# SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549
Form 10-Q
(x) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

## For the quarter ended: March 31, 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: 0-16214

## ALBANY INTERNATIONAL CORP.

(Exact name of registrant as specified in its charter)

## Delaware

-------
(State or other jurisdiction of incorporation or organization)

1373 Broadway, Albany, New York
(Address of principal executive offices)
Registrant's telephone number, including area code
14-0462060
(IRS Employer Identification No.)

12204
(Zip Code)

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

The registrant had $24,343,705$ shares of Class A Common Stock and $5,615,563$ shares of Class B Common Stock outstanding as of March 31, 1998.

ALBANY INTERNATIONAL CORP.
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Item 1. Financial Statements
ALBANY INTERNATIONAL CORP.
CONSOLIDATED STATEMENTS OF INCOME AND RETAINED EARNINGS (unaudited)
(in thousands except per share data)

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| Net sales | \$176, 156 | \$171, 820 |
| Cost of goods sold | 101,344 | 100, 005 |
| Gross profit | 74,812 | 71,815 |
| Selling, technical and general expenses | 51,231 | 49,493 |
| Operating income | 23,581 | 22,322 |
| Interest expense, net | 4,418 | 3,888 |
| Other expense, net | 1,124 | 583 |
| Income before income taxes | 18,039 | 17,851 |
| Income taxes | 7,035 | 6,961 |
| Income before associated companies | 11,004 | 10,890 |
| Equity in earnings/(losses) of associated companies | 50 | (7) |
| Net income | 11,054 | 10,883 |
| Retained earnings, beginning of period | 246,013 | 209,875 |
| Less dividends | 3,140 | 3,209 |
| Retained earnings, end of period | \$253, 927 | \$217, 549 |
| Net income per share | \$0.37 | \$0.36 |
| Diluted net income per share | \$0.36 | \$0.35 |
| Dividends per common share | \$0.105 | \$0.105 |
| Weighted average number of shares | 30, 070,783 | 30,546,690 |
| The accompanying notes are an integral | financial | tements. |


| Cash and cash equivalents | \$13,751 | \$2,546 |
| :---: | :---: | :---: |
| Accounts receivable, net | 170,846 | 171,886 |
| Inventories: |  |  |
| Finished goods | 112,355 | 106,259 |
| Work in process | 41,605 | 38,904 |
| Raw material and supplies | 35,924 | 35,288 |
|  | 189,884 | 180,451 |
| Deferred taxes and prepaid expenses | 19,339 | 18,440 |
| Total current assets | 393,820 | 373,323 |
| Property, plant and equipment, net | 328, 068 | 321,611 |
| Investments in associated companies | 4,464 | 2,444 |
| Intangibles | 49,479 | 36,080 |
| Deferred taxes | 22,962 | 22,826 |
| Other assets | 40, 090 | 40,613 |
| Total assets | \$838, 883 | \$796,897 |


| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| :---: | :---: | :---: |
| Notes and loans payable | \$59,722 | \$76,095 |
| Accounts payable | 25,656 | 25,786 |
| Accrued liabilities | 54,936 | 56,743 |
| Current maturities of long-term debt | 2,096 | 1,703 |
| Income taxes payable and deferred | 15,147 | 10,113 |
| Total current liabilities | 157,557 | 170,440 |
| Long-term debt | 233,695 | 173,654 |
| Other noncurrent liabilities | 77,542 | 74,075 |
| Deferred taxes and other credits | 34,117 | 35,620 |
| Total liabilities | 502,911 | 453,789 |
| SHAREHOLDERS' EQUITY |  |  |
| Preferred stock, par value $\$ 5.00$ per share; authorized 2,000,000 shares; none issued |  |  |
| Class A Common Stock, par value $\$ .001$ per share; authorized 100,000,000 shares; issued |  |  |
| Class B Common Stock, par value $\$ .001$ per share; authorized 25,000,000 shares; issued and outstanding $5,615,563$ in 1998 and 1997 | 6 | 6 |
| Additional paid in capital | 188,590 | 187,831 |
| Retained earnings | 253,927 | 246,013 |
| Translation adjustments (accumulated other comprehensive income) | $(83,271)$ | $(84,351)$ |
|  | 359,277 | 349,524 |
| Less treasury stock (Class A), at cost (1,072,308 shares |  |  |
| in 1998; 280,680 shares in 1997) | 23,305 | 6,416 |
| Total shareholders' equity | 335,972 | 343,108 |
| Total liabilities and shareholders' equity | \$838, 883 | \$796,897 |

The accompanying notes are an integral part of the financial statements.

