

K TRON INTERNATIONAL INC  
Form DFAN14A  
January 11, 2010

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

SCHEDULE 14A  
(Rule 14A-101)

Proxy Statement Pursuant to Section 14(a) of the  
Securities Exchange Act of 1934  
(Amendment No. \_\_)

Filed by the Registrant    
Filed by a Party other than the Registrant

Check appropriate box:

- Preliminary Proxy Statement  
 Confidential, For Use of the Commission Only (as permitted by Rule 14a-6(e)(2))  
 Definitive Proxy Statement  
 Definitive Additional Materials  
 Soliciting Material under Rule 14a-12

K-TRON INTERNATIONAL, INC.  
(Name of Registrant as Specified in Its Charter)

HILLENBRAND, INC.  
(Name of Person(s) Filing Proxy Statement, if Other Than the Registrant)

Payment of filing fee (Check the appropriate box):

- No fee required.  
 Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.
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| (1) | Title of each class of securities to which transaction applies:   |
| (2) | Aggregate number of securities to which transaction applies:  |
| (3) | Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (Set forth the amount on which the filing fee is calculated and state how it was determined): |
| (4) | Proposed maximum aggregate value of transaction:  |
| (5) | Total fee paid:   |
- Fee paid previously with preliminary materials:  
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by registration statement number, or the form or schedule and the date of its filing.

- (1) Amount Previously Paid:
  - (2) Form, Schedule or Registration Statement No.:
  - (3) Filing Party:
  - (4) Date Filed:
-

Filed by Hillenbrand, Inc.  
Pursuant to Rule 14a-12  
of the Securities Exchange Act of 1934  
Subject Company: K-Tron International, Inc.  
Commission File No: 000-09576

The following investor presentation was used during a conference call with investors held by Hillenbrand, Inc. on January 11, 2010:

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Transaction Overview  
January 11,2010

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Mark Lanning  
Vice President of Investor  
Relations & Treasurer  
Hillenbrand, Inc  
Hillenbrand Speaker

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Certain statements in this presentation contain forward-looking statements, within the meaning of the Private Securities Litigation Reform Act of 1995, regarding the company's future plans, objectives, beliefs, expectations, representations and projections. The company has tried, wherever possible, to identify these forward-looking statements using words such as "intend," "anticipate," "believe," "plan," "encourage," "expect," "may," "goal," "become," "estimate," "strategy," "will," "projection," "forecast," "continue," "accelerate," "promise," "increase," "higher," "lower," "reduce," "improve," "expand" "potential" or the negative of those terms or other variations of them or by comparable terminology. The absence of such terms, however, does not mean that the statement is not forward-looking. It is important to note that forward-looking statements are not guarantees of future performance, and the company's actual results could differ materially from those set forth in any forward-looking statements. Factors that could cause actual results to differ from forward-looking statements include but are not limited to: the company's ongoing antitrust litigation; the company's dependence on its relationships with several large national providers; continued fluctuations in mortality rates and increased cremations; ongoing involvement in claims, lawsuits and governmental proceedings related to operations; failure of the company's announced strategic initiatives to achieve expected growth, efficiencies or cost reductions; disruptions in the company's business or other adverse consequences resulting from the separation of Hillenbrand Industries into two operating companies; failure of the company to execute its acquisition and business alliance strategy through the consummation and successful integration of acquisitions (such as the acquisition of K-Tron International, Inc.) or entry into joint ventures or other business alliances; competition from nontraditional sources in the funeral services business; volatility of the company's investment portfolio; increased costs or unavailability of raw materials; labor disruptions; the ability to retain executive officers and other key personnel; and certain tax-related matters. For a more in-depth discussion of these and other factors that could cause actual results to differ from those contained in forward-looking statements, see the discussions under the heading "Risk Factors" in Item 1 of the company's Annual Report on Form 10-K for the year ended September 30, 2009, filed November 24, 2009. The company assumes no obligation to update or revise any forward-looking information.

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Investor Relations, Route 55 and 553, P.O. Box 888, Pitman, N.J. 08071, or by calling 856-589-0500.

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from K-Tron shareholders in favor of the proposed acquisition. Information regarding Hillenbrand's directors and executive officers is available in its 2009 Annual Report on Form 10-K filed with the SEC on November 24, 2009, and definitive proxy statement relating to its 2010 Annual Meeting of Shareholders filed with the SEC on January 5, 2010. Information regarding K-Tron's directors and executive officers is available in its 2008 Annual Report on Form 10-K filed with the SEC on March 13, 2009, and definitive proxy statement relating to its 2009 Annual Meeting of Shareholders filed with the SEC on April 6, 2009. Additional information regarding the interests of such potential participants will be included in the proxy statement and the other relevant documents filed with the SEC when they become available.

