



Matthews International Corporation & Subsidiaries

Two NorthShore Center • Pittsburgh, Pennsylvania 15212-5851 • (412) 442-8200 • (412) 442-8290 Fax • Internet: www.matw.com

Investor Fact Sheet • January 2015

STOCK INFORMATION

NASDAQ Trading Symbol:	MATW	Fiscal 2014 Earnings Per Share:	\$1.53	Investor Information:
Recent Price (12/31/14):	\$48.67	Annual Dividend Per Share:	\$0.52	Steven F. Nicola, <i>Chief Financial Officer, Secretary</i>
52-Week Price Range:	\$49.69-\$37.08	Shares Outstanding at 12/31/14	32,976,591	and <i>Treasurer</i> (investorrelations@matw.com)

COMPANY PROFILE

Matthews International Corporation, headquartered in Pittsburgh, Pennsylvania, is a provider principally of brand solutions, memorialization products and industrial automation solutions. Brand solutions include graphics imaging products and services, and merchandising 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. Industrial automation solutions include marking and industrial automation products, and fulfillment systems. The Company's products and services include brand development, deployment

and management; printing plates and cylinders; pre-media services and imaging services for consumer packaged goods and retail customers; merchandising display systems and marketing and design services; cast bronze and granite memorials and other memorialization products; caskets; cast and etched architectural products, cremation equipment and cremation-related products; mausoleums; marking and coding equipment and consumables, and industrial automation products and order fulfillment systems for identifying, tracking, picking, and conveying various consumer and industrial products.

SGK Brand Solutions
45.0%

Memorialization
45.9%

Industrial
9.1%

(Percentage of Fiscal 2014 Consolidated Sales)

BUSINESS OPERATIONS

The SGK Brand Solutions segment provides brand development, deployment and management, pre-media graphics services, printing plates, gravure cylinders, steel bases, embossing tools, special purpose machinery, engineering assistance, print process assistance, print production management, digital asset management, content management, and package design. These products and services are used by brand owners and packaging manufacturers to develop and print packaging graphics that help identify and sell the product in the marketplace. Other packaging graphics can include nutritional information, directions for product use, consumer warning statements and UPC codes. The segment offers a wide array of value-added services and products, including print process and print production management services; print engineering consultation; pre-media preparation, which includes computer-generated art, film and proofs; plate mounting accessories and various press aids; press-side print production assurance; creative digital

graphics services; creative merchandising, marketing and printing solutions. The segment also provides designs, manufactures and installs merchandising and display systems, and provides turnkey project management services. The segment services markets throughout the world.

