

NTERNATIONAL®

B. RILEY FBR CONSUMER & MEDIA CONFERENCE OCTOBER 3, 2019

www.matw.com | Nasdaq: MATW

DISCLAIMER

Any forward-looking statements contained in this presentation are included pursuant to the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks and uncertainties that may cause the Company's actual results in future periods to be materially different from management's expectations. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove correct. Factors that could cause the Company's results to differ materially from the results discussed in such forward-looking statements principally include changes in domestic or international economic conditions, changes in foreign currency exchange rates, changes in the cost of materials used in the manufacture of the Company's products, changes in which the Company operates, changes in product demand or pricing as a result of domestic or international competitive pressures, unknown risks in connection with the Company's acquisitions, cybersecurity concerns, effectiveness of the Company's internal controls, compliance with domestic and foreign laws and regulations, technological factors beyond the Company's control, and other factors described in the Company's Annual Report on Form 10-K and other periodic filings with the U.S. Securities and Exchange Commission ("SEC").

The information contained in this presentation, including any financial data, is made as of June 30, 2019 unless otherwise noted. The Company does not, and is not obligated to, update this information after the date of such information. Included in this report are measures of financial performance that are not defined by generally accepted accounting principles in the United States ("GAAP"). The Company uses non-GAAP financial measures to assist in comparing its performance on a consistent basis for purposes of business decision-making by removing the impact of certain items that management believes do not directly reflect the Company's core operations including acquisition costs, ERP integration costs, strategic initiative and other charges (which includes non-recurring charges related to operational initiatives and exit activities), stock-based compensation and the non-service portion of pension and postretirement expense. Management believes that presenting non-GAAP financial measures is useful to investors because it (i) provides investors with meaningful supplemental information regarding financial performance by excluding certain items that management believes do not directly reflect the Company's core operations, (ii) permits investors to view performance using the same tools that management uses to budget, forecast, make operating and strategic decisions, and evaluate historical performance, and (iii) otherwise provides supplemental information that may be useful to investors in evaluating the Company's results. The Company believes that the presentation of these non-GAAP financial measures, when considered together with the corresponding GAAP financial measures and the reconciliations to those measures, provided herein, provides investors with an additional understanding of the factors and trends affecting the Company's business that could not be obtained absent these disclosures.

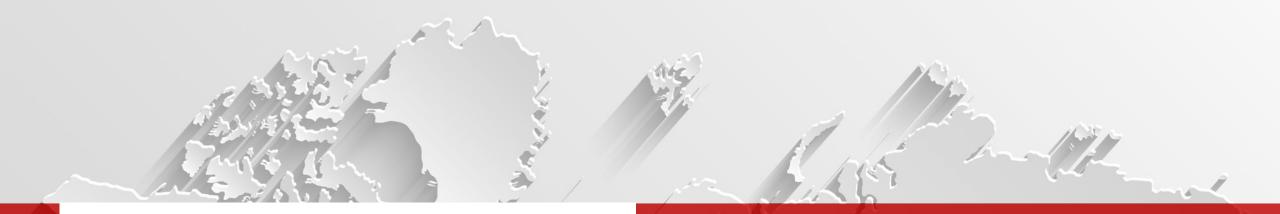
The Company believes that adjusted EBITDA provides relevant and useful information, which is used by the Company's management in assessing the performance of its business. Adjusted EBITDA is defined by the Company as earnings before interest, income taxes, depreciation, amortization and certain non-cash and/or non-recurring items that do not contribute directly to management's evaluation of its operating results. These items include stock-based compensation, the non-service portion of pension and postretirement expense, acquisition costs, ERP integration costs, and strategic initiatives and other charges. Adjusted EBITDA provides the Company with an understanding of

earnings before the impact of investing and financing charges and income taxes, and the effects of certain acquisition and ERP integration costs, and items that do not reflect the ordinary earnings of the Company's operations. This measure may be useful to an investor in evaluating operating performance. It is also useful as a financial measure for lenders and is used by the Company's management to measure business performance. Adjusted EBITDA is not a measure of the Company's financial performance under GAAP and should not be considered as an alternative to net income or other performance measures derived in accordance with GAAP, or as an alternative to cash flow from operating activities as a measure of the Company's liquidity. The Company's definition of adjusted EBITDA may not be comparable to similarly titled measures used by other companies.

The Company has also presented adjusted net income and adjusted earnings per share and believes each measure provides relevant and useful information, which is widely used by analysts and investors, as well as by the Company's management in assessing the performance of its business. Adjusted net income and adjusted earnings per share provides the Company with an understanding of the results from the primary operations of our business by excluding the effects of certain acquisition and system-integration costs, and items that do not reflect the ordinary earnings of our operations. These measures provide management with insight into the earning value for shareholders excluding certain costs, not related to the Company's primary operations. Likewise, these measures may be useful to an investor in evaluating the underlying operating performance of the Company's business overall, as well as performance trends, on a consistent basis.