Forward-looking Statements

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Ken Camp  
President &  
Chief Executive Officer  
Hillenbrand, Inc  
Hillenbrand Speaker

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It's the Right Acquisition

- \$435MM cash purchase (\$390MM net purchase price) provides approximately \$200MM of revenue
  - Preserves Hillenbrand's high quality of earnings and cash flows while improving growth potential
    - EBITDA multiple of 10.3x EBITDA is in line with recent market comparables
  - We expect the transaction to be immediately accretive to EPS and cash flow, excluding acquisition costs, transition costs, and non-recurring purchase accounting adjustments
    - Attractive product, industry and customer diversification
    - Creates sizable new global platforms in two attractive sectors
    - Ideal fit with Hillenbrand's stringent acquisition criteria
  - K-Tron International has limited lean experience. Meaningful improvement opportunities exist through the application of lean business practices
    - Strong cultural fit with proven management
  - Adds leading brands and market positions with two new platforms
    - A proven high margin, high growth business
- Operational  
and Cultural  
Financial  
Strategic

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K-Tron International's Corporate Profile Is Very Attractive  
to Hillenbrand

- 2008 Revenues and EBITDA of \$243 MM and \$44.6 MM
  - 21% Total revenue CAGR over last 5 years;
  - 10% Organic revenue CAGR over last 5 years
- Two attractive segments within bulk solids material handling equipment sector
  - Leading, respected brands
- Serves diverse base of global customers through wholly-owned subsidiaries and independent representatives
  - Highly productive operation with more than 650 employees
- Operates 7 manufacturing facilities: 5 in the U.S. and 1 each in Switzerland and China
- Numerous meaningful opportunities have been identified to grow as economy recovers

Estimated Revenue by Business Line (1)

Estimated EBITDA by Business Line (1)

(1) For FY 2008

Size  
Reduction  
Group  
Process  
Group  
Size  
Reduction  
Group  
Process  
Group

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New Platform: K-Tron Process Group Is a Leader  
in Feeding and Conveying With a Clear Growth  
Path

Feeders

Provide accurate feeding of “hard-to-handle” materials in a wide variety of manufacturing processes, enabling customers in key end markets to produce high quality products and optimize raw material usage

Conveyers

Product Summary

Brand Names

(1) Higher sensitivity to economic cycles.

Convey bulk solids with positive or negative pressure through mass-customized pneumatic conveying equipment and systems

Growth Strategy

- Differentiated by material flow expertise (multiple types)
  - Leading brand position in each category
- Expanding back into value chain: same sales, engineering & service channels, and same customers

Feeders

Conveyers

Gravimetric Feeders

Twin Screw Micro-Ingredient Feeder

Pneumatic Conveying Components

Sanitary Pneumatic Conveying Systems

for Food and Pharmaceutical

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New Platform: K-Tron Size Reduction Group Is a  
Brand Leader Supported by its High Margin,  
Recurring Consumable Parts Business

Size

Reduction

Coal Processing: Hammermills, sizers, roll crushers

Wood/pulp Processing/Biomass: Wood/bark hogs, chip screens

Mining: Potash and mineral mining crushers

Significant recurring parts revenue

Product Summary

Brand Names

Growth Strategy

Leverage installed base and brand equity (#1 or #2 brand presence)

Penn Crusher & Reversible Hammermill

Jeffrey EZ Access Word/Bark Hog

Gundlach Cage Packer

Grundlach Two-stage Four-roll Breaker

Duratip® Wood Hog Jammers

Big Buster™ Hammer

Stant-Flow® Grates

Buster® Bar

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To Maximize Value Creation, We Will Leverage Hillenbrand's Core  
Competencies Across New Platforms

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Lean Business

(Capabilities nationally recognized  
beyond the death care industry)

Culture of

Execution

Management Team

§ High quality

§ Low-cost

§ Flexible

§ Safety-conscious

§ Innovative

§ Profitability improvement

§ Highly effective merchandising

§ History of successful acquisition  
integration

§ Manage for strong cash flow

Supply Chain Optimization

(Favorably benchmarked against FedEx & UPS)

§ Efficient

§ Dependable

§ Fast

§ Optimizes finished goods inventory

§ Deep acquisition &  
integration skills

§ Robust business development  
& lean skills

New Platforms

Processes &

People

§ Strategic planning

§ People development

§ Policy deployment

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K-Tron International Historical Results Show Strong Growth  
and Cash Generation Capabilities

