FORM 10-Q
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
(Mark one)

Commission File Number 1-8462
GRAHAM CORPORATION
(Exact name of registrant as specified in its charter)

DELAWARE
(State or other jurisdiction of incorporation (I.R.S. Employer or organization) Identification No.)

20 FLORENCE AVENUE, BATAVIA, NEW YORK
(Address of Principal Executive Offices) (Zip Code)
Registrant's telephone number, including Area Code 716-343-2216
Former name, former address and former fiscal year, if changed since last report.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

YES X NO
As of November 7, 1997, there were outstanding 1,686,632 shares of common stock, $\$ .10$ par value.

GRAHAM CORPORATION AND SUBSIDIARIES
FORM 10-Q
SEPTEMBER 30, 1997
PART I - FINANCIAL INFORMATION

Unaudited consolidated financial statements of Graham Corporation (the company) and its subsidiaries as of September 30, 1997 and for the three month and six month periods then ended are presented on the following pages. The financial statements
have been prepared in accordance with the Company's usual accounting policies, are based in part on approximations and reflect all normal and recurring adjustments which are, in the opinion of management, necessary to a fair presentation of the results of the interim periods.

This part also includes management's discussion and analysis of the Company's financial condition as of September 30, 1997 and its results of operations for the three month and six month periods then ended.

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

## <TABLE>

<CAPTION>

## <S>

| $\begin{gathered} \text { September } 30 \text {, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 1997 \end{gathered}$ |
| :---: | :---: |
| <C> | <C> |
| \$ 1,295,000 | \$ 854,000 |
| 2,246,000 | 548,000 |
| 8,802,000 | 10,388,000 |
| 5,473,000 | 6,609,000 |
| 438,000 | 841,000 |
| 840,000 | 507,000 |
| 19,094,000 | 19,747,000 |
| 9,346,000 | 9,490,000 |
| 1,894,000 | 1,894,000 |
| 48,000 | 65,000 |
| \$30,382,000 | \$31,196,000 |

## </TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (concluded)

<TABLE>
<CAPTION>
\begin{tabular}{rl} 
September 30, & March 31 \\
1997 \\
---- & 1997 \\
<C> &
\end{tabular}

Liabilities and Shareholders' Equity
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{Current liabilities:} \\
\hline Short-term debt due banks & \$ 143,000 & \\
\hline Current portion of long-term debt & 397,000 & \$ 479,000 \\
\hline Accounts payable & 2,293,000 & 3,887,000 \\
\hline Accrued compensation & 3,251,000 & 3,100,000 \\
\hline Accrued expenses and other liabilities & 854,000 & 1,056,000 \\
\hline Customer deposits & 460,000 & 509,000 \\
\hline Domestic and foreign income taxes payable & 227,000 & 212,000 \\
\hline Estimated liabilities of discontinued operations & 105,000 & 232,000 \\
\hline & 7,730,000 & 9,475,000 \\
\hline Long-term debt & 1,126,000 & 2,764,000 \\
\hline Deferred compensation & 1,242,000 & 1,170,000 \\
\hline Deferred tax liability & 31,000 & 31,000 \\
\hline Other long-term liabilities & 234,000 & 302,000 \\
\hline Deferred pension liability & 1,920,000 & 1,765,000 \\
\hline Accrued postretirement benefits & 3,228,000 & 3,179,000 \\
\hline Total liabilities & 15,511,000 & 18,686,000 \\
\hline \multicolumn{3}{|l|}{Shareholders' equity:} \\
\hline Preferred Stock, \$1 par value Authorized, 500,000 shares & & \\
\hline Common stock, \(\$ .10\) par value Authorized, 6,000,000 shares & & \\
\hline Issued \(1,675,895\) shares on September 30, 1997 and 1,587,655 on March 31, 1997 & 168,000 & 159,000 \\
\hline Capital in excess of par value & 4,078,000 & 3,226,000 \\
\hline Cumulative foreign currency translation adjustment & \((1,831,000)\) & (1,812,000) \\
\hline Retained earnings & 12,987,000 & 11,568,000 \\
\hline & 15,402,000 & 13,141,000 \\
\hline Less: & & \\
\hline Treasury Stock & \((6,000)\) & \((6,000)\) \\
\hline Employee Stock Ownership Plan Loan Payable & \((525,000)\) & \((625,000)\) \\
\hline Total shareholders' equity & 14,871,000 & 12,510,000 \\
\hline & \$30,382,000 & \$31,196,000 \\
\hline
\end{tabular}
</TABLE>
GRAHAM CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS
<TABLE>
<CAPTION>

