## Kennametal Reports Strong Fourth Quarter and Full Year Results for Fiscal 2006

July 26, 2006

## -- Q4 reported earnings per diluted share (EPS) of $\$ 4.11$; adjusted EPS of $\$ 1.25$-- Fiscal 2006 reported EPS of $\$ 6.48$, adjusted EPS of $\$ 3.95$-Record adjusted ROIC of $\mathbf{1 1 . 4}$ percent

LATROBE, Pa., July 26, 2006 /PRNewswire-FirstCall via COMTEX News Network/ -- Kennametal Inc. (NYSE: KMT) today reported fourth quarter EPS of $\$ 4.11$, including special items of $\$ 2.86$ per share. Fourth quarter adjusted EPS were $\$ 1.25$ compared with prior year EPS of $\$ 0.98$, an increase of 28 percent.

Fiscal 2006 reported EPS were $\$ 6.48$, including special items of $\$ 2.53$, compared with prior year reported EPS of $\$ 3.13$, including special charges of $\$ 0.12$ per share, an increase of 107 percent. Fiscal 2006 adjusted EPS were $\$ 3.95$ compared to prior year adjusted EPS of $\$ 3.25$, an increase of 22 percent.

Fiscal 2006 fourth quarter performance reflects continuing operational excellence as well as the impact of previously announced divestitures. These transactions are consistent with the company's strategy of exiting non-core businesses. Therefore, fourth quarter results included charges associated with the sale of UK-based high speed steel business (Presto), the sale of Kemmer Praezision electronics business (Electronics) and the previously announced sale of South Deerfield Industrial's consumer retail product line (CPG). These dispositions are expected to improve future overall EBIT margins.

In addition, fourth quarter results included a gain, net of transaction related costs, from the divestiture of $\mathrm{J} \&<$ Industrial Supply (J\&<). The divestiture of $\mathrm{J} \&<$ is in line with Kennametal's strategy to focus on its core manufacturing businesses. This transaction completes the company's planned exit from owned distribution and Kennametal will continue building new distributor relationships while growing existing ones.

As previously disclosed, the company evaluated options for cash repatriation and the corresponding tax impact under the American Jobs Creation Act of 2004 (AJCA). The Act provides for a special one-time tax deduction on foreign earnings that are repatriated to the United States. The company repatriated $\$ 89$ million, which resulted in an $\$ 11$ million tax cost which was recorded during fourth quarter of fiscal 2006.

President and Chief Executive Officer Carlos M. Cardoso said, "We are very pleased with the results for fourth quarter and fiscal year 2006, which reflect all that we have accomplished. Through the Kennametal Value Business System (KVBS), our team is successfully executing on our strategy. The fourth quarter performance represents the 10th consecutive quarter of year over year growth. Kennametal's strong sales, EPS and return on invested capital validate our market leadership position as well the continuing global opportunity for our company. We are excited to be essentially done with the divestiture of non-core businesses. We now have created a stronger foundation, which positions our company for long-term growth and profitability. By continually enhancing our portfolio to ensure the appropriate mix of businesses, Kennametal is focused on serving customers' needs through innovative technology and solutions."

Reconciliation of all non-GAAP financial measures are set forth in the attached tables.
Highlights of Fiscal 2006 F ourth Quarter
-- Fourth quarter sales of $\$ 612$ million increased 3 percent versus the same quarter last year, including 8 percent organic sales growth, offset by 5 percent from a prior year divestiture. Sales in the quarter included two months of J \& < activity prior to its divestiture.
-- Income from continuing operations was $\$ 176$ million for the fourth quarter. Income from continuing operations, excluding special items, was $\$ 48$ million for the fourth quarter versus prior year of $\$ 36$ million, an increase of 33 percent. This year over year improvement was driven by strong performance across all business units coupled with ongoing cost containment.
-- Fourth quarter reported EPS were $\$ 4.11$, including special items of $\$ 2.86$ per share. Fourth quarter adjusted EPS were $\$ 1.25$ compared with prior year EPS of $\$ 0.98$, an increase of 28 percent. A reconciliation follows:

