

Kadant Reports Third Quarter 2020 Results

October 27, 2020

WESTFORD, Mass., Oct. 27, 2020 (GLOBE NEWSWIRE) -- Kadant Inc. (NYSE: KAI) reported its financial results for the third quarter ended September 26, 2020.

Third Quarter 2020 Financial Highlights

- Operating cash flow was \$24 million and free cash flow was \$23 million.
- Bookings decreased 16% to \$143 million.
- Revenue decreased 11% to \$155 million.
- GAAP diluted EPS decreased 9% to \$1.28.
- Adjusted diluted EPS decreased 5% to \$1.31.
- Net income decreased 8% to \$15 million.
- Adjusted EBITDA decreased 7% to \$30 million and represented 19.4% of revenue.

Note: Percent changes above are based on comparison to the prior year period. Free cash flow, adjusted diluted EPS, adjusted EBITDA, adjusted EBITDA margin, and changes in organic revenue 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

"Despite pandemic-related challenges, our revenue increased sequentially to \$155 million in the third quarter and was stronger than expected driven by increased demand in our Industrial Processing and Flow Control segments," said Jeffrey L. Powell, president and chief executive officer of Kadant. "We had our highest quarterly adjusted diluted EPS for the year of \$1.31, up 24 percent sequentially, due to excellent operational execution and contributions from government employee retention programs. We were particularly pleased with our cash flow from operations of \$24 million and free cash flow of \$23 million. We paid down \$26 million in debt in the quarter, which combined with our adjusted EBITDA helped drive a reduction in our leverage ratio to 1.88.

"Our parts and consumables revenue increased six percent sequentially to \$103 million in the third quarter, representing 66 percent of our third quarter revenue. We have seen an increase in demand for our parts and consumables following the curtailment in spending by our customers in the first half of the year."

Third Quarter 2020 compared to 2019

Revenue decreased 11 percent to \$154.6 million compared to \$173.5 million in 2019. Organic revenue was down 12 percent, which excludes an acquisition and an increase from the favorable effect of foreign currency translation. Gross margin was 44.2 percent compared to 42.8 percent in 2019.

GAAP diluted earnings per share (EPS) decreased nine percent to \$1.28 compared to \$1.41 in 2019. Adjusted diluted EPS decreased five percent to \$1.31 compared to \$1.38 in 2019. Adjusted diluted EPS in 2020 excludes \$0.03 of restructuring costs, a \$0.03 discrete tax benefit, \$0.02 of acquired backlog amortization and \$0.01 of acquisition costs. Adjusted diluted EPS in 2019 excludes a \$0.02 discrete tax benefit. Adjusted EBITDA decreased seven percent to \$30.0 million compared to \$32.3 million in 2019. Cash flow from operations decreased five percent to \$24.4 million compared to \$25.7 million in 2019.

Bookings decreased 16 percent to \$143.3 million compared to \$170.9 million in 2019. Organic bookings were down 17 percent, which excludes an acquisition and an increase from the favorable effect of foreign currency translation.

Summary and Outlook

"Capital projects are showing signs of increasing activity and we expect a solid sequential improvement in our capital bookings in the fourth quarter," Mr. Powell continued. "We also expect demand for our parts and consumables to remain stable as our customers perform year-end maintenance on their equipment. As our business continues to strengthen, we anticipate the benefits we receive from government employee retention programs, primarily in Canada and China, will be lower in the fourth quarter. Our global footprint and the diversity of our product offerings have provided stability as the timing of the market recovery has shown to vary by region and industry. While we have seen a recent strengthening in consumer demand, there is still uncertainty surrounding the timing of the recovery in markets around the world and as a result, we will not be providing guidance at this time."

Conference Call

Kadant will hold a webcast with a slide presentation for investors on Wednesday, October 28, 2020, 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 www.kadant.com and click on "Investors." To listen to the webcast via teleconference, call 888-326-8410 within the U.S., or +1-704-385-4884 outside the U.S. and reference participant passcode 2649708. 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 www.sec.gov. An archive of the webcast presentation will be available on our website until November 27, 2020.

