

# **Kadant Reports 2019 Third Quarter Results**

October 29, 2019

WESTFORD, Mass., Oct. 29, 2019 (GLOBE NEWSWIRE) -- Kadant Inc. (NYSE: KAI) reported its financial results for the third quarter ended September 28, 2019.

# Third Quarter 2019 Highlights

- Revenue increased 5% to \$174 million
- GAAP diluted EPS decreased 14% to \$1.41
- Adjusted diluted EPS decreased 8% to \$1.41
- Net income decreased 14% to \$16 million
- Adjusted EBITDA decreased 4% to \$32 million and represented 18.6% of revenue
- Gross margin was 42.8%
- Bookings increased 4% to \$171 million
- Cash flow from operations increased 51% to \$26 million

Note: Adjusted diluted EPS, adjusted EBITDA, and adjusted EBITDA margin are non-GAAP financial measures that exclude certain items as detailed later in this press release under the heading "Use of Non-GAAP Financial Measures."

## **Management Commentary**

"Following our strong first half of 2019, we had another quarter with excellent execution and we solidly beat our EPS guidance," said Jeffrey L. Powell, president and chief executive officer of Kadant. "Strong operating performance in the third quarter across most of our segments led to one of our highest adjusted EBITDA results of \$32 million, or 18.6 percent of revenue. We are particularly pleased with our cash flow from operations of \$26 million, up 51 percent from the third quarter of 2018. Despite reduced project activity in China and softer demand for wood processing equipment in North America, our end-markets have remained stable with healthy demand for our parts and consumables."

# **Third Quarter 2019 Results**

Revenue increased five percent to \$173.5 million compared to the third quarter of 2018, including \$20.3 million from an acquisition and a \$3.5 million decrease from the unfavorable effect of foreign currency translation. Excluding the impact of the acquisition and foreign currency translation, revenue decreased five percent compared to the third quarter of 2018. Gross margin was 42.8 percent. Net income was \$16.1 million, or \$1.41 per diluted share, in the third quarter of 2019 compared to \$18.8 million, or \$1.64 per diluted share in the third quarter of 2018. Adjusted diluted EPS decreased eight percent to \$1.41 compared to \$1.53 in the third quarter of 2018. Adjusted diluted EPS in the third quarter of 2018 excludes \$0.03 of restructuring costs and a \$0.14 discrete tax benefit.

Adjusted EBITDA decreased four percent to \$32.3 million compared to \$33.5 million in the third quarter of 2018. Adjusted EBITDA excludes \$0.4 million of restructuring costs in the third quarter of 2018. Cash flows from operations increased 51 percent to \$25.7 million compared to \$17.0 million in the third quarter of 2018. Bookings increased four percent to \$170.9 million compared to \$165.0 million in the third quarter of 2018, including \$18.2 million from an acquisition and a \$3.4 million decrease from the unfavorable effect of foreign currency translation. Excluding the impact of the acquisition and foreign currency translation, bookings decreased five percent compared to the third quarter of 2018.

# **Summary and Outlook**

"Our performance to date has positioned us well for another record year of financial performance," Mr. Powell continued. "However, softening macroeconomic conditions and the strengthening U.S. dollar have tempered our revenue outlook for the year. For 2019, we are lowering our revenue guidance primarily due to a negative effect of foreign currency translation of \$5 million. We now expect revenue of \$694 to \$698 million, revised from our previous guidance of \$700 to \$710 million.

"Since our announcement in late 2018 of our plan to terminate a defined benefit pension plan in the U.S., we have been executing the required termination steps and anticipate completing this process in the fourth quarter. We have lowered our GAAP diluted EPS guidance for an estimated pre-tax pension termination cost of \$7.2 million, or \$0.64 per diluted share. We now expect to achieve GAAP diluted EPS of \$4.38 to \$4.46 in 2019, revised from our previous guidance of \$4.97 to \$5.09. The 2019 guidance also includes pre-tax amortization expense associated with acquired profit in inventory and backlog of \$4.9 million, or \$0.32 per diluted share, pre-tax acquisition costs of \$0.8 million, or \$0.06 per diluted share, and a discrete tax benefit of \$1.2 million, or \$0.10 per diluted share. Excluding these items, we expect adjusted diluted EPS of \$5.30 to \$5.38 for 2019, revised from our previous guidance of \$5.26 to \$5.38.

