FORM 10-Q
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
(Mark one)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For Quarterly Period Ended June 30, 1998
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the transition period from $\qquad$ to $\qquad$
Commission File Number 1-8462
GRAHAM CORPORATION
(Exact name of registrant as specified in its charter)

| DELAWARE |  |
| :--- | ---: |
| (State or other jurisdiction of |  |
| incorporation or organization) | 16-1194720 |
| 20 (I.R.S. Employer |  |

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 August 14, 1998, there were outstanding 1,585,995 shares of common stock, $\$ .10$ per share.

## GRAHAM CORPORATION AND SUBSIDIARIES

FORM 10-Q
JUNE 30, 1998
PART I - FINANCIAL INFORMATION

Corporation (the Company) and its subsidiaries of June 30, 1998 and for the three month period 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 June 30,1998 and its results of operations for the three month period then ended.

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

<TABLE>
<CAPTION>

\section*{<S>}
\begin{tabular}{cc} 
June 30, & March 31, \\
1998 \\
---- & 1998 \\
\(<\mathrm{C}\rangle\) & \(<\mathrm{C}\rangle\)
\end{tabular}

Assets
Current Assets:

Cash and equivalents
Marketable securities
Trade accounts receivable
Inventories
Deferred tax asset
Prepaid expenses and other current assets

Property, plant and equipment, net
Deferred tax asset
Other assets
\(\$ 1,064,000\)
4, 675,000
8, 614,000
8,902,000
894,000
472,000 468,000
-----------
\(24,621,000\)
9,971,000
2,054,000
15,000
-----------
\(\$ 36,661,000\)
\(\begin{array}{ll}\$ 36,661,000 & \$ 37,030,000 \\ =========== & ===========\end{array}\)
\(</\) TABLE \(>\)
\$ 1,694,000 4,801,000 6,791,000 10,278,000 881,000 468,000

24,913,000
\(10,026,000\) 2,067,000

24,000
\(==========\)
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{Liabilities and Shareholders' Equity} \\
\hline \multicolumn{3}{|l|}{Current liabilities:} \\
\hline Short-term debt due banks & \$ 2,863,000 & \$ 40,000 \\
\hline Current portion of long-term debt & 507,000 & 505,000 \\
\hline Accounts payable & 2,597,000 & 4,195,000 \\
\hline Accrued compensation & 3,332,000 & 4,940,000 \\
\hline Accrued expenses and other liabilities & 1,316,000 & 1,039,000 \\
\hline Customer deposits & 1,106,000 & 779,000 \\
\hline Domestic and foreign income taxes payable & 793,000 & 956,000 \\
\hline & 12,514,000 & 12,454,000 \\
\hline Long-term debt & 867,000 & 859,000 \\
\hline Deferred compensation & 1,165,000 & 1,007,000 \\
\hline Other long-term liability & 252,000 & 264,000 \\
\hline Deferred pension liability & 1,548,000 & 1,464,000 \\
\hline Accrued postretirement benefits & 3,225,000 & 3,207,000 \\
\hline Total liabilities & 19,571,000 & 19,255,000 \\
\hline \multicolumn{3}{|l|}{Shareholders' equity:} \\
\hline \multicolumn{3}{|l|}{Preferred Stock, \$1 par value Authorized, 500,000 shares} \\
\hline \multicolumn{3}{|l|}{Common stock, \(\$ .10\) par value Authorized, 6,000,000 shares} \\
\hline Issued 1,690,595 shares on June 30, 1998 and March 31, 1998 & 169,000 & 169,000 \\
\hline Capital in excess of par value & 4,521,000 & 4,521,000 \\
\hline Cumulative foreign currency translation adjustment & (1,780, 000) & (1,781, 000 ) \\
\hline Retained earnings & 16,326,000 & 15,362,000 \\
\hline & 19,236,000 & 18,271,000 \\
\hline \multicolumn{3}{|l|}{Less:} \\
\hline Treasury Stock & (1,771,000) & (71,000) \\
\hline Employee Stock Ownership Plan Loan Payable & \((375,000)\) & \((425,000)\) \\
\hline Total shareholders' equity & 17,090,000 & 17,775,000 \\
\hline & \$36,661,000 & \$37,030,000 \\
\hline
\end{tabular}
</TABLE>
GRAHAM CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS <TABLE>
<CAPTION>

