

Matthews International Corporation & Subsidiaries

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Investor Fact Sheet • January 2012

Stock Information

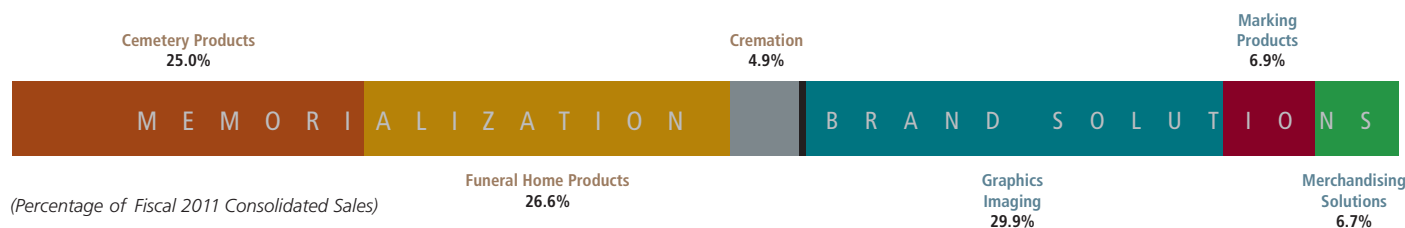
NASDAQ Trading Symbol:	MATW	Fiscal 2011 Earnings Per Share:	\$2.46	Investor Information:
Recent Price (12/31/11):	\$31.43	Annual Dividend Per Share:	\$0.36	Steven F. Nicola, <i>Chief Financial Officer, Secretary</i>
52-Week Price Range:	\$41.08-\$28.57	Shares Outstanding at 12/31/11:	28,379,460	and <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 2011 Consolidated Sales)

■ **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, crematories, animal disposers and veterinarians within North America, Europe, Australia and Asia.

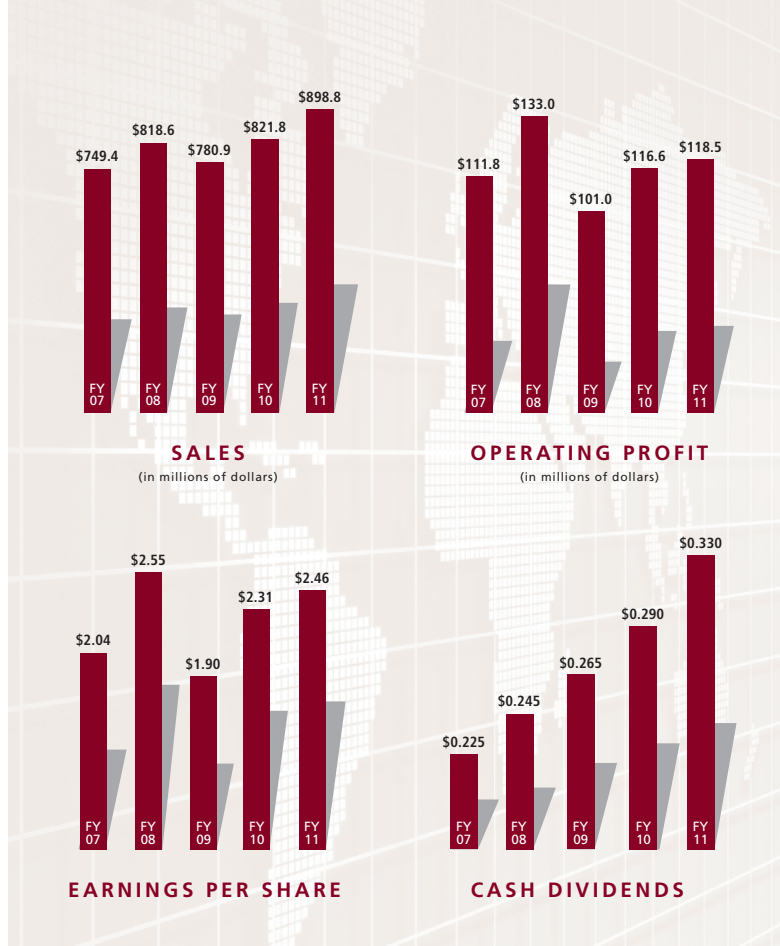
■ **The Graphics Imaging segment** provides brand management, pre-press services, printing plates and cylinders, embossing tools and creative design services to the primary packaging and corrugated industries. The segment's principal products and services include brand management, pre-press graphics 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

- In fiscal 2011, the Company achieved sales of \$899 million, the highest in the Company's history.
- During fiscal 2011, the Company returned \$54 million (approximately \$1.88 per share) to shareholders in the form of cash dividends and share repurchases.
- Total consolidated assets grew to over \$1 billion for the first time in the Company's history.
- In October 2011, the Company declared a cash dividend of \$.09 per share for the quarter ended September 30, 2011, representing an increase of 12.5%. This was Matthews' seventeenth dividend increase since our initial public offering in 1994.
- The Company's return on shareholders' equity increased to 15.0% in fiscal 2011 from 14.8% in fiscal 2010.



Selected Financial Data

Years Ended September 30,

	2011 ¹	2010 ²	2009 ³	2008 ⁴	2007 ⁵
	(Amounts in thousands, except per share data)				
Net sales	\$898,821	\$821,829	\$780,908	\$818,623	\$749,352
Operating profit	118,516	116,581	101,011	132,952	111,824
Interest expense	8,241	7,419	12,053	10,405	8,119
Net income attributable to Matthews shareholders	72,372	69,057	57,732	79,484	64,726
Earnings per common share:					
Diluted	\$2.46	\$2.31	\$1.90	\$2.55	\$2.04
Basic	2.47	2.32	1.91	2.57	2.05
Weighted-average common shares outstanding:					
Diluted	28,812	29,706	30,318	31,184	31,680
Basic	28,775	29,656	30,245	30,928	31,566
Cash dividends per share	\$0.330	\$0.290	\$0.265	\$0.245	\$0.225
Total assets	\$1,097,455	\$993,825	\$949,653	\$914,282	\$771,069
Long-term debt, non-current	299,170	225,256	237,530	219,124	142,273

¹ 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.

² 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.

³ 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.

⁴ 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.

⁵ 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 Funeral Home Products segment.