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 September 30, 1999
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 October 21, 1999, $\overline{\text { there }} \overline{\text { were outstanding }} 1,516,045$ shares of common stock, $\$ .10$ per share.

GRAHAM CORPORATION AND SUBSIDIARIES

```
FORM 10-Q
SEPTEMBER 30, 1999
```

PART I - FINANCIAL INFORMATION

Corporation (the Company) and its subsidiaries as of September 30, 1999 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, 1999 and its results of operations for the three and six month periods then ended.

GRAHAM CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & \[
\begin{gathered}
\text { September } 30, \\
1999
\end{gathered}
\] & \[
\begin{gathered}
\text { March } 31, \\
1999
\end{gathered}
\] \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Assets} \\
\hline \multicolumn{3}{|l|}{Current Assets:} \\
\hline Cash and equivalents & & \$ 120,000 \\
\hline Investments & \$ 4,905,000 & 4,928,000 \\
\hline Trade accounts receivable & 7,404,000 & 7,580,000 \\
\hline Inventories & 5,649,000 & 6,803,000 \\
\hline Domestic and foreign income taxes receivable & & 73,000 \\
\hline Prepaid pension asset & 1,216,000 & \\
\hline Deferred tax asset & 927,000 & 950,000 \\
\hline Prepaid expenses and other current assets & 340,000 & 349,000 \\
\hline & 20,441,000 & 20,803,000 \\
\hline Property, plant and equipment, net & 10,271,000 & 10,450,000 \\
\hline Deferred income tax asset & 2,191,000 & 2,673,000 \\
\hline Other assets & 2,000 & 210,000 \\
\hline & \$32,905,000 & \$34,136,000 \\
\hline
\end{tabular}
</TABLE>
| September 30, | March 31, |
| ---: | :---: |
| 1999 | 1999 |
| ---- | ---- |
| $<C>$ | $<C>$ |


| Current liabilities: |  |  |
| :---: | :---: | :---: |
| Short-term debt due banks | \$ 2,087,000 |  |
| Current portion of long-term debt | 481,000 | \$ 546,000 |
| Accounts payable | 1,752,000 | 2,879,000 |
| Accrued compensation | 2,778,000 | 3,938,000 |
| Accrued expenses and other liabilities | 667,000 | 1,043,000 |
| Customer deposits | 220,000 | 408,000 |
| Domestic and foreign income taxes payable | 31,000 |  |
|  | 8,016,000 | 8,814,000 |
| Long-term debt | 319,000 | 505,000 |
| Accrued compensation | 1,088,000 | 1,095,000 |
| Other long-term liabilities | 301,000 | 303,000 |
| Accrued pension liability | 1,208,000 | 3,519,000 |
| Accrued postretirement benefits | 3,232,000 | 3,188,000 |
| Total liabilities | 14,164,000 | 17,424,000 |
| Shareholders' equity: |  |  |
| Preferred Stock, \$1 par value Authorized, 500,000 shares |  |  |
| Common stock, \$. 10 par value - |  |  |
| Authorized, 6,000,000 shares |  |  |
| Issued 1,690,595 shares on September 30, 1999 and on March 31, 1999 | 169,000 | 169,000 |
| Capital in excess of par value | 4,521,000 | 4,521,000 |
| Retained earnings | 18,421,000 | 17,731,000 |
| Accummulated other comprehensive loss | $(1,827,000)$ | $(3,076,000)$ |
|  | 21,284,000 | 19,345,000 |
| Less: |  |  |
| Treasury Stock | $(2,418,000)$ | $(2,408,000)$ |
| Employee Stock Ownership Plan Loan Payable | $(125,000)$ | $(225,000)$ |
| Total shareholders' equity | 18,741,000 | 16,712,000 |
|  | \$32,905,000 | \$34,136,000 |