|  | Three Months ended June 30, |  |
| :---: | :---: | :---: |
| <S> | <C> | <C> |
| Net Sales |  |  |
|  | \$15,156,000 | \$11,855,000 |
| Cost and expenses: |  |  |
| Cost of products sold | 10,664,000 | 8,172,000 |
| Selling, general and administrative | 2,972,000 | 2,936,000 |
| Interest expense | 66,000 | 79,000 |
|  | 13,702,000 | 11,187,000 |
| Income before income taxes | 1,454,000 | 668,000 |
| Provision for income taxes | 490,000 | 235,000 |
| Net income | 964,000 | 433,000 |
| Retained earnings at beginning of period | 15,362,000 | 11,596,000 |
| Retained earnings at end of period | \$16,326,000 | \$12,029,000 |
| Per Share Data: |  |  |
| Basic: |  |  |
| Net income | \$. 58 | \$. 27 |
| Diluted: |  |  |
| Net income | \$. 57 | \$. 26 |



| <CAPTION> |  |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { Three Months } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { Ended June 30, } \\ 1997 \end{gathered}$ |
| <S> | <C> | <C> |
| Investing activities: |  |  |
| Purchase of property, plant and equipment | (203,000) | $(179,000)$ |
| Purchase of marketable securities | $(1,251,000)$ | $(365,000)$ |
| Proceeds from maturity of marketable securities | 1,366,000 | 365,000 |
| Net cash used by investing activities | $(88,000)$ | $(179,000)$ |
| Financing activities: |  |  |
| Increase in short-term debt | 2,823,000 |  |
| Proceeds from issuance of long-term debt | 5,110,000 | 5,090,000 |
| Principal repayments on long-term debt | $(5,050,000)$ | $(6,635,000)$ |
| Issuance of common stock |  | 130,000 |
| Purchase of treasury stock | $(1,700,000)$ |  |
| Net cash provided (used) by financing activities | 1,183,000 | $(1,415,000)$ |
| Effect of exchange rate on cash |  |  |
| Net decrease in cash and equivalents | $(630,000)$ | $(840,000)$ |
| Cash and equivalents at beginning of period | 1,694,000 | 854,000 |
| Cash and equivalents at end of period | \$ 1,064,000 | \$ 14,000 |