## Earnings Per Diluted Share Reconciliation

Loss on sale
Electronics $\quad 0.39$

Tax impact of cash
repatriation under
AJ CA
CPG goodwill
impairment and
transaction-related
charges, net of tax
benefit (0.06)
Loss on sale of
Presto 0.04
Favorable resolution
of tax contingencies (0.27)
Adjusted EPS $\$ 1.25$
-- Special items related to ongoing portfolio shaping included the divestitures of J \& <, Electronics and Presto. The company also recorded pre-tax charges related to its previously announced divestiture of CPG including industrial saw blades, which is expected to close in the first quarter of fiscal 2007.
-- Cash repatriation of $\$ 89$ million under the AJ CA. The tax impact of this repatriation was a charge of $\$ 11$ million, or $\$ 0.28$ per diluted share.
-- Record adjusted return on invested capital was up 180 basis points to 11.4 percent from 9.6 percent in the prior year.
-- Repayments of the company's Accounts Receivable Securitization Program totaled $\$ 107$ million.
-- Repurchased 1.3 million shares totaling $\$ 79$ million.
-- Funded $\$ 40$ million related to one of the company's U.S. pension plans.

Highlights of Fiscal 2006
-- Sales of $\$ 2.3$ billion were up 6 percent versus prior year, including 9 percent organic growth, partially offset by a 2 percent net impact of acquisitions and divestitures and 1 percent of unfavorable foreign currency exchange. Sales for the year included 11 months of J \& < activity prior to its divestiture.
-- Income from continuing operations was $\$ 272$ million compared to prior year of $\$ 114$ million. Income from continuing operations, excluding special items, was $\$ 154$ million versus prior year of $\$ 118$ million, an increase of 30 percent.
-- Fiscal 2006 reported EPS were $\$ 6.48$, including special items of $\$ 2.53$, compared with prior year reported EPS of $\$ 3.13$, including special charges of $\$ 0.12$ per share, an increase of 107 percent. Fiscal 2006 adjusted EPS were $\$ 3.95$ compared to prior year adjusted EPS of $\$ 3.25$, an increase of 22 percent. A reconciliation follows:

-- Adjusted free operating cash flow for fiscal 2006 and 2005 was $\$ 125$ million in each period. Current year adjustments include $\$ 110$ million of repayments related to the company's Accounts R eceivable Securitization Program and $\$ 73$ million of pension funding. Capital expenditures for fiscal 2006 totaled $\$ 80$ million.
-- Repurchased 1.6 million shares totaling $\$ 93$ million.

## Business Segment Highlights of Fiscal 2006 Fourth Quarter

Metalworking Solutions \& Services Group (MSSG) growth continues to outpace the growth in its major markets, demonstrating the effects of further market penetration through the company's channel saturation and branding strategy, as well as price realization. North American sales growth was leveraged with the divestiture of $\mathrm{J} \&$ < that spurred opportunities with new distributors. General engineering, distribution and energy market segments each exhibited strong year over year growth. The divestiture of Presto and the previously announced divestiture of CPG support the company's long-term strategy of continued focus on its core businesses.

In the June quarter, MSSG adjusted sales were up 6 percent on volume and price. North American cemented carbide and high-speed steel grew 10 percent and 8 percent, respectively. Europe sales were increased 4 percent. Rest of the world grew 3 percent.

MSSG operating income was up 18 percent on reported sales growth of 6 percent and the operating margin of 16 percent was up 200 basis points over the same period last year due to ongoing cost containment and price realization.

Advanced Materials Solutions Group (AMSG) delivered significant top line growth in the current quarter. The underlying markets in mining and energy remain strong for Kennametal. The overall AMSG segment continues to report considerable growth. Overall market conditions, price realization and market share penetration are primary factors contributing to favorable results.

In the June quarter, AMSG adjusted sales grew 14 percent on volume and price. Energy product sales were up 37 percent, Conforma Clad sales increased 24 percent, engineered products grew 12 percent and mining and construction product sales increased 9 percent.

AMSG operating income grew 11 percent versus last year, on 18 percent reported sales growth. Operating margin of 18 percent was down 100 basis points over the same period last year due primarily to the impact of raw material price increases period over period, particularly tungsten.

## Outlook

Worldwide market conditions support the company's expectations of continued top line growth in fiscal year 2007. Global economic indicators show that North America is expected to remain strong, modest growth is expected in Europe, and emerging markets are forecasted to be robust. While there remain some uncertainties and risks related to the macro-economic environment, fundamental drivers for global demand appear to be stable.

