

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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| (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: |
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- (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:

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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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

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

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

(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

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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

Transaction Summary

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Transaction Summary

Overview

Purchase Price

Ownership

Closing Conditions

Timing

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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

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

It's the Right Acquisition

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- Operational
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Strategic

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to Hillenbrand

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- 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

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

14

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%

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

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

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

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

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

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

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
-

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

\$ IN MILLIONS	2005 ACTUAL	2006 ACTUAL	2007 ACTUAL	2008 ACTUAL	10/03/09 ACTUAL
ASSETS					
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
LIABILITIES					
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
SHAREHOLDERS' EQUITY					
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 ACTUAL	2006 ACTUAL	2007 ACTUAL	2008 ACTUAL	LTM 10/03/09 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

Hillenbrand
Financials

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Hillenbrand, Inc. - 2009 versus 2008
 FISCAL YEAR ENDING
 SEPTEMBER 30

\$ IN MILLIONS	2009 ACTUAL	2008 ACTUAL
Net Revenue	\$649	\$678
% Y/Y Growth	(4.3%)	1.6%
Gross Profit	\$274	\$281
% of Revenue	42.3%	41.4%
Operating Expenses	\$119	\$131
% of Revenue	18.3%	19.3%
Operating Income	\$155	\$150
EBITDA	\$181	\$175
% of Revenue	27.9%	25.8%
Net Income	\$102	\$93

NET REVENUES

Revenue lower because of relatively mild flu and pneumonia season, combined with higher cremation rate and product mix-down from economic recession

GROSS PROFIT

Gross profit percentage higher due to cost control and lower materials cost, primarily fuel

OPERATING EXPENSES

Opex percentage lower due to decreased separation and anti-trust costs

Hillenbrand, Inc. 2010 Guidance - Pre K-Tron Acquisition
(Unaudited)

FISCAL YEAR ENDING SEPTEMBER 30

AMOUNTS IN MILLIONS (EXCEPT PER SHARE DATA)	FY09	FY10 RANGE	
		LOW	HIGH
Net Revenues	\$649	\$630	\$670
Income before Taxes	\$161	\$137	\$161
Tax Rate	36.4%	37%	36%
Net Income	\$102	\$86	\$103
Average Diluted Shares Outstanding	62	62	62
Diluted Net Income per Share	\$1.66	\$1.40	\$1.67
Excluding Certain Non-operating Costs (Antitrust Litigation and Separation*)			
Net Income	\$104	\$89	\$105
Diluted Net Income per Share	\$1.68	\$1.45	\$1.70

*Anti-trust litigation and separation estimated to be \$7.2MM in 2009; see appendix for reconciliation to GAAP

Hillenbrand, Inc. - Non-GAAP Financial Disclosures and
Reconciliations for 2009 Actual and 2010 Guidance
(Unaudited) (Excluding K-Tron International)

While Hillenbrand, Inc. reports financial results in accordance with U.S. GAAP, this press release includes non-GAAP measures. These non-GAAP measures are not in accordance with, nor are they a substitute for, GAAP measures. Hillenbrand uses the non-GAAP measures to evaluate and manage its operations and provides the information to investors so they can see the results “through the eyes” of management. Hillenbrand further believes that providing this information better enables investors to understand the ongoing operating performance of the company. Investors should consider non-GAAP measures in addition to, not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP.

\$ IN MILLIONS	TWELVE MONTHS ENDED SEPTEMBER 30, 2009			FISCAL YEAR 2010 GUIDANCE (MIDPOINT)		
	PRE-TAX	INCOME TAXES	POST-TAX	PRE-TAX	INCOME TAXES	POST-TAX
GAAP Income	\$160.8	\$58.5	\$102.3	\$148.9	\$54.3	\$94.6
Certain non-operating Costs:						
Antitrust Litigation	\$2.2	\$0.8	\$1.4	\$4.0	\$1.5	\$2.5
Separation	\$0.1	-	\$0.1	-	-	-
Adjusted Income	\$163.1	\$59.3	\$103.8	\$152.9	\$55.8	\$97.1

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Hillenbrand, Inc. - Operating Performance Summary
 FISCAL YEAR ENDING SEPTEMBER 30