</TABLE>

GRAHAM CORPORATION AND SUBSIDIARIES
NOTES TO FINANCIAL INFORMATION JUNE 30, 1998

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NOTE 1 - INVENTORIES
```



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

| 6/30/98 | 3/31/98 |
| :---: | :---: |
| <C> | <C> |
| \$ 2,543,000 | \$ 2,707,000 |
| 8,088,000 | 12,081,000 |
| 1,171,000 | 1,131,000 |
| 11,802,000 | 15,919,000 |
| 2,900,000 | 5,641,000 |
| \$ 8,902,000 | \$10,278,000 |

</TABLE>
NOTE 2 - EARNINGS PER SHARE:


Basic earnings per share is computed by dividing net income by
the weighted average number of common shares outstanding for the period. Diluted earnings per share is calculated by dividing net income by the weighted average number of common and, when applicable, potential common shares outstanding during the period. A reconciliation of the numerators and denominators of basic and diluted earnings per share is presented below:

<TABLE>
<CAPTION>

</TABLE>
<TABLE>
<CAPTION>
\begin{tabular}{cc}
\multicolumn{2}{c}{ Three months } \\
ended June 30, \\
1998 & 1997 \\
<C> & \\
& <C>
\end{tabular}
<S>
<C> <C>
Diluted earnings per share
Numerator:
Net income

Denominator:
Weighted average shares and SEU's outstanding
Stock options outstanding
Contingently issuable SEU's


Weighted average common and potential common shares outstanding

Diluted earnings per share
\begin{tabular}{|c|c|}
\hline 1,686,000 & 1,655,000 \\
\hline \$. 57 & \$. 26 \\
\hline
\end{tabular}
</TABLE>
Options to purchase 55,200 shares of common stock at $\$ 21.44$ per share and 11,250 shares at $\$ 21.25$ were not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares.
NOTE 3 - CASH FLOW STATEMENT


Actual interest paid was $\$ 66,000$ and $\$ 79,000$ for the three months ended June 30, 1998 and 1997, respectively. In addition, actual income taxes paid were $\$ 653,000$ and $\$ 76,000$ for the three months ended June 30, 1998 and 1997, respectively.
NOTE 4 - COMPREHENSIVE INCOME


Effective April 1, 1998, the Company adopted Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income." This statement requires 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. The Company has determined that at March 31, 1999 it will display comprehensive income in a separate statement of comprehensive income. The Company's comprehensive earnings were as follows:

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NOTE 4 - COMPREHENSIVE INCOME (concluded)
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<CAPTION>


Other comprehensive income, net of tax

| Foreign currency translation adjustment | 1,000 | 19,000 |
| :---: | :---: | :---: |
| Comprehensive income | \$ 965,000 | \$ 452,000 |

The foreign currency translation adjustment is not currently adjusted for income taxes since it relates to an investment which is permanent in nature.

GRAHAM CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

June 30, 1998
Results of Operations

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

Sales increased $28 \%$ in the first quarter of fiscal year 1999 compared to the same period last year. Sales for the first quarter increased $33 \%$ in the United States and decreased $10 \%$ in the United Kingdom compared to fiscal year 1998. The increase in the United States sales is attributable to a substantial increase in surface condenser sales. The decline in the United Kingdom sales is due to the strength of the pound sterling as compared to other foreign currencies.

Cost of sales as a percent of sales for the first quarter of fiscal year 1999 was $70 \%$ compared to $69 \%$ a year ago. Cost of sales as a percent of sales for the three month period was $71 \%$ for the United States operations compared to $69 \%$ last year and $60 \%$ for the United Kingdom operations compared to 69\% last year. While cost of sales as a percent of sales remained relatively consistent in the

United States, the significant improvement in the United Kingdom is reflective of lower direct material costs and a reduction in overhead expenses due to the downsizing of the work force which occurred in the second quarter last year.

Selling, general and administrative expenses for the three months ended June 30, 1998 were comparable to selling, general and administrative expenses for the same period of fiscal year 1998 and represented $20 \%$ of sales as compared to $25 \%$ in the first quarter last year. The favorable variance in this percentage is due to selling, general and administrative expenses remaining flat while sales increased $28 \%$.

Interest expense for the first quarter is down $16 \%$ from the same period in fiscal year 1998. The decrease resulted primarily from lower interest rates in the United States and reduced levels of short and long term debt during the quarter in both the United States and United Kingdom.

The effective income tax rate for the first quarter was $34 \%$ compared to $35 \%$ for the comparable three months of last year.

Financial Condition