Cardoso said, "We are optimistic about the outlook for our end markets. The global manufacturing forecast is in line with our belief that the industrial sector will continue to show strength. We will continue to balance and diversify our end markets and world geographic mix. We again expect to outperform the market by effectively delivering volume growth, gaining market share and realizing price through innovative customer solutions that provide value and performance."

Kennametal expects organic revenue growth in the 7 to 10 percent range for fiscal year 2007, continuing the trend of consistently outpacing worldwide industrial production rates by two to three times. The company anticipates the majority of its end markets to continue operating at high levels throughout the year, with moderating growth rates for some sectors.

The expectation of ongoing expansion around the globe supports Kennametal's projection of 6 to 9 percent organic sales growth in the first quarter of fiscal 2007, relative to very strong performance from the prior year quarter.

Reported EPS are expected to be in the $\$ 4.20$ to $\$ 4.40$ range for fiscal year 2007, despite some dilution from recent divestitures of non-core
businesses, reflecting confidence in the company's ability to maintain its strong performance. This forecasted range also includes costs related to the company's ongoing SG\&A initiatives that will result in increased profitability for the long term. The fiscal year 2007 guidance midpoint represents a 9 percent year over year growth. On a comparable basis, fiscal year 2007 guidance midpoint represents approximately 25 percent growth, a substantial increase over prior year. Approximately 65 percent of the forecasted EPS will be realized in the second half of fiscal year 2007, consistent with historical seasonal patterns. First quarter 2007 EPS are expected to be $\$ 0.60$ to $\$ 0.70$.

Improvements in operating margins are expected to continue and return on invested capital is solidly on track for the projected 11 to 12 percent range for fiscal year 2007.

Kennametal anticipates net cash flow provided by operating activities of approximately $\$ 275$ million to $\$ 285$ million for fiscal 2007. Based on anticipated capital expenditures of $\$ 90$ million, Kennametal expects to generate between $\$ 185$ million to $\$ 195$ million of free operating cash flow for fiscal 2007. However, approximately $\$ 100$ million to $\$ 110$ million will be used for tax payments, due to recent divestitures and cash repatriation related to the AJCA.

Dividend Declared
Kennametal also announced that its Board of Directors declared a quarterly cash dividend of $\$ 0.19$ per share. The dividend is payable August 23, 2006 to shareowners of record as of the close of business on August 8, 2006.

Kennametal advises shareowners to note monthly order trends, for which the company makes a disclosure ten business days after the conclusion of each month. This information is available on the Investor Relations section of Kennametal's corporate web site at www.kennametal.com.

Fourth quarter and full year results will be discussed in a live Internet broadcast at 10:00 a.m. Eastern time today. This event will be broadcast live on the company's website, www.kennametal.com. Once on the homepage, click "Corporate," and then "Investor Relations." Also, the replay of this event will be available on the company's website through August 9, 2006.

This release contains "forward-looking" statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements are statements that do not relate strictly to historical or current facts. You can identify forwardlooking statements by the fact they use words such as "should," "anticipate," "estimate," "approximate," "expect," "may," "will," "project," "intend," "plan," "believe" and other words of similar meaning and expression in connection with any discussion of future operating or financial performance. These statements are likely to relate to, among other things, our strategy, goals, plans and projections regarding our financial position, results of operations, market position, and product development, which are based on current expectations that involve inherent risks and uncertainties, including factors that could delay, divert or change any of them in the next several years. It is not possible to predict or identify all factors; however, they may include the following: global and regional economic conditions; energy costs; risks associated with the availability and costs of raw materials; commodity prices; risks associated with integrating recent acquisitions, as well as any future acquisitions, and achieving the expected savings and synergies; risks relating to business divestitures; competition; demands on management resources; risks associated with international markets, such as currency exchange rates and social and political environments or instability; future terrorist attacks or acts of war; labor relations; demand for and market acceptance of new and existing products; and risks associated with the implementation of restructuring plans and environmental remediation matters. We can give no assurance that any goal or plan set forth in forward-looking statements can be achieved and readers are cautioned not to place undue reliance on such statements, which speak only as of the date made. We undertake no obligation to release publicly any revisions to forward-looking statements as a result of future events or developments.