Lastly, the Company has presented free cash flow and free cash flow yield as supplemental measures of cash flow that are not required by, or presented in accordance with, GAAP. Management believes that these measures provide relevant and useful information, which is widely used by analysts and investors as well as by our management. These measures provide management with insight on the cash generated by operations, excluding capital expenditures. These measures allows management, as well as analysts and investors, to assess the Company's ability to pursue growth and investment opportunities designed to increase Shareholder value.





NTERNATIONAL®

BUSINESS OVERVIEW



A market-leading global company serving the consumer products, memorialization and industrial technologies markets.

Nasdaq: MATW

Founded	1850
Market Capitalization	\$1.1 billion
Recent Price	\$35.39
52-Week Range	\$28.57-\$50.42
Average Trading Volume (trailing three months)	132k

Common Shares Outstanding	31.5 million
Annualized Dividend / Yield	\$0.80 / 2.3%
Institutional Ownership	83%
Insider Ownership	3%
Fiscal Year End	September 30

Market data as of September 30, 2019 ; ownership as of most recent filings.

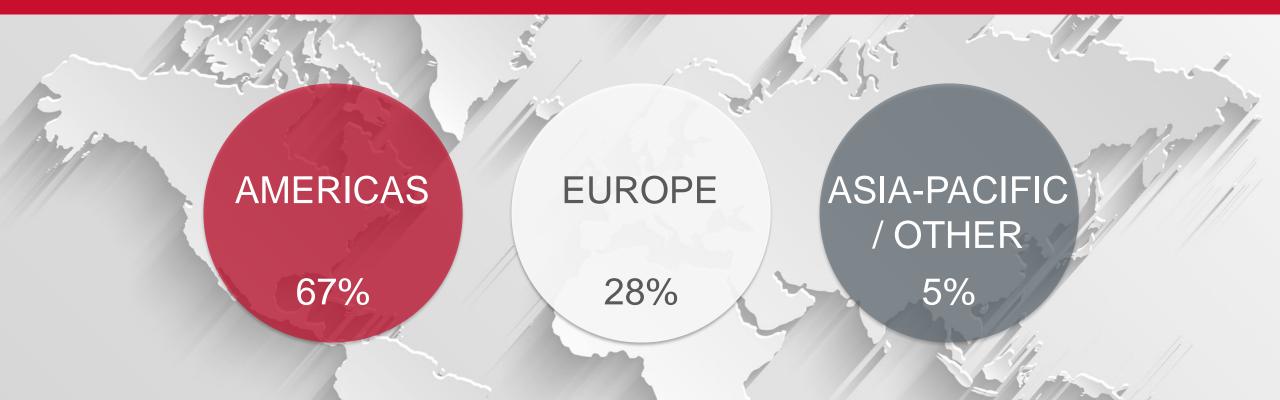
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ROOTED IN IDENTIFICATION PRODUCTS



GLOBAL PRODUCTS AND SERVICES SALES ACROSS DIVERSE BUSINESSES (FY18)

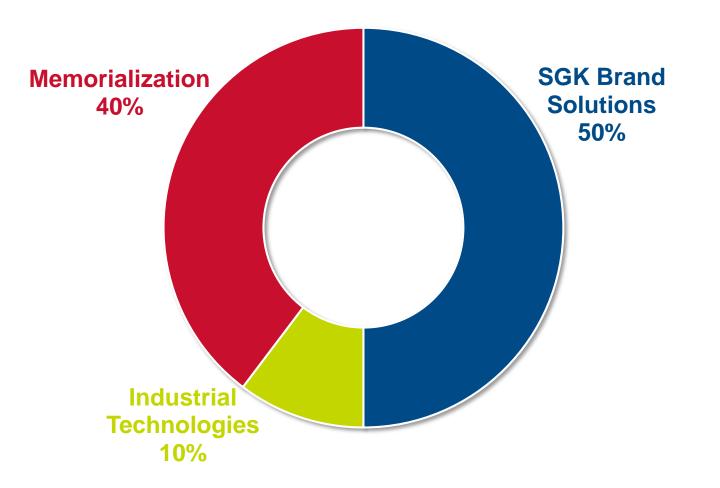


~11,000 EMPLOYEES | 6 CONTINENTS | OVER 25 COUNTRIES



SEGMENT SALES MIX (FY18)

(% of Total)