"For the fourth quarter of 2019, we expect GAAP diluted EPS of \$0.59 to \$0.67 on revenue of \$172 to \$176 million. The fourth quarter of 2019 guidance includes the pre-tax pension termination cost of \$7.2 million, or \$0.64 per diluted share. Excluding this expense, we expect adjusted diluted EPS of \$1.23 to \$1.31 for the fourth quarter of 2019."

# **Conference Call**

Kadant will hold a webcast with a slide presentation for investors on Wednesday, October 30, 2019, at 11:00 a.m. eastern time to discuss its third quarter performance, as well as future expectations. To access the webcast, including the slideshow and accompanying audio, go to <a href="https://www.kadant.com">www.kadant.com</a> and click on "Investors." To listen to the webcast via teleconference, call 888-326-8410 within the U.S., or 704-385-4884 outside the U.S. and reference participant passcode 8545699. Prior to the call, our earnings release and the slides used in the webcast presentation will be filed with the Securities and Exchange Commission and will be available at <a href="https://www.sec.gov">www.sec.gov</a>. An archive of the webcast presentation will be available on our website until November 29, 2019.

Shortly after the webcast, Kadant will post its updated general investor presentation incorporating the third quarter results on its website at <a href="https://www.kadant.com">www.kadant.com</a> in the "Investors" section.

## **Use of Non-GAAP Financial Measures**

In addition to the financial measures prepared in accordance with generally accepted accounting principles (GAAP), we use certain non-GAAP financial measures, including increases or decreases in revenue excluding the effect of acquisitions and foreign currency translation, adjusted operating income, adjusted net income, adjusted diluted earnings per share (EPS), earnings before interest, taxes, depreciation, and amortization (EBITDA), adjusted EBITDA, and adjusted EBITDA margin.

We believe these non-GAAP financial measures, when taken together with the corresponding GAAP financial measures, provide meaningful supplemental information regarding our performance by excluding certain items that may not be indicative of our core business, operating results, or future outlook. We believe that the inclusion of such measures helps investors gain an understanding of our underlying operating performance and future prospects, consistent with how management measures and forecasts our performance, especially when comparing such results to previous periods or forecasts and to the performance of our competitors. Such measures are also used by us in our financial and operating decision-making and for compensation purposes. We also believe this information is responsive to investors' requests and gives them an additional measure of our performance.

The non-GAAP financial measures included in this press release are not meant to be considered superior to or a substitute for the results of operations prepared in accordance with GAAP. In addition, the non-GAAP financial measures included in this press release have limitations associated with their use as compared to the most directly comparable GAAP measures, in that they may be different from, and therefore not comparable to, similar measures used by other companies.

Revenue included \$20.3 million and \$61.1 million from an acquisition in the third quarter and first nine months of 2019, respectively. Revenue also included a \$3.5 million and \$16.3 million unfavorable foreign currency translation effect in the third quarter and first nine months of 2019, respectively. We present increases or decreases in revenue excluding the effect of acquisitions and foreign currency translation to provide investors insight into underlying revenue trends.

Our non-GAAP financial measures exclude restructuring costs, acquisition costs, amortization expense related to acquired profit in inventory and backlog, and discrete tax items. These items are excluded as they are not indicative of our core operating results and are not comparable to other periods, which have differing levels of incremental costs or income or none at all.

#### Third Quarter

Adjusted operating income, adjusted EBITDA, and adjusted EBITDA margin exclude:

• Pre-tax restructuring costs of \$0.4 million in 2018.

Adjusted net income and adjusted diluted EPS exclude:

- After-tax restructuring costs of \$0.3 million (\$0.4 million net of tax of \$0.1 million) in 2018.
- A discrete tax benefit of \$1.5 million in 2018 related to the reversal of reserves associated with uncertain tax positions covering multiple tax years.