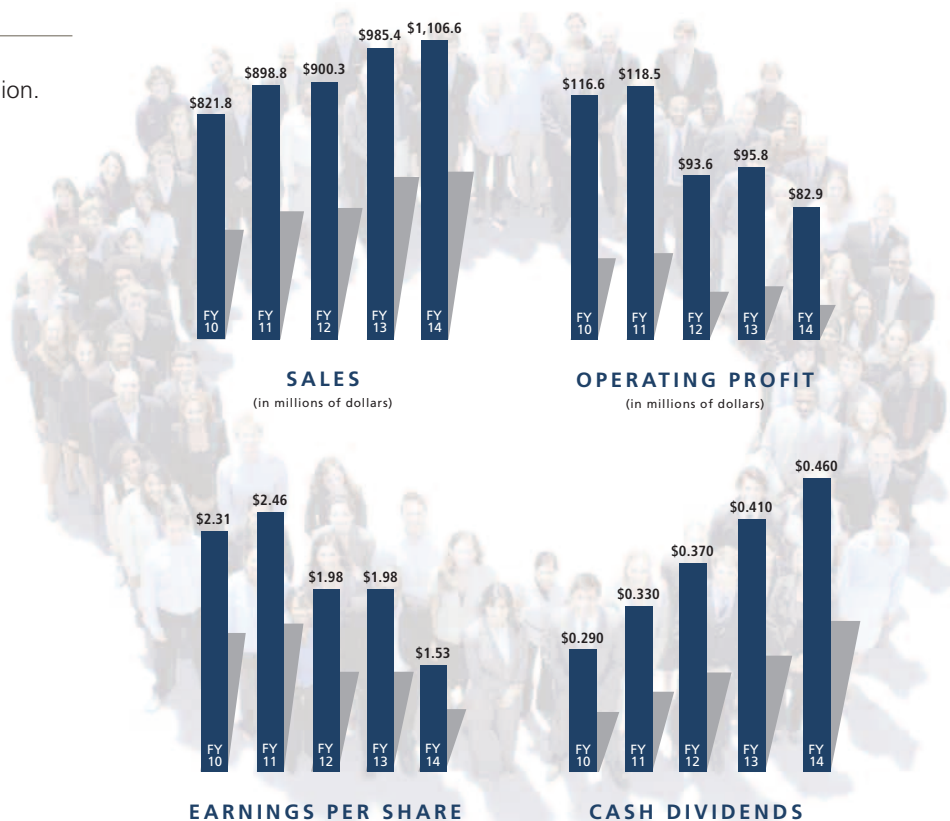
The Memorialization segment manufactures and markets products worldwide, primarily to the cemetery, funeral home and cremation industries. The segment's products include flush bronze and granite memorials, upright granite memorials and monuments, granite benches, niche units, cemetery features and statues, community and family mausoleums; wood, metal and cremation caskets; technologically advanced crematoria equipment, cremation urns, cremation related products and services, product assortment planning and merchandising display products. In addition, the segment produces waste incineration equipment. The segment also manufactures and

markets cast bronze and aluminum architectural products used to identify or commemorate people, places, events and accomplishments.

The Industrial 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, primarily in North America, Europe and Asia. The segment'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.

RECENT HIGHLIGHTS

- The Company achieved record sales of \$1.1 billion.
- The Company acquired Schawk, Inc., the Company's largest acquisition, in July 2014.
- Benefits of the Company's recent strategic cost-structure initiatives contributed to consolidated operating profit improvement.
- In November 2014, the Company declared a cash dividend of \$0.13 per share for the quarter ended September 30, 2014, representing an increase of 18%.
- Matthews celebrated 20 years as a publicly-traded company by participating in NASDAQ's Opening Bell Ceremony on July 17, 2014.



SELECTED FINANCIAL DATA

Years Ended September 30,

	2014 ¹	2013 ²	2012 ³	2011 ⁴	2010 ⁵
	(Amounts in thousands, except per share data)				
Net sales	\$1,106,597	\$985,357	\$900,317	\$898,821	\$821,829
Operating profit	82,891	95,792	93,577	118,516	116,581
Interest expense	12,628	12,925	11,476	8,241	7,419
Net income attributable to Matthews shareholders	43,674	54,888	55,843	72,372	69,057
Earnings per common share:					
Basic	\$1.54	\$1.99	\$1.98	\$2.47	\$2.32
Diluted	1.53	1.98	1.98	2.46	2.31
Weighted-average common shares outstanding:					
Basic	28,209	27,255	27,753	28,775	29,656
Diluted	28,483	27,423	27,839	28,812	29,706
Cash dividends per share	\$0.460	\$0.410	\$0.370	\$0.330	\$0.290
Total assets	\$2,031,735	\$1,215,900	\$1,128,042	\$1,097,455	\$993,825
Long-term debt, non-current	714,027	351,068	298,148	299,170	225,256

¹ Fiscal 2014 included net charges of approximately \$39,569 (pre-tax), primarily related to acquisition-related costs, strategic cost reduction initiatives, and litigation expenses related to a legal dispute in the Funeral Home Products segment. Charges of \$38,598 and \$971 impacted operating profit and other deductions, respectively. In addition, fiscal 2014 included the unfavorable effect of adjustments of \$1,347 to income tax expense related to non-deductible expenses related to acquisition activities.

² 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.

³ 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.

⁴ 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.

⁵ 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.