

# **MacDermid, Incorporated**

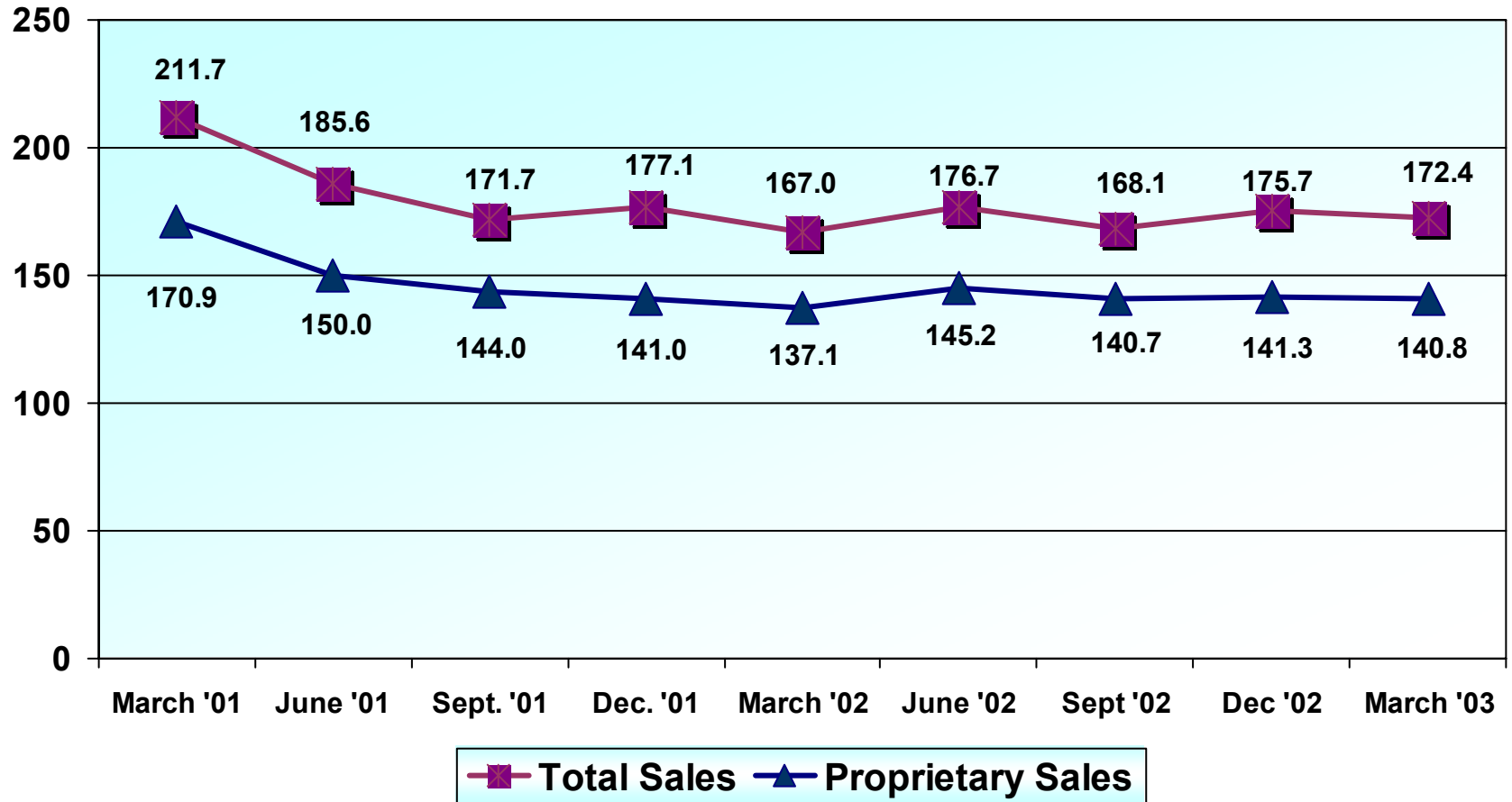


**Conference Call – Charts**  
**March 2003**