LEADING POSITION IN STABLE MARKETS

Primarily #1 or #2 in markets where we compete or positioning to be there

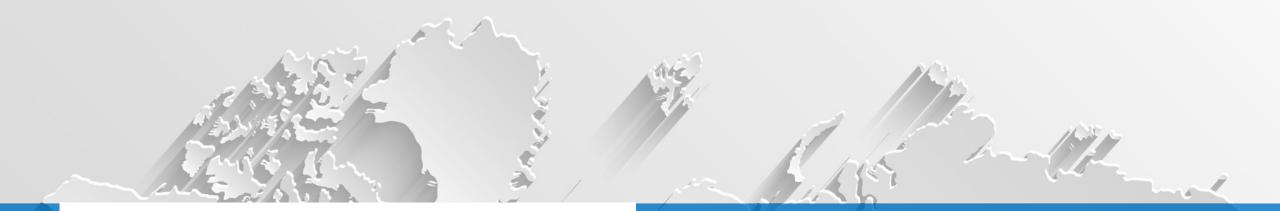
Stable markets

High customer retention rates

New product development and innovation of existing products

Strong cash flow

Target 14% return on invested capital





BRAND SOLUTIONS

SGK BRAND SOLUTIONS

OVERVIEW

Brand/Marketing Execution Services

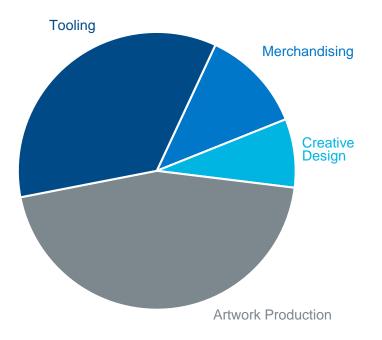
- Creative Design
- Artwork Production (reprographic / pre-press)
- Tooling (printing plates)
- Merchandising

FY2018 Financial Results

- Sales: \$805.3 million
- Adjusted EBITDA⁽¹⁾: \$150.2 million, 18.7% of sales
- ~7,000 Employees

Leading Global Brands





⁽¹⁾ See appendix for Adjusted EBITDA reconciliations and other important disclosures regarding Matthews' use of Non-GAAP measures

SGK BRAND SOLUTIONS

SERVICING GLOBAL AND REGIONAL CLIENTS

- Longstanding relationships with a large, blue chip customer base consisting of many Fortune 100 and Fortune 50 companies
- "Strategic" relationships rather than "vendor" relationships – more valued client engagement
- Critical service provider in marketing execution of top world-wide brands, particularly where global consistency is highly valued

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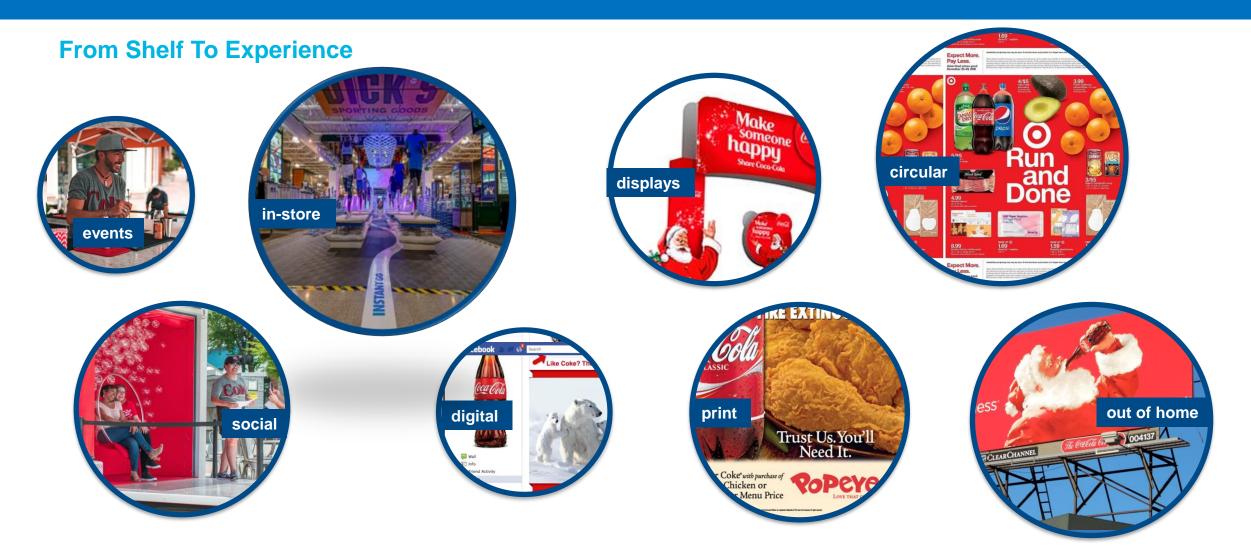