Revenue  
EBITDA  
Total Debt  
Cash

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Creates Multiple Pathways to Strong Revenue Growth  
Through New Platforms

- Proven history of modest acquisitions  
(\$10-\$30MM)
  - Opportunities for bolt-on acquisitions in both  
platforms
    - Size Reduction Group well positioned to  
capture Biomass Energy growth
    - Pharmaceutical Industry trending from  
batch to continuous process
  - Expand Pneumatics into Europe, Asia and the  
Middle East
  - Swiss facility offers competitive advantage to  
serve high growth Eastern Europe markets
    - China & India for coal mining
  - Aggressively grow Wuxi K-Tron Colormax  
division in China
  - Enhance Sales & Marketing efforts for Penn  
Crusher in China
  - Strong growth in demand from mineral mining  
sector
-

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K-Tron International Has a Proven Senior Management Team

30+ Year Industry Veteran

Ground-up Knowledge of Coal Industry

Long-standing Industry Executive

Donald W. Melchiorre

SVP Size Reduction Group

30+ Yrs with the Company

Well Regarded Sales & Marketing Expertise

Extensive Knowledge of each K-Tron Divisions

Kevin C. Bowen

SVP Process Group

Point Person on Each Acquisition Since 2003

Extensive Global Experience

Regarded as a Strategy Enabler

Lukas Guenthardt

SVP Corporate Development

Corporate Finance and Private Equity Background

Former Siemens Executive and 11 years at Ernst & Young

Newest Management Team Member (2008)

Robert E. Wisniewski

SVP & CFO

Turnaround and Acquisition Expertise

Diverse Industry Knowledge

Strong Legal / M&A Background

Edward B. Cloues,II

Chairman & CEO

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Provides Hillenbrand With a Global Business Platform

Belleville, IL

54,000 sq. ft.

Wuxi, China

30,000 sq. ft.

K-Tron HQ

Pitman, NJ

92,000 sq. ft.

Cuyahoga Falls, OH

70,000 sq. ft.

Woodruff, SC

149,000 sq. ft.

Niederlenz,

Switzerland

65,000 sq. ft.

Batesville, IN

494,000 sq. ft.

Salina, KS

134,000 sq. ft.

Manchester, TN

375,000 sq. ft.

Mexico City, Mexico

58,700 sq. ft.

Chihauhau, Mexico

125,000 sq. ft.

Batesville, MS

180,000 sq. ft.

Vicksburg, MS

142,000 sq. ft.

Process Group and Size Reduction Group have  
~175 sales reps. (mostly independent) in U.S.,  
Canada, France, Germany, the United Kingdom,  
Singapore and China.

Size Reduction Manufacturing

Process Group Manufacturing

Batesville Manufacturing

Post Acquisition Locations

Batesville Warehouse Distribution, Service or Sales  
(165 sales reps in the U.S. and Canada.)

Penn Crusher HQ

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Cindy Lucchese  
Senior Vice President &  
Chief Financial Officer  
Hillenbrand, Inc  
Hillenbrand Speaker

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(1) Excludes a \$3.0 MM gain in 2009 on sale of 19.9% investment in Hasler International. Including the gain, K-Tron's LTM EPS would have been \$7.81 and the EBITDA would have been \$42MM.

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Contributes to Hillenbrand's Ability to Deliver Predictable Performance

- Strong and consistent EBITDA margins during current severe economic downturn

K-Tron International Financial Highlights

\$ IN MILLIONS, EXCEPT PER SHARE DATA	2004	2005	2006	2007	2008	LTM 10/03/09(1)	2004 - 2008
Total Revenue	\$113	\$119	\$148	\$202	\$243	\$213	
Gross Profit	\$46	\$50	\$62	\$86	\$101	\$88	
EBITDA	\$14	\$17	\$25	\$38	\$44	\$39	
Diluted EPS	\$2.65	\$2.85	\$4.95	\$7.93	\$9.37	\$6.79	
Growth (yr/yr)							CAGR
Revenue	18.8%	5.7%	24.6%	36.2%	20.5%	(9.9%)	21.2%
EBITDA	43.3%	23.0%	46.8%	49.4%	17.1%	(11.0%)	33.3%
As a % of Revenue							Average
Gross Profit	41.2%	42.1%	42.1%	42.7%	41.7%	41.3%	42.0%
EBITDA	12.4%	14.4%	16.9%	18.6%	18.1%	18.2%	16.1%