# First Nine Months

Adjusted operating income, adjusted EBITDA, and adjusted EBITDA margin exclude:

- Pre-tax acquisition costs of \$0.8 million in 2019.
- Pre-tax expense related to amortization of acquired profit in inventory and backlog of \$4.9 million in 2019.
- Pre-tax restructuring costs of \$1.7 million in 2018.
- Pre-tax expense related to amortization of acquired backlog of \$0.3 million in 2018.

Adjusted net income and adjusted diluted EPS exclude:

- After-tax acquisition costs of \$0.7 million (\$0.8 million net of tax of \$0.1 million) in 2019.
- After-tax expense related to amortization of acquired profit in inventory and backlog of \$3.7 million (\$4.9 million net of tax of \$1.2 million) in 2019.
- A discrete tax benefit of \$1.2 million in 2019.
- After-tax restructuring costs of \$1.3 million (\$1.7 million net of tax of \$0.4 million) in 2018.
- After-tax expense related to amortization of acquired backlog of \$0.2 million (\$0.3 million net of tax of \$0.1 million) in 2018.
- A discrete tax benefit of \$1.7 million in 2018.

Reconciliations of the non-GAAP financial measures to the most directly comparable GAAP financial measures are set forth in this press release.

# Financial Highlights (unaudited)

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(In thousands, except per share amounts and percentages)

	Three Mon	ths Ended	Nine Mon	ths Ended
	Sept. 28,	Sept. 29,	Sept. 28,	Sept. 29,
Consolidated Statement of Income	2019	2018	2019	2018