Kennametal Inc. (NYSE: KMT) is a leading global supplier of tooling, engineered components and advanced materials consumed in production processes. The company improves customers' competitiveness by providing superior economic returns through the delivery of application knowledge and advanced technology to master the toughest of materials application demands. Companies producing everything from airframes to coal, from medical implants to oil wells and from turbochargers to motorcycle parts recognize Kennametal for extraordinary contributions to their value chains. Customers buy over $\$ 2$ billion annually of Kennametal products and services - delivered by our approximately 13,000 talented employees in over 60 countries - with almost 50 percent of these revenues coming from outside the United States. Visit us at www.kennametal.com [KMT-E]


(1) Amounts have been reclassified to reflect discontinued operations related to the divestiture of Electronics and CPG including industrial saw blades.

CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited):
J une 30, J une 30,
(in thousands) 20062005
ASSETS
Cash and equivalents \$233,976 \$43,220
Trade receivables, net of allowance $\quad 386,714$ 403,097
Receivables securitized

- $(109,786)$

Accounts receivable, net 386,714 293,311
Inventories
334,949 386,674
Deferred income taxes
Current assets held for sale
Other current assets
Total current assets
55,328 70,391
24,280 -
51,610 37,466
1,086,857 831,062


SEGMENT DATA (Unaudited):

| (in thousands) | Quarter Ended <br> June 30, | Year Ended <br> $J$ une 30, <br>  <br> 2006 | $2005(1)$ |
| :---: | :---: | :---: | :---: |$\quad 2006(1) \quad 2005(1)$

Outside Sales:
Metalworking Solutions and
Services Group \$373,839 \$352,591 \$1,401,777 \$1,313,525
Advanced Materials Solutions
Group $\quad 191,758 \quad 162,312 \quad 676,556 \quad 510,572$
J \& < Industrial Supply $\quad 46,570 \quad 66,031 \quad 251,295 \quad 255,840$
Full Service Supply - 12,665 - 122,895
Total Outside Sales $\quad \$ 612,167 \$ 593,599 \quad \$ 2,329,628 \$ 2,202,832$
Sales By Geographic Region:
United States $\quad \$ 322,903 \$ 315,167 \quad \$ 1,239,449 \$ 1,185,146$
International 289,264 278,432 1,090,179 1,017,686
Total Sales by Geographic
Region $\quad \$ 612,167$ \$593,599 \$2,329,628 \$2,202,832
Operating Income (Loss):
Metalworking Solutions and
Services Group $\quad \$ 59,390 \quad \$ 50,487 \quad \$ 197,525 \quad \$ 178,313$
Advanced Materials Solutions
Group $\quad 34,061 \quad 30,630 \quad 121,058 \quad 84,268$
$\begin{array}{lllll}J \\ \text { \& }<\text { Industrial Supply } & 238,284 & 7,592 & 260,894 & 27,094\end{array}$
Full Service Supply $\quad-265 \quad-\quad(4,105)$
Corporate and eliminations(2) $(24,867)(23,604)(102,958)(83,460)$
Total Operating Income, as
reported $\$ 306,868$ \$65,370 \$476,519 \$202,110
(1) Amounts have been reclassified to reflect discontinued operations related to the divestiture of Electronics (AMSG) and CPG including industrial saw blades (MSSG).
(2) Includes corporate functional shared services and intercompany eliminations.
tables also include, where appropriate, a reconciliation of gross profit, operating expense, operating income, income from continuing operations, net income and diluted earnings per share, in each case excluding special items, adjusted free operating cash flow, adjusted segment sales, and adjusted return on invested capital (which are non-GAAP financial measures), to the most directly comparable GAAP measures. Management believes that the investor should have available the same information that management uses to assess operating performance, determine compensation, and assess the capital structure of the Company. These non-GAAP measures should not be considered in isolation or as a substitute for the most comparable GAAP measures. Non-GAAP financial measures utilized by the Company may not be comparable to non-GAAP financial measures used by other companies.