Shortly after the webcast, Kadant will post its updated general investor presentation incorporating the third quarter results on its website at www.kadant.com under 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 (organic

revenue), adjusted operating income, adjusted net income, adjusted diluted EPS, earnings before interest, taxes, depreciation, and amortization (EBITDA), adjusted EBITDA, adjusted EBITDA margin, and free cash flow.

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 in the third quarter of 2020 included a \$0.6 million favorable foreign currency translation effect and \$0.8 million from an acquisition. Revenue in the first nine months of 2020 included a \$5.9 million unfavorable foreign currency translation effect and \$1.0 million from an acquisition. We present increases or decreases in organic revenue, which excludes 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 none at all.

Third Quarter

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

- Pre-tax acquisition costs of \$0.1 million in 2020.
- Pre-tax restructuring costs of \$0.5 million in 2020.
- Pre-tax expense related to acquired backlog amortization of \$0.3 million in 2020.

Adjusted net income and adjusted diluted EPS exclude:

- After-tax acquisition costs of \$0.1 million in 2020.
- After-tax restructuring costs of \$0.3 million (\$0.5 million net of tax of \$0.2 million) in 2020.
- After-tax expense related to acquired backlog amortization of \$0.2 million (\$0.3 million net of tax of \$0.1 million) in 2020.
- A discrete tax benefit of \$0.3 million in both 2020 and 2019.

Free cash flow is calculated as cash flow from operations less:

Capital expenditures of \$1.8 million in 2020 and \$2.1 million in 2019.

First Nine Months

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

- Pre-tax acquisition costs of \$0.5 million in 2020 and \$0.8 million in 2019.
- Pre-tax restructuring costs of \$0.9 million in 2020.
- Pre-tax expense related to acquired backlog amortization of \$0.4 million in 2020 and \$1.3 million in 2019.
- Pre-tax expense related to amortization of acquired profit in inventory of \$3.5 million in 2019.

Adjusted net income and adjusted diluted EPS exclude:

- After-tax acquisition costs of \$0.4 million (\$0.5 million net of tax of \$0.1 million) in 2020 and \$0.7 million (\$0.8 million net of tax of \$0.1 million) in 2019.
- After-tax restructuring costs of \$0.7 million (\$0.9 million net of tax of \$0.2 million) in 2020.
- After-tax expense related to acquired backlog amortization of \$0.3 (\$0.4 million net of tax of \$0.1 million) in 2020 and \$1.0 million (\$1.3 million net of tax of \$0.3 million) in 2019.
- After-tax expense related to amortization of acquired profit in inventory of \$2.7 million (\$3.5 million net of tax of \$0.8 million) in 2019.
- A discrete tax benefit of \$0.3 million in 2020 and \$1.5 million in 2019.

Free cash flow is calculated as cash flow from operations less:

• Capital expenditures of \$5.4 million in 2020 and \$6.2 million in 2019.

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)

(In thousands, except per share amounts and percentages)

