



# Matthews

INTERNATIONAL®

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

## Investor Fact Sheet • January 2016

### STOCK INFORMATION

NASDAQ Trading Symbol:	MATW	Fiscal 2015 Earnings Per Share:	\$1.91	Investor Information:
Recent Price (12/31/15):	\$53.45	Annual Dividend Per Share:	\$0.60	Steven F. Nicola, <i>Chief Financial Officer and Secretary</i>
52-Week Price Range:	\$61.10-\$44.48	Shares Outstanding at 12/31/15	33,016,115	(investorrelations@matw.com)

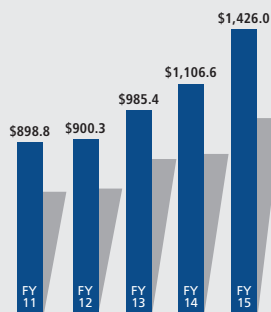
### COMPANY PROFILE



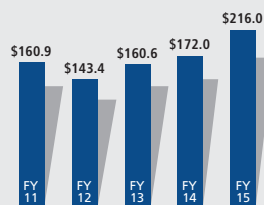
**Matthews International Corporation** is a global provider of brand solutions, memorialization products and industrial automation solutions. The SGK Brand Solutions segment is a leader in the delivery of brand development, activation and deployment services that help build our clients' brands and consumers' desire for them. The Memorialization segment is a leading provider of memorialization products, including memorials, caskets and cremation equipment, to cemetery and funeral home customers that help families move from grief to remembrance. The Industrial segment designs, manufactures and distributes marking, coding and industrial automation technologies and solutions. We have more than 10,000 dedicated employees in more than 25 countries on six continents that are committed to delivering the highest quality products and services.

### RECENT HIGHLIGHTS

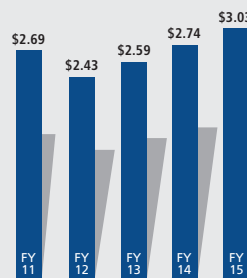
- The Company achieved record sales of \$1.4 billion.
- The Company acquired Aurora Casket Company in August 2015.
- The Company reported record cash flow from operations of \$141 million, representing an increase of more than 55%.
- In November 2015, the Company declared a dividend of \$0.15 per share for the quarter ended September 30, 2015, representing an increase of more than 15%.
- Schawk integration activities on track to achieve synergy targets.



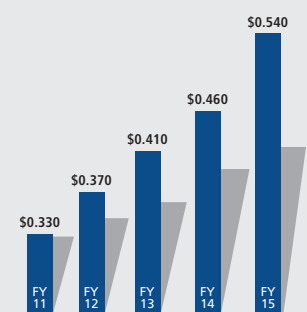
**SALES**  
(in millions of dollars)



**ADJUSTED EBITDA<sup>1</sup>**  
(in millions of dollars)



**ADJUSTED EARNINGS PER SHARE<sup>2</sup>**



**CASH DIVIDENDS**

<sup>1</sup> Adjusted EBITDA represents operating profit, adjusted to exclude net charges primarily related to acquisition-related costs, strategic initiatives and a litigation settlement, net of related expenses; plus depreciation, amortization, stock compensation expense and the non-service cost portion of pension/postretirement expense.

<sup>2</sup> Adjusted earnings per share reflect adjustments to primarily exclude acquisition-related costs, strategic initiatives and a litigation settlement, net of related expenses, intangible amortization and the non-service cost portion of pension/postretirement expense.

SGK BRAND SOLUTIONS



**The SGK Brand Solutions segment** is a leading global brand development, activation and deployment provider that helps companies drive brand performance by improving top-line growth and bottom-line efficiency.

**Anthem®** is a global creative agency that activates brands to connect them with people by creating a demand for brands from package design to brand campaign. Anthem creates brand connections that amplify desirability to inspire action.

**Brandimage®** is a global consultancy of brand equity architects and designers. Using new techniques and methods to uncover the triggers that motivate consumer behavior, Brandimage has crafted an approach that considers how codes and behaviors in the culture, the marketplace and in the subconscious of consumers themselves, create meaning.

**IDL Worldwide™** is a brand services firm that creates compelling brand experiences at retail that deepens shopper engagement and desirability in-store. IDL imagines, engineers, builds and manages innovative in-store installations that captivate shoppers and bridge the divide between digital and physical channels.

**Saueressig®** is a renowned expert in rotogravure solutions designed to protect brands and improve profitability by applying innovative technical solutions to the complex challenges faced by brand owners, printers and converters in the reproduction of brand assets. Saueressig holds more than 100 patents for exclusive gravure technology innovations.

**Schawk®** is a world leader in the protection of brand equities and production of brand assets across media. Schawk offers global coverage to marketers, regional connections and local insights; key to achieving brand consistency, accuracy and workflow efficiency. Schawk's deep institutional knowledge in technical imaging, printing processes, color behavior, workflow efficiency, inks and substrates, sustainability and nutrition label regulation makes it a trusted partner worldwide. Schawk helps drive brand performance by scaling efficiencies to help improve bottom lines.

MEMORIALIZATION



**The Memorialization segment:** As a leader in the memorialization industry, Matthews is committed to helping our customers grow their businesses and helping families move from grieving to remembrance by providing

products of superior craftsmanship and revenue-generating programs and services.

**Matthews Aurora Funeral Solutions™** is a leading provider to the funeral home industry, offering our funeral home customers an extensive variety of high-quality wood, metal and cremation caskets, urns, stationery, growth-oriented marketing programs, and exceptional sales and service support.