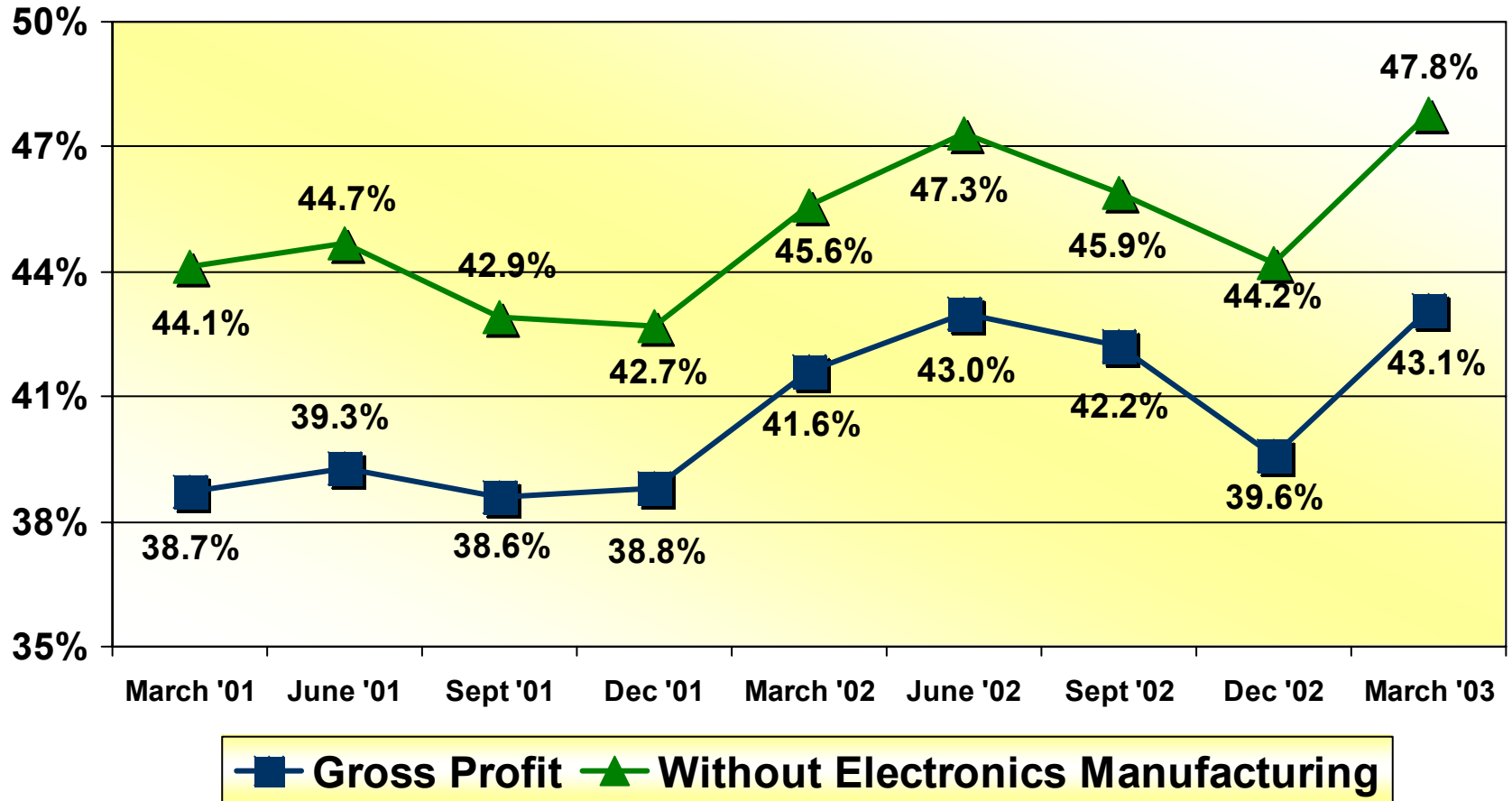
# Sales Revenues

\$ Mil





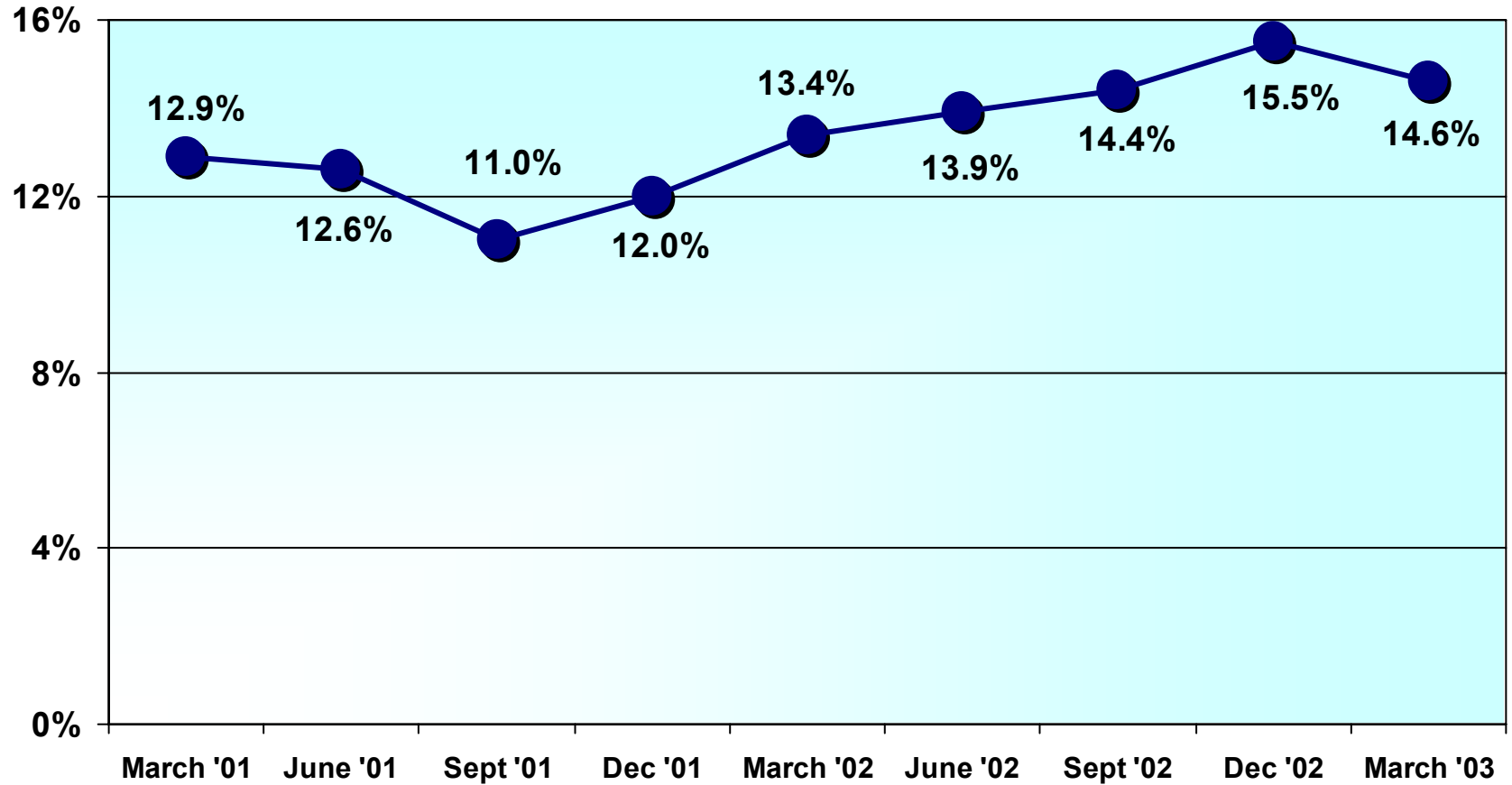
# Gross Profit (before special charges)



