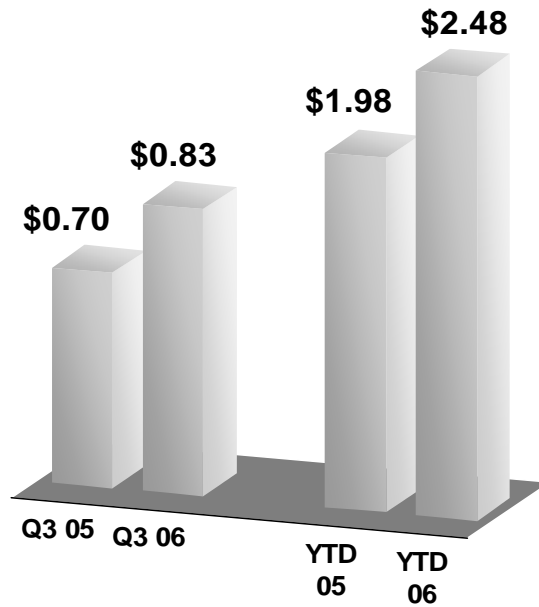


THIRD QUARTER 2006 PERFORMANCE SUMMARY

EARNINGS PER SHARE

+19%

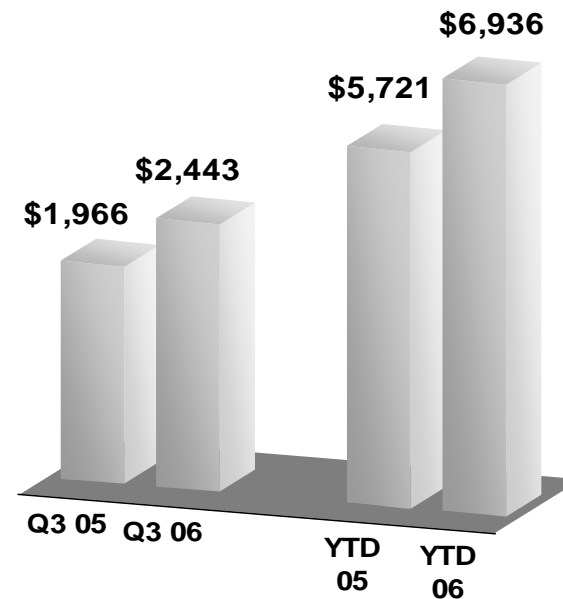
+25%



REVENUES (\$M)

+24%

+21%



Core 6.5%
Acquisition 16.0%
FX 1.5%

Core 7.0%
Acquisition 14.5%
FX (0.5%)

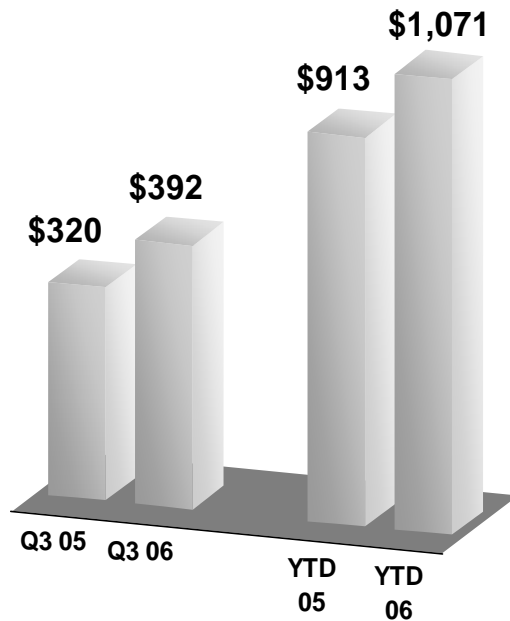


THIRD QUARTER 2006 PERFORMANCE SUMMARY

OPERATING PROFIT (\$M)

