

# **Kennametal Reports Strong First Quarter Results**

October 26, 2005

- -- Q1 06 sales up 7 percent, reflects 9 percent organic growth
- -- Earnings per diluted share (EPS) of \$0.72, up 18 percent
- -- Another quarter of strong cash flow generation

LATROBE, Pa., Oct 26, 2005 /PRNewswire-FirstCall via COMTEX News Network/ -- Kennametal Inc. (NYSE: KMT) today reported fiscal 2006 first quarter EPS of \$0.72, including expenses related to the adoption of SFAS 123(R) of \$0.05 per share and increased domestic pension expense of \$0.04 per share, compared with prior year first quarter EPS of \$0.61.

Sales of \$569 million were up 7 percent compared to prior year first quarter sales of \$531 million.

Kennametal Chairman, President and Chief Executive Officer, Markos I. Tambakeras, said, "First quarter results exceeded our expectations due to favorable sales mix, raw material costs up appreciably over last year but lower than anticipated and better than expected price realization. Each of our three business groups, Metalworking Solutions and Services, Advanced Materials Solutions, and J&< Industrial Supply, is winning in the marketplace and continues to provide superior value to customers through our leadership position in technology and innovation focused on helping customers improve their competitiveness."

Highlights of the Fiscal 2006 First Quarter

- -- Sales of \$569 million were up 7 percent versus the same quarter last year, including 9 percent organic sales growth, 1 percent benefit from foreign currency exchange and partially offset by net impact of acquisitions and divestitures.
- -- Net income was \$28 million compared to \$23 million in the prior year, up 24 percent.
- -- Net cash flow from operations was \$27 million versus \$32 million in the same quarter last year.
- -- ROIC was up 230 basis points to 9.9 percent -- a new high.

## Outlook

Economic indicators project continued growth through fiscal 2006 in North America and the rest-of-the-world markets, and flat to modest growth in European markets. Kennametal continues to expect organic revenue growth in the 7 to 10 percent range, at two to three times the underlying growth rates in industrial production of its addressed end markets.

Tambakeras said, "We were very pleased with our performance for the first quarter of fiscal 2006, and the outlook for our end markets for the remainder of the year remains positive. The major challenge in fiscal year 2006 continues to revolve around raw material costs, especially tungsten. We have demonstrated the ability to meet this challenge and expect to continue doing so for the remainder of the year."

Reported EPS for fiscal year 2006 is now expected to be \$3.50 to \$3.90, including an approximately \$0.25 negative impact from the combination of expensing stock options due to SFAS 123(R) and the effects of the reduction in the discount rate applied to the company's pension plans. This revised earnings outlook represents an increase from previous 2006 EPS guidance of \$3.30 to \$3.80. In addition to narrowing the earnings guidance range, the revised outlook establishes a lower range that reflects a 12 percent increase, and a higher range that reflects a 25 percent increase from prior year EPS of \$3.13.

Organic sales for the second quarter of fiscal year 2006 are expected to grow 6 to 9 percent, despite tougher comparisons. The company is expecting its top line growth to moderate slightly in the second quarter due to the collective impact of a rising interest rate environment, sustained higher energy costs and the effect of recent hurricanes. In addition, the company anticipates continuing pressure on raw material costs. Reported EPS is forecasted to be in the range of \$0.68 to \$0.73, consistent with a seasonal pattern and reflects confidence in the company's ability to maintain the momentum of the first quarter. Furthermore, this earnings guidance is based on an effective tax rate of 35 percent compared with 20 percent effective tax rate in the second quarter of last year.

Operating margins and ROIC are expected to reflect continued improvement for the remainder of fiscal year 2006.

As previously discussed, Kennametal anticipates net cash flow provided by operating activities of approximately \$200 million to \$220 million for fiscal 2006. Adjusting net cash flow provided by operating activities for the impact of purchases of property, plant and equipment (\$80 million), Kennametal

expects to generate between \$120 million to \$140 million of free operating cash flow for fiscal 2006.

#### **Dividend Declared**

Kennametal also announced its Board of Directors declared a quarterly cash dividend of \$0.19 per share, reflecting a 12% increase recently implemented. The dividend is payable November 21, 2005, to shareowners of record as of the close of business on November 9, 2005.