\* New GAAP basis whereby freight out expense is included in Gross Profit



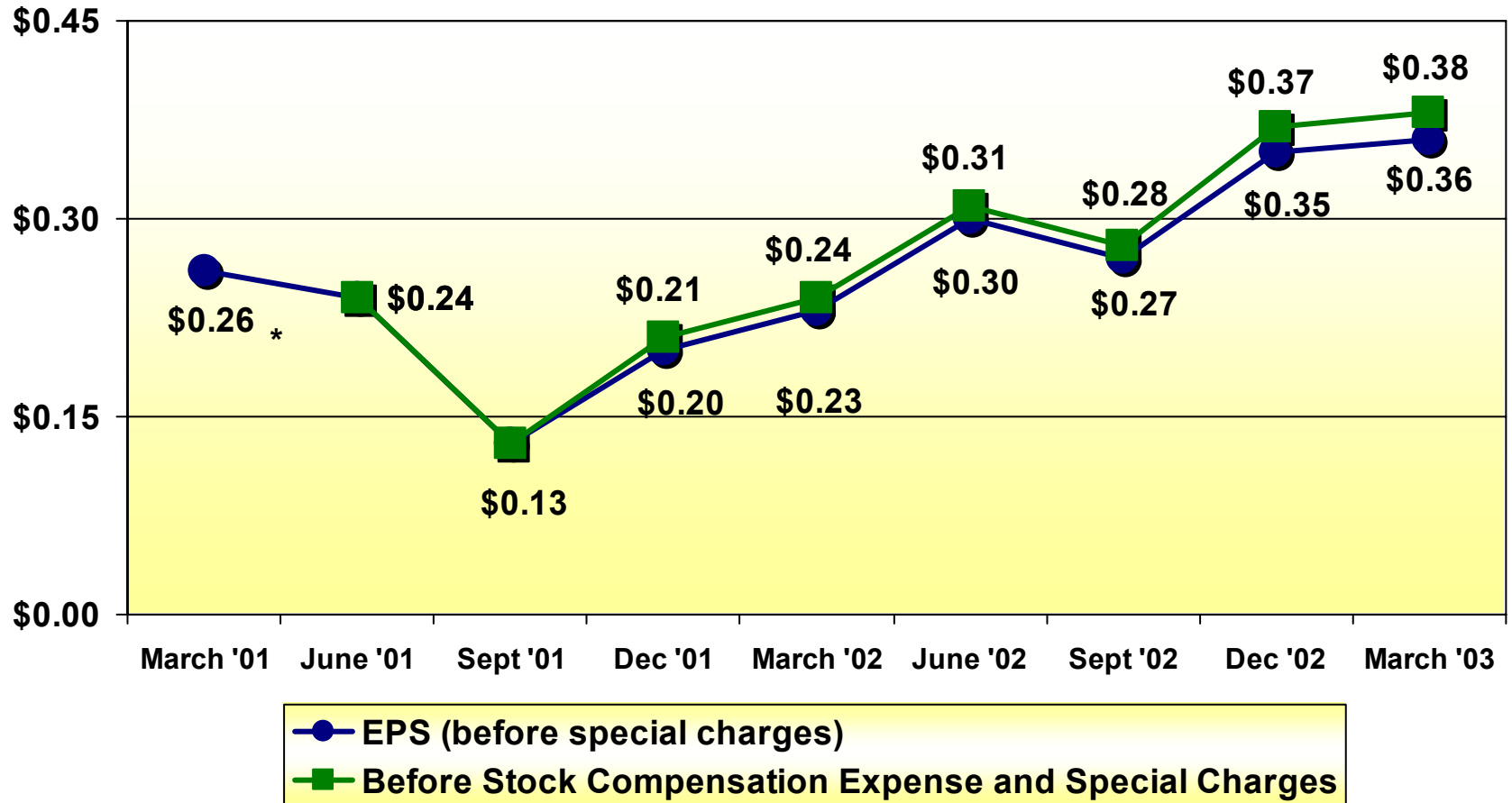
# Operating Profit % (before special charges)