**Matthews Cemetery Products** is a leader in the industry with high quality and expertise. We help our customers grow their businesses with innovative tools and comprehensive product offerings that help families memorialize their loved ones. Our products include bronze and granite memorials, cremation products including glass-front niches and cremation gardens, and both community and private mausoleums featuring memorialization products and statuary.

**Environmental Solutions** is a worldwide leader in the design and manufacture of technologically advanced combustion systems, including cremation equipment, incinerators, emission controls and energy recovery. We are also a total solutions provider, offering service, parts, supplies, crematory management and memorial products for nearly 70 years. With a passion for the environment and the success of our clients, we have a history of innovation and remain committed to creating new solutions for a rapidly changing industry.

**Matthews Architectural Products** is recognized internationally as leading in high-quality, custom metal signage and recognition solutions, including cast plaques, etchings, metal letters and specialty products. Our custom projects are featured in halls of fame, government buildings, memorials and offices around the world.

INDUSTRIAL



**The Industrial segment:** Matthews Automation Solutions — the brand name of Matthews' Industrial business segment — designs, manufactures and distributes a wide range of marking, coding and industrial automation technologies and solutions.

**Matthews Marking Systems** provides product identification, branding and traceability solutions. With more than 160 years of experience, Matthews Marking Systems offers a full line of quality high-resolution, continuous ink jet, laser, drop-on-demand thermal transfer, contact and indenting technologies.

We design and develop specific solutions to help our customers increase productivity, reduce waste and improve overall efficiency. Globally, the Matthews Marking Systems brand family serves international customers' locations worldwide through subsidiaries Matthews Swedot AB, Matthews Kodiersysteme GmbH and Kenuohua Matthews Electronic (Beijing) Company Ltd.

**Lightning Pick™** delivers advanced pick-to-light, put-to-light, pack-to-light, batch picking carts, light sleds and other paperless picking, kitting, assembly and sortation systems. Our globally recognized automated technologies drive increased productivity, quality and efficiency across Lean supply chains — from manufacturing through order fulfillment. Recently, Lightning Pick added the sales, support and service of all Pick-MAX light-directed products, formerly by IPTI.

**Holjeron®** designs, engineers and manufactures specialized industrial automation equipment and material handling system components — including motor-driven rollers and controls. Each of our innovative products is based on industry-standard technologies, including Controller Area Network and industrial Ethernet protocols. Holjeron also specializes in custom DC motor controls and OEM-specific controls, interfaces and systems. As the in-house designer and manufacturer of our entire product line, control devices or components can be customized specifically to meet the unique requirements of our customer's application — while providing maximum return on investment.

**Pyramid** provides controls and software to manage and direct automated distribution and fulfillment systems more intelligently. Our solutions optimize unloading, receipt of product, flow, storage, retrieval, picking, sorting, order processing, packaging, labeling and shipment of inventory — then properly integrate those processes at all points with information systems, including warehouse management systems, enterprise resource planning, transportation management systems and more.

**MATTHEWS INTERNATIONAL SELECTED FINANCIAL DATA**
**Years Ended September 30,**

	<b>2015<sup>1</sup></b>	<b>2014<sup>2</sup></b>	<b>2013<sup>3</sup></b>	<b>2012<sup>4</sup></b>	<b>2011<sup>5</sup></b>
	(Amounts in thousands, except per share data)				
Net sales	<b>\$1,426,068</b>	\$1,106,597	\$985,357	\$900,317	\$898,821
Operating profit	<b>105,023</b>	81,522	94,615	92,585	117,589
Interest expense	<b>20,610</b>	12,628	12,925	11,476	8,241
Net income attributable to Matthews shareholders	<b>63,449</b>	42,625	54,121	55,276	72,106
Earnings per common share:					
Basic	<b>\$1.93</b>	\$1.51	\$1.96	\$1.96	\$2.46
Diluted	<b>1.91</b>	1.49	1.95	1.95	2.45
Weighted-average common shares outstanding:					
Basic	<b>32,939</b>	28,209	27,255	27,753	28,775
Diluted	<b>33,196</b>	28,483	27,423	27,839	28,812
Cash dividends per share	<b>\$.54</b>	\$.46	\$.41	\$.37	\$.33
Total assets	<b>\$2,163,018</b>	\$2,024,048	\$1,209,262	\$1,122,171	\$1,092,151
Long-term debt, non-current	<b>891,217</b>	714,027	351,068	298,148	299,170

<sup>1</sup> Fiscal 2015 included pre-tax charges of \$36,883 and income of \$8,726, which impacted operating profit and other deductions, respectively, and also included the unfavorable effect of related adjustments of \$1,334 to income tax expense. These amounts primarily consisted of acquisition-related costs, trade name write-offs, strategic cost-reduction initiatives, and losses related to a theft of funds, partially offset by a gain on the settlement of a multi-employer pension plan obligation, and the impact of the favorable settlement of litigation, net of related expenses.

<sup>2</sup> Fiscal 2014 included net charges of approximately \$41,289 (pre-tax), primarily related to acquisition-related costs, strategic cost-reduction initiatives, and litigation expenses related to a legal dispute in the Memorialization segment. Charges of \$38,598 and \$2,691 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.

<sup>3</sup> Fiscal 2013 included net charges of approximately \$15,352 (pre-tax), which primarily related to strategic cost-reduction initiatives, incremental costs related to an ERP implementation in the Memorialization segment, acquisition-related costs and an impairment charge related to the carrying value of a trade name. The 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.

<sup>4</sup> Fiscal 2012 included net charges of approximately \$8,779 (pre-tax), which primarily consisted of charges related to cost-reduction initiatives and incremental costs related to an ERP implementation in the Memorialization 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>5</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.