## RECONCILIATION TO GAAP - QUARTER ENDED JUNE 30, 2006 (Unaudited)

(in thousands, except per share amounts)
Income
from
Gross Operating Operating Continuing Net Diluted Profit Expense Income Operations Income EPS

2006 Reported
Results $\$ 224,034$ \$146,316 $\$ 306,868$ \$175,636 $\$ 164,196$ \$4.11
Gain on
sale of $\mathrm{A}<(1,935) \quad-(233,949)(132,009)(132,009)(3.31)$
J \& < trans-
action
related
$\begin{array}{llllll}\text { charges } & - & (4,510) & 4,510 & 2,796 & 2,796\end{array} 0.07$
Loss on
sale of
Electronics - - - - 15,366 0.39

Tax impact
of cash
repatriation
under AJCA - $\quad$ - $\quad 11,17611,1760.28$
CPG goodwill
impairment
and
transaction-
related
charges - - - $\quad(2,192)(0.06)$
Loss on
sale of
Presto (26) - $1,410 \quad 1,410 \quad 1,410 \quad 0.04$
Favorable
resolution of
tax
contingencies - - - $(10,873)(10,873)(0.27)$
2006 Results,
excluding
special items \$222,073 \$141,806 \$78,839 \$48,136 \$49,870 $\$ 1.25$
For the quarter ended J une 30,2005 , there were no special items.

RECONCILIATION TO GAAP - YEAR ENDED JUNE 30, 2006 (Unaudited)
(in thousands, except per share amounts)
Income
from
Gross Operating Operating Continuing Net Diluted
Profit Expense Income Operations Income EPS
2006 R eported
Results $\$ 832,166$ \$579,907 \$476,519 \$272,251 \$256,283 \$6.48
Gain on

```
sale of J &< (1,935) - (233,949) (132,001) (132,001) (3.34)
```

J \& <
trans-
action-
related
charges - $(6,381) \quad 6,381 \quad 3,956 \quad 3,956 \quad 0.10$
Loss on
sale of
Electronics - - - - 15,366 0.39
Tax impact
of cash
repatriation
under AJCA - $\quad$ - $\quad 11,17611,176 \quad 0.28$
CPG goodwill
impairment
and trans-
action-related
charges - $\quad$ - $\quad$ - 2,83807
Loss on sale of
$\begin{array}{llllll}\text { Presto } & 7,329 & - & 9,457 & 9,457 & 9,457 \\ 0.24\end{array}$
Favorable
resolution
of tax
contingencies - - $(10,873)(10,873)(0.27)$
2006 Results,
excluding special
items \$837,560 \$573,526 \$258,408 \$153,966 \$156,202 \$3.95

RECONCILIATION TO GAAP - YEAR ENDED JUNE 30, 2005 (Unaudited)
Income from
Operating Continuing Net Diluted Income Operations Income EPS
2005 Reported FSS goodwill $\begin{array}{lllll}\text { impairment charge } & 4,707 & 3,277 & 3,277 & 0.09\end{array}$ $\begin{array}{lllll}\text { FSS loss on sale } & 1,546 & 1,076 & 1,076 & 0.03\end{array}$ 2005 Results, excluding special items $\quad \$ 208,363 \quad \$ 118,272 \$ 123,644 \quad \$ 3.25$

RECONCILIATION OF ADJ USTED FREE OPERATING CASH FLOW INFORMATION (Unaudited):

| $\begin{array}{l}\text { Year Ended } \\ \text { June 30, } \\ \text { 2006 }\end{array}$ |  |  | 2005 |
| :--- | :--- | :--- | :--- |$)$


| program <br> Pension funding | 109,786 | 7,694 |
| :---: | :---: | :---: |
| Adjusted free operating |  |  |
| cash flow | 72,956 | - |
| 125,163 | $\$ 125,381$ |  |

MSSG SEGMENT

|  | Quarter Ended <br> June 30, | Year Ended <br> June 30, |  |  |
| :--- | :---: | :---: | :---: | :---: |
| (in thousands) |  |  |  |  |
|  | 2006 | 2005 | 2006 | 2005 |