# EPS

## (before special charges)

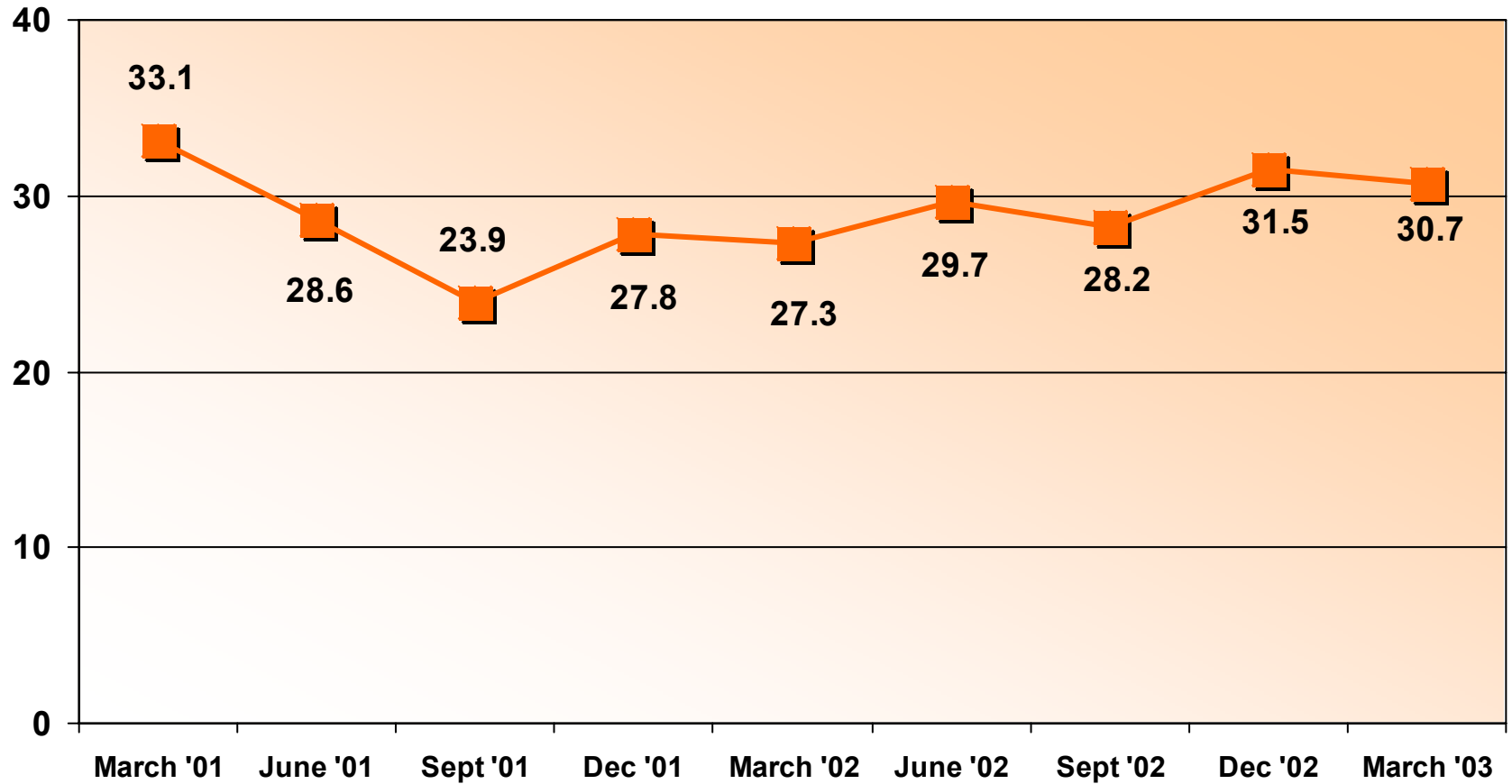


*\*After Goodwill amortization \$0.07 per share*



# EBITDA by Qtr. (before special charges)

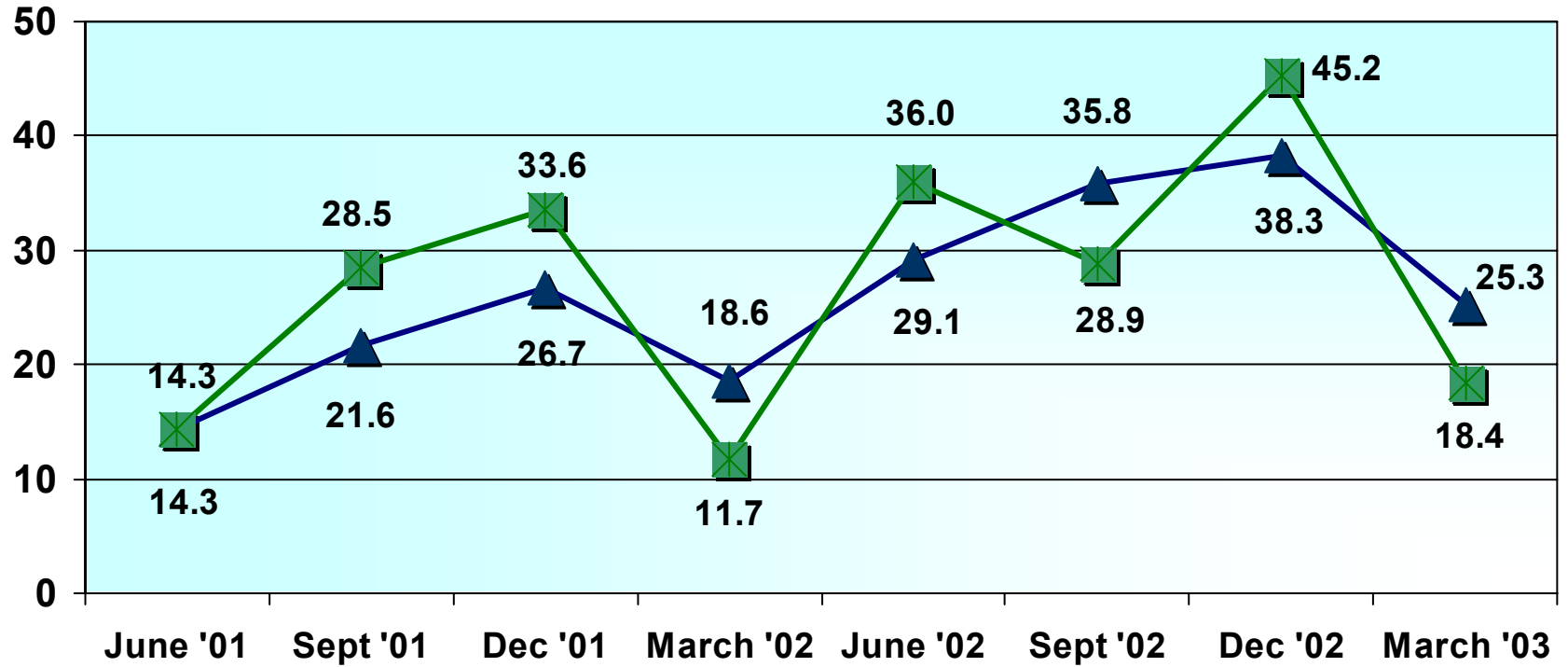