There were no significant changes in the financial condition of the Company for the first quarter of fiscal year 1999. Working capital of $\$ 12,107,000$ at June 30,1998 compares to $\$ 12,459,000$ at March 31, 1998. The working capital decrease reflects a decrease in current assets of $\$ 292,000$ and a slight increase in current liabilities of $\$ 60,000$. The decrease in current assets related primarily to a significant decrease in inventories offset by an increase in accounts receivable due to the shipment of several large projects in the first quarter which were in process at year end. Revenue on these contracts was recognized using the percentage-of-completion method.

Capital expenditures for the three month period were $\$ 203,000$ compared to $\$ 179,000$ for the same period last year. There were no major commitments for capital expenditures as of June 30, 1998. Management anticipates spending approximately $\$ 2,000,000$ in fiscal year 1999 for capital additions to upgrade computer equipment and machinery.

Total long-term debt at June 30, 1998 of $\$ 1,374,000$ remained consistent compared to borrowings at year end of $\$ 1,364,000$. The long-term debt to equity ratio remained unchanged from March 31, 1998 at $8 \%$. The total liabilities to assets ratio is $53 \%$ compared to $52 \%$ at March 31, 1998. These ratios are reflective of the stability and strength of the Company's current financial condition.

Management expects that the cash flow from operations and lines of credit will provide sufficient resources to fund the fiscal year 1999 cash requirements.

New Orders and Backlog
New orders for the first quarter were $\$ 11,162,000$ compared to $\$ 20,788,000$ for the same period last year. New orders in the United States were $\$ 9,879,000$ compared to $\$ 19,646,000$ for the same period in fiscal year 1998. New orders in the United Kingdom were $\$ 1,283,000$ compared to $\$ 1,142,00$ for the same quarter last year. The significant decline in new orders, specifically in the United States, is directly related to the softening of the condenser market and the stiff competition that the Company has recently encountered. New orders in the United Kingdom improved slightly due to an increase in export orders for spare parts.

Although the Company has been impacted by the Asian crisis and is entering a period of shrinking markets and aggressive competition, efforts are being focused on maintaining order levels in the ejector business and seeking out opportunities for new business in Latin America.

Backlog of unfilled orders at June 30,1998 is $\$ 24,215,000$ compared to $\$ 31,076,000$ at this time a year ago and $\$ 28,199,000$ at March 31, 1998. Current backlog in the United States of $\$ 23,240,000$ compares to $\$ 27,292,000$ at March 31, 1998 and $\$ 29,928,000$ at June 30, 1997. Current backlog in the United Kingdom of $\$ 975,000$ compares to $\$ 907,000$ at March 31, 1998 and $\$ 1,148,000$ at June 30 , 1997. The current backlog is reflective of the recent order activity. The current backlog is scheduled to be shipped during the next twelve months and represents orders from

# GRAHAM CORPORATION AND SUBSIDIARIES FORM 10-Q <br> JUNE 30, 1998 <br> 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 June 30, 1998.

## 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.

GRAHAM CORPORATION
$s \backslash J . R$. Hansen
J. R. Hansen

Vice President Finance and Administration / CFO (Principal
Accounting Officer)

Date 08/14/98

## INDEX OF EXHIBITS

(2) Plan of acquisition, reorganization, arrangement, liquidation 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

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Registrant's equity securities are as follows:
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Certificate of Incorporation, as amended of Registrant
(filed as Exhibit $3(a)$ to the Registrant's annual report
on Form 10-K for the fiscal year ended December 31,
1989, and incorporated herein by reference.)
By-laws of registrant, as amended (filed as Exhibit
3.2 (ii) to the Registrant's annual report on Form $10-K$
for the fiscal year ended March 31, 1998, and is
incorporated herein by referenced.)
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.)

Graham Corporation Outside Directors' Long-Term Incentive Plan (filed as Exhibit 10.3 to the Registrant's annual report on Form 10-K for the fiscal year ended March 31, 1998, and is incorporated herein by reference.)

Index to Exhibits (cont.)

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Employment Contracts between Graham Corporation and Named Executive Officers (filed as Exhibit 10.4 to the Registrant's annual report on Form $10-\mathrm{K}$ for the fiscal year ended March 31, 1998, and is incorporated herein by reference.)

Senior Executive Severance Agreements with Named Executive Officers (filed as Exhibit 10.5 to the Registrant's annual report on Form 10-K for the fiscal year ended March 31, 1998, and is incorporated herein by reference.)
(11) Statement re-computation of per share earnings

Computation of per share earnings is included in Note 2 of the Notes to Financial Information.
(15) Letter re-unaudited interim financial information

Not applicable.
(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)

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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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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