+23%

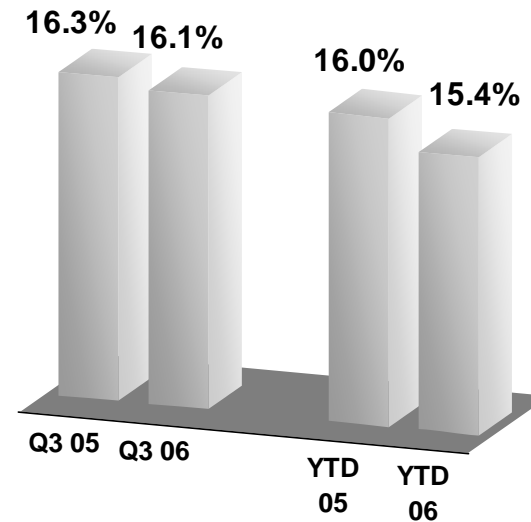
+17%



OPERATING MARGINS

-20 BPS

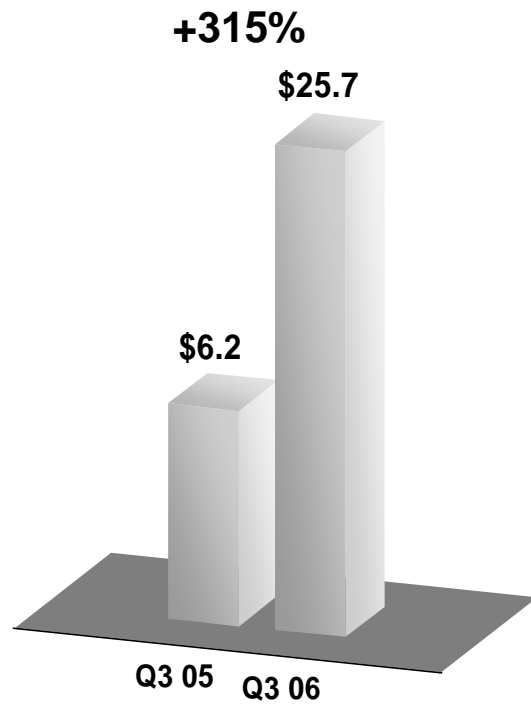
-60 BPS



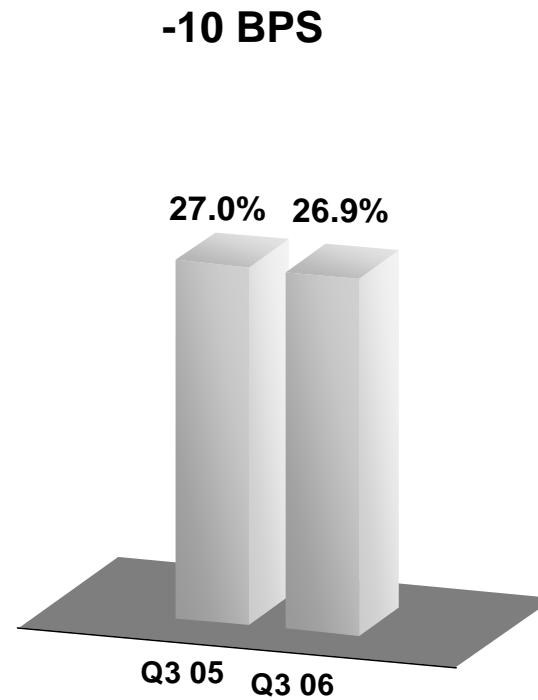
Q3 06: Acquisition Impact
Option Expense

-25 BPS
-70 BPS

NET INTEREST EXPENSE (\$M)