Revenues	\$	173,504	\$	165,745	\$	521,985	\$	469,851
Costs and Operating Expenses:								
Cost of revenues		99,257		92,652		302,852		262,515
Selling, general, and administrative expenses		47,097		42,888		144,883		133,796
Research and development expenses		2,597		2,452		7,980		8,049
Restructuring costs			_	378				1,717
		148,951	_	138,370		455,715		406,077
Operating Income		24,553		27,375		66,270		63,774
Interest Income		43		30		158		335
Interest Expense		(3,066)		(1,738)		(10,143)		(5,320)
Other Expense, Net	_	(98)	_	(245)	_	(296)		(736)
Income Before Provision for Income Taxes		21,432		25,422		55,989		58,053
Provision for Income Taxes		5,219		6,443		12,310		15,575
Net Income		16,213		18,979		43,679		42,478
Net Income Attributable to Noncontrolling Interest		(98)		(195)		(360)		(487)
Net Income Attributable to Kadant	\$	16,115	\$	18,784	\$	43,319	\$	41,991
	_		_		_			
Earnings per Share Attributable to Kadant:								
Basic	\$	1.43	\$	1.69	\$	3.87	\$	3.79
Diluted	\$	1.41	\$	1.64	\$	3.79	\$	3.69
Weighted Average Shares:								
Basic	_	11,267		11,101	_	11,198	_	11,078
Diluted	_	11,469	. =	11,421	_	11,434	_	11,388
	Three Months Ended Three Months Ended						F-d-d	
						-		
Adjusted Net Income and Adjusted Diluted EPS (a)		Sept. 28, 2019		Sept. 28, 2019		Sept. 29, 2018	Sept. 29, 2018	
Net Income and Diluted EPS Attributable to Kadant, as Reported	\$	16,115	\$	1.41	\$	18,784	\$	1.64
Adjustments for the Following:								
Restructuring Costs, Net of Tax		_		_		287		0.03
Amortization of Acquired Profit in Inventory and Backlog, Net of		_		_		287		0.03
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f)		 16		_ _		_		_
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items	<u>e</u>	_	· •	_ _ _	•	— (1,542)		— (0.14)
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f)	\$	16 — 16,131	\$	_ _ _ 1.41	\$	_	\$	_
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items	\$	 16,131	1		\$	— (1,542) 17,529		— (0.14) 1.53
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items	\$	16,131 Nine Mor	nths	Ended		— (1,542) 17,529 Nine Mor	nths	— (0.14) 1.53 Ended
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items	\$	 16,131	nths			— (1,542) 17,529	nths	— (0.14) 1.53
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items	\$	— 16,131 Nine Mor Sept. 28,	nths	Ended Sept. 28,		— (1,542) 17,529 Nine Mor Sept. 29,	nths	
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items	<u>\$</u>	— 16,131 Nine Mor Sept. 28,	nths	Ended Sept. 28,		— (1,542) 17,529 Nine Mor Sept. 29,	nths	
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items Adjusted Net Income and Adjusted Diluted EPS (a)  Net Income and Diluted EPS Attributable to Kadant, as Reported Adjustments for the Following:	\$	— 16,131 Nine Mor Sept. 28, 2019	nths	Ended Sept. 28, 2019		— (1,542) 17,529 Nine Mor Sept. 29, 2018 41,991	nths	— (0.14) 1.53 Ended Sept. 29, 2018
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items Adjusted Net Income and Adjusted Diluted EPS (a)  Net Income and Diluted EPS Attributable to Kadant, as Reported Adjustments for the Following: Restructuring Costs, Net of Tax	<u>\$</u> \$	— 16,131  Nine Mor Sept. 28, 2019  43,319 —	nths	Ended Sept. 28, 2019 3.79		— (1,542) 17,529 Nine Mor Sept. 29, 2018	nths	— (0.14) 1.53 Ended Sept. 29, 2018
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items Adjusted Net Income and Adjusted Diluted EPS (a)  Net Income and Diluted EPS Attributable to Kadant, as Reported Adjustments for the Following: Restructuring Costs, Net of Tax Acquisition Costs, Net of Tax	\$	— 16,131 Nine Mor Sept. 28, 2019	nths	Ended Sept. 28, 2019		— (1,542) 17,529 Nine Mor Sept. 29, 2018 41,991	nths	— (0.14) 1.53 Ended Sept. 29, 2018
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items Adjusted Net Income and Adjusted Diluted EPS (a)  Net Income and Diluted EPS Attributable to Kadant, as Reported Adjustments for the Following: Restructuring Costs, Net of Tax Acquisition Costs, Net of Tax Amortization of Acquired Profit in Inventory and Backlog, Net of	\$	— 16,131  Nine Mor Sept. 28, 2019  43,319  — 699	nths	Ended Sept. 28, 2019  3.79  — 0.06		— (1,542) 17,529  Nine Mor Sept. 29, 2018  41,991  1,308 —	nths	— (0.14) 1.53  Ended Sept. 29, 2018  3.69  0.11 —
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items Adjusted Net Income and Adjusted Diluted EPS (a)  Net Income and Diluted EPS Attributable to Kadant, as Reported Adjustments for the Following: Restructuring Costs, Net of Tax Acquisition Costs, Net of Tax Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f)	\$	— 16,131  Nine More Sept. 28, 2019  43,319  — 699  3,687	nths	Ended Sept. 28, 2019  3.79  — 0.06  0.32		— (1,542) 17,529  Nine Mor Sept. 29, 2018  41,991  1,308 — 189	nths	— (0.14) 1.53  Ended Sept. 29, 2018  3.69  0.11 — 0.02
Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f) Discrete Tax Items Adjusted Net Income and Adjusted Diluted EPS (a)  Net Income and Diluted EPS Attributable to Kadant, as Reported Adjustments for the Following: Restructuring Costs, Net of Tax Acquisition Costs, Net of Tax Amortization of Acquired Profit in Inventory and Backlog, Net of	\$ \$	— 16,131  Nine Mor Sept. 28, 2019  43,319  — 699	nths	Ended Sept. 28, 2019  3.79  — 0.06		— (1,542) 17,529  Nine Mor Sept. 29, 2018  41,991  1,308 —	nths	— (0.14) 1.53  Ended Sept. 29, 2018  3.69  0.11 —

