

Matthews International Corporation & Subsidiaries

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Investor Fact Sheet • January 2014

Stock Information

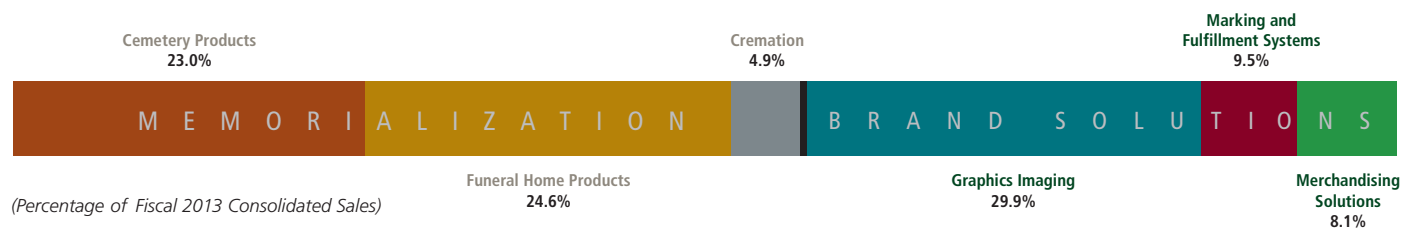
NASDAQ Trading Symbol:	MATW	Fiscal 2013 Earnings Per Share:	\$1.98	Investor Information:
Recent Price (12/31/13):	\$42.61	Annual Dividend Per Share:	\$0.44	Steven F. Nicola, <i>Chief Financial Officer, Secretary</i>
52-Week Price Range:	\$42.80-\$27.42	Shares Outstanding at 12/31/13:	27,332,183	<i>and Treasurer</i> (investorrelations@matw.com)

Company Profile

Matthews International Corporation, headquartered in Pittsburgh, Pennsylvania, is a designer, manufacturer and marketer principally of memorialization products and brand solutions. Memorialization products consist primarily of bronze and granite memorials and other memorialization products, caskets and cremation equipment for the cemetery and funeral home industries. Brand solutions include graphics imaging products and services, marking and fulfillment systems, and merchandising solutions. The Company's products and services include cast bronze and granite memorials

and other memorialization products; caskets; cast and etched architectural products; cremation equipment and cremation-related products; mausoleums; brand management, printing plates and cylinders, pre-press services and imaging services for the primary packaging and corrugated industries; marking and coding equipment and consumables; industrial automation products and order fulfillment systems for identifying, tracking, picking and conveying various consumer and industrial products; and merchandising display systems and marketing and design services.

Business Operations



(Percentage of Fiscal 2013 Consolidated Sales)

■ **The Cemetery Products segment** manufactures and markets products in North America, Europe and Australia used primarily in the cemetery and architectural industries. The segment's principal products include cast bronze and granite memorials and other memorialization products used mainly in cemeteries. Memorial products include flush bronze and granite memorials, upright granite memorials and monuments, cremation memorialization products, granite benches, flower vases, crypt plates and letters, cameo portraits, cremation urns, niche units, cemetery features and statues, and community and family mausoleums. In addition, the segment manufactures and markets cast bronze and aluminum architectural products used to identify or commemorate people, places, events and accomplishments.

■ **The Funeral Home Products segment** is a leading manufacturer and distributor of caskets and other funeral home products in North America, producing a wide variety of wood, metal and cremation caskets. It is also a leader in providing products and service assortment planning, as well as merchandising and display products to funeral service businesses. These products assist funeral service professionals in providing information, value and satisfaction to their client families.

■ **The Cremation segment** is a worldwide leader in the design and manufacture of technologically advanced crematoria equipment, as well as cremation related products and services. Primary markets are funeral homes, cemeteries, cremation societies, pet crematories, and veterinarians in North and South America, Europe, Australia and Asia.

■ **The Graphics Imaging segment** is one of the top five global packaging specialists and provides brand management, packaging and creative design services, artwork and pre-press services, printing tools for all print technologies as well as varnishing and embossing tools. The segment's principal products and services include brand and project management, digital asset management, content management, packaging design, artwork, pre-press, flexo plates, gravure cylinders, print process assistance, print production management, brand color consistency and print quality improvement. These products and services are used by consumer products companies and packaging manufacturers to develop and print packaging graphics that identify and promote their product in the marketplace.