Consolidated Statement of Income		Sept. 26,		Sept. 28,		_			
Consolidated Statement of Income		2020		2019		Sept. 26, 2020		Sept. 28, 2019	
Revenue	\$	154,610	\$	173,504	\$	466.597	\$	521,985	
Costs and Operating Expenses:	Ψ	104,010	Ψ	173,304	Ψ	+00,001	Ψ_	321,303	
Cost of revenue		86,294		99,257		263,510		302,852	
Selling, general, and administrative expenses		43,853		47,097		134,518		144,883	
Research and development expenses		2,658		2,597		8,532		7,980	
Restructuring costs		470		2,557		926		7,300	
Restructuring costs	-	133,275		148,951		407,486		455,715	
Operating Income		21,335		24,553		59,111		66,270	
Interest Income		52		43		140		158	
Interest Income		(1,670)		(3,066)		(6,060)		(10,143)	
•		(32)		(98)		(0,000)		(10,143)	
Other Expense, Net Income Before Provision for Income Taxes		19,685		21,432	_	53,096			
								55,989	
Provision for Income Taxes		4,705		5,219	_	13,738		12,310	
Net Income		14,980		16,213		39,358		43,679	
Net Income Attributable to Noncontrolling Interest	_	(129)		(98)	_	(369)		(360)	
Net Income Attributable to Kadant	\$	14,851	\$	16,115	\$	38,989	\$	43,319	
Earnings per Share Attributable to Kadant:									
Basic	\$	1.29	\$	1.43	\$	3.40	\$	3.87	
Diluted	\$	1.28	\$	1.41	\$	3.38	\$	3.79	
Weighted Average Shares:									
Basic		11,504		11,267		11,472		11,198	
Diluted		11,589		11,469		11,550	-	11,434	
	Three Months Ended					Three Months Ended			
					Sept. 28, Sept. 2				
Adjusted Net Income and Adjusted Diluted EPS (a)		Sept. 26, 2020		Sept. 26, 2020		2019		2019	
Net Income and Diluted EPS Attributable to Kadant, as									
Reported	\$	14,851	\$	1.28	\$	16,115	\$	1.41	
Adjustments for the Following:									
Restructuring Costs, Net of Tax		335		0.03		_		_	
Acquisition Costs, Net of Tax		58		0.01		_		_	
Amortization of Acquired Backlog, Net of Tax (e)		249		0.02		16			
Discrete Tax Items		(338)		(0.03)		(264)		(0.02)	
Adjusted Net Income and Adjusted Diluted EPS (a)	\$	15,155	\$	1.31	\$	15,867	\$	1.38	
		Nine Mor	nths I	Ended		Nine Mont	hs E	inded	
				Sept. 26,	Sept. 28, Sept. 28,				
Adjusted Net Income and Adjusted Diluted EPS (a)		2020		2020		2019		2019	
Net Income and Diluted EPS Attributable to Kadant, as									
Reported	\$	38,989	\$	3.38	\$	43,319	\$	3.79	
·	·	•				•			
Adjustments for the Following:									
Adjustments for the Following: Restructuring Costs, Net of Tax		667		0.06				_	

Amortization of Acquired Profit in Inventory and Backlog, Net of Tax (e,f)		275		0.02		3,687		0.32		
Discrete Tax Items		(338)		(0.03)		(1,499)		(0.13)		
Adjusted Net Income and Adjusted Diluted EPS (a)	\$	39,948	\$	3.46	\$	46,206	\$	4.04		
							[Decrease		
		Three Mor	nths	Ended			E	Excluding		
		Sept. 26,		Sept. 28,				Acquisition		
Revenue by Segment (b)		2020		2019		Decrease		nd FX (a,c)		
Flow Control	\$	56,815	\$	62,375	\$	(5,560)	\$	(5,300)		
Industrial Processing		62,086		74,229		(12,143)		(13,306)		
Material Handling	_	35,709	_	36,900	_	(1,191)	_	(1,689)		
	\$	154,610	\$	173,504	\$	(18,894)	\$	(20,295)		
Percentage of Parts and Consumables Revenue		66%	_	61%						
								Decrease		
		Nine Mon	Ended				Excluding			
		Sept. 26,		Sept. 28,			A	Acquisition		
		2020		2019		Decrease	aı	nd FX (a,c)		
Flow Control	\$	165,329	\$	188,792	\$	(23,463)	\$	(19,769)		
Industrial Processing		192,468		222,899		(30,431)		(29,375)		
Material Handling		108,800		110,294		(1,494)		(1,316)		
	\$	466,597	\$	521,985	\$	(55,388)	\$	(50,460)		
Percentage of Parts and Consumables Revenue		65%	_	63%						
								Decrease		
	Three Months Ended							Excluding		
		Sept. 26,		Sept. 28,			A	Acquisition		
Bookings by Segment (b)		2020		2019		Decrease		and FX (c)		
Flow Control	\$	49,608	\$	58,817	\$	(9,209)	\$	(8,757)		
Industrial Processing		59,903		74,928		(15,025)		(15,713)		
Material Handling	_	33,838	_	37,185	_	(3,347)	_	(4,057)		
	<u>\$</u>	143,349	\$	170,930	\$	(27,581)	\$	(28,527)		
Percentage of Parts and Consumables Bookings	_	67%	_	59%						
								Decrease		
	Nine Months Ended							Excluding		
	_	Sept. 26, 2020		Sept. 28, 2019		Decrease		Acquisition and FX (c)		
Flow Control	\$	166,713	\$	184,246	\$	(17,533)	\$	(13,516)		
Industrial Processing		178,885		229,007		(50,122)		(48,790)		
Material Handling		106,344		115,249		(8,905)	_	(9,005)		
	\$	451,942	\$	528,502	\$	(76,560)	\$	(71,311)		
Percentage of Parts and Consumables Bookings		67%	_	63%						
	Three Months Ended					Nine Mont	ns E	Ended		
		Sept. 26,		Sept. 28,	_	Sept. 26,		Sept. 28,		