Revenues by Product Line Stock-Preparation Fluid-Handling Doctoring, Cleaning, & Filtration Papermaking Systems Wood Processing Systems Material Handling Systems Fiber-Based Products	Increase (Decrease)   Excluding     Three Months Ended   Acquisition     Sept. 28, Sept. 29, Increase   Increase     2019   2018   (Decrease)   and FX (a,b)     \$ 56,128
Stock-Preparation Fluid-Handling Doctoring, Cleaning, & Filtration Papermaking Systems Wood Processing Systems Material Handling Systems Fiber-Based Products	Increase (Decrease)   Excluding   Acquisition   Acquisit
Revenues by Geography (c)  North America Europe Asia Rest of World	Increase (Decrease)
North America Europe Asia	Increase (Decrease)

Rest of World		36,712	32,797		3,915		3,670		
	\$	521,985	\$ 469,851	\$	52,134	\$	7,338		
							Increase		
						(	Decrease)		
						- 1	Excluding		
		Three Mor	nths Ended			F	Acquisition		
		Sept. 28,	Sept. 29,		Increase				
Bookings by Product Line		2019	2018	([	Decrease)	_ a	ind FX (b)		
Stock-Preparation	\$	63,890	\$ 69,341	\$	(5,451)	\$	(3,673)		
Fluid-Handling		32,038	29,671		2,367		3,066		
Doctoring, Cleaning, & Filtration		26,779	27,788		(1,009)		(458)		
Papermaking Systems		122,707	126,800		(4,093)		(1,065)		
Wood Processing Systems		27,502	36,080		(8,578)		(8,157)		
Material Handling Systems		18,247	_		18,247		_		
Fiber-Based Products		2,474	2,120		354		354		
	\$	170,930	\$ 165,000	\$	5,930	\$	(8,868)		
	<u>-</u>	<u> </u>	<u> </u>	Ė		Ė			
							Decrease		
							Excluding		
		Nine Mon	ths Ended				Acquisition		
		Sept. 28,	Sept. 29,		Increase	•			
		2019	2018		Decrease)	а	ind FX (b)		
Stock-Preparation	\$	172,014	\$ 187,073	\$	(15,059)	\$	(8,119)		
Fluid-Handling	*	100,786	107,363	Ψ	(6,577)	Ψ	(3,080)		
Doctoring, Cleaning, & Filtration		83,460	86,603		(3,143)		(506)		
Papermaking Systems		356,260	381,039		(24,779)		(11,705)		
Wood Processing Systems		98,942	133,213		(34,271)		(30,155)		
Material Handling Systems		64,663	155,215		64,663		(30,133)		
Fiber-Based Products		8,637	9,088		(451)		(451)		
Finel-Dased Floddots	2	528,502	\$ 523,340	\$	5,162	\$	(42,311)		
	Ψ	320,302	Ψ 323,340	Ψ	3,102	Ψ	(42,311)		
		Three Mor	nths Ended	Nine Mon			nths Ended		
		Sept. 28,	Sept. 29,	_	Sept. 28,		Sept. 29,		
Business Segment Information		2019	2018		2019		2018		
Gross Margin:									
Papermaking Systems		44.8 %	44.6%		44.4%		45.1 %		
Wood Processing Systems		41.8%	42.6%		42.0 %		40.4%		
Material Handling Systems		32.0 %	_		27.5 %		_		
Fiber-Based Products		46.7 %	36.6%		48.5 %		50.1 %		
		42.8 %	44.1 %		42.0 %	_	44.1 %		
Operating Income:									
Papermaking Systems	\$	22,798	\$ 25,919	\$	61,368	\$	61,402		
Wood Processing Systems	Ψ	6,787	8,704	Ψ	22,858	Ψ	21,380		
Material Handling Systems		1,742	<del>-</del>		877				
Corporate and Other		(6,774)	(7,248)		(18,833)		(19,008)		
Sorporate and Other	\$	24,553	\$ 27,375	\$	66,270	\$	63,774		
	Ψ	27,000	Ψ 21,010	Ψ	00,210	Ψ	00,774		
Adjusted Operating Income (a,d):									
Papermaking Systems	\$	22,798	\$ 26,297	\$	61,368	\$	63,119		
Wood Processing Systems		6,787	8,704		22,858		21,632		