## </TABLE>

## GRAHAM CORPORATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & \begin{tabular}{l}
Three \\
ended Sep 1999
\end{tabular} & \begin{tabular}{l}
Months \\
tember 30,
\[
1998
\]
\end{tabular} & Six Mon ended Sept 1999 & \[
\begin{aligned}
& \text { Chs } \\
& \text { nber } 30 \text {, } \\
& 1998
\end{aligned}
\] \\
\hline <S> & <C> & <C> & <C> & <C> \\
\hline Net Sales & \$11,659,000 & \$11,417,000 & \$20,712,000 & \$26,573,000 \\
\hline \multicolumn{5}{|l|}{Cost and expenses:} \\
\hline Cost of products sold & 8,368,000 & 8,164,000 & 14,782,000 & 18,828,000 \\
\hline Selling, general and administrative & 2,423,000 & 3,104,000 & 4,721,000 & 6,076,000 \\
\hline Interest expense & 69,000 & 55,000 & 110,000 & 121,000 \\
\hline & 10,860,000 & 11, 323,000 & 19,613,000 & 25,025,000 \\
\hline Income before income taxes & 799,000 & 94,000 & 1,099,000 & 1,548,000 \\
\hline Provision for income taxes & 290,000 & 37,000 & 409,000 & 527,000 \\
\hline Net income & 509,000 & 57,000 & 690,000 & 1,021,000 \\
\hline \multicolumn{5}{|l|}{Retained earnings at} \\
\hline \multicolumn{5}{|l|}{Retained earnings at end} \\
\hline \multicolumn{5}{|l|}{Per Share Data:} \\
\hline \multicolumn{5}{|l|}{Basic:} \\
\hline Net income & \$. 33 & \$. 04 & \$. 45 & \$. 63 \\
\hline
\end{tabular}
Net income \(\quad \$ .33 \quad \$ .04 \quad\) \$.45 \(\quad\). 62
<S>
Operating activities:

Net income

Adjustments to reconcile net income to net cash (used) provided by operating activities: Depreciation and amortization
(Gain) Loss on sale of property, plant and equipment
(Increase) Decrease in operating assets: Accounts receivable Inventory, net of customer deposits Prepaid expenses and other current and non-current assets
Increase (Decrease) in operating liabilities: Accounts payable, accrued compensation, accrued expenses and other liabilities Accrued compensation, accrued pension liability, and accrued postemployment benefits Domestic and foreign income taxes
Other long-term liabilities

Total adjustments
Net cash (used) provided by operating activities

Investing activities:
Purchase of property, plant and equipment
Proceeds from sale of property, plant and equipment
Purchase of investments
Proceeds from maturity of investments

Net cash used by investing activities

Financing activities:
Increase (Decrease) in short-term debt
Proceeds from issuance of long-term debt
Principal repayments on long-term debt
Purchase of treasury stock
Net cash provided (used) by financing activities
Effect of exchange rate on cash
Net decrease in cash and equivalents
Cash and equivalents at beginning of period
Cash and equivalents at end of period
</TABLE>
| Six Months Ended September 30, |  |
| :---: | :---: |
| <C> | <C> |
| \$ 690,000 | \$ 1,021,000 |
| 510,000 | 523,000 |
| $(1,000)$ | 10,000 |
| 201,000 | (17,000) |
| 966,000 | 4,019,000 |
| $(1,249,000)$ | (28,000 |
| $(2,929,000)$ | (3,771,000) |
| $(55,000)$ | 158,000 |
| 105,000 | (803,000) |
| $(2,000)$ | $(42,000$ |
| $(2,454,000)$ | 49,000 |
| $(1,764,000)$ | 1,070,000 |
| $(256,000)$ | (399,000) |
| $\begin{gathered} 1,000 \\ (904,000) \end{gathered}$ | (5,654,000) |
| 906,000 | 5,291,000 |
| $(253,000)$ | (762,000) |
| 2,084,000 | ( 40,000 |
|  | 5,110,000 |
| $(165,000)$ | $(5,260,000)$ |
| $(10,000)$ | (1,713,000 |
| 1,909,000 | (1,903,000 |
| $(12,000)$ | 3,000 |
| $(120,000)$ | (1,592,000 |
| 120,000 | 1,694,000 |
| \$0 | 102,000 |


| Major classifications of inventories are as follows:<TABLE> |  |  |
| :---: | :---: | :---: |
|  |  |  |
| <CAPTION> |  |  |
|  | 9/30/99 | 3/31/99 |
| <S> | <C> | <C> |
| Raw materials and supplies | \$1,673,000 | \$1,945,000 |
| Work in process | 3,095,000 | 5,025,000 |
| Finished products | 1,252,000 | 1,231,000 |
|  | 6,020,000 | 8,201,000 |
| Less - progress payments | 371,000 | 1,398,000 |
|  | \$5,649,000 | \$6,803,000 |
| </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>