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.

First quarter 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, just click on the link to "Corporate," and then click "Investor Relations." This event also will be available on the company's website through November 9, 2005.

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. You can identify these forward-looking 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. One can also identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements are likely to relate to, among other things, our 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. Although it is not possible to predict or identify all factors, they may include the following: global and regional economic conditions; risks associated with the availability and costs of raw materials; commodity prices; risks associated with integrating and divesting businesses and achieving the expected savings and synergies; competition; demands on management resources; risks associated with international markets, such as currency exchange rates and social and political environments; future terrorist attacks; 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 de

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 14,000 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]

#### FINANCIAL HIGHLIGHTS

Consolidated Statements of Income (Unaudited):

(in thousands, except per share amounts) Quarter Ended

September 30, 2005 2004

Sales \$569,218 \$531,436 Cost of goods sold 369,348 358,041

 Gross profit
 199,870
 173,395

 Operating expense
 147,662
 130,949

 Amortization of intangibles
 1,351
 537

 Operating income
 50,857
 41,909

 Interest expense
 7,829
 6,456

 Other income, net
 (876)
 (1,574)

Income before provision for income taxes

and minority interest 43,904 37,027
Provision for income taxes 15,059 13,330

Minority interest 748 977

Net income \$28,097 \$22,720

Basic earnings per share \$0.74 \$0.62

Diluted earnings per share \$0.72 \$0.61

Dividends per share \$0.19 \$0.17

Basic weighted average shares outstanding 37,949 36,373

### SEGMENT DATA (Unaudited):

Quarter Ended September 30, 2005 2004

Outside Sales:

Metalworking Solutions and Services Group \$346,538 \$315,870 Advanced Materials Solutions Group 157,678 117,886

 J&< Industrial Supply</td>
 65,002
 61,417

 Full Service Supply
 - 36,263

 Total Outside Sales
 \$569,218
 \$531,436

Sales By Geographic Region:

Within the United States \$307,399 \$301,783

International 261,819 229,653

Total Sales by Geographic Region \$569,218 \$531,436

Operating Income (Loss):

Metalworking Solutions and Services Group \$46,246 \$38,872

Advanced Materials Solutions Group 23,328 14,533

J&< Industrial Supply 6,844 5,721 Full Service Supply - 120

Corporate and eliminations (1) (25,561) (17,337)
Total Operating Income, as reported \$50,857 \$41,909

 Includes corporate functional shared services and intercompany eliminations.

### FINANCIAL HIGHLIGHTS (Continued)

# CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited):

September 30, June 30, 2005 2005

**ASSETS** 

Cash and equivalents \$37,916 \$43,220

Trade receivables, net of allowance 389,964 403,097
Receivables securitized (100,445) (109,786)
Accounts receivable, net 289,519 293,311

Inventories 420,285 386,674

Deferred income taxes 70,912 70,391

Other current assets 34,004 37,466

Total current assets 852,636 831,062
Property, plant and equipment, net 517,127 519,301

Goodwill and intangible assets, net 644,730 652,791 Other assets 86,633 89,183

Other assets 86,633 89,183

Total \$2,101,126 \$2,092,337

LIABILITIES

Short-term debt, including notes payable \$6,770 \$50,889

Accounts payable 150,269 154,839 Accrued liabilities 221,445 222,930 Total current liabilities 378,484 428,658 Long-term debt 408,480 386,485 54,307 Deferred income taxes 59,551 Other liabilities 232,344 227,321 1,073,615 1,102,015 Total liabilities

MINORITY INTEREST 18,117 17,460

SHAREOWNERS' EQUITY 1,009,394

972,862

Total \$2,101,126 \$2,092,337

### FINANCIAL HIGHLIGHTS (Continued)

RETURN ON INVESTED CAPITAL (Unaudited): For the Period Ended September 30, 2005

Invested Capital 09/30/2005 06/30/2005 03/31/2005

Debt \$415,250 \$437,374 \$485,168

Accounts receivable securitized 100,445 109,786 120,749

Minority interest 18,117 17,460 19,664 Shareowners' equity 1,009,394 972,862 1,021,186