Material Handling Systems		1,763		_		6,572		_
Corporate and Other		(6,774)		(7,248)		(18,833)		(19,008)
Corporate and Caron	\$	24,574	\$	27,753	\$	71,965	\$	65,743
	<u> </u>		= <u>*</u>		- <u>*</u>	,	=	00,1.10
Capital Expenditures:								
Papermaking Systems	\$	1,376	\$	1,348	\$	3,890	\$	9,837
Wood Processing Systems	•	444	•	1,026	•	1,423	•	2,586
Material Handling Systems		225		_		605		_
Corporate and Other		48		232		318		394
Co.po.a.o a.i.o ciiio.	\$	2,093	\$	2,606	\$	6,236	\$	12,817
	÷	,	= <u>-</u>	,	: <u> </u>		- <u>-</u>	,-
		Three Mo	onths	Ended		Nine Mor	nths	Ended
		Sept. 28,	;	Sept. 29,		Sept. 28,		Sept. 29,
Cash Flow and Other Data		2019		2018		2019		2018
Cash Provided by Operations	\$	25,678	\$	16,979	\$	58,166	\$	52,550
Depreciation and Amortization Expense		7,763		5,796		24,304		17,739
						Sont 20		Doc. 20
Balance Sheet Data						Sept. 28, 2019		Dec. 29, 2018
Assets								
Cash, Cash Equivalents, and Restricted Cash					\$	49,971	\$	46,117
Accounts Receivable, net					Ψ	102,131	Ψ	92,624
Inventories						108,377		86,373
Unbilled Revenues						13,571		15,741
Property, Plant, and Equipment, net						84,049		80,157
Intangible Assets						179,681		113,347
Goodwill						334,491		258,174
Other Assets						63,286		33,216
					\$	935,557	\$	725,749
Liabilities and Stockholders' Equity							=	
Accounts Payable					\$	40,391	\$	35,720
Debt Obligations						310,514		171,434
Other Borrowings						6,310		4,387
Other Liabilities						171,469		139,637
Total Liabilities						528,684		351,178
Stockholders' Equity						406,873		374,571
					\$	935,557	\$	725,749
		Three Mo	n4b-	Endad		Nine Mor	54h -	Endad
Adjusted Operating Income and Adjusted ERITDA		Sept. 28,				Sept. 28,	านาร	Sept. 29,
Adjusted Operating Income and Adjusted EBITDA Reconciliation		Sept. 28, 2019	,	Sept. 29, 2018		Sept. 28, 2019		2018
Consolidated						==:•		
Net Income Attributable to Kadant	\$	16,115	\$	18,784	\$	43,319	\$	41,991
Net Income Attributable to Noncontrolling Interest	•	98	*	195	•	360	f	487
Provision for Income Taxes		5,219		6,443		12,310		15,575
Interest Expense, Net		3,023		1,708		9,985		4,985
Other Expense, Net		98		245		296		736
Operating Income		24,553		27,375		66,270		63,774
Restructuring Costs		_		378		_		1,717
Acquisition Costs				_		843		_
Acquired Backlog Amortization (e)		21		_		1,303		252
Acquired Profit in Inventory (f)						3,549		