\$ Mil





# Owner Earnings (Free Cash Flow)

\$ Mil

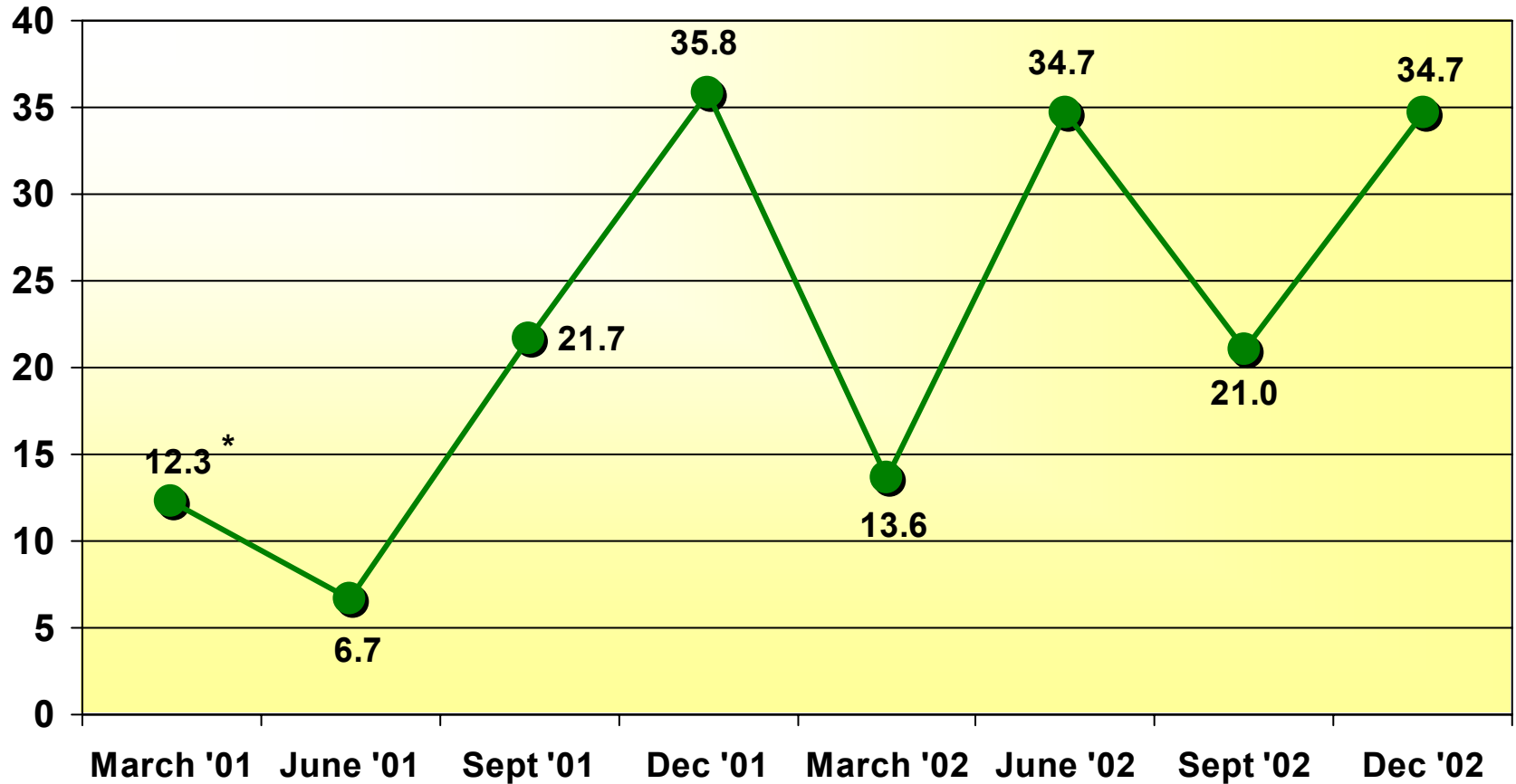


▲ As if bond interest was paid quarterly  
■ As reported (semi-annual bond interest payments)