## ALBANY INTERNATIONAL CORP.

CONSOLIDATED STATEMENTS OF CASH FLOWS
(unaudited)
(in thousands)

Three Months Ended March 31,

OPERATING ACTIVITIES

## Net income

Adjustments to reconcile net cash provided by operating activities:
Equity in (earnings)/losses of associated companies
Depreciation and amortization
Provision for deferred income taxes, other credits and long-term liabilities
Increase in cash surrender value of life insurance, net of premiums paid
Unrealized currency transaction (gains)/losses
Gain on disposition of assets
Shares contributed to ESOP
Changes in operating assets and liabilities:
Accounts receivable
Inventories
Prepaid expenses
Accounts payable
Accrued liabilities
Income taxes payable
Other, net
Net cash provided by operating activities

INVESTING ACTIVITIES
Purchases of property, plant and equipment
Purchased software
Proceeds from sale of assets
Acquisitions, net of cash acquired
Investment in associated companies
Net cash used in investing activities

FINANCING ACTIVITIES
Proceeds from borrowings
Principal payments on debt
Proceeds from options exercised
Tax benefit of options exercised
Purchases of treasury shares
Dividends paid
Net cash provided/(used) in financing activities

Effect of exchange rate changes on cash flows

Increase/(decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of year
Cash and cash equivalents at end of period
(213)
(213)

| $\$ 11,054$ | $\$ 10,883$ |
| ---: | ---: |
| $(50)$ | 7 |
| 12,231 | 11,253 |
| 1,352 | 3,337 |
| $(551)$ | $(516)$ |
| $(204)$ | 500 |
| $(8)$ | $(17)$ |
| 1,500 | 1,896 |
|  |  |
| 3,659 | 6,812 |
| $(6,114)$ | $(2,577)$ |
| $(896)$ | $(340)$ |
| $(745)$ | $(6,905)$ |
| $(3,301)$ | $(1,904)$ |
| 4,988 | $(941)$ |
| 691 | 21,582 |


| $(9,920)$ | $(11,170)$ |
| ---: | ---: |
| $(213)$ | $(291)$ |
| 58 | 72 |
| $(16,217)$ | - |
| $(2,025)$ | - |
| $(28,317)$ | $(11,389)$ |


| 57,002 | 26,923 |
| :---: | :---: |
| (20, 140) | $(29,607)$ |
| 705 | 2,382 |
| 62 | 444 |
| $(18,396)$ | $(1,332)$ |
| $(3,241)$ | (3, 045 ) |
| 15,992 | $(4,235)$ |
| (76) | $(6,964)$ |
| 11,205 | (1, 006 ) |
| 2,546 | 8, 034 |
| \$13, 751 | \$7, 028 |

The accompanying notes are an integral part of the financial statements.

## ALBANY INTERNATIONAL CORP.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## 1. Management Opinion

In the opinion of management the accompanying unaudited consolidated financial statements contain all adjustments, consisting of only normal, recurring adjustments, necessary for a fair presentation of results for such periods. The results for any interim period are not necessarily indicative of results for the full year. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been omitted. These consolidated financial statements should be read in conjunction with financial statements and notes thereto for the year ended December 31, 1997.
2. Accounting for Derivatives

Gains or losses on forward exchange contracts that function as an economic hedge against currency fluctuation effects on future revenue streams are recorded in "Other expense, net".

Gains or losses on forward exchange contracts that are designated a hedge of a foreign operation's net assets and/or long-term intercompany loans are recorded in "Translation adjustments", a separate component of shareholders' equity. These contracts reduce the risk of currency exposure on foreign currency net assets and do not exceed the foreign currency amount being hedged. To the extent the above criteria are not met, or the related assets are sold, extinguished, or terminated, activity associated with such hedges is recorded in "Other expense, net".

All open positions on forward exchange contracts are valued at fair value using the estimated forward rate of a matching contract.