|  | THREE MONTHS ended September 30, 1997 1996 |  | SIX MONTHS ended September 30, $1997 \quad 1996$ |  |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> |
| Net Sales | \$14,615,000 | \$12,705,000 | \$26,687,000 | \$26,114,000 |
| Cost and expenses: |  |  |  |  |
| Cost of products sold | 9,679,000 | 8,860,000 | 17,979,000 | 18,432,000 |
| Selling, general and administrative | 3,471,000 | 2,869,000 | 6,407,000 | 5,807,000 |
| Interest expense | 61,000 | 68,000 | 140,000 | 181,000 |
|  | 13,211,000 | 11,797,000 | 24,526,000 | 24,420,000 |
| Income before income taxes | 1,404,000 | 908,000 | 2,161,000 | 1,694,000 |
| Provision for income taxes | 477,000 | 351,000 | 742,000 | 665,000 |
| Net income | 927,000 | 557,000 | 1,419,000 | 1,029,000 |
| Retained earnings at beginning of period | 12,060,000 | 8,690,000 | 11,568,000 | 8,218,000 |
| Retained earnings at end of period | \$12,987,000 | \$ 9,247,000 | \$12,987,000 | \$ 9,247,000 |
| Per Share Data: |  |  |  |  |
| Net income | \$. 55 | \$. 35 | \$. 85 | \$. 64 |

Average number of common
$\left.\begin{array}{lll} & \text { GRAHAM CORPORATION AND SUBSIDIARIES } \\ \text { CONSOLIDATED STATEMENTS OF CASH FLOWS }\end{array}\right)$

| <CAPTION> | Six Months Ended September 30, |  |
| :---: | :---: | :---: |
|  |  |  |
| <S> | <C> | <C> |
| Investing activities: |  |  |
| Purchase of property, plant and equipment | $(336,000)$ | $(316,000)$ |
| Proceeds from sale of property, plant and equipment |  | 7,000 |
| Purchase of marketable securities | $(2,851,000)$ | $(2,170,000)$ |
| Proceeds from maturity of marketable securities | 1,156,000 | 1,081,000 |
| Net cash used by investing activities | $(2,031,000)$ | $(1,398,000)$ |
| Financing activities: |  |  |
| Increase in short-term debt | 144,000 | 209,000 |
| Proceeds from issuance of long-term debt | 5,441,000 | 200,000 |
| Principal repayments on long-term debt | (7,066,000) | $(2,507,000)$ |
| Issuance of common stock | 861,000 | 7,000 |
| Net cash used by financing activities | $(620,000)$ | $(2,091,000)$ |
| Effect of exchange rate on cash |  | 11,000 |
| Net increase (decrease) in cash and equivalents | 441,000 | 1,390,000 |
| Cash and equivalents at beginning of period | 854,000 | 551,000 |
| Cash and equivalents at end of period | \$1,295,000 | \$1,941,000 | </TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES NOTES TO FINANCIAL INFORMATION SEPTEMBER 30, 1997

## NOTE 1 - INVENTORIES:


Major classifications of inventories are as follows: <TABLE>
<CAPTION>

## <S>

Raw materials and supplies
Work in process
Finished products

Less - progress payments

| 9/30/97 | 3/31/97 |
| :---: | :---: |
| <C> | <C> |
| \$ 2,694,000 | \$ 2,450,000 |
| 2,670,000 | 3,985,000 |
| 1,305,000 | 1,163,000 |
| 6,669,000 | 7,598,000 |
| 1,196,000 | 989,000 |
| \$ 5,473,000 | \$ 6,609,000 |

## </TABLE>


NOTE 2 - EARNINGS PER SHARE:

Earnings per share is computed by dividing net income by the weighted number of common shares and, when applicable, common equivalent shares outstanding during the period.


In June 1997, the FASB issued SFAS No. 130, "Reporting Comprehensive Income" and SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information." SFAS No. 130 establishes standards for reporting and disclosure of comprehensive income and its components in financial statement format. Comprehensive income is defined as the change in equity of a business enterprise during a period from transactions and other events and circumstances from nonowner sources. SFAS No. 130 is effective for fiscal years beginning after December 31, 1997 and is not expected to have a material effect on the Company's financial statements.


GRAHAM CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL
CONDITION AND RESULTS OF OPERATIONS SEPTEMBER 30, 1997

Results of Operations

- ---------------------

Sales increased $15 \%$ in the second quarter 1997 compared to 1996. Sales for the second quarter increased $22 \%$ in the United States and decreased 47\% in the United Kingdom compared to 1996. Sales for the six months ended September 30, 1997 exceeded sales for the same period last year by $2 \%$. Sales in the United States increased $4 \%$ while sales in the United Kingdom declined 17\% from the same period last year. The increased sales in the United States is attributable to production efficiencies which resulted in certain projects being completed ahead of schedule. The decrease in the United Kingdom sales is reflective of a decline in orders during the first and second quarters due to the strength of Pound Sterling.


Interest expense for the second quarter and six month period decreased $10 \%$ and 23\%, respectively, as compared to the same periods in 1996. These decreases reflect lower interest rates and minimal borrowing on the United States revolving credit facility due to strong cash flow experienced throughout the year.