# Debt Paydown

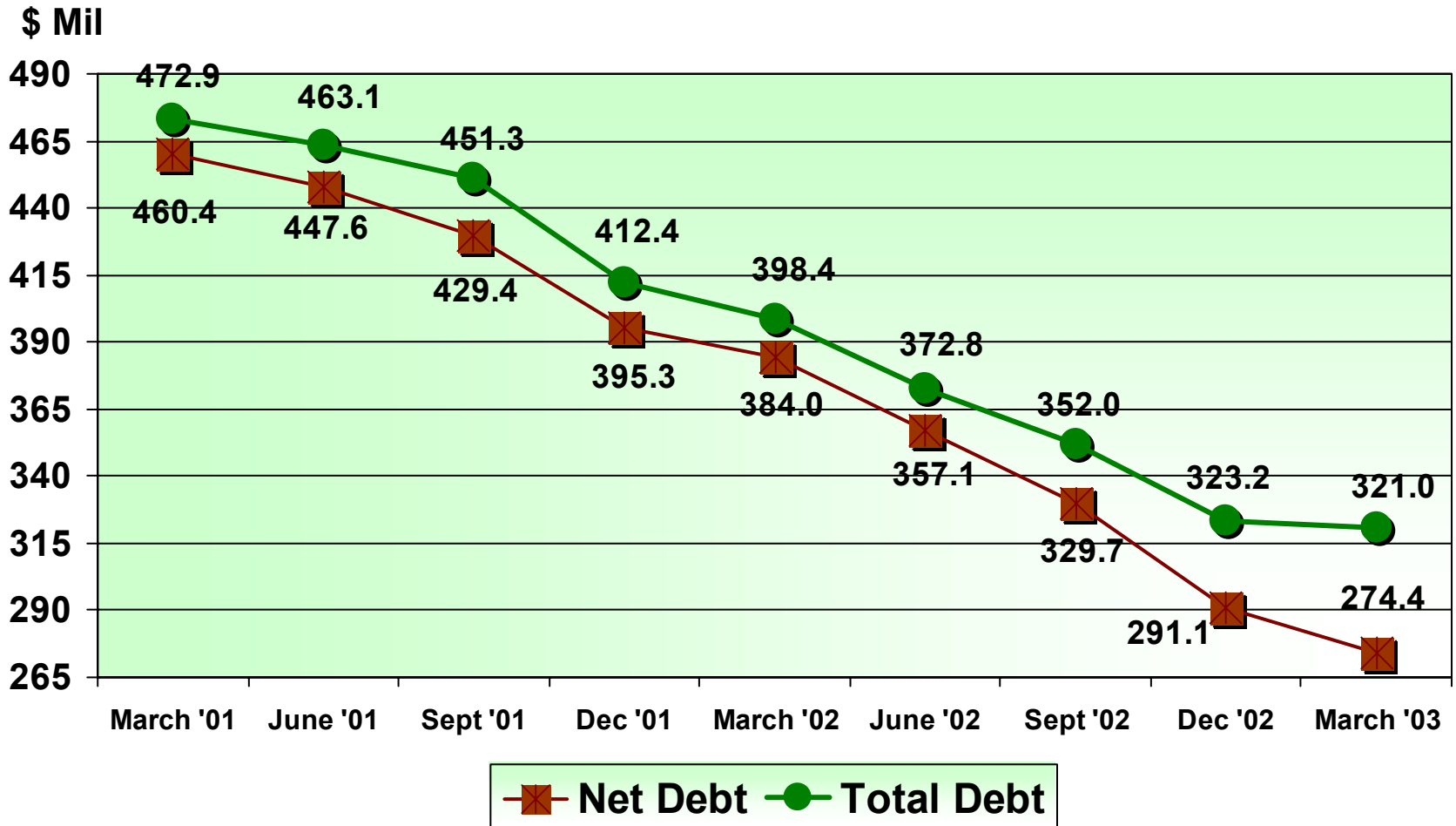
\$ Mil



*\*Before acquisition debt*



# Consolidated Debt



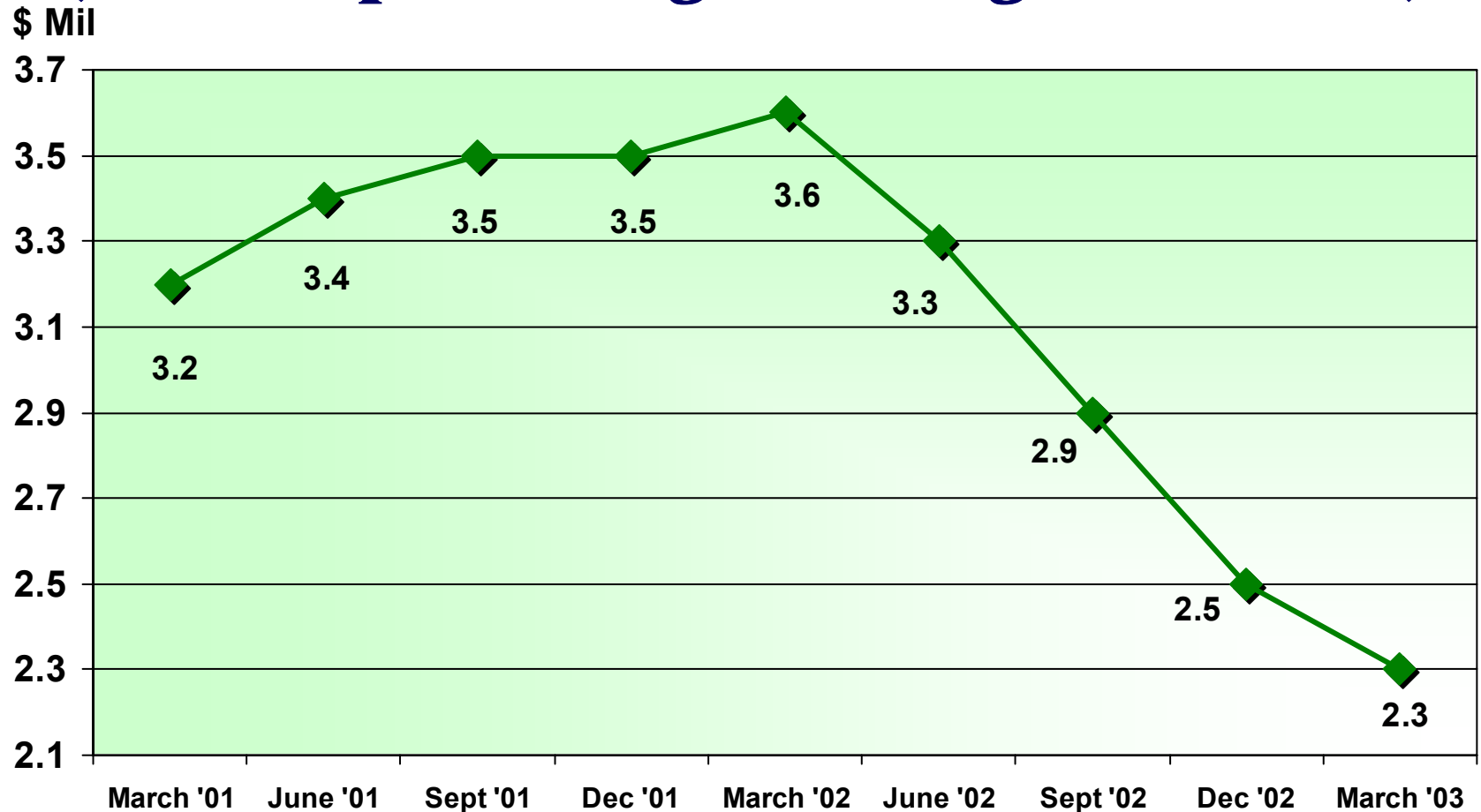
*Converted at spot forex rates on the Balance Sheet date*