Gains or losses on futures contracts are recorded in "Other expense, net". Open positions are valued at fair value using quoted market rates.
3. Other Expense, Net

Included in other expense, net are: currency transactions, \$0.4 million income in 1998 and 1997; amortization of debt issuance costs and loan origination fees, $\$ 0.2$ million in 1998 and 1997; interest rate protection agreements, $\$ 0.2$ million income in 1997 and other miscellaneous expenses, none of which are significant, in 1998 and 1997.

## 4. Earnings Per Share

In accordance with Financial Accounting Standard No. 128, "Earnings Per Share", net income per share is computed using the weighted average number of shares of Class $A$ and Class $B$ Common Stock outstanding during the period. Diluted net income per share includes the effect of all potentially dilutive securities.

The amounts used in computing earnings per share, including the effect n income and the weighted average number of shares of potentially dilutive securities, are as follows for the three months ended March 31, 1998 and 1997:


## 6. Income Taxes

The Company's effective tax rate for the three months ended March 31, 1998 and 1997 was $39 \%$ and approximates the anticipated effective tax rate for the full year 1998
7. Supplementary Cash Flow Information

Interest paid for the three months ended March 31, 1998 and 1997 was $\$ 4.2$ million and $\$ 3.6$ million, respectively.

Taxes paid for the three months ended March 31, 1998 and 1997 was $\$ 2.2$ million and $\$ 3.3$ million, respectively.

## 8. Acquisitions

In January 1998, the Company acquired substantially all of the assets of Burwell Door Systems located in Sydney, Australia for approximately \$3.4 million.

In March 1998, the Company purchased all of the outstanding capital stock of Techniweave, Inc., a specialty fabricator of high performance textiles and composites. The purchase price was approximately $\$ 8.9$ million with $\$ 3.3$ million paid at closing and $\$ 5.6$ million deferred for up to 10 years.

In March 1998, the Company purchased all of the outstanding capital stock of Metco Form Oy, a Finnish supplier of forming fabrics and other engineered fabrics for pulp mills and other chemical process industries. The purchase price was approximately $\$ 10.9$ million.

All of the above acquisitions were accounted for as purchases and, accordingly, the Company included in its financial statements the results of operations of the acquired entities as of the respective acquisition dates.

In March 1998, the Company purchased a $50 \%$ interest in SARA (Loading Bay Specialists, Ltd.), a distributor of high performance industrial doors located in England for approximately $\$ 2.0$ million. This investment is being accounted for on an equity basis and is included in "Investments in Associated Companies".

For the Three Months Ended March 31, 1998
The following discussion should be read in conjunction with the accompanying Consolidated Financial Statements and Notes thereto.

RESULTS OF OPERATIONS:
Net sales increased to $\$ 176.2$ million for the three months ended March 31, 1998 as compared to \$171.8 million for the three months ended March 31, 1997. The effect of the stronger U.S. dollar as compared to the first quarter of 1997 was to decrease net sales by $\$ 7.6$ million. Excluding this effect, 1998 net sales increased $6.9 \%$ as compared to 1997. Acquisitions made in the first quarter of 1998, as discussed below, added $\$ 1.3$ million to 1998 net sales.

Geographically, net sales for the three months ended March 31, 1998, as compared to the same period in 1997, increased in the United States and decreased in Canada. Net sales in Canada were impacted by the effect of the stronger U.S. dollar and a weather related shutdown that closed manufacturing operations for about two weeks in January 1998. Asian sales were lower in 1998, as compared to 1997. European sales were strong in local currencies and increased $1.8 \%$ in U.S. dollars.

Gross profit was $42.5 \%$ of net sales for the three months ended March 31, 1998 as compared to $41.8 \%$ for the three months ended March 31, 1997. Year to date variable costs as a percent of net sales decreased to $33.2 \%$ in 1998 from $33.6 \%$ for the same period in 1997. Excluding the effect of the stronger U.S. dollar, 1998 acquisitions and the start-up of the Company's new Korean plant, as discussed below, variable costs as a percent of net sales were $32.6 \%$ in 1998.