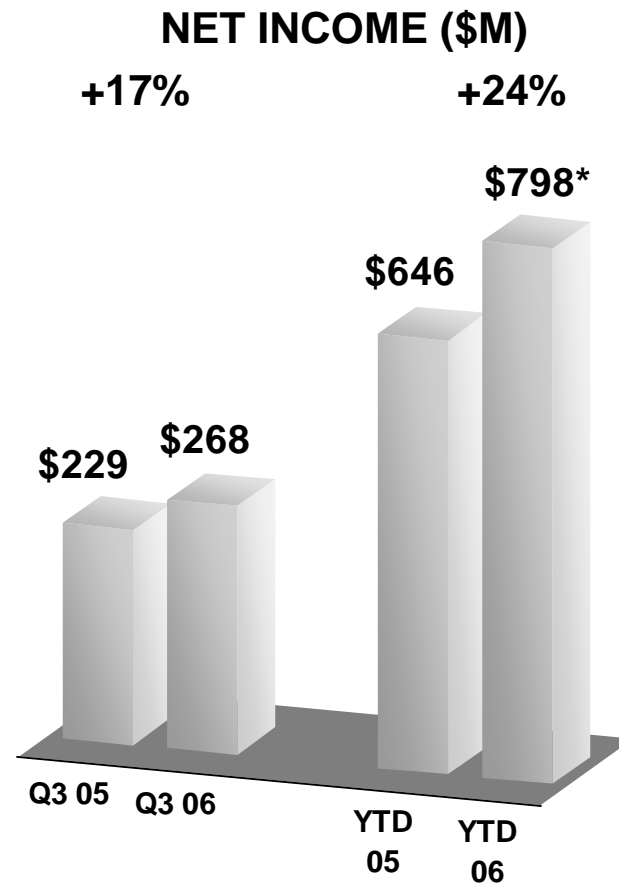


TAX RATE





THIRD QUARTER 2006 PERFORMANCE SUMMARY

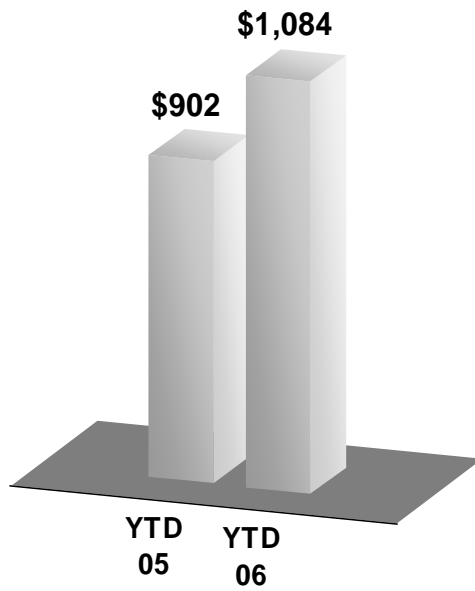


*YTD 06 includes \$52M related the reduction of previously recorded tax reserves in the first half of 2006