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## K-Tron International - Cash Flow Summary

\*Free cash flow is defined as operating cash flow less capital expenditures

FISCAL YEAR ENDING

\$ IN MILLIONS	2005	2006	2007	2008	LTM 10/03/09
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Operating Activities					
Net Income	\$7	\$13	\$21	\$26	\$23
Depreciation & Amortization	4	5	6	6	6
Change in Working Capital	(1)	0	(1)	(7)	9
Other, Net	1	1	1	2	(1)
Cash Flow from Operating Activities	11	19	27	27	37
Capex & Purchase of Intangibles	(2)	(3)	(2)	(4)	(3)
Other Investing Activities	0	(33)	(17)	0	0
Debt Transactions	(6)	16	3	(14)	(8)
Capital Stock Increase	1	0	3	2	0
Other	(1)	0	3	0	3
Net Change in Cash	\$3	\$(1)	\$17	\$11	\$29
Free Cash Flow*	\$9	\$16	\$25	\$23	\$34

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Transaction Summary

Overview

Purchase Price

Ownership

Closing Conditions

Timing

Hillenbrand, Inc. to acquire K-Tron International, Inc. (Nasdaq: KTII) for 100% cash consideration

The net purchase price associated with this transaction is approximately \$390 million based on equity purchase price of \$435 million and a net cash balance at 10/03/09 of approximately \$45 million. This net purchase price implies a multiple of 10.3x EBITDA

Upon completion of the transaction, Hillenbrand stockholders would own 100% of the combined company

The transaction is subject to approval by K-Tron International shareholders, as well as the satisfaction of customary closing conditions and regulatory approvals

The transaction is expected to close near the end of March

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K-Tron International Represents a Very Attractive Strategic Opportunity

- Matches Hillenbrand's growth strategy
  - Market leader with preeminent brands
  - Strong platforms in growing industries/markets
  - Proven growth potential (organic and acquisition)
  - Attractive markets - large, diversified, fragmented, growing and global
    - Reduces risk and dependence on death care
    - Proven management team eager to continue
      - Risks are manageable
      - Solid financials
    - Predictable, strong cash flows and margins
      - Strong balance sheet with little debt
  - Growing revenues with stable gross profit margins
    - Proven high margin, high growth business
  - We believe this acquisition will provide a platform for creating significant shareholder value over the next several years
-

Transaction Overview  
January 11,2010

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Hillenbrand / K-Tron International Team Introductions

Cindy Lucchese  
Senior Vice President &  
Chief Financial Officer  
Hillenbrand, Inc.

Mark Lanning  
Vice President of Investor  
Relations & Treasurer  
Hillenbrand, Inc.

Ken Camp  
President &  
Chief Executive Officer  
Hillenbrand, Inc.

Lukas Guenthardt  
Senior Vice President,  
Corporate Development  
K-Tron International, Inc.

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Agenda

Transaction Summary

Strategic Benefits

Financial Highlights

Business Summary

Wrap-up

Appendix

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Transaction Summary

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Transaction Summary

Overview

Purchase Price

Ownership

Closing Conditions

Timing

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Transaction Rationale

- Hillenbrand's sole operating unit, Batesville Casket, remains a high-margin cash generator with a leading brand and excellent management
  - However, revenue growth is historically challenging in death care and has been even more challenging in the current economic environment
  - Therefore, our strategy focuses on effective high value opportunities for our robust cash flow, creating a strong and enduring enterprise outside death care
  - Through disciplined due diligence, we identified K-Tron International, a well-run company with excellent financials, that will provide growth and diversification and maintain our strong financial profile
  - To fund this acquisition, we will utilize a combination of existing and potentially new (if needed) credit and cash-on-hand
-

Strategic Benefits

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It's the Right Acquisition

- \$435MM cash purchase (\$390MM net purchase price) provides approximately \$200MM of revenue
  - Preserves Hillenbrand's high quality of earnings and cash flows while improving growth potential
    - EBITDA multiple of 10.3x EBITDA is in line with recent market comparables
  - We expect the transaction to be immediately accretive to EPS and cash flow, excluding acquisition costs, transition costs, and non-recurring purchase accounting adjustments
    - Attractive product, industry and customer diversification
    - Creates sizable new global platforms in two attractive sectors
    - Ideal fit with Hillenbrand's stringent acquisition criteria
  - K-Tron International has limited lean experience. Meaningful improvement opportunities exist through the application of lean business practices
    - Strong cultural fit with proven management
  - Adds leading brands and market positions with two new platforms
    - A proven high margin, high growth business
- Operational  
and Cultural  
Financial  
Strategic