Adjusted Operating Income (a)		24,574		27,753		71,965		65,743
Depreciation and Amortization	_	7,742	_	5,796	_	23,001	_	17,487
Adjusted EBITDA (a)	\$	32,316	\$	33,549	\$	94,966	\$	83,230
Adjusted EBITDA Margin (a,g)		18.6%		20.2%		18.2%		17.7 %
Papermaking Systems								
Operating Income	\$	22,798	\$	25,919	\$	61,368	\$	61,402
Restructuring costs		_		378		_		1,717
Adjusted Operating Income (a)		22,798		26,297		61,368		63,119
Depreciation and Amortization		3,206		3,132		9,605		9,407
Adjusted EBITDA (a)	\$	26,004	\$	29,429	\$	70,973	\$	72,526
Wood Processing Systems								
Operating Income	\$	6,787	\$	8,704	\$	22,858	\$	21,380
Acquired Backlog Amortization (e)	•	, <u> </u>	•	<i>_</i>		<i>_</i>	•	252
Adjusted Operating Income (a)		6,787		8,704		22,858		21,632
Depreciation and Amortization		2,400		2,505		7,162		7,585
Adjusted EBITDA (a)	\$	9,187	\$	11,209	\$	30,020	\$	29,217
Material Handling Systems								
Operating Income	\$	1,742	\$	_	\$	877	\$	_
Acquisition Costs		· —		_		843		_
Acquired Backlog Amortization (e)		21		_		1,303		_
Acquired Profit in Inventory (f)		_		_		3,549		_
Adjusted Operating Income (a)		1,763		_		6,572		_
Depreciation and Amortization		1,944		_		5,651		_
Adjusted EBITDA (a)	\$	3,707	\$		\$	12,223	\$	
Corporate and Other								
Operating Loss	\$	(6,774)	\$	(7,248)	\$	(18,833)	\$	(19,008)
Depreciation and Amortization	•	192	•	159	•	583	•	495
EBITDA (a)	\$	(6,582)	\$	(7,089)	\$	(18,250)	\$	(18,513)

- (a) Represents a non-GAAP financial measure.
- (b) Represents the increase (decrease) resulting from the exclusion of an acquisition and from the conversion of current period amounts reported in local currencies into U.S. dollars at the exchange rate of the prior period compared to the U.S. dollar amount reported in the prior period.
- (c) Geographic revenues are attributed to regions based on customer location.
- (d) See reconciliation to the most directly comparable GAAP financial measure under "Adjusted Operating Income and Adjusted EBITDA Reconciliation."
- (e) Represents intangible amortization expense associated with acquired backlog.
- (f) Represents expense within cost of revenues associated with amortization of acquired profit in inventory.
- (g) Calculated as adjusted EBITDA divided by revenue in each period.

# **About Kadant**

Kadant Inc. is a global supplier of high-value, critical components and engineered systems used in process industries worldwide. The Company's

products, technologies, and services play an integral role in enhancing process efficiency, optimizing energy utilization, and maximizing productivity in resource-intensive industries. Kadant is based in Westford, Massachusetts, with approximately 2,800 employees in 20 countries worldwide. For more information, visit <a href="https://www.kadant.com">www.kadant.com</a>.

## **Safe Harbor Statement**

The following constitutes a "Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995: This press release contains forwardlooking statements that involve a number of risks and uncertainties, including forward-looking statements about our future financial and operating performance, demand for our products, and economic and industry outlook. These forward-looking statements represent our expectations as of the date of this press release. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events, or otherwise. These forward-looking statements are subject to known and unknown risks and uncertainties that may cause our actual results to differ materially from these forward-looking statements as a result of various important factors, including those set forth under the heading "Risk Factors" in Kadant's annual report on Form 10-K for the year ended December 29, 2018 and subsequent filings with the Securities and Exchange Commission. These include risks and uncertainties relating to adverse changes in global and local economic conditions; the variability and difficulty in accurately predicting revenues from large capital equipment and systems projects; our customers' ability to obtain financing for capital equipment projects; international sales and operations; the variability and uncertainties in sales of capital equipment in China; the oriented strand board market and levels of residential construction activity; development and use of digital media; currency fluctuations; cyclical economic conditions affecting the global mining industry and the continued demand for coal; price increases or shortages of raw materials; dependence on certain suppliers; our acquisition strategy; failure of our information systems or breaches of data security and cybertheft; changes in government regulations and policies and compliance with laws; our internal growth strategy; competition; soundness of suppliers and customers; changes in our tax provision or exposure to additional tax liabilities; our ability to successfully manage our manufacturing operations; disruption in production; future restructurings; economic conditions and regulatory changes caused by the United Kingdom's exit from the European Union; our debt obligations; restrictions in our credit agreement and note purchase agreement; loss of key personnel and effective succession planning; protection of intellectual property; fluctuations in our share price; soundness of financial institutions; environmental laws and regulations; climate change; environmental, health and safety laws and regulations; adequacy of our insurance coverage; anti-takeover provisions; and reliance on third-party research.

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