*Net debt = total debt less cash & equivalents*



# Net Debt: EBITDA

(before spec. charges rolling 12 months)



*Net Debt = total debt less cash & equivalents*

MacDermid, Inc.  
GAAP to Non-GAAP Reconciliation

<u>Gross Profit Before Special Charges</u>									
(In thousands)									
	<u>March 01</u>	<u>June 01</u>	<u>Sept 01</u>	<u>Dec 01</u>	<u>March 02</u>	<u>June 02</u>	<u>Sep-02</u>	<u>Dec-02</u>	<u>Mar-03</u>
Net Sales as reported	211,742	185,094	171,663	177,103	166,956	176,722	168,146	175,737	172,430
Less Electronics Mfg.	26,603	23,338	18,184	21,779	20,172	22,666	17,711	19,935	20,783
Net Sales excl elect. Mfg.	<u>185,139</u>	<u>161,756</u>	<u>153,479</u>	<u>155,324</u>	<u>146,784</u>	<u>154,056</u>	<u>150,435</u>	<u>155,802</u>	<u>151,647</u>
Gross Margin as reported	81,840	72,670	66,303	68,667	69,421	75,970	70,965	66,411	74,250
Less Electronic Mfg.	247	395	445	2,288	2,481	3,119	1,898	791	1,708
Gross margin excl Elect Mfg.	<u>81,593</u>	<u>72,275</u>	<u>65,858</u>	<u>66,379</u>	<u>66,940</u>	<u>72,851</u>	<u>69,067</u>	<u>65,620</u>	<u>72,542</u>
Gross Margin as reported	81,840	72,670	66,303	68,667	69,421	75,970	70,965	66,411	74,250
Add: Special Charges	0	0	0	0	0	0	0	3,211	0
Less Electronic Mfg.	247	395	445	2,288	2,481	3,119	1,898	791	1,708
Gross margin excl EM and SC	<u>81,593</u>	<u>72,275</u>	<u>65,858</u>	<u>66,379</u>	<u>66,940</u>	<u>72,851</u>	<u>69,067</u>	<u>68,831</u>	<u>72,542</u>
GM % excluding EM and SC	44.1%	44.7%	42.9%	42.7%	45.6%	47.3%	45.9%	44.2%	47.8%
Gross margin as reported	81,840	72,670	66,303	68,667	69,421	75,970	70,965	66,411	74,250
Add: Special Charges	0	0	0	0	0	0	0	3,211	0
Gross margin WC excluding special charges	<u>81,840</u>	<u>72,670</u>	<u>66,303</u>	<u>68,667</u>	<u>69,421</u>	<u>75,970</u>	<u>70,965</u>	<u>69,622</u>	<u>74,250</u>
GM % WC excluding Special Charges	38.7%	39.3%	38.6%	38.8%	41.6%	43.0%	42.2%	39.6%	43.1%

<u>Operating Profit Before Special Charges</u>									
(In thousands)									
	<u>March 01</u>	<u>June 01</u>	<u>Sept 01</u>	<u>Dec 01</u>	<u>March 02</u>	<u>June 02</u>	<u>Sep-02</u>	<u>Dec-02</u>	<u>Mar-03</u>
Net Sales	<u>\$211,744</u>	<u>\$185,646</u>	<u>\$171,663</u>	<u>\$177,103</u>	<u>\$166,956</u>	<u>\$176,722</u>	<u>\$168,146</u>	<u>\$175,737</u>	<u>\$172,430</u>
Earnings Before Interest and Taxes	\$16,006	\$20,772	\$15,810	(\$53,404)	\$20,596	\$22,718	\$21,547	(\$15,714)	\$24,706
Add: Amortization	4,867	1,983	2,246	1,855	1,568	1,570	1,558	1,530	770
Add: Other Expenses	624	658	888	(343)	194	359	1,136	918	(348)
Operating Profit	<u>21,497</u>	<u>23,413</u>	<u>18,944</u>	<u>(51,892)</u>	<u>22,358</u>	<u>24,647</u>	<u>24,241</u>	<u>(13,266)</u>	<u>25,128</u>
Add: Special Charges	5,874	0	0	73,066	0	0	0	40,566	0
Operating Profit before Special Charges	<u>\$27,371</u>	<u>\$23,413</u>	<u>\$18,944</u>	<u>\$21,174</u>	<u>\$22,358</u>	<u>\$24,647</u>	<u>\$24,241</u>	<u>\$27,300</u>	<u>\$25,128</u>
% to Net Sales	12.9%	12.6%	11.0%	12.0%	13.4%	13.9%	14.4%	15.5%	14.6%