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K-Tron International's Corporate Profile Is Very Attractive  
to Hillenbrand

- 2008 Revenues and EBITDA of \$243 MM and \$44.6 MM
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  - Leading, respected brands
- Serves diverse base of global customers through wholly-owned subsidiaries and independent representatives
  - Highly productive operation with more than 650 employees
- Operates 7 manufacturing facilities: 5 in the U.S. and 1 each in Switzerland and China
- Numerous meaningful opportunities have been identified to grow as economy recovers

Estimated Revenue by Business Line (1)

Estimated EBITDA by Business Line (1)

(1) For FY 2008

Size  
Reduction  
Group  
Process  
Group  
Size  
Reduction  
Group  
Process  
Group

---

BCC
11
Diversifies Hillenbrand's Platforms and Markets
Pulp, Paper & Forest Products / Biomass Energy
2%
Food Processing
5%
Power Generation
2%
Chemical Detergent & Other Process Group Industries
3%
Other
4%
Plastics Compounding & Base Resin Manufacturing
9%
Post Acquisition Revenue By End Market(1) Post Acquisition EBITDA By Platform(1)
Death Care
75%
K-Tron
K-Tron
BCC

(1) Represents FY ending 2009 for Hillenbrand and LTM ending 10/03/09 for K-Tron

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Provides Hillenbrand With a Global Business Platform

Belleville, IL

54,000 sq. ft.

Wuxi, China

30,000 sq. ft.

K-Tron HQ

Pitman, NJ

92,000 sq. ft.

Cuyahoga Falls , OH

70,000 sq. ft.

Woodruff, SC

149,000 sq. ft.

Niederlenz, Switzerland

65,000 sq. ft.

Batesville, IN

494,000 sq. ft.

Salina, KS

134,000 sq. ft.

Manchester, TN

375,000 sq. ft.

Mexico City, Mexico

58,700 sq. ft.

Chihauhau, Mexico

125,000 sq. ft.

Batesville, MS

180,000 sq. ft.

Vicksburg, MS

142,000 sq. ft.

Process Group and Size Reduction Group have  
~175 sales reps. (mostly independent) in U.S.,  
Canada, France, Germany, the United Kingdom,  
Singapore and China.

Size Reduction Manufacturing

Process Group Manufacturing

Batesville Manufacturing

Post Acquisition Locations

Batesville Warehouse Distribution, Service or Sales  
(165 sales reps in the U.S. and Canada.)

Penn Crusher HQ

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Creates Multiple Pathways to Strong Revenue Growth  
Through New Platforms

- Proven history of modest acquisitions (\$10-\$30MM)
    - Opportunities for bolt-on acquisitions in both platforms
      - Size Reduction Group well positioned to capture Biomass Energy growth
    - Pharmaceutical Industry trending from batch to continuous process
    - Expand Pneumatics into Europe, Asia and the Middle East
    - Swiss facility offers competitive advantage to serve high growth Eastern Europe markets
      - China & India for coal mining
    - Aggressively grow Wuxi K-Tron Colormax division in China
    - Enhance Sales & Marketing efforts for Penn Crusher in China
  - Strong growth in demand from mineral mining sector
-



(1) Excludes a \$3.0 MM gain in 2009 on sale of 19.9% investment in Hasler International. Including the gain, K-Tron's LTM EPS would have been \$7.81 and the EBITDA would have been \$42MM.

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Contributes to Hillenbrand's Ability to Deliver Predictable Performance

K-Tron International Financial Highlights

\$ IN MILLIONS, EXCEPT PER SHARE DATA	2004	2005	2006	2007	2008	LTM 10/03/09(1)	2004 - 2008
Total Revenue	\$113	\$119	\$148	\$202	\$243	\$213	
Gross Profit	\$46	\$50	\$62	\$86	\$101	\$88	
EBITDA	\$14	\$17	\$25	\$38	\$44	\$39	
Diluted EPS	\$2.65	\$2.85	\$4.95	\$7.93	\$9.37	\$6.79	
Growth (yr/yr)							CAGR
Revenue	18.8%	5.7%	24.6%	36.2%	20.5%	(9.9%)	21.2%
EBITDA	43.3%	23.0%	46.8%	49.4%	17.1%	(11.0%)	33.3%
As a % of Revenue							Average
Gross Profit	41.2%	42.1%	42.1%	42.7%	41.7%	41.3%	42.0%
EBITDA	12.4%	14.4%	16.9%	18.6%	18.1%	18.2%	16.1%