Gross Margin:								
Flow Control		52.	.9%	52.	9%	% 53.		51.7%
Industrial Processing		43.	.7% 38.		7% 41.		0%	39.0%
Material Handling		31.1% 34.			0%	33.	5%	31.4%
	•	44.	.2%	42.	8%	43.	5%	42.0%
Operating Income:								
Flow Control	\$	13,770	\$	15,103	\$	37,360	\$	43,220
Industrial Processing		12,072		13,107		32,147		38,830
Material Handling		2,614		3,525		10,341		5,515
Corporate		(7,121)		(7,182)		(20,737)		(21,295)
	\$	21,335	\$	24,553	\$	59,111	\$	66,270
Adjusted Operating Income (a,d):								
Flow Control	\$	14,035	\$	15,103	\$	38,081	\$	43,220
Industrial Processing		12,438		13,107		32,948		38,830
Material Handling		2,862		3,546		10,597		11,210
Corporate		(7,121)		(7,182)		(20,737)		(21,295)
·	\$	22,214	\$	24,574	\$	60,889	\$	71,965
Capital Expenditures:								
Flow Control	\$	509	\$	636	\$	1,667	\$	1,814
Industrial Processing	Ψ	785	Ψ	1,053	Ψ	2,460	Ψ	3,223
Material Handling		486		397		1,167		1,145
Corporate		42		7		125		54
Corporate	\$	1,822	\$	2,093	\$	5,419	\$	6,236
	<u> </u>	1,022	= *	2,000	= =	0,110	= *	0,200
		Three Mo				Nine Mor	nths [
Cash Flow and Other Data	,	Sept. 26, 2020	;	Sept. 28, 2019		Sept. 26, 2020		Sept. 28, 2019
Cash Provided by Operations	\$	24,393	\$	25,678	\$	52,601	\$	58,166
Less: Capital Expenditures	·	(1,822)	·	(2,093)		(5,419)		(6,236)
Free Cash Flow (a)	\$	22,571	\$	23,585	\$	47,182	\$	51,930
	œ.	9.096	¢	7 762	ď	22.260	æ	24.204
Depreciation and Amortization Expense	<u>\$</u>	8,086	\$	7,763	\$	23,260	\$	24,304
						Sept. 26,		Dec. 28,
Balance Sheet Data						2020		2019
Assets					_		_	
Cash, Cash Equivalents, and Restricted Cash					\$	56,204	\$	68,273
Accounts Receivable, net						94,145		95,740
Inventories						108,715		102,715
Unbilled Revenue						9,095		13,162
Property, Plant, and Equipment, net						82,427 164,350		86,032
Intangible Assets Goodwill						164,359 342,999		173,896 336,032
						55,947		63,537
Other Assets					\$	913,891	\$	939,387
Liabilities and Stockholders' Equity					Ψ	313,031	Ψ	303,001
Accounts Pavable					\$	32 588	\$	45 852
Accounts Payable Debt Obligations					\$	32,588 255,010	\$	45,852 294,717

Other Borrowings	5,577	6,308
Other Liabilities	158,471	165,431
Total Liabilities	451,646	512,308
Stockholders' Equity	462,245	427,079
	\$ 913,891	\$ 939,387