|  | $\begin{gathered} \text { Thre } \\ \text { ended } \\ 1999 \end{gathered}$ | ee months <br> September 30, 1998 | $\begin{aligned} & \text { Six } \\ & \text { ended Sep } \\ & 1999 \end{aligned}$ | $\begin{aligned} & \text { onths } \\ & \text { ember } 30 \text {, } \\ & 1998 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| <S> | <C> | <C> | <C> | <C> |
| Basic earnings per share |  |  |  |  |
| Numerator: |  |  |  |  |
| Net income | \$ 509,000 | \$ 57,000 | \$ 690,000 | \$1,021,000 |
| Denominator: |  |  |  |  |
| Weighted common shares outstanding | 1,520,000 | 1,586,000 | 1,520,000 | 1,617,000 |
| Share equivalent units (SEU) outstanding | 11,000 | 6,000 | 8,000 | 5,000 |
| Weighted average shares and SEU's outstanding | 1,531,000 | 1,592,000 | 1,528,000 | 1,622,000 |
| Basic earnings per share | \$. 33 | \$. 04 | \$. 45 | \$. 63 |

<TABLE>
<CAPTION>


Diluted earnings per share
Numerator:
Net income
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \$ & 509,000 & \$ & 57,000 & \$ & 690,000 & \$1,021,000 \\
\hline
\end{tabular}

Denominator:
Weighted average shares
and SEU's outstanding
Stock options outstanding
Contingently issuable SEU's
\begin{tabular}{|c|c|c|c|}
\hline 1,531,000 & 1,592,000 & 1,528,000 & 1,622,000 \\
\hline 3,000 & 17,000 & 4,000 & 22,000 \\
\hline 8,000 & 4,000 & 7,000 & 6,000 \\
\hline
\end{tabular}

Weighted average common and potential common shares outstanding
\begin{tabular}{|c|c|c|c|}
\hline 1,542,000 & 1,613,000 & 1,539,000 & 1,650,000 \\
\hline \$. 33 & \$. 04 & \$. 45 & \$. 62 \\
\hline
\end{tabular}
</TABLE>
Options to purchase 55,200 shares of common stock at $\$ 21.44$ per
share, 9,000 shares at $\$ 21.25,2,250$ shares at $\$ 17.88,8,250$ shares
at $\$ 17,2,250$ shares at $\$ 16.13,26,250$ shares at $\$ 13.17,8,250$ shares at $\$ 11.33,9,000$ shares at $\$ 11$ and 2,900 at $\$ 8.42$ 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 $\$ 94,000$ and $\$ 122,000$ for the six months ended September 30, 1999 and 1998, respectively. In addition, actual income taxes paid were $\$ 304,000$ and $\$ 1,319,000$ for the six months ended September 30, 1999 and 1998, respectively.

Non-cash activities during the six months ended September 30, 1999 included the reversal of a minimum pension liability adjustment, net of a $\$ 510,000$ tax benefit, totaling $\$ 1,191,000$ which had been recognized in the previous year.

NOTE 4 - COMPREHENSIVE INCOME

Total comprehensive income was $\$ 1,787,000$ and $\$ 91,000$ for the three months ended September 30, 1999 and 1998, respectively. Other comprehensive income for the three months ended September 30, 1999 and 1998 included foreign currency translation adjustments of $\$ 87,000$ and $\$ 34,000$ respectively. Total comprehensive income for the six months ended September 30, 1999 and 1998 was $\$ 1,939,000$ and

```
NOTE 4 - COMPREHENSIVE INCOME (concluded)
- -------------------------------------------------------------------------------
$1,056,000, respectively. Other comprehensive income for the six
months ended September 30, 1999 and 1998 included foreign currency
translation adjustments of $58,000 and $35,000, respectively. In
addition, other comprehensive income for the three month and six
month periods ended September 30, 1999 included a minimum pension
liability adjustment of $1,191,000.
```


## NOTE 5 - SEGMENT INFORMATION

The Company's business consists of two operating segments based upon geographic area. The United States segment designs and manufactures heat transfer and vacuum equipment and the operating segment located in the United Kingdom manufactures vacuum equipment. Operating segment information is presented below:

<TABLE>
<CAPTION>
<S>
Sales from external customers
U.S.
U.K.

Total

Intersegment sales
U.S.
U.K.

Total
Segment net income (loss)
U.S.
U.K.