PACKAGING PRODUCTION: OUR CORE BUSINESS

From Logo To Shelf



EXTENDING OUR CORE BUSINESS





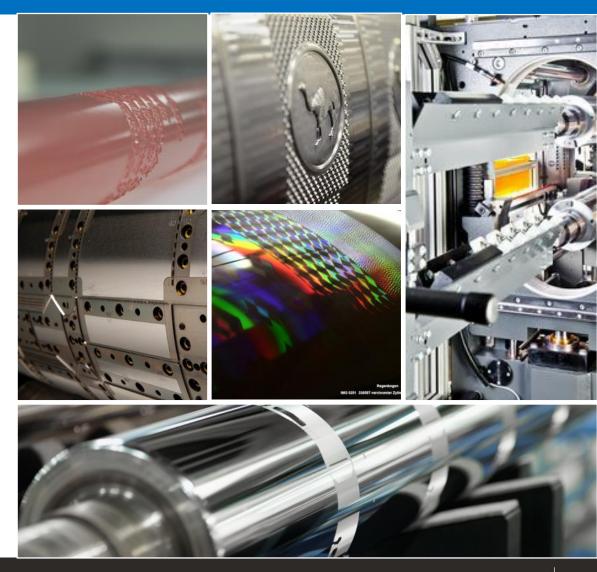
TOOLING EXPERTISE

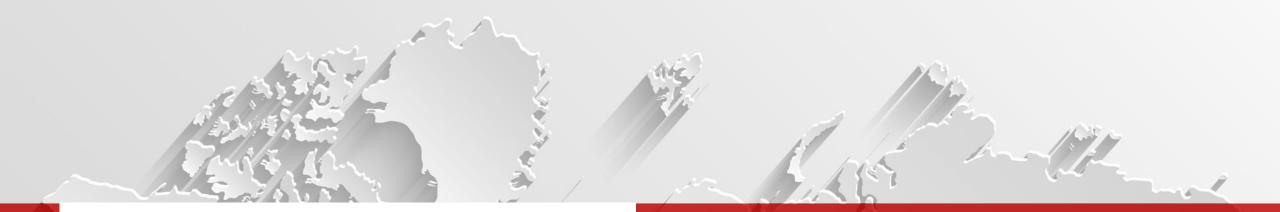
Taking Ideas To Finished Products.

We are a leading global designer and supplier of rotary tools and services for printing, texturing and converting of packaging and other woven materials.

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MEMORIALIZATION

MEMORIALIZATION

OVERVIEW

Caskets, Memorials, Cremation Equipment

- #1 Bronze and granite markers
- #2 Caskets
- #1 Cremation equipment

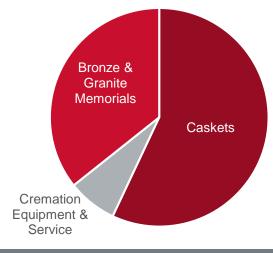
FY2018 Financial Results

- Sales: \$631.4 million
- Adjusted EBITDA⁽¹⁾: \$145.5 million, 23.0% of sales

~3,300 Employees

⁽¹⁾ See appendix for Adjusted EBITDA reconciliations and other important disclosures regarding Matthews' use of Non-GAAP measures

REVENUES





The Super Power Pak III Plus cremation unit has some of the most advanced features in combustion technology, as well as industry leading performance, reliability and support.





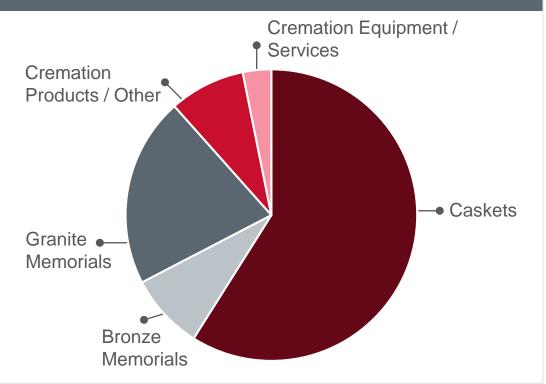


Forest Park West Cemetery Cremation Garden

Bronze Memorials

MEMORIALIZATION

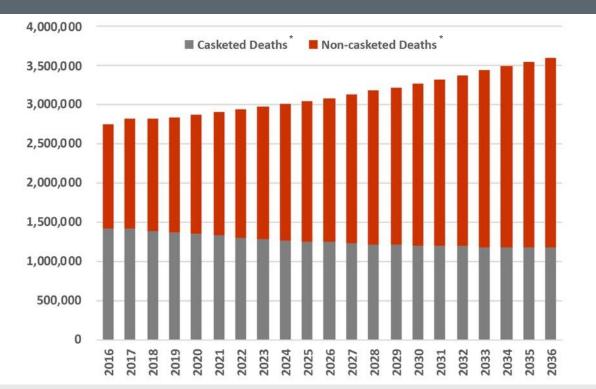




Full-service provider – leading position across key product markets

Customer base consolidating but still fragmented

Casketed Deaths vs. Total Deaths*



Relatively stable demand driven by predictable trends: increased deaths and rising cremation rates

*Company estimates. Data compiled from CDC, US Census Bureau, Industry reports and internal projections.



Nathews INDUSTRIAL TECHNOLOGIES

INDUSTRIAL TECHNOLOGIES

OVERVIEW

Products & Services

- Product Identification Equipment / Consumables
- Warehouse Automation
- Applied Technologies

Growth, New Market Opportunities

FY2018 Financial Results

- Sales: \$165.9 million
- Adjusted EBITDA⁽¹⁾: \$25.9 million, 15.6% of sales
- Product development costs

~500 Employees



Industrial's **Pyramid** unit introduced a new warehouse execution solution, Continuous Intelligent Operations to enhance automated distribution operations — from receiving to shipping.