■ **The Marking and Fulfillment Systems segment** designs, manufactures and distributes a wide range of marking and coding products and related consumables, as well as industrial automation products and order fulfillment systems. The Company's products are used by manufacturers and suppliers to identify, track, pick and convey their products across the entire supply chain. Marking technologies include contact and ink-jet printing using a wide range of specialty inks, as well as indenting and etching processes. Fulfillment systems complement the tracking and distribution of a customer's products with automated order fulfillment technologies, motor driven rollers and controls for material handling systems.

■ **The Merchandising Solutions segment** is an industry leader in providing value-added merchandising and printing solutions for brand owners and retailers. The segment designs, manufactures and installs merchandising and display systems, and provides total turnkey project management services. The segment also provides creative merchandising and marketing solutions services.

Recent Highlights

- The Company achieved record sales of \$985 million.
- In November 2013, the Company declared a cash dividend of \$.11 per share for the quarter ended September 30, 2013, representing an increase of 10%.
- The Company generated record operating cash flow of \$109 million.
- The Company returned \$33 million (approximately \$1.21 per share) to shareholders in the form of cash dividends and share repurchases.
- The Company acquired Wetzell AG, a European manufacturer of gravure printing cylinders (Graphics Imaging), and Pyramid Controls, a U.S.-based provider of warehouse control systems (Marking and Fulfillment Systems).



Selected Financial Data

Years Ended September 30,

	2013 ¹	2012 ²	2011 ³	2010 ⁴	2009 ⁵
	(Amounts in thousands, except per share data)				
Net sales	\$985,357	\$900,317	\$898,821	\$821,829	\$780,908
Operating profit	95,792	93,577	118,516	116,581	101,011
Interest expense	12,925	11,476	8,241	7,419	12,053
Net income attributable to Matthews shareholders	54,888	55,843	72,372	69,057	57,732
Earnings per common share:					
Basic	\$1.99	\$1.98	\$2.47	\$2.32	\$1.91
Diluted	1.98	1.98	2.46	2.31	1.90
Weighted-average common shares outstanding:					
Basic	27,255	27,753	28,775	29,656	30,245
Diluted	27,423	27,839	28,812	29,706	30,318
Cash dividends per share	\$.410	\$.370	\$.330	\$.290	\$.265
Total assets	\$1,214,927	\$1,128,042	\$1,097,455	\$993,825	\$949,653
Long-term debt, non-current	351,068	298,148	299,170	225,256	237,530

¹ Fiscal 2013 included net unusual charges of approximately \$14,095 (pre-tax). Unusual charges primarily related to strategic cost reduction initiatives, incremental costs related to an ERP implementation in the Cemetery Products segment, acquisition related costs and an impairment charge related to the carrying value of a trade name. The unusual charges were partially offset by a gain on the final settlement of the purchase price of the remaining ownership interest in one of the Company's subsidiaries and the benefit of adjustments to contingent consideration.

² Fiscal 2012 included net unusual charges of approximately \$7,850 (pre-tax), which primarily consisted of charges related to cost reduction initiatives and incremental costs related to an ERP implementation in the Cemetery Products segment. In addition, fiscal 2012 included the favorable effect of an adjustment of \$528 to income tax expense primarily related to changes in estimated tax accruals for open tax periods.

³ Fiscal 2011 included the favorable effect of an adjustment of \$606 to income tax expense primarily related to changes in estimated tax accruals for open tax periods.

⁴ Fiscal 2010 included the favorable effect of an adjustment of \$838 to income tax expense primarily related to changes in estimated tax accruals for open tax periods.

⁵ Fiscal 2009 included pre-tax unusual charges of approximately \$16,500, which primarily consisted of severance and other costs related to the consolidation of certain production operations within the Company's Cemetery Products segment, costs related to operational and systems improvements in several of the Company's other businesses, and asset adjustments resulting from current market conditions. In addition, fiscal 2009 earnings included the favorable effect of an adjustment of \$1,255 to income tax expense primarily related to the Company's ability to utilize a European tax loss carryover generated in prior years and changes in the estimated tax accruals for open tax periods.