Total segment net income
Elimination of intercompany profit in inventory

Net income
</TABLE>
| Three Months Ended September 30, 1999 |  | $\begin{aligned} & \text { Six Months Ended } \\ & \text { September } 30, \\ & 1999 \end{aligned} \quad 1998$ |  |
| :---: | :---: | :---: | :---: |
| <C> | <C> | <C> | <C> |
| \$10,660,000 | \$10,499,000 | \$18,714,000 | \$24,440,000 |
| 999,000 | 918,000 | 1,998,000 | 2,133,000 |
| \$11,659,000 | \$11,417,000 | \$20,712,000 | \$26,573,000 |


| \$ | 160,000 |  |  |
| :---: | :---: | :---: | :---: |
|  | 291,000 | \$ | 345,000 |
| \$ | 451,000 | \$ | 345,000 |


| \$ | 160,000 |  |  |
| :---: | :---: | :---: | :---: |
|  | 545,000 | \$ | 685,000 |
| \$ | 705,000 | \$ | 685,000 |


| \$ |  | \$ | 59,000 | \$ | 802,000 | \$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $(172,000)$ |  | $(2,000)$ |  | (224,000) |  | $55,000$ |


| 112,000 |  |  |  | 112,000 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 509,000 | \$ | 57,000 | \$ | 690,000 | \$ | 1,021,000 |

GRAHAM CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL
CONDITION AND RESULTS OF OPERATIONS September 30, 1999

Results of Operations

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

Sales increased $2 \%$ in the second quarter of fiscal year 2000 compared to 1999. Sales for the second quarter increased $3 \%$ in the United States and increased $2 \%$ in the United Kingdom compared to 1999. Sales for the six months ended September 30, 1999 were down $23 \%$ and $10 \%$ in the United States and the United Kingdom, respectively, compared to sales for the same period last year. The decline in sales for the six month period in both the United States and the United Kingdom is attributable to the ongoing recession in the Company's export markets, as well as, delayed capital spending in certain market segments due to merger activity.

Cost of sales as a percent of sales for the second quarter 2000 has remained constant at $72 \%$ compared to a year ago. Cost of sales as a percent of sales was $73 \%$ in the United States for both three month periods ended September 30, 1999 and 1998. In the United Kingdom, cost of sales as a percent of sales for the quarter was $81 \%$ compared to $70 \%$ last year. For the six months, cost of sales as a percent of sales was $71 \%$ for both the current year and prior year periods. For the six month period in the United States, the cost of sales percentage remained unchanged at $72 \%$ while in the United Kingdom it was $78 \%$ compared to $70 \%$ for the same period last year. The United Kingdom percentages are reflective of increased material costs due primarily to product mix.

Selling, general and administrative expenses decreased 22\% from the second quarter of 1999. For the six months ended September 30, 1999, selling, general and administrative expenses are also down $22 \%$ as compared to the same period in fiscal year 1999. These decreases are primarily attributable to the downsizing of the workforce in the United States and reduced selling expenses due to stringent cost controls and lower sales levels. Selling, general and administrative expenses as a percent of sales remained stable at $23 \%$ for both the current and prior year six month periods.

Interest expense increased $25 \%$ for the second quarter and decreased 9\% for the six month period as compared to the same periods in fiscal year 1999. The increase in the second quarter is due to additional short term borrowings in the United States while the decline for the six month period is reflective of long term debt paydowns in both the United States and the United Kingdom.

The effective income tax rates for the second quarter and six month period in fiscal year 2000 were $36 \%$ and $37 \%$, respectively, which are relatively consistent with the 1999 effective tax rates of $39 \%$ and $34 \%$ for the same periods.

Financial Condition

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

The financial condition of the Company has remained stable and strong during fiscal year 2000. Working capital of $\$ 12,425,000$ at September 30, 1999 compares to $\$ 11,989,000$ at March 31, 1999. This working capital increase reflects a decrease in current assets of $\$ 362,000$ and a decrease in current liabilities of $\$ 798,000$. The decrease in current assets related primarily to a significant decline in inventory as several large projects were completed at September 30, as well as, slight decreases in cash and accounts receivable. These decreases were offset by a prepaid pension asset due to the funding of the United Kingdom pension plan. The decrease in current liabilities reflects the decline in accounts payable which is attributable to timing of purchases and a decrease in accrued compensation and accrued expenses as significant payments were made in the first half of fiscal year 2000. These decreases were offset by additional short-term borrowing. The current ratio at September 30,1999 is 2.55 compared to 2.36 at March 31, 1999.
\$1,764,000. Net income, adjusted for depreciation and amortization, provided for $\$ 1,200,000$ of operating cash. This was offset by payments of certain benefits accrued in the prior year and the funding of the United Kingdom pension plan. Net cash used in investing activities for the first half of the year of $\$ 253,000$ was utilized for capital expenditures which were $\$ 256,000$ compared to $\$ 399,000$ for the same period last year. There were no major commitments for capital expenditures as of September 30, 1999. Additional capital expenditures of approximately $\$ 300,000$ are anticipated for the remainder of the fiscal year. Net cash provided from financing activities of $\$ 1,909,000$ was due to an increase in short-term debt used to finance working capital needs.