Selling, technical, general and research expenses increased 2.7\%, excluding 1998 acquisitions and the new Korean plant, for the three months ended March 31, 1998 as compared to the three months ended March 31, 1997. Excluding the additional effect of translation of non-U.S. currencies into fewer U.S. dollars, these expenses increased $6.3 \%$ as compared to 1997. This increase was principally due to higher wages and benefit costs and foreign currency losses recorded by the Company's non-U.S. operations.

Operating income as a percentage of net sales increased to $13.4 \%$ for the three months ended March 31, 1998 from 13.0\% for the comparable period in 1997 due to items discussed above. Excluding the effect of the stronger U.S. dollar, 1998 acquisitions and the new Korean plant, operating income as a percentage of net sales was $14.1 \%$ in 1998.

Interest expense increased $\$ 0.5$ million for the three months ended March 31, 1998 as compared to the same period in 1997. This increase was mostly due to higher total debt during 1998 as a result of acquisitions and the Company's purchase of $1,154,400$ shares of its own stock since November 1997.

The tax rate for the three months ended March 31, 1998 and 1997 was $39.0 \%$ and approximates the anticipated effective rate for the full year 1998.

In late 1997, the Company finished the construction of a new paper machine clothing plant located in Chungju, South Korea for a total cost of approximately $\$ 22$ million. The first shipments to customers were made in February 1998.

In January 1998, the Company acquired substantially all of the assets of Burwell Door Systems located in Sydney, Australia for approximately $\$ 3.4$ million.

In March 1998, the Company purchased all of the outstanding capital stock of Techniweave, Inc., a specialty fabricator of high performance textiles and composites. The purchase price was approximately $\$ 8.9$ million with $\$ 3.3$ million paid at closing and $\$ 5.6$ million deferred for up to 10 years.

In March 1998, the Company purchased all of the outstanding capital stock of Metco Form Oy, a Finnish supplier of forming fabrics and other engineered fabrics for pulp mills and other chemical process industries. The purchase price was approximately $\$ 10.9$ million.

All of the above acquisitions were accounted for as purchases and, accordingly, the Company included in its financial statements the results of operations of the acquired entities as of the respective acquisition dates. Management does not expect these acquisitions to have a significant impact on 1998 operating results.

In March 1998, the Company purchased a 50\% interest in SARA (Loading Bay Specialists, Ltd.), a distributor of high performance industrial doors located in England for approximately $\$ 2.0$ million. This investment is being accounted for on an equity basis and is included in "Investments in Associated Companies".

## LIQUIDITY AND CAPITAL RESOURCES:

Accounts receivable decreased $\$ 1.0$ million since December 31, 1997. Excluding the effect of the stronger U.S. dollar, the 1998 acquisitions and the new Korean plant, accounts receivable decreased \$4.2 million. Inventories increased \$9.4 million during the three months ended March 31, 1998. Excluding the factors noted above, inventories increased $\$ 4.6$ million.

The Company's current debt structure, which is mostly floating-rate, provides approximately $\$ 160$ million in committed and available unused debt capacity with financial institutions. Management believes that this debt capacity, in combination with informal commitments and expected free cash flows, should be sufficient to meet operating requirements and for business opportunities and most acquisitions which support corporate strategies.

Capital expenditures for the three months ended March 31, 1998, including leases to the extent they are required to be capitalized, were $\$ 9.9$ million as compared to $\$ 11.2$ million for the same period last year. The Company anticipates that capital expenditures, including leases, will be approximately $\$ 45$ million for the full year and will continue to finance these expenditures with cash from operations and existing credit facilities.

A cash dividend of $\$ .105$ per share, which was declared for the fourth quarter of 1997, was paid in the first quarter of 1998. The Company also declared a cash dividend of $\$ .105$ per share for the first quarter of 1998 , which will be paid in the second quarter of this year. In February 1998, the Board of Directors announced its intention to pay future dividends in the Company's Common Stock.

## Item 6. Exhibits and Reports on Form 8-K

No reports on Form 8-K were filed during the quarter ended March 31, 1998.

Exhibit No.
Description
11. Schedule of computation of net income per share and diluted net income per share
27. Financial data schedule

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.