Multiple integrated **distribution and fulfillment systems** (including laser-based identification and dimensioning technologies) communicate in a warehouse to identify and route items and parcels through the facility and out to a customer.



Non-contact ink-jet printing units apply print on products.

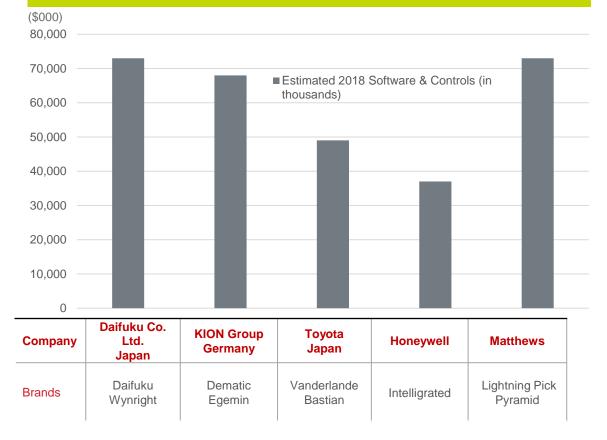
Industrial's **Pick-to-Light Systems** utilizing light indicators for sorting and control of merchandise.

⁽¹⁾ See appendix for Adjusted EBITDA reconciliations and other important disclosures regarding Matthews' use of Non-GAAP measures

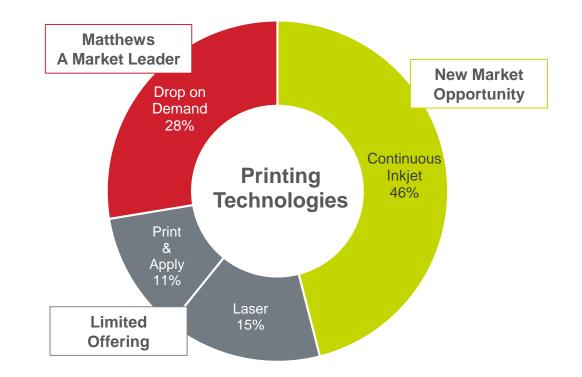
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INDUSTRIAL TECHNOLOGIES

Strong position in Automation



Expanding Opportunity for Product Identification

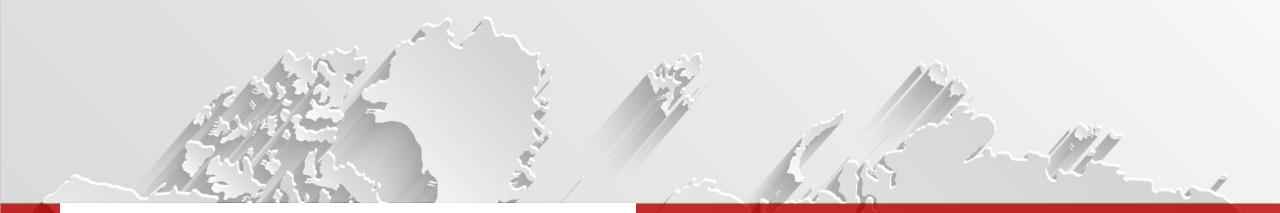


Source: Technavio Report (May 2017)

Source: Estimated from Modern Material Handling study published April 2019.

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FINANCIAL OVERVIEW

CONSOLIDATED RESULTS

(Dollars in thousands,		Fiscal Ye	ar E	nded Sept	YTD June 30,					
except per share data)		2016		2017	 2018		2018	2019		
						(u	inaudited)	(u	naudited)	
Consolidated Sales	\$	1,480,464	\$	1,515,608	\$ 1,602,580	\$	1,195,136	\$	1,144,871	
								_		
Net Income Attributable to Matthews	\$	66,749	\$	74,368	\$ 107,371	\$	77,776	\$	33,143	
Total Adjusted EBITDA ⁽¹⁾	\$	239,586	\$	238,683	\$ 255,114	\$	178,163	\$	161,623	
Diluted EPS	\$	2.03	\$	2.28	\$ 3.37	\$	2.44	\$	1.05	
Non-GAAP Adjusted EPS ⁽²⁾	\$	3.38	\$	3.60	\$ 3.96	\$	2.72	\$	2.30	

Note: See Disclaimer (Page 2) for Management's assessment of supplemental information related to total adjusted EBITDA and non-GAAP adjusted EPS.

(1) Total adjusted EBITDA is defined by the Company as earnings before interest, income taxes, depreciation, amortization and certain non-cash and/or non-recurring items that do not contribute directly to management's evaluation of its operating results. See reconciliation at Appendix A.

(2) Non-GAAP adjusted EPS reflects certain adjustments to facilitate comparability and excludes intangible amortization and the non-service cost portion of pension/post-retirement expense. See reconciliation at Appendix B.