Management expects that the cash flow from operations and lines of credit will provide sufficient resources to fund the fiscal year 2000 cash requirements.

Total long-term debt decreased $\$ 251,000$ due to scheduled paydowns on bank debt and capital leases. The long-term debt to equity ratio is 4\% at September 30, 1999 compared to 6\% at March 31, 1999 and the total liabilities to assets ratio is $43 \%$ compared to $51 \%$ for the same respective periods.

Shareholders' Equity increased \$2,029,000 from March 31, 1999. This increase is primarily attributable to net income of $\$ 690,000$ and other comprehensive income of $\$ 1,249,000$. Ninety-five percent of the other comprehensive income was attributable to a minimum pension liability adjustment.

New Orders and Backlog
New orders for the second quarter were $\$ 10,174,000$ compared to $\$ 10,139,000$ for the same period last year. Prior to intercompany eliminations, new orders in the United States were \$9,334,000 compared to $\$ 8,791,000$ for the same period in 1999. New orders in the United Kingdom were $\$ 1,149,000$ compared to $\$ 1,592,000$ for the same quarter last year.

New Orders and Backlog (concluded)
For the first half of the fiscal year new orders were $\$ 17,502,000$ compared to $\$ 21,301,000$ for the comparable six month period of 1999. Prior to eliminations, new orders in the United States were $\$ 15,872,000$ for the six month period compared to $\$ 18,670,000$ for the same period last year and new orders in the United Kingdom were $\$ 2,253,000$ compared to $\$ 3,173,000$ in 1999. The current level of new order activity is reflective of the economic downturn in the Company's export markets. Management is optimistic that the Asian economies will rebound in the near future and that the refinery industry will need to upgrade facilities resulting in new orders in this market.

Backlog of unfilled orders at September 30, 1999 is $\$ 12,240,000$ compared to $\$ 22,965,000$ at this time a year ago and $\$ 15,438,000$ at March 31, 1999. Current backlog in the United States of $\$ 11,620,000$ compares to $\$ 14,624,000$ at March 31, 1999 and $\$ 21,532,000$ at September 30, 1998. Current backlog in the United Kingdom of $\$ 857,000$ compares to $\$ 1,127,000$ at March 31, 1999 and $\$ 1,575,000$ at September 30, 1998. 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.

Quantitative and Qualitative Disclosures about Market Risk

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

The Company is exposed to changes in interest rates, foreign currency exchange rates and equity prices which may adversely impact its results of operations and financial position. The Company is exposed to interest rate risk primarily through its borrowing activities and short-term investments. Risk associated with interest rate fluctuations on debt is managed by holding interest bearing debt to the absolute minimum and assessing the risks and benefits for incurring long-term debt. Based upon variable rate debt outstanding at September 30, 1999, a 1\% change in interest rates would impact annual interest expense by one thousand dollars. To manage interest rate risk in regards to shortterm investments, the Company invests primarily in fixed rate instruments and holds investments to maturity.

Historically, Graham's international consolidated sales exposure approximates fifty percent of annual sales. Operating in world markets involves exposure to movements in currency exchange rates. Currency movements can affect sales in several ways. Foremost, the ability to competitively compete for orders against
competition having a relatively weaker currency. Business lost due to this cannot be quantified. Secondly, redemption value of sales can be adversely impacted. The substantial portion of Graham's sales are collected in U.S. dollars. The Company enters into forward foreign exchange agreements to hedge its exposure against unfavorable changes in foreign currency values on significant sales contracts negotiated in foreign currencies. Graham uses derivatives for no other reason.

Quantitative and Qualitative Disclosures about Market Risk (concluded)
The loss from foreign operations reduced both Graham's second quarter and year-to-date net income by $25 \%$. As currency exchange rates change, translations of the income statements of our U.K. business into U.S. dollars affects year-over-year comparability of operating results. The Company does not hedge translation risks because cash flows from U.K. operations are mostly reinvested in the U.K. A $10 \%$ change in foreign exchange rates would impact second quarter and year-to-date net income by approximately $\$ 20,000$ and $\$ 25,000$, respectively.