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    The effective income tax rate for the second quarter and six
month period in }1997\mathrm{ was 34% which is relatively consistent with
the 1996 effective tax rate of 39% for the same periods.
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Financial Condition
 Capital expenditures for the six month period were $\$ 336,000$
compared to $\$ 316,000$ for the same period in 1996. Comitments for capital expenditures as of September 30, 1997 were approximately $\$ 100,000$.

efforts to reduce debt.
Management expects that the cash flow from operations and
lines of credit will provide sufficient resources to fund the
fiscal year 1998 cash requirements.

New Orders and Backlog
New orders for the second quarter were $\$ 16,472,000$ compared to $\$ 10,269,000$ for the same period last year. New orders in the United States were $\$ 15,792,000$ compared to $\$ 9,282,000$ for the same period in 1996. New orders in the United Kingdom were $\$ 680,000$ compared to $\$ 987,000$ for the same quarter last year.

For the first half of the fiscal year new orders were $\$ 37,260,000$ compared to $\$ 27,529,000$ for the comparable six month period of 1996. New orders in the United States were $\$ 35,438,000$ for the six month period compared to $\$ 25,056,000$ for the same period last year and new orders in the United Kingdom were $\$ 1,822,000$ compared to $\$ 2,473,000$ in 1996. The substantial increase in new orders in the United States is mainly attributable to large contracts for export while the decline in the United Kingdom is due to the high value of the Pound Sterling.

Backlog of unfilled orders at September 30, 1997 is $\$ 31,489,000$ compared to $\$ 23,026,000$ at this time a year ago and $\$ 22,348,000$ at March 31, 1997. Current backlog in the United States of $\$ 30,377,000$ compares to $\$ 21,011,000$ at March 31, 1997 and $\$ 22,066,000$ at September 30, 1996. Current backlog in the United Kingdom of $\$ 1,112,000$ compares to $\$ 1,337,000$ at March 31, 1997 and $\$ 960,000$ at September 30, 1996. The current backlog is scheduled to be shipped during the next twelve months and represents orders from traditional markets in the Company's established product lines. GRAHAM CORPORATION

FORM 10-Q
SEPTEMBER 30, 1997
PART II - OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
a. See index to exhibits.
b. No reports on Form 8-K were filed during the quarter ended September 30, 1997.

SIGNATURES

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 thereunto duly authorized.
$s \backslash J . R . H a n s e n$
J. R.Hansen

# Vice President Finance \& <br> Administration / CFO 

INDEX TO EXHIBITS
(2) Plan of acquisition, reorganization, arrangement, liquidation or succession.

Not applicable.
(4) Instruments defining the rights of security holders, including indentures.
(a) Equity securities

The instruments defining the rights of the holders of Registrant's equity securities are as follows:

Certificate of Incorporation, as amended of Registrant (filed as Exhibit 3(a) to the Registrant's annual report on Form $10-\mathrm{K}$ for the fiscal year ended December 31, 1989, and incorporated herein by reference.)

By-laws of registrant, as amended (filed
as Exhibit 3(ii) to the Registrant's annual report on Form 10-K for the fiscal year ended December 31, 1995, and is incorporated herein by reference.)

Shareholder Rights Plan of Graham
Corporation (filed as Exhibit (4) to Registrant's current report filed on Form 8-K on February 26, 1991, as amended by Registrant's Amendment No. 1 on Form 8 dated June 8, 1991, and incorporated herein by reference.)
(b) Debt securities

Not applicable.
(10) Material Contracts

1989 Stock Option and Appreciation Rights Plan of Graham Corporation (filed on the Registrant's Proxy Statement for its 1991 Annual Meeting of Shareholders and incorporated herein by reference.)

1995 Graham Corporation Incentive Plan to Increase
Shareholder Value (filed on the Registrant's Proxy
Statement for its 1996 Annual Meeting of Shareholders and incorporated herein by reference.)
(11) Statement re-computation of per share earnings

Computation of per share earnings is included herein as Exhibit 11 of this report.
(15) Letter re-unaudited interim financial information.

Not applicable.
Index to Exhibits (cont.)
(18) Letter re-change in accounting principles.

Not applicable.
(19) Report furnished to security holders.

None
(22) Published report regarding matters submitted to vote of security holders.

None
(23) Consents of experts and counsel.

Not applicable.
(24) Power of Attorney.

Not applicable.
(27) Financial Data Schedule.

Financial Data Schedule is included herein as Exhibit 27 of this report.
(99) Additional exhibits.

None

<TABLE>
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Fully diluted earnings per share is equivalent to primary earnings per share as the period-end market price of common stock does not result in greater dilution.
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<ARTICLE> 5

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The schedule contains summary financial information extracted from the Graham
Corporation consolidated balance sheet and consolidated statement of operations
and retained earnings and is qualified in its entirety by reference to such
financial statements.
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