SEGMENT OPERATING RESULTS

(Dollars in thousands)		Fiscal Yea	ar Ei	YTD June 30,						
-		2016		2017		2018		2018	2019	
Sales:							(ι	inaudited)	(เ	unaudited)
SGK Brand Solutions	\$	755,975	\$	770,181	\$	805,274	\$	601,794	\$	557,881
Memorialization		610,142		615,882		631,392		475,557		474,279
Industrial Technologies		114,347		129,545		165,914		117,785		112,711
Consolidated Sales	\$ '	1,480,4 6 4	\$ [•]	1,515,608	\$	1,602,580	\$	1,195,136	\$	1,144,871
Adjusted EBITDA:										
SGK Brand Solutions	\$	152,323	\$	144,783	\$	150,233	\$	102,954	\$	86,612
Memorialization		125,886		139,192		145,487		107,598		101,361
Industrial Technologies		17,583		18,481		25,864		16,809		15,665
Corporate and Non-Operating		(56,206)		(63,773)		(66,470)		(49,198)		(42,015)
Total Adjusted EBITDA ⁽¹⁾	\$	239,586	\$	238,683	\$	255,114	\$	178,163	\$	161,623

Note: See Disclaimer (Page 2) for Management's assessment of supplemental information related to total adjusted EBITDA.

(1) Total adjusted EBITDA is defined by the Company as earnings before interest, income taxes, depreciation, amortization and certain non-cash and/or non-recurring items that do not contribute directly to management's evaluation of its operating results. See reconciliation at Appendix A.

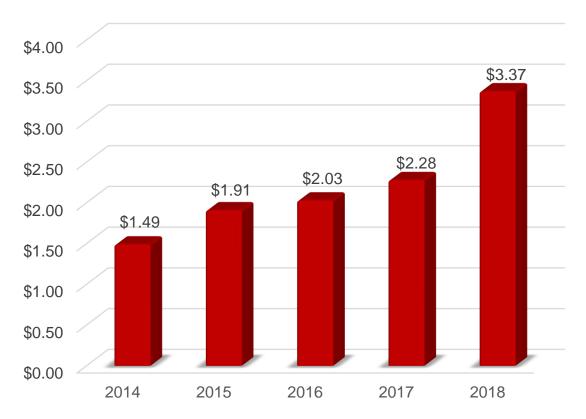
FREE CASH FLOW YIELD

(Dollars in thousands)		Fiscal Yea	ember 30,			
		2016		2017		2018
Cash Duarida d fuana Oursustin y Astivitia a	~	440.074	¢	4 40 000	~	A 47 F7A
Cash Provided from Operating Activities	\$	140,274	\$	149,299	\$	147,574
Less: Capital Expenditures		(41,682)		(44,935)		(43,200)
Free Cash Flow	\$	98,592	\$	104,364	\$	104,374
Market Capitalization		1,952,929		2,001,249		1,608,551
Free Cash Flow Yield		5.05%		5.21%		6.49%
Free Cash Flow Yield (based on 6/30/19 Marke			9.51%			

Note: See Disclaimer (Page 2) for Management's assessment of supplemental information related to free cash flow and free cash flow yield.

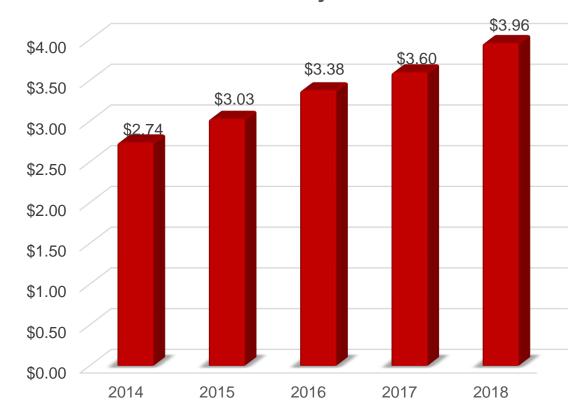


EARNINGS PER SHARE (EPS)



Diluted EPS

Non-GAAP Adjusted EPS ⁽¹⁾

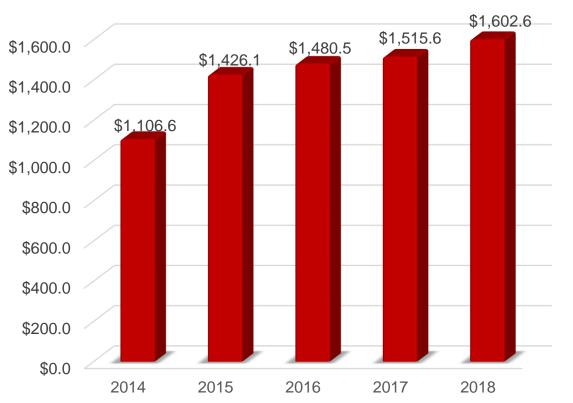


Note: See Disclaimer (Page 2) for Management's assessment of supplemental information related to non-GAAP adjusted EPS.