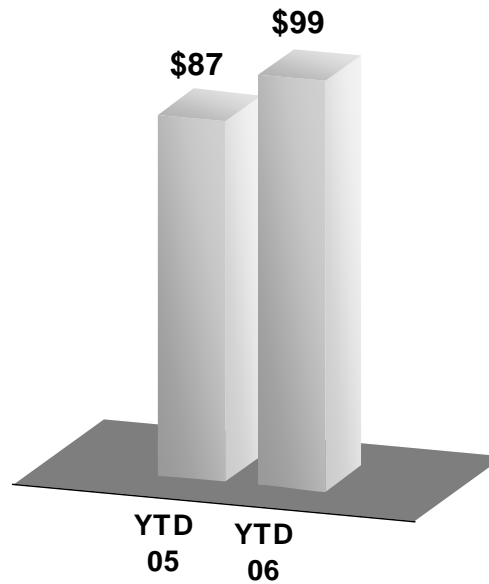


THIRD QUARTER 2006 PERFORMANCE SUMMARY

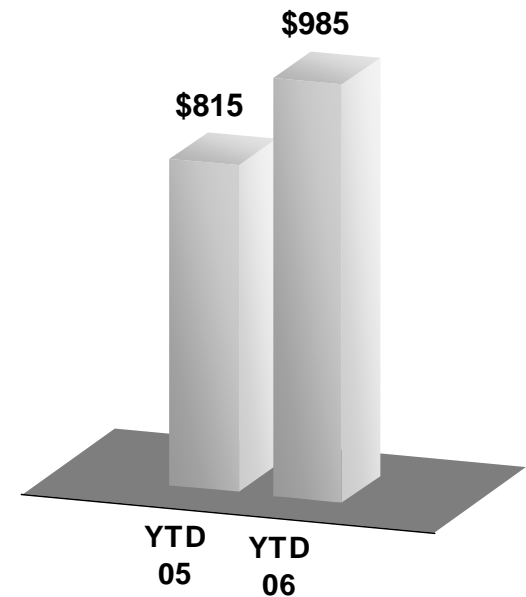
OPERATING CASH FLOW (\$M)
+20%



CAP EX (\$M)
+14%



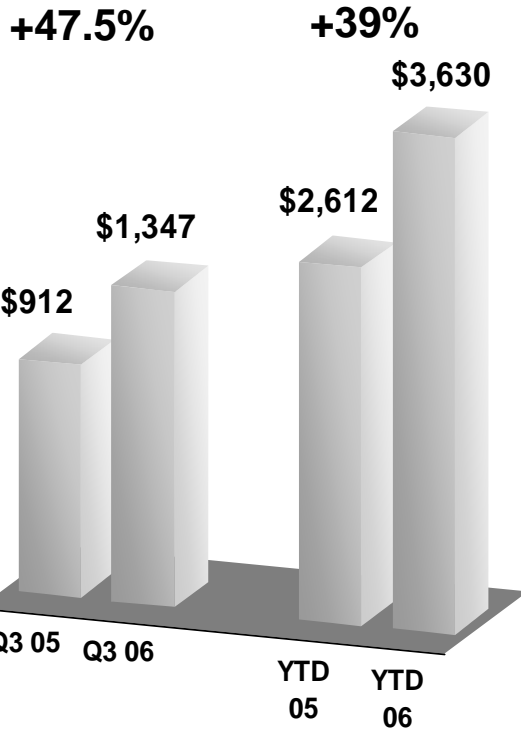
FREE CASH FLOW (\$M)
+21%



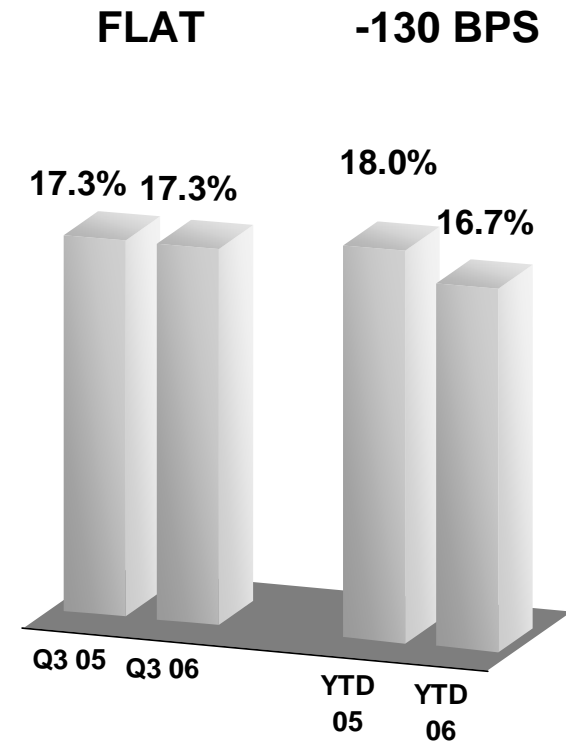


THIRD QUARTER 2006 PROFESSIONAL INSTRUMENTATION

REVENUES (\$M)



OPERATING MARGINS



Core	11.5%	Core	8.0%
Acquisition	34.0%	Acquisition	31.5%
FX	2.0%	FX	(0.5%)

