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KENNAMETAL INC  
Form 8-K  
April 30, 2003

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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): APRIL 30, 2003

KENNAMETAL INC.  
(Exact name of registrant as specified in its charter)

Commission file number 1-5318

PENNSYLVANIA  
(State or other jurisdiction  
of incorporation)

25-0900168  
(I.R.S. Employer  
Identification No.)

WORLD HEADQUARTERS  
1600 TECHNOLOGY WAY  
P.O. BOX 231  
LATROBE, PENNSYLVANIA 15650-0231  
(Address of registrant's principal executive offices)

Registrant's telephone number, including area code: (724) 539-5000

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ITEM 9. INFORMATION PROVIDED UNDER ITEM 12 - DISCLOSURE OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

In accordance with Securities and Exchange Commission Release No. 33-8216, the following information, is furnished pursuant to Item 12, "Results of Operations and Financial Condition".

On April 30, 2003, Kennametal Inc. ("Kennametal") issued a press release announcing financial results for its third quarter ended March 31, 2003.

The press release contains non-GAAP financial measures, including gross profit, operating expense, operating income, net income (loss) and diluted EPS in each case excluding special items. The special items include: restructuring charges, Widia integration costs and goodwill impairment. Kennametal management excludes these items in measuring and compensation internal performance to better understand underlying operations. We believe investors should have available the same information that management uses to measure and compensate performance. Kennametal management believes that presentation of these non-GAAP financial

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measures provides useful information into the results of operations of the company for the current, past and future periods.

Kennametal also presents free operating cash flow and primary working capital in the press release.

Free operating cash flow is a non-GAAP presentation and is defined as cash provided by continuing operations (in accordance with GAAP) less capital expenditures and proceeds from asset disposals. Free operating cash flow is considered to be an important indicator of Kennametal's ability to generate liquidity because it better represents cash generated from operations that can be used for strategic initiatives, dividends or debt repayment.

Primary working capital is a non-GAAP presentation and is defined as accounts receivable, net of allowance for doubtful accounts, plus inventories minus accounts payable. The most directly comparable GAAP number 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.

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

### EBIT

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EBIT is an acronym for Earnings Before Interest and Taxes and is not a calculation in accordance with accounting principles generally accepted in the United States (GAAP). However, we believe that EBIT is widely used as a measure of operating performance and we believe EBIT to be an important indicator of the Company's operational strength and performance. Nevertheless, the measure should not be considered in isolation or as a substitute for operating income, cash flows from operating activities or any other measure for determining liquidity that is calculated in accordance with GAAP.

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Kennametal Inc. EBIT Reconciliation	Quarter Ended March 31,		As a p
	2003	2002	2003
	-----	-----	-----
Operating income, as reported	\$24,604	\$27,280	5.5%
Adjusted other (expense) income(1)	(1,084)	124	
	-----	-----	
EBIT	23,520	27,404	5.1%
Special charges	5,198	5,165	
	-----	-----	
EBIT, excluding special charges	\$28,718	\$32,569	6.3%
(1) Other expense (income), as reported	(\$713)	\$14	
Interest income	(777)	(348)	
Securitization fees	406	458	
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Adjusted other (expense) income (\$1,084) \$124

MSSG SEGMENT	Quarter Ended March 31,	
	2003	2002
Sales, as reported	\$ 297,995	\$ 224,971
LESS:		
Widia sales	54,407	--
Foreign currency exchange	12,425	--
Adjusted Sales	\$ 231,163	\$ 224,971

MSSG EBIT	Quarter Ended March 31,		As Percent 2003
	2003	2002	
MSSG operating income, as reported	\$ 24,156	\$ 25,999	8
Other (expense) income	(206)	640	
EBIT	23,950	26,639	
Adjustments:			
MSSG Restructuring	1,077	1,904	
Widia Integration	1,911	--	
EBIT, excluding special charges	\$ 26,938	\$ 28,543	9

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AMSG SEGMENT	Quarter Ended March 31,	
	2003	2002
Sales, as reported	\$ 79,039	\$ 72,879
LESS:		
Foreign currency exchange	3,399	--

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Adjusted Sales	\$ 75,640	\$ 72,879
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	Quarter Ended March 31,		A Perce 2003
	2003	2002	
AMSG EBIT			
AMSG operating income, as reported	\$ 8,757	\$ 6,988	1
Other (expense)	(96)	(135)	
EBIT	8,661	6,853	
Adjustments:			
AMSG restructuring	1,104	619	
Widia Integration	18	--	
EBIT, excluding special charges	\$ 9,783	\$ 7,472	1

	Quarter Ended March 31,	
	2003	2002
J&L SEGMENT		
Sales, as reported	\$ 51,729	\$ 58,873
LESS:		
Strong Tool Co. sales	--	7,802
Foreign exchange	670	--
Adjusted Sales	\$ 51,059	\$ 51,071

	Quarter Ended March 31,		A Perce 2003
	2003	2002	
J&L EBIT			
J&L operating income, as reported	\$ 1,323	\$ 1,208	2
Other (expense)	(6)	(7)	
EBIT	1,317	1,201	
Adjustments:			
J&L restructuring	801	2,375	
EBIT, excluding special charges	\$ 2,118	\$ 3,576	4

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FSS SEGMENT -----	Quarter Ended March 31,	
	2003 ----	2002 ----
Sales, as reported	\$ 30,480	\$ 37,129
Adjustments	---	---
Adjusted Sales	\$ 30,480	\$ 37,129

FSS EBIT -----	Quarter Ended March 31,		Percent 2003 -----
	2003 ----	2002 ----	
FSS operating income, as reported	\$ 31	\$ 380	.
Other (expense)	---	(6)	
EBIT	31	374	
Adjustments:			
FSS restructuring	9	264	
EBIT, excluding special charges	\$ 40	\$ 638	.

Forecasted Result

RECONCILIATION OF EPS -----	Quarter Ended
	June 30, 2003 -----
Forecasted earnings on a GAAP basis	\$0.17 - \$0.37
Excluding Forecasted Restructuring and Integration costs	\$0.21 - \$0.06
Forecasted EPS excluding restructuring and integration	\$0.38 - \$0.43
Excluding Forecasted Widia dilution	\$0.02 - \$0.02
Forecasted EPS, excluding restructuring and integration and Widia dilution	\$0.40 - \$0.45
Excluding pension income decline	\$0.04 - \$0.04
Forecasted EPS, excluding restructuring and integration, Widia dilution and pension income decline	\$0.44 - \$0.49

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Exhibit -----	Exhibit Index Description -----
99.1	Press Release dated April 30, 2003. Furnished herewith.

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SIGNATURE

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

KENNAMETAL INC.

Date: April 30, 2003

By: /s/ TIMOTHY A. HIBBARD

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Timothy A. Hibbard  
Corporate Controller and  
Chief Accounting Officer

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