## ALBANY INTERNATIONAL CORP.

(Registrant)

Date: May 5, 1998

by /s/Michael C. Nahl
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Sr. Vice President and
Chief Financial Officer

ALBANY INTERNATIONAL CORP.
EXHIBIT 11
SCHEDULE OF COMPUTATION OF NET INCOME PER SHARE AND DILUTED NET INCOME PER SHARE
(in thousands, except per share data)
NET INCOME PER SHARE:

Common stock outstanding at end of period
For the three months ended March 31,
1998 (1)
1997 (1)

29,959, 268
30, 639, 026

Adjustments to ending shares to arrive at weighted average for the period: Shares contributed to E.S.O.P. (2)
Shares issued under option or to Directors(2)
Treasury shares purchased (2)
Weighted average number of shares

Net income

Net income per share

(1) Includes Class A and Class B Common Stock
(2) Calculated as follows:
number of shares multiplied by the reciprocal of the number of days outstanding (or the reciprocal of the number of days held in treasury for treasury stock purchases) divided by the number of days in the period

## ADJUSTMENTS TO ENDING SHARES:

## Reciprocal days

Three months


|  | Number of days |
| :---: | :---: |
|  | Three months |
| 1997 | 90 |
| 1998 | 90 |


| Shares | Three months |
| :---: | :---: |
| 12,002 | 4, 001 |
| 58,773 | 37,876 |
| 12,126 | 11,991 |
|  | 53,868 |


| 200 | 2 |
| ---: | ---: |
| 3,600 | 80 |
| 10,000 | 556 |
| 900 | 60 |
| 5,000 | 389 |
| 37,300 | 12,019 |
| 20,000 | 7,333 |
| 5,000 | 2,056 |
| 27,000 | 12,600 |
| 1,400 | 669 |
| 28,600 | 13,982 |
| 10,000 | 5,333 |
|  | $---------\cdots$ |
|  | 55,079 |
|  | $==============$ |
|  |  |
|  | $==============$ |

ALBANY INTERNATIONAL CORP.
EXHIBIT 11
SCHEDULE OF COMPUTATION OF NET INCOME PER SHARE AND DILUTED NET INCOME PER SHARE
(in thousands, except per share data)

Shares Contributed 1998
Shares Contributed to ESOP

31-Jan-98
28-Feb-98
31-Mar-98

Total

Shares Issued Under Option or to Directors:
15-Jan-98
13-Mar-98
18-Mar-98
27-Mar-98
31-Mar-98

Total

Treasury Shares Purchased:
09-Jan-98
16-Jan-98
23-Jan-98
30-Jan-98
25-Feb-98

Total

DILUTED NET INCOME PER SHARE:
Weighted average number of shares
Incremental shares of unexercised options (3)
Adjusted weighted average number of shares
Net income
Diluted net income per share
(3) Incremental shares of unexercised options are calculated based on the
average price of the company's stock for the respective period. The
calculation includes all options that are dilutive to earnings per calculation includes all options that are dilutive to earnings per share.

For the three months ended March 31, 1998

| $\begin{aligned} & \text { For the } \\ & \text { ended } \\ & 1998 \end{aligned}$ | nths <br> 31, 1997 |
| :---: | :---: |
| 30, 070,783 | 30,546,690 |
| 397,672 | 365,048 |
| 30,468, 455 | 30, 911, 738 |
| \$11, 054 | \$10,883 |
| \$0.36 | \$0.35 |


| 5,000 | 444 |
| :---: | :---: |
| 411,100 | 68,517 |
| 400, 000 | 97,778 |
| 13,700 | 4,414 |
| 26,000 | 15,889 |
|  | 187,042 |

4, 260

| 12,783 | 4,260 |
| ---: | ---: |
| 41,378 | 26,666 |

10,011 9,900

40, 826
=============

| 2,500 | 389 |
| :---: | :---: |
| 600 | 473 |
| 20,000 | 16,889 |
| 8,000 | 7,556 |
| 9,500 | 9,394 |
|  | 34,701 |

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM ALBANY INTERNATIONAL CORP'S CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE THREE MONTHS ENDED MARCH 31, 1998 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1, 000

3-MOS
DEC-31-1998
MAR-31-1998

$$
13,751
$$

175, 841
4,995
189, 884
393, 820
312, 243
838, 883
157,557
233,695
0
0
335,941
838, 883
176,156
101,344
152,804
1,124
(229)

4,418
18, 039
7,035
11, 054

11,054
0.37
0.36