RETURN ON INVESTED CAPITAL (Unaudited):
For the Year Ended J une 30, 2006 (in thousands, except percents)
Invested
Capital 6/30/2006 3/31/2006 12/31/2005 9/30/2005 6/30/2005 Average
Debt $\$ 411,722$ \$365,906 \$410,045 \$415,250 \$437,374 \$408,060
Accounts
receivable
securitized $0 \quad 106,106 \quad 100,295 \quad 100,445 \quad 109,786 \quad 83,326$
Minority
interest $14,626 \quad 18,054 \quad 16,918 \quad 18,117 \quad 17,460 \quad 17,035$
Shareowners'
equity $1,295,3651,115,1101,045,9741,009,394$ 972,862 1,087,741
Total \$1,721,713 \$1,605,176 \$1,573,232 \$1,543,206 \$1,537,482 \$1,596,162
Quarter Ended
Interest
Expense 6/30/2006 3/31/2006 12/31/2005 9/30/2005 Total
Interest
expense \$7,478 \$7,728 \$7,984 \$7,829 \$31,019
Securitiza-
tion
fees $\begin{array}{llllll}1,288 & 1,241 & 1,170 & 1,065 & 4,764\end{array}$
Total
interest
expense $\$ 8,766 \quad \$ 8,969 \quad \$ 9,154 \quad \$ 8,894 \quad \$ 35,783$
Income
tax
benefit 13,311
Total
interest
expense,
net of
tax \$22,472
Total
Income 6/30/2006 3/31/2006 12/31/2005 9/30/2005 Total Net Income,
as
reported \$164,196 \$32,903 \$31,087 \$28,097 \$256,283
Gain on
sale of
$J \&<\quad(132,001) \quad-\quad-\quad-(132,001)$
J \& <
trans-
action-
related
charges $2,796 \quad 1,160 \quad-\quad-3,956$
Loss on
sale of
Electron-
ics 15,366 - $\quad$ - 15,366

Tax
impact of
cash
repatriat-
ion under
AJCA $11,176 \quad-\quad-\quad-11,176$
CPG
goodwill
impairment
and trans-
action-
related
charges $(2,192) \quad 5,030 \quad-\quad-2,838$
Loss on
sale of
Presto 1,410 8,047 - 9,457
Favorable
resolution
of tax
contingen-
cies $(10,873) \quad-\quad-\quad-(10,873)$
Minority
interest

| expense | 525 | 782 | 511 | 748 | 2,566 |
| :--- | :--- | :--- | :--- | :--- | :--- |

Total
Income,
excluding
special
items \$50,403 \$47,922 \$31,598 \$28,845 \$158,768
Total
Income,
excluding
special
items \$158,768
Total
interest
expense,
net of
$\operatorname{tax}$
22,472
\$181,240
Average
invested
capital \$1,596,162

Adjusted
Return on
Invested
Capital 11.4\%

Return on invested capital calculated utilizing net
income, as reported is as follows:
Net Income,
as reported \$256,283
Total
Interest
Expense, net of tax
22,472
\$278,755
Average
invested
capital \$1,596,162
Return on
Invested
Capital
$17.5 \%$

RETURN ON INVESTED CAPITAL (Unaudited):
For the Year Ended J une 30, 2005 (in thousands, except percents)
Invested Capital 6/30/2005 3/31/2005 12/31/2004
Debt $\quad \$ 437,374 \quad \$ 485,168 \quad \$ 405,156$
Accounts
receivable
securitized $\quad 109,786 \quad 120,749 \quad 115,253$
Minority interest $\quad 17,460 \quad 19,664 \quad 19,249$
Shareowners' equity $972,862 \quad 1,021,186 \quad 1,003,507$
Total \$1,537,482 \$1,646,767 \$1,543,165

RETURN ON INVESTED CAPITAL (Unaudited):
For the Year Ended J une 30, 2005 (in thousands, except percents)

| Invested Capital | $9 / 30 / 2004$ |  | $6 / 30 / 2004$ | Average |
| :--- | :---: | :---: | :---: | :---: |
| Debt | $\$ 435,435$ | $\$ 440,207$ | $\$ 440,668$ |  |
| Accounts |  |  |  |  |
| receivable |  |  |  |  |
| securitized | 115,309 | 117,480 | 115,715 |  |
| Minority interest | 17,377 | 16,232 | 17,996 |  |
| Shareowners' | quity | 924,432 | 887,152 | 961,828 |
| Total | $\$ 1,492,553$ | $\$ 1,461,071$ | $\$ 1,536,207$ |  |

Quarter Ended
Interest
Expense 6/30/2005 3/31/2005 12/31/2004 9/30/2004 Total
Interest
expense $\$ 7,897 \quad \$ 6,803 \quad \$ 6,121 \quad \$ 6,456 \quad \$ 27,277$
Securitiza-
$\begin{array}{llllll}\text { tion fees } & 981 & 868 & 757 & 580 & 3,186\end{array}$
Total
interest
expense $\$ 8,878 \quad \$ 7,671 \quad \$ 6,878 \quad \$ 7,036 \quad \$ 30,463$
Income tax


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