Q3 06: Acquisition Impact
Option Expense

-70 BPS
-50 BPS



THIRD QUARTER 2006 ENVIRONMENTAL



3Q 06 vs. 3Q 05

Revenue Growth **18.0%**

Breakdown:

Core **14.5%**

Acquisition **2.0%**

FX **1.5%**

YTD 06 vs. YTD 05

Revenue Growth **10.5%**

Breakdown:

Core **8.5%**

Acquisition **2.0%**



3Q 06 vs. 3Q 05

Revenue Growth 14.5%

Breakdown:

Core 7.0%

Acquisition 6.5%

FX 1.0%

YTD 06 vs. YTD 05

Revenue Growth 14.0%

Breakdown:

Core 7.0%

Acquisition 8.0%

FX (1.0%)



3Q 06 vs. 3Q 05

Revenue Growth **115.5%**

Breakdown:

Core **12.5%**

Acquisition **100.5%**

FX **2.5%**



KaVo. Dental Excellence.



YTD 06 vs. YTD 05

Revenue Growth **111.0%**

Breakdown:

Core **8.5%**

Acquisition **103.0%**

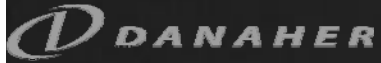
FX **(0.5%)**



MICROSYSTEMS



SYBRON DENTAL SPECIALTIES

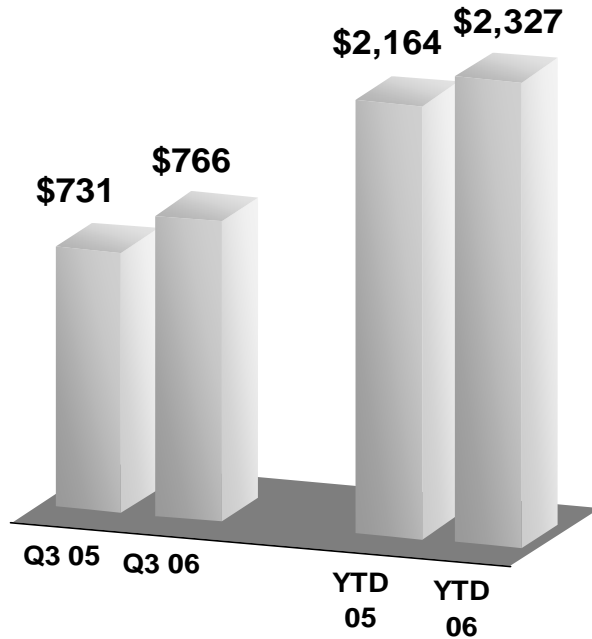


THIRD QUARTER 2006 INDUSTRIAL TECHNOLOGIES

REVENUES (\$M)

+5%

+7.5%

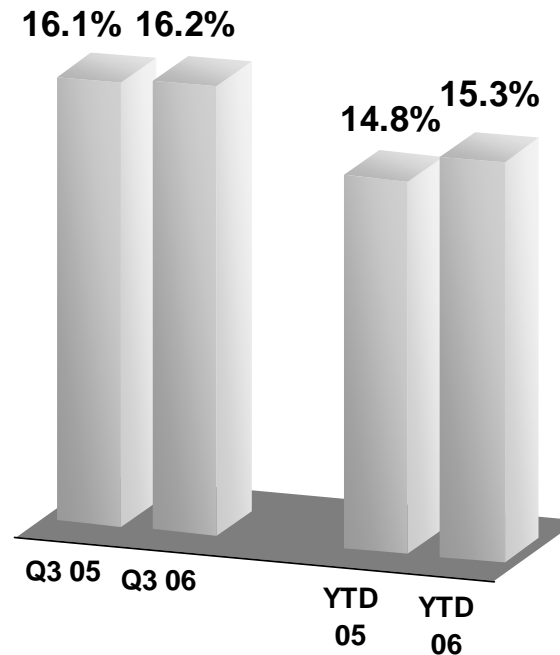


Core	3.0%	Core	7.0%
Acquisition	0.5%	Acquisition	1.0%
FX	1.5%	FX	(0.5%)

