

KENNAMETAL INC  
Form 8-K  
January 24, 2007

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**UNITED STATES SECURITIES AND EXCHANGE COMMISSION**  
**WASHINGTON, D.C. 20549**  
**FORM 8-K**  
**CURRENT REPORT**  
**PURSUANT TO SECTION 13 OR 15(D) OF THE**  
**SECURITIES EXCHANGE ACT OF 1934**  
**Date of report (Date of earliest event reported): January 24, 2007**  
**Kennametal Inc.**  
(Exact Name of Registrant as Specified in Its Charter)

<b>Pennsylvania</b> (State or Other Jurisdiction of Incorporation)	<b>1-5318</b> (Commission File Number)	<b>25-0900168</b> (IRS Employer Identification No.)
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<b>World Headquarters</b> <b>1600 Technology Way</b> <b>P.O. Box 231</b> <b>Latrobe, Pennsylvania</b> (Address of Principal Executive Offices)	<b>15650-0231</b> (Zip Code)
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Registrant's telephone number, including area code: **(724) 539-5000**  
(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 2.02 Results of Operations and Financial Condition**

On January 24, 2007, Kennametal Inc. (the Company) issued a press release announcing financial results for its second quarter ended December 31, 2006.

The press release contains certain non-GAAP financial measures. The following GAAP financial measures have been presented excluding special items: gross profit, operating expense, operating income, income from continuing operations, net income and diluted earnings per share. For the three and six months ended December 31, 2006, these special items include: (a) Electronics impairment and divestiture-related charges, (b) loss on divestiture of CPG and transaction-related charges and (c) adjustment on J&L divestiture and transaction-related charges. For the year ended June 30, 2006, these special items include: (a) gain on divestiture of J&L recorded at corporate level, (b) J&L transaction-related charges recorded at corporate level, (c) tax impact of cash repatriation under AJCA, (d) loss on sale of Presto, (e) favorable resolution of tax contingencies and (f) divestiture impact of J&L. Management excludes these items in measuring and compensating internal performance to more easily compare the Company's financial performance period-to-period. The press release also contains adjusted free operating cash flow, adjusted sales and adjusted return on invested capital, which are also non-GAAP measures and are defined below.

Management believes that presentation of these non-GAAP financial measures provides useful information about the results of operations of the Company for the current, past and future periods. Management believes that investors 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.

**Adjusted Free Operating Cash Flow**

Free operating cash flow is a non-GAAP financial measure and is defined by the Company as cash provided by operations (in accordance with GAAP) less capital expenditures plus proceeds from disposals of fixed assets.

Management considers free operating cash flow to be an important indicator of Kennametal's cash generating capability because it better represents cash generated from operations that can be used for strategic initiatives (such as acquisitions), dividends, debt repayment and other investing and financing activities. Management has further adjusted free operating cash flow for the following significant unusual cash items: income taxes paid (refunded).

Management considers adjusted free operating cash flow to be an important indicator of Kennametal's cash generating capability because it excludes significant unusual items.

**Adjusted Sales**

Kennametal adjusts current period sales as reported under GAAP for specific items including foreign currency translation and adjusts current and prior period sales for the effects of acquisitions and divestitures. Management believes that adjusting sales as reported under GAAP yields a more consistent comparison of year-over-year results and provides additional insight into the underlying operations. Management uses this information in reviewing operating performance and in the determination of compensation.

**Adjusted Return on Invested Capital**

Adjusted Return on Invested Capital is a non-GAAP financial measure and is defined by the Company as the previous 12 months' net income, adjusted for interest expense, securitization fees, minority interest expense and special items, divided by the sum of the previous 12 months' average balances of debt, securitized accounts receivable, minority interest and shareowners' equity. Management believes that this financial measure provides additional insight into the underlying capital structuring and performance of the Company. Management utilizes this non-GAAP measure in determining compensation and assessing the operations of the Company. The most directly comparable GAAP measure is return on invested capital calculated utilizing GAAP net income.

A copy of the Company's earnings announcement is furnished under Exhibit 99.1 attached hereto. Reconciliations of the above non-GAAP financial measures are included in the earnings announcement.

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Additionally, during our quarterly teleconference we may use various non-GAAP financial measures to describe the underlying operating results. 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. Accordingly, we have compiled below certain reconciliations as required by Regulation G.

**Adjusted Gross Profit**

Management may discuss gross profit and its corresponding margin excluding plant closure costs for the three months ended December 31, 2006. Management may exclude this item to more easily compare the Company's performance period-to-period. The most directly comparable GAAP measure is gross profit.

**Primary Working Capital**

Primary working capital is a non-GAAP presentation and is defined as accounts receivable, net plus inventories, net minus accounts payable. The most directly comparable GAAP measure is working capital, which is defined as current assets less current liabilities. We believe primary working capital better represents Kennametal's performance in managing certain assets and liabilities controllable at the business unit level and is used as such for internal performance measurement.

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ADJUSTED GROSS PROFIT RECONCILIATION (Unaudited):**

(in thousands, except percents)	Three Months Ended		
	December 31, 2006	2005	September 30, 2006
Gross profit, as reported	\$ 198,150	\$ 196,721	\$ 187,031
Gross profit margin	34.8%	35.0%	34.5%
Special items:			
Plant closure costs	2,636		
Adjusted gross profit	\$ 200,786	\$ 196,721	\$ 187,031
Adjusted gross profit margin	35.3%	35.0%	34.5%

**PRIMARY WORKING CAPITAL RECONCILIATION (Unaudited):**

(in thousands)	December 31, 2006	June 30, 2006
Current assets	\$ 959,582	\$ 1,086,857
Current liabilities	371,410	462,199
Working capital in accordance with GAAP	\$ 588,172	\$ 624,658
Excluding items:		
Cash and cash equivalents	(114,121)	(233,976)
Other current assets	(103,124)	(131,218)
Total excluded current assets	(217,245)	(365,194)
Adjusted current assets	742,337	721,663
Current maturities of long-term debt and capital leases, including notes payable	(2,786)	(2,214)
Other current liabilities	(244,541)	(335,078)
Total excluded current liabilities	(247,327)	(337,292)
Adjusted current liabilities	124,083	124,907
Primary working capital	\$ 618,254	\$ 596,756

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Item 9.01 Financial Statements and Exhibits

(d) Exhibits

99.1 Fiscal 2007 Second Quarter Earnings Announcement

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**Signatures**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

KENNAMETAL INC.

Date: January 24, 2007

By: /s/ Wayne D. Moser  
Wayne D. Moser  
Vice President Finance and Corporate  
Controller