

# Matthews International Corporation & Subsidiaries

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## Investor Fact Sheet • January 2013

### Stock Information

NASDAQ Trading Symbol:	MATW	Fiscal 2012 Earnings Per Share:	\$1.98	Investor Information:
Recent Price (12/31/12):	\$32.10	Annual Dividend Per Share:	\$0.40	Steven F. Nicola, <i>Chief Financial Officer, Secretary</i>
52-Week Price Range:	\$34.36-\$27.42	Shares Outstanding at 12/31/12:	27,674,765	and <i>Treasurer</i> ( <a href="mailto:investorrelations@matw.com">investorrelations@matw.com</a> )

### 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



■ **The Cemetery Products segment** manufactures and markets products in North America, Europe and Australia used in the cemetery, funeral home 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, flower vases, crypt plates and letters, cameo portraits, cremation urns, niche units, cemetery features and statues, community and family mausoleums, and granite benches. In addition, the segment manufactures and markets cast bronze and aluminum architectural products used to identify or commemorate people, places, events and accomplishments.

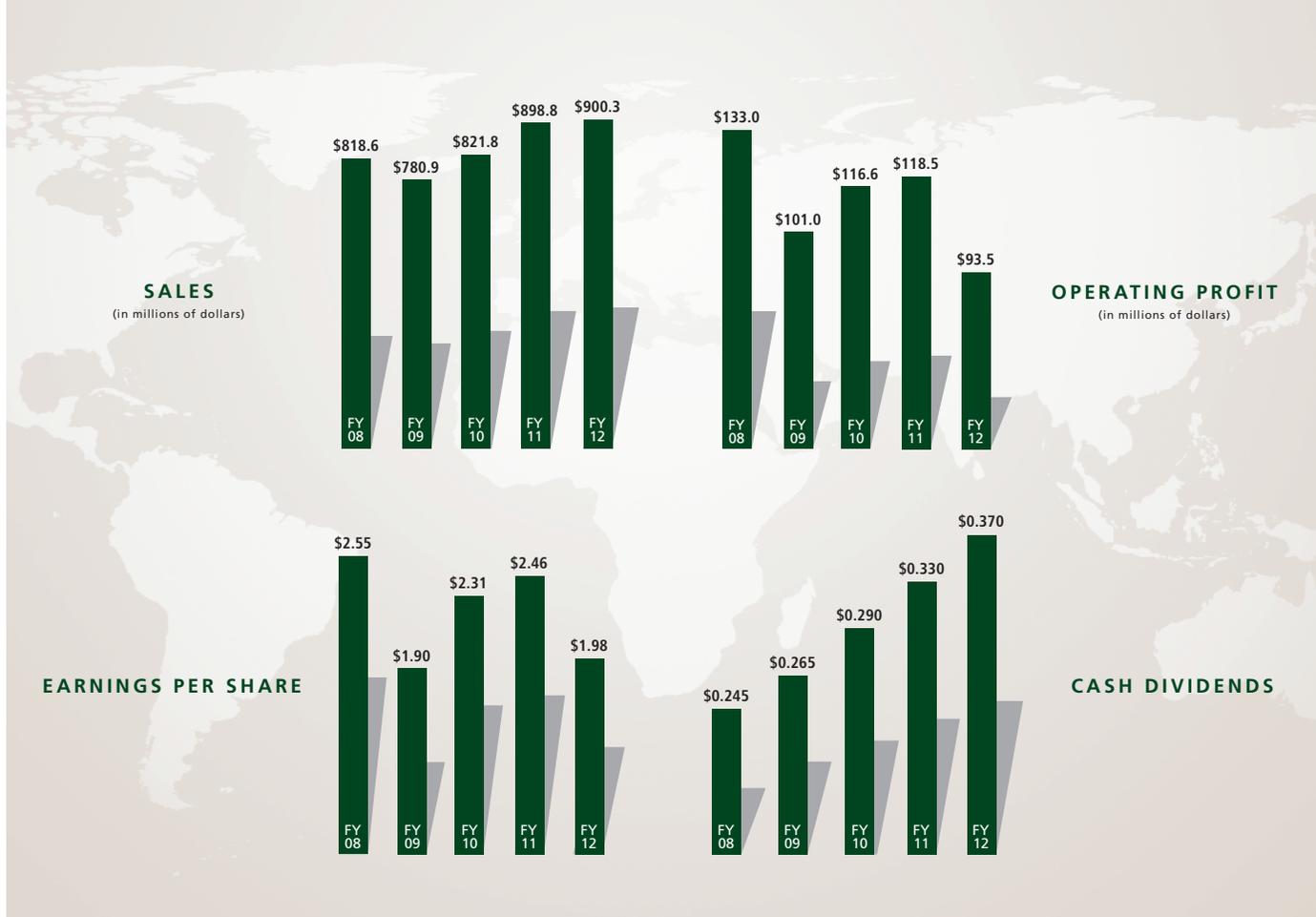
■ **The Funeral Home Products segment** is a leading manufacturer and distributor of caskets and other funeral home products in North America, producing a wide variety of wood, metal and cremation caskets. It is also a leader in providing assortment planning and merchandising and display products for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

■ **The Cremation segment** is the leading designer and manufacturer of cremation equipment and cremation-related products in North America. Cremation equipment and other cremation products and services are sold primarily to funeral homes, cemeteries, cremation societies, pet crematories and veterinarians within North 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 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. Marking solutions can be a stand-alone operation or integrated directly into the manufacturing process at high speeds with extreme accuracy.

■ **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.



## Selected Financial Data

### Years Ended September 30,

	2012 <sup>1</sup>	2011 <sup>2</sup>	2010 <sup>3</sup>	2009 <sup>4</sup>	2008 <sup>5</sup>
	(Amounts in thousands, except per share data)				
Net sales	<b>\$900,317</b>	\$898,821	\$821,829	\$780,908	\$818,623
Operating profit	<b>93,577</b>	118,516	116,581	101,011	132,952
Interest expense	<b>11,476</b>	8,241	7,419	12,053	10,405
Net income attributable to Matthews shareholders	<b>55,843</b>	72,372	69,057	57,732	79,484
Earnings per common share:					
Diluted	<b>\$1.98</b>	\$2.46	\$2.31	\$1.90	\$2.55
Basic	<b>1.98</b>	2.47	2.32	1.91	2.57
Weighted-average common shares outstanding:					
Diluted	<b>27,839</b>	28,812	29,706	30,318	31,184
Basic	<b>27,753</b>	28,775	29,656	30,245	30,928
Cash dividends per share	<b>\$0.370</b>	\$0.330	\$0.290	\$0.265	\$0.245
Total assets	<b>\$1,128,042</b>	\$1,097,455	\$993,825	\$949,653	\$914,282
Long-term debt, non-current	<b>298,148</b>	299,170	225,256	237,530	219,124

<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> Fiscal 2010 included the favorable effect of an adjustment of \$838 to income tax expense primarily related to changes in the estimated tax accruals for open tax periods.

<sup>4</sup> 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.

<sup>5</sup> Fiscal 2008 included a reduction in income taxes of \$1,882 to reflect the adjustment of net deferred tax liabilities resulting from the enactment of lower statutory income tax rates in certain European countries.