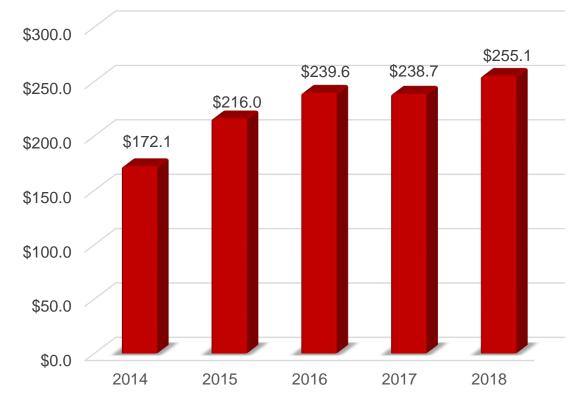
(1) Non-GAAP adjusted EPS reflects certain adjustments to facilitate comparability and excludes intangible amortization and the non-service cost portion of pension/post-retirement expense. See reconciliation at Appendix B.

SALES AND TOTAL ADJUSTED EBITDA

(Dollars in millions)



Consolidated Sales



Total Adjusted EBITDA⁽¹⁾

Note: See Disclaimer (Page 2) for Management's assessment of supplemental information related to total adjusted EBITDA.

(1) Total adjusted EBITDA is defined by the Company as earnings before interest, income taxes, depreciation, amortization and certain non-cash and/or non-recurring items that do not contribute directly to management's evaluation of its operating results. See reconciliation at Appendix A.

CAPITAL ALLOCATION PRIORITIES

Debt Reduction

Target less than 3x Adjusted EBITDA⁽¹⁾

Annualized Cash Dividend (Current)

• \$0.80 per share for FY2019

Invest in Growth

• Three-year average capex ~2.8% of revenue

Acquisitions

- Extend capabilities in existing businesses
- Geographic expansion

Share Repurchases

- Opportunistic
- 0.9 million shares authorized



⁽¹⁾ See appendix for Adjusted EBITDA reconciliations and other important disclosures regarding Matthews' use of Non-GAAP measures

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APPENDICES

TOTAL ADJUSTED EBITDA (NON-GAAP RECONCILIATION)

APPENDIX A

(Dollars in thousands)	Fisca	al Year E	YTD June 30,						
(unaudited)	 2016		2017	20	18		2018		2019
Netincome	\$ 66,161	\$	73,933	\$	107,111	\$	77,575	\$	32,602
Income tax provision (benefit)	29,073		22,354		(9,118)		(18,703)		4,429
Income before income taxes	95,234		96,287		97,993		58,872		37,031
Net loss attributable to noncontrolling interests	588		435		260		201		541
Interest expense	24,344		26,371		37,427		26,782		31,068
Depreciation and amortization	65,480		67,981		76,974		57,052		60,759
Acquisition costs ⁽¹⁾	23,847		17,722		10,918		9,309		8,386
ERP integration costs (2)	10,827		8,026		10,864		8,278		6,337
Loss recoveries, net of costs (3)	-		(10,683)		-		-		-
Strategic initiatives and other charges (4)	241		9,209		1,495		2,862		3,149
Joint Venture depreciation, amortization and interest expense ⁽⁵⁾	-		-		-		-		866
Loss on divestiture ⁽⁶⁾	-		-		-		-		4,465
Stock-based compensation	10,612		14,562		13,460		10,531		6,169
Non-service pension and postretirement ⁽⁷⁾	8,413		8,773		5,723		4,276		2,852
Total Adjusted EBITDA	\$ 239,586	\$	238,683	\$	255,114	\$	178,163	\$	161,623

Note: See Disclaimer (Page 2) for Managements assessment of supplemental information related to total adjusted EBITDA.

(1) Includes certain non-recurring costs associated with recent acquisition activities.

(2) Represents costs associated with global ERP system integration efforts.

(3) Represents loss recoveries, net of related costs, related to the theft of funds by a form er em ployee.

(4) Includes certain non-recurring costs associated with productivity and cost-reduction initiatives intended to result in improved operating perform ance, profitability and working capital levels.

(5) Represents the Company's portion of depreciation, intangible am ortization and interest expense incurred by non-consolidated subsidiaries accounted for as equity-method investments within the Memorialization segment.

(6) Represents a loss on the sale of a controlling interest in a Memorialization business.

(7) Non-service pension and postretirement expense includes interest cost, expected return on plan assets and am ortization of actuarial gains and losses. These benefit cost components are excluded from adjusted EBITDA since they are primarily influenced by external market conditions that impact investment returns and interest (discount) rates. The service cost and prior service cost components of pension and postretirement expense are included in the calculation of adjusted EBITDA, since they are considered to be a better reflection of the ongoing service-related costs of providing these benefits. Please note that GAAP pension and postretirement expense or the adjustment above are not necessarily indicative of the current or future cash flow requirements related to these employee benefit plans.

