

Matthews International Corporation & Subsidiaries

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Investor Fact Sheet • January 2011

Stock Information

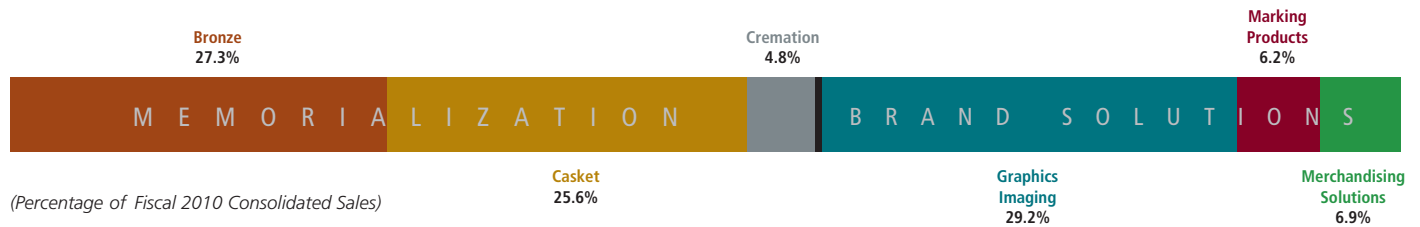
NASDAQ Trading Symbol:	MATW	Fiscal 2010 Earnings Per Share:	\$2.31	Investor Information:
Recent Price (12/31/10):	\$34.98	Annual Dividend Per Share:	\$0.32	Steven F. Nicola, <i>Chief Financial Officer, Secretary</i>
52-Week Price Range:	\$37.00-\$28.29	Shares Outstanding at 12/31/10:	29,604,856	and <i>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 products, 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, and industrial automation products for identifying, tracking and conveying various consumer and industrial products, components and packaging containers; and merchandising display systems and marketing and design services.

Business Operations



(Percentage of Fiscal 2010 Consolidated Sales)

■ **The Bronze 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 memorials, granite memorials, 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 Casket segment** is a leading manufacturer and distributor of caskets and other funeral home products in North America, producing a wide variety of wood and metal 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, crematories, animal disposers and veterinarians within North America, Europe, Australia and Asia. The segment also manufactures environmentally-friendly caskets, which are manufactured from wood fibers and corrugated materials covered with cloth, or paper veneer, which gives the appearance of wood.

■ **The Graphics Imaging segment** provides brand management, pre-press services, printing plates and cylinders, embossing tools and creative design services to the primary packaging and corrugated industries. The segment's principal products and services include brand management, pre-press graphics services, printing plates, gravure cylinders, print process assistance, print production management, digital asset management, content management and package design. These products and services are used by consumer products companies and packaging manufacturers to develop and print packaging graphics that identify and help sell the product in the marketplace.

■ **The Marking Products segment** designs, manufactures and distributes a wide range of marking and coding products and related consumables, as well as industrial automation products. The Company's products are used by manufacturers and suppliers to identify, track and convey their products and packaging. 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.

Recent Highlights

- The Company generated operating cash flow in excess of \$106 million during fiscal 2010, the highest in the Company's history.
- During fiscal 2010, the Company returned \$44.0 million dollars to shareholders in the form of dividends and stock repurchases.
- Sales in excess of \$300 million (36% of total sales) were generated outside of the United States in fiscal 2010.
- The Company completed five acquisitions in fiscal 2010, which added a granite memorial product offering, increased the Company's casket distribution capabilities and expanded our presence in the European cremation market.
- For the quarter ended September 30, 2010, the Board of Directors increased the Company's quarterly cash dividend by 14.3%, to \$.08 per share. This was Matthews' sixteenth dividend increase since our initial public offering in 1994.



Selected Financial Data

Years Ended September 30,

	2010 ¹	2009 ²	2008 ³	2007 ⁴	2006 ⁵
	(Amounts in thousands, except per share data)				
Net sales	\$821,829	\$780,908	\$818,623	\$749,352	\$715,891
Operating profit	116,581	101,011	132,952	111,824	113,884
Interest expense	7,419	12,053	10,405	8,119	6,995
Net income attributable to Matthews shareholders	\$ 69,057	\$ 57,732	\$ 79,484	\$ 64,726	\$ 66,444
Earnings per common share:					
Diluted	\$2.31	\$1.90	\$2.55	\$2.04	\$2.06
Basic	2.32	1.91	2.57	2.05	2.08
Weighted-average common shares outstanding:					
Diluted	29,898	30,435	31,158	31,680	32,252
Basic	29,656	30,245	30,928	31,566	31,999
Cash dividends per share	\$.290	\$.265	\$.245	\$.225	\$.205
Total assets	\$993,825	\$949,653	\$914,282	\$771,069	\$716,090
Long-term debt, non-current	225,256	237,530	219,124	142,273	120,289

¹ 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.

² 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 Bronze 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.

³ 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.

⁴ Fiscal 2007 included a net pre-tax charge of approximately \$8,765 which consisted primarily of special charges related to the acceleration of earn-out payments in the resolution of employment agreements from the Milso Industries acquisition and pre-tax charges related to severance costs incurred in several of the Company's segments, partially offset by a pre-tax gain on the sale of the marketing consultancy business of the Merchandising Solutions segment and favorable legal settlements, net of related legal costs, in the Casket segment.

⁵ Fiscal 2006 included a net pre-tax gain of \$1,016 which consisted of a pre-tax gain from the sale of a facility, partially offset by a pre-tax charge related to asset impairments and related costs.