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K-Tron International Is Strongly Positioned to Weather the  
Current Economic Downturn and Thrive Post Recession

- K-Tron revenues declined in the first nine months of 2009 by \$30.2 MM, or 17%, compared to the same period in 2008
    - A significant component of the revenue decline was K-Tron's Process Group plastics business, which was impacted when automotive and other end customers were hurt by the "great recession"
    - However, revenues in the Size Reduction Group increased during the year, buffering the decline in plastics
  - We believe the strength of K-Tron's brands was, and will continue to be, critical to its ability to outperform their markets in economic downturns
  - K-Tron has a large installed base that generates recurring replacement parts business, thereby softening the impact of economic downturns in the capital equipment business
  - As the economy strengthens, K-Tron is in a strong position to grow revenues in both base businesses and potential add-on business lines
-

Financial Highlights

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Financial Highlights of Combination

- We believe the acquisition increases net revenue and EBITDA growth rates in first year excluding acquisition and purchase accounting costs.
- We believe the transaction will be immediately accretive to EPS and cash flow, excluding acquisition costs, transition costs, and non-recurring purchase accounting adjustments
- Acquisition and transition expenses estimated to be \$10MM to \$12MM
  - Strong liquidity position maintained
  - Capital deployment strategy remains unchanged
- Pro forma capital structure & strategy consistent with previously discussed financial principles

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## Combination Provides a Superior Financial Profile

- Combined entity has nearly identical gross margin percentage  
Twelve Months Ended

\$ IN MILLIONS	Hillenbrand 9/30/09	K-Tron 10/03/09	Pro forma Non-GAAP(1) Combined
Net Revenue	\$649.0	\$213.0	\$862.0
Gross Profit	\$274.0	\$88.0	\$362.0
Margin %	42.2%	41.3%	42.0%
EBITDA	\$181.0	\$39.0	\$220.0
% of Revenue	27.9%	18.3%	25.5%
Net Income	\$102.0	\$23.0	\$125.0
Operating cash flow	\$123.0	\$37.0	\$160.0
% of Revenue	19.0%	17.3%	18.6%

(1) Excludes effects of purchase accounting which may be significant

(1) Excludes effects of purchase accounting which may be significant

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The Acquisition Will Be Funded With a Combination of  
Cash and Borrowings

ii We will remain in compliance with the Hill-Rom covenant

\$ IN MILLIONS	Acquisition Funding
Credit Facility	\$300-\$350
Cash & Other Borrowings	\$85-\$135
Total Purchase Price	\$435

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Financial Principles

Pro-Forma Capital Structure & Strategy Remains Consistent

with Hillenbrand's Previously Discussed Guidelines

Generate stable and predictable revenues and cash flows

Maintain a healthy capital structure that minimizes risks and provides flexibility

Maintain a solid investment grade credit rating

Return capital to shareholders through dividends and share repurchases

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Overview of Hillenbrand's Key Financial Policies

Dividend Policy

- Payout amounts will be reviewed and approved quarterly by the board of directors
- Payout levels structured to provide long-term stability
- Dividend payout currently higher than peers
  - Dividend level should grow modestly over the next 3 years, but less than earnings growth, to bring payout levels more in-line with peers

Capital Spending

- Strong budgetary controls and targets
- Annual approval process for overall plans
- Project by project approval process during the year
- \$15-\$18MM annual spend ~ equal to depreciation

Acquisitions

- The company continues to evaluate prudent strategic opportunities
- Will avoid negative effect on capital structure or credit rating, and ensure compliance with distribution agreement

Share Purchases

- Periodically purchase treasury shares to off-set the dilution from equity compensation programs
  - Opportunistic share repurchases to enhance shareholder value



Business Overview

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Hillenbrand's Batesville Casket Commands a  
Premium as the Industry's Most Respected Brand  
World's Largest Casket Manufacturer

- Iconic brand with 100+ years of history
- Industry leader: volume, revenue, margin share
  - Superior mix of products sold
- Brand of choice for funeral directors' families

Unparalleled Commitment

- Superior products
- Exceptional service
- Leader in innovation
- Highly valued business partner

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"Every family deserves a Batesville"

Hillenbrand Post  
Acquisition Revenue  
By Platform  
BCC

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Funeral Products  
(\$2.6 Billion Industry)  
Batesville Casket Is the Largest Player in the Largest  
Segment of the Death Care Industry