\$ IN MILLIONS	2007	2008	2009
	ACTUAL	ACTUAL	ACTUAL
Net Revenue	\$667	\$678	\$649
% Y/Y Growth	(1.2%)	1.6%	(4.3%)
Gross Profit	\$279	\$281	\$274
% of Revenue	41.8%	41.4%	42.3%
Operating Expenses	\$123	\$131	\$119
% of Revenue	18.4%	19.3%	18.3%
Operating Income	\$156	\$150	\$155
EBITDA	\$176	\$175	\$181
% of Revenue	26.4%	25.8%	27.9%
Net Income	\$100	\$93	\$102

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Hillenbrand, Inc. - Balance Sheet Summary			
FISCAL YEAR ENDING SEPTEMBER 30			
\$ IN MILLIONS	2007	2008	2009
	ACTUAL	ACTUAL	ACTUAL
ASSETS			
Cash	\$12	\$15	\$35
Accounts Receivable	91	88	85
Inventory	48	49	43
Other Current Assets	19	30	70
Current Assets	170	182	233
PP&E	89	91	85
Other Assets	58	272	243
Total Assets	317	545	561
LIABILITIES			
Current Liabilities	76	86	75
Debt	0	100	60
Other LT Liabilities	60	71	122
Total Liabilities	136	257	257
SHAREHOLDERS' EQUITY			
Total Shareholders' Equity	181	288	304
Total Liabilities & Equity	\$317	\$545	\$561

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Hillenbrand, Inc. - Cash Flow Summary

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

FISCAL YEAR ENDING SEPTEMBER 30

\$ IN MILLIONS	2007	2008	2009
	ACTUAL	ACTUAL	ACTUAL
Operating Activities			
Net Income	\$100	\$93	\$102
Depreciation & Amortization	19	19	19
Change in Working Capital	8	(16)	5
Other, Net	0	6	(3)
Cash Flow from Operating Activities	127	102	123
Capex & Purchase of Intangibles	(16)	(10)	(10)
Net Activity of Parent	(104)	(165)	0
Net Revolver Activity	0	100	(40)
Stock Repurchases	0	(6)	(12)
Dividends	0	(23)	(46)
Other	(3)	5	5
Net Change in Cash	4	3	20
Free Cash Flow*	\$111	\$92	\$113

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GAAP Reconciliation

	K-TRON INTERNATIONAL FISCAL YEAR ENDING						HILLENBRAND FISCAL YEAR ENDING SEPTEMBER 30		
\$ IN MILLIONS	2004	2005	2006	2007	2008	LTM 10/03/09	2007	2008	2009
Net Income	\$7	\$7	\$13	\$21	\$26	\$20	\$100	\$93	\$102
Taxes	2	5	6	9	11	12	57	61	58
Interest	1	1	1	2	1	1	0	2	2
Depreciation & Amortization	4	4	5	6	6	6	19	19	19
EBITDA	\$14	\$17	\$25	\$38	\$44	\$39	\$176	\$175	\$181

Additional Information and Where to Find it

This investor presentation may be deemed to be solicitation material in respect of the proposed acquisition of K-Tron International, Inc. (“K-Tron”) by Hillenbrand, Inc. (“Hillenbrand”). In connection with the proposed acquisition, K-Tron plans to file a proxy statement with the SEC. **INVESTORS AND SECURITY HOLDERS OF K-TRON ARE ADVISED TO READ THE PROXY STATEMENT AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC WHEN THEY BECOME AVAILABLE BECAUSE THOSE DOCUMENTS WILL CONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED ACQUISITION.** The final proxy statement will be mailed to shareholders of K-Tron. Investors and security holders may obtain a free copy of the proxy statement when it becomes available, and other documents filed by K-Tron with the SEC, at the SEC’s web site at <http://www.sec.gov>. Free copies of the proxy statement, when it becomes available, and K-Tron’s other filings with the SEC may also be obtained from K-Tron by directing a request to K-Tron International, Inc., Attention: Investor Relations, Route 55 and 553, P.O. Box 888, Pitman, N.J. 08071, or by calling 856-589-0500.

Hillenbrand, K-Tron and their respective directors, executive officers and other members of their management and employees may be deemed to be soliciting proxies 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.