OPERATING MARGINS

+10 BPS

+50 BPS



Q3 06: Acquisition Impact
Option Expense

-5 BPS
-60 BPS



THIRD QUARTER 2006 PRODUCT IDENTIFICATION



3Q 06 vs. 3Q 05

Revenue Growth (1.0%)

Breakdown:

Core (2.5%)

FX 1.5%



YTD 06 vs. YTD 05

Revenue Growth 5.0%

Breakdown:

Core 5.0%



KOLLMORGEN



3Q 06 vs. 3Q 05

Revenue Growth **6.0%**

Breakdown:

Core **4.0%**

FX **2.0%**

YTD 06 vs. YTD 05

Revenue Growth **5.0%**

Breakdown:

Core **5.5%**

Acquisition **0.5%**

FX **(1.0%)**

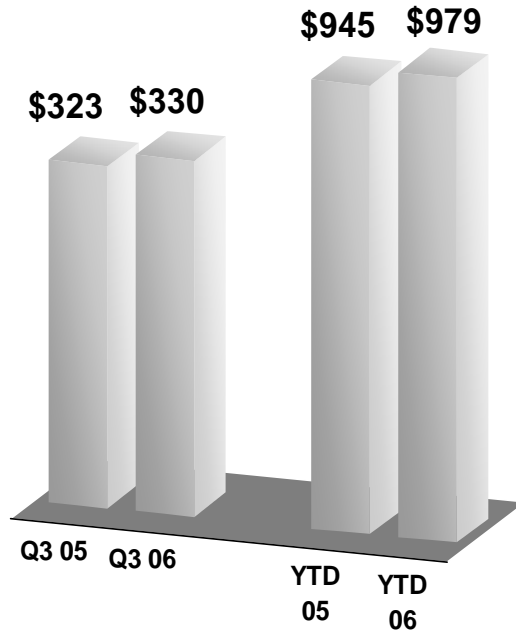


THIRD QUARTER 2006 TOOLS & COMPONENTS

REVENUES (\$M)

+2.0%

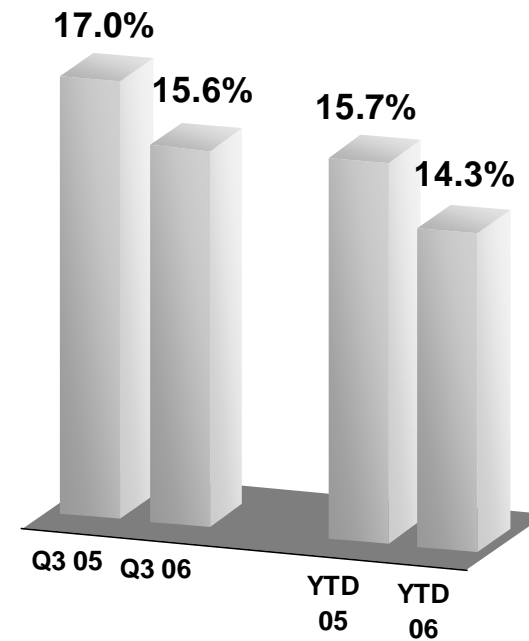
+3.5%



OPERATING MARGINS

-140 BPS

-140 BPS



Core
FX

1.5%
0.5%

Core

3.5%

Q3 06: Option Expense

-60 BPS



THIRD QUARTER 2006 MECHANICS HAND TOOLS



3Q 06 vs. 3Q 05

Revenue Growth 2.0%

Breakdown:

Core 2.0%

YTD 06 vs. YTD 05

Revenue Growth 3.5%

Breakdown:

Core 3.5%

Acquisitions

Guidance

Q & A



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