Caskets

\$1.3

Grave

Markers

\$0.6

Cremation

\$0.3

Source: Company estimates and public filings

Vaults

\$0.4

Caskets 90%

Other (100+)

Options

7%

NorthStar

1%

Batesville

Importers

Aurora

Matthews

Caskets

(Total Revenue \$1.3 Billion)

Batesville Casket

(Total 2009 Revenue: \$649 Million)

Other

2%

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Batesville Casket Has Generated Solid Financial  
Results in a Declining Casket Market

Revenue

Gross Margin

Net Income

Operating Margin

Cash Flow

\* \$28 million, after tax pension funding \*\* \$13 million, after tax separation costs

\*

N.A. Casket Market

\*\*

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Death Care Industry Is Stable, but Challenges Remain

- Cost conscious consumers have been mixing down, opting for less expensive caskets
- It remains to be seen whether the severe economic downturn will cause lasting pricing repercussions
  - Slow and steady increases in cremations have reduced burials in a flat death market
- While projected deaths will increase at some point as baby boomers age, this will likely be offset by continued increases in cremations
  - Cremations are projected to grow steadily at 1.2% annually as a percentage of total deaths
- Market share may be under pressure, as new entrants and Chinese imports continue to compete
- Significant increases in the prices of raw materials that cannot be recovered through increases in the price of our products could adversely affect our results of operations and

cash flows  
Reduced  
Burial  
Demand  
Reduced  
Consumer  
Spending  
Increased  
Competition  
Commodity  
Risk

By Investing Prudently in Batesville Casket, We Will Continue to Focus  
on Future Revenue and Earnings Growth From This Segment and  
Generate Strong Cash Flow  
Top-line Growth

- Focused sales coverage that leverages strong customer relationships and premium brand
  - Targeted investments to drive innovative product development
  - Merchandising programs increase value on every casket sale
    - Growth in NorthStar and Options product lines
      - Enhanced offerings in E-business
- Margin Improvement
  - Operational excellence
    - Lean manufacturing
- Continuous improvement in all business processes

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New Platform: K-Tron Process Group Is a Leader  
in Feeding and Conveying With a Clear Growth  
Path

Feeders

Provide accurate feeding of “hard-to-handle” materials in a wide variety of manufacturing processes, enabling customers in key end markets to produce high quality products and optimize raw material usage

Conveyers

Product

Summary

Brand Names

(1) Higher sensitivity to economic cycles.

Convey bulk solids with positive or negative pressure through mass-customized pneumatic conveying equipment and systems

Growth Strategy

- Differentiated by material flow expertise (multiple types)
  - Leading brand position in each category
- Expanding back into value chain: same sales, engineering & service channels, and same customers

Feeders

Conveyers

Gravimetric Feeders

Twin Screw Micro-Ingredient Feeder

Pneumatic Conveying Components

Sanitary Pneumatic Conveying Systems

for Food and Pharmaceutical

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New Platform: K-Tron Size Reduction Group Is a  
Brand Leader Supported by its High Margin,  
Recurring Consumable Parts Business

Size

Reduction

Coal Processing: Hammermills, sizers, roll crushers

Wood/pulp Processing/Biomass: Wood/bark hogs, chip screens

Mining: Potash and mineral mining crushers

Significant recurring parts revenue

Product Summary

Brand Names

Growth Strategy

Leverage installed base and brand equity (#1 or #2 brand presence)

Penn Crusher & Reversible Hammermill

Jeffrey EZ Access Wood/Bark Hog

Gundlach Cage Paktor

Grundlach Two-stage Four-roll Breaker

Duratip® Wood Hog Hammers

Big Buster™ Hammer

Stant-Flow® Screen Grates

Buster® Bar

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To Maximize Value Creation, We Will Leverage Hillenbrand's Core  
Competencies Across New Platforms

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Lean Business

(Capabilities nationally recognized  
beyond the death care industry)

Culture of

Execution

Management

Team

§ High quality

§ Low-cost

§ Flexible

§ Safety-conscious

§ Innovative

§ Profitability improvement

§ Highly effective merchandising

§ History of successful acquisition  
integration

§ Manage for strong cash flow

Supply Chain Optimization

(Favorably benchmarked against FedEx & UPS)

§ Efficient

§ Dependable

§ Fast

§ Optimizes finished goods inventory

§ Deep acquisition &  
integration skills

§ Robust business development  
& lean skills

New Platforms

Processes & People

§ Strategic planning

§ People development

§ Policy deployment

Wrap-up

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K-Tron International Represents a Very Attractive Strategic Opportunity