MacDermid, Inc.  
GAAP to Non-GAAP Reconciliation

<u>EPS before Special Charges &amp; Stock Compensation</u>									
(In thousands, except share and per share amounts)									
	<u>March 01</u>	<u>June 01</u>	<u>Sept 01</u>	<u>Dec 01</u>	<u>March 02</u>	<u>June 02</u>	<u>Sep-02</u>	<u>Dec-02</u>	<u>Mar-03</u>
Net Income (Loss)	\$4,612	\$7,899	\$4,170	(\$40,981)	\$7,332	\$9,673	\$8,665	(\$16,321)	\$11,566
Impairment	4,800	0	0	51,802	0	0	0	28,372	0
Asset W/O	0	0	0	0	0	0	0	7,593	0
Restructuring	1,074	0	0	21,264	0	0	0	1,390	0
Other Charges to Cost of Sales	0	0	0	0	0	0	0	3,211	0
Total Special Charges	5,874	0	0	73,066	0	0	0	40,566	0
After Tax Effect of Special Charges	3,818	0	0	47,493	0	0	0	27,585	0
Net Income Before Special Charges Tax Effected	<u>\$8,430</u>	<u>\$7,899</u>	<u>\$4,170</u>	<u>\$6,512</u>	<u>\$7,332</u>	<u>\$9,673</u>	<u>\$8,665</u>	<u>\$11,264</u>	<u>\$11,566</u>
Stock Compensation Expense	0	0	247	372	729	815	599	1,002	1,031
After Tax Effect Stock Compensation	0	0	161	242	474	530	389	651	670
Net Income Before Special Charges and Stock Compensation Tax Effected	<u>\$8,430</u>	<u>\$7,899</u>	<u>\$4,331</u>	<u>\$6,754</u>	<u>\$7,806</u>	<u>\$10,203</u>	<u>\$9,054</u>	<u>\$11,915</u>	<u>\$12,236</u>
Earnings Per Share before Special Charges	<u>\$0.26</u>	<u>\$0.24</u>	<u>\$0.13</u>	<u>\$0.20</u>	<u>\$0.23</u>	<u>\$0.30</u>	<u>\$0.27</u>	<u>\$0.35</u>	<u>\$0.36</u>
Earnings Per Share before Special Charges and Stock Compensation	<u>\$0.26</u>	<u>\$0.24</u>	<u>\$0.13</u>	<u>\$0.21</u>	<u>\$0.24</u>	<u>\$0.31</u>	<u>\$0.28</u>	<u>\$0.37</u>	<u>\$0.38</u>
Diluted Average Common Shares Outstanding	32,394,869	32,389,340	32,393,205	32,364,378	32,492,880	32,514,702	32,480,682	32,234,427	32,467,172

<u>EBITDA before Special Charges</u>									
(In thousands)									
	<u>March 01</u>	<u>June 01</u>	<u>Sept 01</u>	<u>Dec 01</u>	<u>March 02</u>	<u>June 02</u>	<u>Sep-02</u>	<u>Dec-02</u>	<u>Mar-03</u>
Earnings Before Interest and Taxes	\$16,006	\$20,772	\$15,810	(\$53,404)	\$20,596	\$22,718	\$21,547	(\$15,714)	\$24,706
Impairment	4,800	0	0	51,802	0	0	0	28,372	0
Asset W/O	0	0	0	0	0	0	0	7,593	0
Restructuring	1,074	0	0	21,264	0	0	0	1,390	0
Other Charges to Cost of Sales	0	0	0	0	0	0	0	3,211	0
Total Special Charges	5,874	0	0	73,066	0	0	0	40,566	0
Amortization	4,867	1,983	2,246	1,855	1,568	1,570	1,558	1,530	770
Depreciation	6,353	5,853	5,882	6,250	5,131	5,411	5,128	5,131	5,246
EBITDA Before Special Charges	<u>\$33,100</u>	<u>\$28,608</u>	<u>\$23,938</u>	<u>\$27,767</u>	<u>\$27,295</u>	<u>\$29,699</u>	<u>\$28,233</u>	<u>\$31,513</u>	<u>\$30,722</u>

<u>Owners Earnings</u>									
(In thousands)									
<u>As Reported</u>	<u>Mar-01</u>	<u>Jun-01</u>	<u>Sep-01</u>	<u>Dec-01</u>	<u>Mar-02</u>	<u>Jun-02</u>	<u>Sep-02</u>	<u>Dec-02</u>	<u>Mar-03</u>
Net cash flow provided by operating activities	\$19,405	\$16,715	\$30,077	\$34,159	\$12,877	\$37,076	\$28,936	\$47,304	\$19,397
Capital expenditures, net	9,711	2,406	1,540	556	1,156	1,124	(3)	2,110	979
Owner Earnings	<u>\$9,694</u>	<u>\$14,309</u>	<u>\$28,537</u>	<u>\$33,603</u>	<u>\$11,721</u>	<u>\$35,952</u>	<u>\$28,939</u>	<u>\$45,194</u>	<u>\$18,418</u>
<u>Adjustment for Bond Interest assumed to be paid quarterly</u>									
Owners Earnings per above	\$9,694	\$14,309	\$28,537	\$33,603	\$11,721	\$35,952	\$28,939	\$45,194	\$18,418
Assumed if Bond Interest was paid quarterly	0	0	(6,900)	(6,900)	6,900	(6,900)	6,900	(6,900)	6,900
Adjusted Owner Earnings	<u>\$9,694</u>	<u>\$14,309</u>	<u>\$21,637</u>	<u>\$26,703</u>	<u>\$18,621</u>	<u>\$29,052</u>	<u>\$35,839</u>	<u>\$38,294</u>	<u>\$25,318</u>