Total \$1,543,206 \$1,537,482 \$1,646,767

Invested Capital 12/31/2004 09/30/2004 Average

Debt \$405,156 \$435,435 \$435,667

Accounts receivable securitized 115,253 115,309 112,308

Minority interest 19,249 17,377 18,373 Shareowners' equity 1,003,507 924,432 986,276 Total \$1,543,165 \$1,492,553 \$1,552,635

Quarter Ended

09/30/05 06/30/05 03/31/05 12/31/04 Total

Interest Expense

 Interest expense
 \$7,829
 \$7,897
 \$6,803
 \$6,121
 \$28,650

 Securitization interest
 1,065
 981
 868
 757
 3,671

Total interest expense \$8,894 \$8,878 \$7,671 \$6,878 \$32,321

Income tax benefit 11,086

Total Interest Expense, net of

tax \$21,235

Quarter Ended

09/30/05 06/30/05 03/31/05 12/31/04 Total

Total Income Net Income, as

reported \$28,097 \$37,740 \$30,650 \$28,181 \$124,668

Restructuring and asset impairment

charges - - 3,306 - 3,306

Loss on assets held

for sale - - 1,086 - 1,086

Minority interest

expense 748 238 1,449 928 3,363

Total Income, excluding special

items \$28,845 \$37,978 \$36,491 \$29,109 \$132,423

Total Income,

excluding special \$132,423

items

**Total Interest** 

Expense, net of tax 21,235

\$153,658

Average invested

capital \$1,552,635

Adjusted Return on

Invested Capital 9.9%

Return on Invested Capital calculated utilizing Net Income, as reported is as

follows:

Net Income, as

reported \$124,668

Total Interest

Expense, net of tax 21,235

\$145,903

Average invested

capital \$1,552,635

Return on Invested

Capital 9.4%

## FINANCIAL HIGHLIGHTS (Continued)

# RETURN ON INVESTED CAPITAL (Unaudited): For the Period Ended September 30, 2004

Invested Capital 09/30/2004 06/30/2004 03/31/2004

Debt \$435,435 \$440,207 \$494,312

Accounts receivable

 securitized
 115,309
 117,480
 108,916

 Minority interest
 17,377
 16,232
 16,598

 Equity
 924,432
 887,152
 809,904

Total \$1,492,553 \$1,461,071 \$1,429,730

Invested Capital 12/31/2003 09/30/2003 Average

Debt \$481,327 \$520,138 \$474,284

Accounts receivable

 securitized
 101,422
 95,318
 107,689

 Minority interest
 16,286
 16,089
 16,516

 Equity
 791,442
 746,562
 831,899

Total \$1,390,477 \$1,378,107 \$1,430,388

Quarter Ended

09/30/04 06/30/04 03/31/04 12/31/03 Total

Interest Expense

Interest expense \$6,456 \$6,405 \$6,332 \$6,547 \$25,740 Securitization interest 580 443 356 483 1,862

Total interest expense \$7,036 \$6,848 \$6,688 \$7,030 \$27,602

Income tax benefit 9,109

Total Interest Expense,

net of tax \$18,493

# Quarter Ended 09/30/04 06/30/04 03/31/04 12/31/03 Total

Total Income

Net Income, as

reported \$22,720 \$29,852 \$24,070 \$10,892 \$87,534

Minority Interest

Expense 977 (36) 533 404 1,878
MSSG Restructuring - - 1,109 1,109
AMSG Restructuring - - 1,018 1,018
Pension Curtailment - - 883 883

Gain on Toshiba

Investment - - (2,990) (2,990)

Strong Tool Note

Receivable - - - 1,360 1,360

Total Income, excluding special

items \$23,697 \$29,816 \$24,603 \$12,676 \$90,792

Total Income, excluding

special items \$90,792

Total Interest Expense,

net of tax 18,493 \$109,285

Average Invested

Capital \$1,430,388

Adjusted Return on Invested

Capital 7.6%

Return on Invested Capital calculated utilizing Net Income, as reported is as

follows:

Net Income, as

reported \$87,534

**Total Interest** 

Expense, net of tax 18,493

\$106,027

Average invested

capital \$1,430,388

Return on Invested Capital 7.4%

# SOURCE Kennametal Inc.

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