- Matches Hillenbrand's growth strategy
  - Market leader with preeminent brands
  - Strong platforms in growing industries/markets
  - Proven growth potential (organic and acquisition)
  - Attractive markets - large, diversified, fragmented, growing and global
    - Reduces risk and dependence on death care
    - Proven management team eager to continue
      - Risks are manageable
      - Solid financials
    - Predictable, strong cash flows and margins
      - Strong balance sheet with little debt
  - Growing revenues with stable gross profit margins
    - Proven high margin, high growth business
  - We believe this acquisition will provide a platform for creating significant shareholder value over the next several years
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Appendix

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K-Tron International Has a Proven Senior Management Team

30+ Year Industry Veteran

Ground-up Knowledge of Coal Industry

Long-standing Industry Executive

Donald W. Melchiorre

SVP Size Reduction Group

30+ Yrs with the Company

Well Regarded Sales & Marketing Expertise

Extensive Knowledge of each K-Tron Divisions

Kevin C. Bowen

SVP Process Group

Point Person on Each Acquisition Since 2003

Extensive Global Experience

Regarded as a Strategy Enabler

Lukas Guenthardt

SVP Corporate Development

Corporate Finance and Private Equity Background

Former Siemens Executive and 11 years at Ernst & Young

Newest Management Team Member (2008)

Robert E. Wisniewski

SVP & CFO

Turnaround and Acquisition Expertise

Diverse Industry Knowledge

Strong Legal / M&A Background

Edward B. Cloues,II

Chairman & CEO

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K-Tron International Historical Results Show Strong Growth  
and Cash Generation Capabilities

Revenue  
EBITDA  
Total Debt  
Cash

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K-Tron International Historical Credit Metrics Complement  
Hillenbrand's Credit Strength  
Debt / EBITDA

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## K-Tron International - Operating Performance Summary

## FISCAL YEAR ENDING

\$ IN MILLIONS	2005	2006	2007	2008	LTM 10/03/09
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Net Revenue	\$119	\$148	\$202	\$243	\$213
% Y/Y Growth	5.3%	24.4%	36.5%	20.3%	N/A
Gross Profit	\$50	\$62	\$86	\$101	\$88
% of Revenue	42.0%	41.9%	42.6%	41.6%	41.3%
Operating Expenses	\$37	\$42	\$54	\$63	\$55
% of Revenue	31.1%	28.4%	26.7%	25.9%	25.8%
Operating Income	\$13	\$20	\$32	\$38	\$35
EBITDA	\$17	\$25	\$38	\$44	\$39
% of Revenue	14.3%	16.9%	18.8%	18.1%	18.3%
Net Income	\$7	\$13	\$21	\$26	\$23

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## K-Tron International - Balance Sheet Summary

FISCAL YEAR ENDING	2005	2006	2007	2008	10/03/09
\$ IN MILLIONS	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
<b>ASSETS</b>					
Cash	\$15	\$14	\$31	\$42	\$63
Accounts Receivable	18	23	31	37	27
Inventory	15	23	30	29	24
Other Current Assets	4	7	10	6	9
Current Assets	52	67	102	114	123
PP&E	22	29	27	27	25
Other Assets	15	45	55	58	57
Total Assets	89	141	184	199	205
<b>LIABILITIES</b>					
Current Liabilities	26	38	50	47	37
Debt	13	34	37	22	17
Other LT Liabilities	1	4	3	4	4
Total Liabilities	40	76	90	73	58
<b>SHAREHOLDERS' EQUITY</b>					
Total Shareholders' Equity	49	65	94	126	147
Total Liabilities & Equity	\$89	\$141	\$184	\$199	\$205

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## K-Tron International - Cash Flow Summary

\*Free cash flow is defined as operating cash flow less capital expenditures

FISCAL YEAR ENDING

\$ IN MILLIONS	2005	2006	2007	2008	LTM 10/03/09
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Operating Activities					
Net Income	\$7	\$13	\$21	\$26	\$23
Depreciation & Amortization	4	5	6	6	6
Change in Working Capital	(1)	0	(1)	(7)	9
Other, Net	1	1	1	2	(1)
Cash Flow from Operating Activities	11	19	27	27	37
Capex & Purchase of Intangibles	(2)	(3)	(2)	(4)	(3)
Other Investing Activities	0	(33)	(17)	0	0
Debt Transactions	(6)	16	3	(14)	(8)
Capital Stock Increase	1	0	3	2	0
Other	(1)	0	3	0	