The Company has a Long-Term Incentive Plan which provides for awards of share equivalent units (SEU) for outside directors based upon the Company's performance. The outstanding SEU's are recorded at fair market value thereby exposing the Company to equity price risk. Gains and losses recognized due to market price changes are included in the quarterly results of operations. Based upon the SEU's outstanding at September 30,1999 and 1998 and the quarter end market price per share (\$6.31 and \$11.25 at September 30, 1999 and 1998, respectively), a twenty to forty percent change in the respective quarter end market price of the Company's common stock would positively or negatively impact the Company's second quarter operating results by $\$ 24,000$ to $\$ 47,000$ for 2000 and $\$ 24,000$ to $\$ 48,000$ for 1999. In the second quarter of 2000, the income, net of tax, recorded due to the decrease in the stock price was not significant. Assuming the net income target of $\$ 500,000$ is met and SEU's are granted to the five outside directors in accordance with the plan over the next five years, based upon the September 30, 1999 market price of the Company's stock of $\$ 6.31$ per share, a twenty to forty percent change in the stock price would positively or negatively impact the Company's operating results by $\$ 34,000$ to $\$ 67,000$ in $2001, \$ 36,000$ to $\$ 71,000$ in 2002 and $\$ 38,000$ to $\$ 75,000$ in 2003, 2004 and 2005.

Year 2000 Readiness

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

The Company has completed its year 2000 readiness program. This program included the following phases: identifying affected software, hardware, and manufacturing and telecommunication equipment and assessing the impact of the year 2000 issue; hardware and software remediation; testing; surveying the year 2000 readiness of customers and suppliers; and developing a contingency plan. The cost of the program was insignificant. Although the Company believes its internal operations are year 2000 compliant, it cannot assure anyone that its customers, suppliers or governmental agencies will be ready.

Accounting Standard Changes

- _-----------------------

In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities." This statement establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and derivatives utilized for hedging activities. It requires that an entity recognize all derivatives as either assets or liabilities in the statement of financial position and measure those instruments at fair value. This statement is effective for all fiscal quarters of fiscal years beginning after June 15, 2000. Management is evaluating the impact this statement

Other Matters

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

In the third quarter of fiscal year 2000, management commenced the process to terminate the defined benefit pension plan in the United Kingdom. When the effect of the likely plan termination is determinable, it will be recognized in earnings. It is anticipated that a significant one-time charge to earnings will be recognized in the quarter ending December 31, 1999. Employees will be given an opportunity to participate in a defined contribution plan.

GRAHAM CORPORATION AND SUBSIDIARIES
FORM 10-Q
SEPTEMBER 30, 1999
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, 1999

> /s/J.R. Hansen
J. R. Hansen

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

## INDEX OF 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-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 (concluded)

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

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) 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> <S> <C>
```

<ARTICLE> 5

<LEGEND>
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.
</LEGEND>
<MULTIPLIER> 1,000
$<\mathrm{S}>\quad<\mathrm{C}>$
<PERIOD-TYPE> 6-MOS
<FISCAL-YEAR-END> MAR-31-2000
<PERIOD-END> SEP-30-1999
<CASH> 0
<SECURITIES> 4,905
<RECEIVABLES> 7,450
<ALLOWANCES> 46
<INVENTORY> 5,649
<CURRENT-ASSETS> $\quad 20,441$
<PP\&E> 26,571
<DEPRECIATION> $\quad 16,300$
<TOTAL-ASSETS> 32,905
<CURRENT-LIABILITIES> 8,016
<BONDS> 319
<PREFERRED-MANDATORY> 0
<PREFERRED> 0
<COMMON> 169
<OTHER-SE> $\quad 18,572$
<TOTAL-LIABILITY-AND-EQUITY> 32,905
<SALES> 20,712
<TOTAL-REVENUES> 20,712
<CGS> 14,782
<TOTAL-COSTS> 14,782
<OTHER-EXPENSES $>$ O
<LOSS-PROVISION> 25
<INTEREST-EXPENSE> 110
<INCOME-PRETAX> 1,099
<INCOME-TAX> 409
<INCOME-CONTINUING> 690
<DISCONTINUED> 0
<EXTRAORDINARY> 0
<CHANGES> 0
<NET-INCOME> 690
<EPS-BASIC> . 45
<EPS-DILUTED> . 45
$</$ TABLE $>$