		Three Mor	Ended		Nine Mon	nths Ended			
Adjusted Operating Income and Adjusted EBITDA Reconciliation (a,b)	:	Sept. 26, 2020		Sept. 28, 2019		Sept. 26, 2020		Sept. 28, 2019	
Consolidated									
Net Income Attributable to Kadant	\$	14,851	\$	16,115	\$	38,989	\$	43,319	
Net Income Attributable to Noncontrolling Interest		129		98		369		360	
Provision for Income Taxes		4,705		5,219		13,738		12,310	
Interest Expense, Net		1,618		3,023		5,920		9,985	
Other Expense, Net		32		98		95		296	
Operating Income		21,335		24,553		59,111		66,270	
Restructuring Costs		470		_		926		_	
Acquisition Costs		78		_		485		843	
Acquired Backlog Amortization (e)		331		21		367		1,303	
Acquired Profit in Inventory (f)								3,549	
Adjusted Operating Income (a)		22,214		24,574		60,889		71,965	
Depreciation and Amortization		7,755		7,742		22,893		23,001	
Adjusted EBITDA (a)	\$	29,969	\$	32,316	\$	83,782	\$	94,966	
Adjusted EBITDA Margin (a,g)		19.4%		18.6%		18.0%		18.2%	
Flow Control									
Operating Income	\$	13,770	\$	15,103	\$	37,360	\$	43,220	
Restructuring Costs		265				721		_	
Adjusted Operating Income (a)		14,035		15,103	_	38,081		43,220	
Depreciation and Amortization		1,564		1,629		4,729		4,823	
Adjusted EBITDA (a)	\$	15,599	\$	16,732	\$	42,810	\$	48,043	
Adjusted EBITDA Margin (a,g)		27.5%		26.8%		25.9%		25.4%	
Industrial Processing									
Operating Income	\$	12,072	\$	13,107	\$	32,147	\$	38,830	
Restructuring Costs		205				205		_	
Acquisition Costs		78		_		485		_	
Acquired Backlog Amortization (e)		83		_		111		_	
Adjusted Operating Income (a)		12,438		13,107		32,948		38,830	
Depreciation and Amortization		3,311		3,249		9,598		9,731	
Adjusted EBITDA (a)	\$	15,749	\$	16,356	\$	42,546	\$	48,561	
Adjusted EBITDA Margin (a,g)		25.4%		22.0%	_	22.1%	_	21.8%	
Material Handling									
Operating Income	\$	2,614	\$	3,525	\$	10,341	\$	5,515	
Acquisition Costs		_		_		_		843	

Acquired Backlog Amortization (e)		248	21	256	1,303
Acquired Profit in Inventory (f)			 _	_	3,549
Adjusted Operating Income (a)	·	2,862	3,546	 10,597	 11,210
Depreciation and Amortization		2,824	2,801	8,416	8,259
Adjusted EBITDA (a)	\$	5,686	\$ 6,347	\$ 19,013	\$ 19,469
Adjusted EBITDA Margin (a,g)		15.9%	 17.2%	 17.5%	 17.7%
Corporate					
Operating Loss	\$	(7,121)	\$ (7,182)	\$ (20,737)	\$ (21,295)
Depreciation and Amortization		56	 63	150	188
EBITDA (a)	\$	(7,065)	\$ (7,119)	\$ (20,587)	\$ (21,107)

- (a) Represents a non-GAAP financial measure.
- (b) Reflects our new reportable operating segments announced on April 22, 2020. Prior period information has been recast to conform to the current period presentation.
- (c) 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.
- (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 2,700 employees in 20 countries worldwide. For more information, visit www.kadant.com.

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 28, 2019 and subsequent filings with the Securities and Exchange Commission. These include risks and uncertainties relating to the impact of the COVID-19 pandemic on our operating and financial results; 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; health epidemics; changes to government regulations and policies around the world; policies of the Chinese government; the variability and uncertainties in sales of capital equipment in China; levels of residential construction activity; reductions by our wood processing customers of their capital spending or production of oriented strand board; changes to the global timber supply; cyclical economic conditions affecting the global mining industry; development and use of digital media: currency fluctuations; demand for coal, including economic and environmental risks associated with 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; compliance with government regulations and policies and compliance with laws; implementation of 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; substitution of an alternative index for LIBOR; 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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Source: Kadant Inc