ADJUSTED NET INCOME & EPS (NON-GAAP RECONCILIATION)

APPENDIX B

(Dollars in thousands,			Fis	cal Y	ear Ended \$	YTD June 30,										
except per share data)		2016			2017			2018			2018		2019			
(unaudited)			per share		per share				per share			per share			per share	
Net income attributable to Matthews	\$	66,749	\$ 2.03	\$	74,368	\$ 2.28	\$	107,371	\$ 3.37	\$	77,776	\$ 2.44	\$	33,143	\$ 1.05	
Acquisition costs ⁽¹⁾		16,240	0.50		13,828	0.42		8,128	0.26		6,939	0.22		6,373	0.20	
ERP integration costs (2)		7,338	0.22		6,787	0.21		8,040	0.25		6,125	0.19		4,816	0.15	
Loss recoveries, net of costs ⁽³⁾		-	-		(7,478)	(0.23)		-	-		-	-		-	-	
Strategic initiatives and other charges ⁽⁴⁾		1,031	0.03		6,722	0.21		1,106	0.04		2,118	0.07		2,393	0.08	
Loss on divestiture ⁽⁵⁾		-	-		-	-		-	-		-	-		3,394	0.10	
Joint Venture intangible amortization expense ⁽⁶⁾		-	-		-	-		-	-		-	-		210	0.01	
Non-service pension and postretirement (7)		5,729	0.17		6,141	0.19		4,235	0.12		3,164	0.10		2,167	0.07	
Intangible amortization expense		14,179	0.43		16,319	0.50		23,356	0.73		17,215	0.54		20,646	0.65	
Tax related ⁽⁸⁾		-	-		485	0.02		(25,967)	(0.81)		(26,738)	(0.84)		(300)	(0.01)	
Adjusted net income	\$	111,266	\$ 3.38	\$	117,172	\$ 3.60	\$	126,269	\$ 3.96	\$	86,599	\$ 2.72	\$	72,842	\$ 2.30	

Note: Adjustments to net income for non-GAAP reconciling items were calculated using an income tax rate of 20.3% and 24.0% for the three and nine months ended June 30, 2019, respectively and 26% for the three and nine months ended June 30, 2018, respectively.

(1) Includes certain non-recurring costs associated with recent acquisition activities.

(2) Represents costs associated with glob al ERP system integration efforts.

(3) Represents loss recoveries, net of related costs, related to the theft of funds by a former employee.

(4) Includes certain non-recurring costs associated with productivity and cost-reduction initiatives intended to result in improved operating performance, profitability and working capital levels.

(5) Represents a loss on the sale of a controlling interest in a Memorialization business.

(6) Represents the Company's portion of intangible amortization expense incurred by non-consolidated subsidiaries accounted for as equity-method investments within the Memorialization segment.

(7) Non-service pension and postretirement expense includes interest cost, expected return on plan assets and amortization of actuarial gains and losses. These benefit cost components are excluded from adjusted net income and EPS since they are primarily influenced by external market conditions that impact investment returns and interest (discount) rates. The service cost and prior service cost components of pension and postretirement expense are included in the calculation of adjusted net income and EPS, since they are considered to be a better reflection of the ongoing service-related costs of providing these benefits. Please note that GAAP pension and postretirement expense or the adjustment ab ove are not necessarily indicative of the current or future cash flow requirements related to these employee benefit plans.

(8) The tax-related adjustments in fiscal 2018 consisted of income tax regulation changes which included an estimated favorable tax benefit of approximately \$37,800 for the reduction in the Company's net deferred tax liability principally reflecting the lower U.S. Federal tax rate, offset partially by an estimated repatriation transition tax charge and other charges of approximately \$11,000, for the nine month period ended June 30, 2018.

ADDITIONAL SEGMENT INFORMATION SUPPLEMENTAL ASSET DATA

APPENDIX C

(Dollars in thousands) (unaudited)	SGK Brand Solutions Memo		Memorialization		Industrial echnologies		rporate and n-Operating		Total	
(1)					Fiscal 2018					
Operating assets ⁽¹⁾	\$ 408,167	\$	265,352	\$	64,655	\$	26,515	\$	764,689	
Intangible assets, net	785,155		479,450		128,199		-		1,392,804	
Other	 107,463		69,998		6,010		34,521		217,992	
Total assets	\$ 1,300,785	\$	814,800	\$	198,864	\$	61,036	\$	2,375,485	
(4)	 	Fiscal 2017								
Operating assets ⁽¹⁾	\$ 391,716	\$	262,515	\$	55,040	\$	17,273	\$	726,544	
Intangible assets, net	797,779		440,189		84,208		-		1,322,176	
Other	 86,800		38,444		22,224		48,461		195,929	
Total assets	\$ 1,276,295	\$	741,148	\$	161,472	\$	65,734	\$	2,244,649	
					Fiscal 2016					
Operating assets ⁽¹⁾	\$ 357,392	\$	267,541	\$	29,155	\$	22,791	\$	676,879	
Intangible assets, net	738,259		442,446		64,625		-		1,245,330	
Other	82,165		25,998		28,399		32,270		168,832	
Total assets	\$ 1,177,816	\$	735,985	\$	122,179	\$	55,061	\$	2,091,041	

(1) Operating assets include accounts receivable, inventories and property, plant and equipment.





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