UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Form 8-K
CURRENT REPORT
PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934 Date of Report (Date of earliest event reported): September 29, 2005

ACTUANT CORPORATION
(Exact name of Registrant as specified in its charter)

| Wisconsin | $1-11288$ | $39-0168610$ |
| :---: | :---: | :---: |
| (State or other jurisdiction | (Commission File | (I.R.S. Employer |
| of incorporation) | Number) | Identification No.) |

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                6 1 0 0 \text { North Baker Road}
                    Milwaukee, WI 53209
            Mailing address: P.O. Box 3241, Milwaukee, Wisconsin 53201
            (Address of principal executive offices) (Zip code)
        Registrant's telephone number, including area code: (414) 352-4160
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Check the appropriate box below if the Form $8-\mathrm{K}$ filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4 (c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02 Results of Operations and Financial Condition.

On September 29, 2005, Actuant Corporation (the "Company") announced its results of operations for the fourth quarter and fiscal year ended August 31, 2005. A copy of the press release announcing the Company's results for the fourth quarter and fiscal year ended August 31, 2005 is attached as Exhibit 99.1 to this report on Form 8-K.

Item 9.01 Financial Statements and Exhibits.
(c) Exhibits
99.1 Press Release of the Company dated September 29, 2005.
-2-

SIGNATURE

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, hereunto duly authorized.

# ACTUANT CORPORATION 

(Registrant)

Date: September 29, 2005
By: /s/ Andrew G. Lampereur
Andrew G. Lampereur
Executive Vice President and
Chief Financial Officer

Actuant Reports Record 4th Quarter and Fiscal 2005 Sales and Earnings
MILWAUKEE--(BUSINESS WIRE)--Sept. 29, 2005--Actuant Corporation (NYSE:ATU) today announced record sales and earnings for its fourth quarter and fiscal year ended August 31, 2005. Fourth quarter fiscal 2005 net earnings and diluted earnings per share ("EPS") were \$19.1 million and $\$ 0.63$, respectively. This compares to net earnings and EPS of $\$ 18.3$ million and $\$ 0.67$, respectively, for the fourth quarter of fiscal 2004. Fiscal 2004 fourth quarter results included a charge of $\$ 7.1$ million, net of tax, or $\$ 0.25$ per diluted share, arising from the early extinguishment of debt and net income from discontinued operations of $\$ 10.9$ million, or $\$ 0.39$ per diluted share, due to the release of a reserve for obligations related to the fiscal 2000 spin-off of APW Ltd. (the "Spin-off"). Current year fourth quarter results include $\$ 0.7$ million ( $\$ 0.02$ per diluted share) of net expense resulting from the Company's previously announced adoption of Financial Accounting Standards Board Statement No. 123R, "Accounting for Stock Based Compensation" ("SFAS 123R") in the fourth quarter. Excluding these three items, comparable fourth quarter EPS increased $23 \%$ to $\$ 0.65$ per diluted share this year from $\$ 0.53$ per diluted share last year (see attached reconciliation of earnings).

Net earnings for fiscal 2005 were $\$ 71.3$ million, or $\$ 2.42$ per diluted share, compared to $\$ 34.8$ million, or $\$ 1.32$ per diluted share for the prior year. In fiscal 2004, the Company recorded net of tax special charges of $\$ 25.1$ million, or $\$ 0.91$ per diluted share, due to the early extinguishment of debt and income from discontinued operations of $\$ 10.9$ million, net of tax, or $\$ 0.39$ per diluted share, due to the release of a reserve for obligations related to the Spin-off. The Company's adoption of SFAS 123R in fiscal 2005 resulted in a non-cash reduction to net income of $\$ 2.7$ million, or $\$ 0.09$ per diluted share. Excluding these three items, comparable EPS was $\$ 2.51$ per diluted share in fiscal 2005, a $36 \%$ increase over the $\$ 1.84$ per diluted share in the prior year.

Fourth quarter sales increased approximately 44\% to $\$ 269.4$ million compared to $\$ 187.8$ million in the prior year. Current year results include those from Key Components, Inc., Hydratight Sweeney, Hedley Purvis Holdings Limited, Yvel S.A., and A.W. Sperry Instruments, Inc., which were acquired during fiscal 2005. Excluding the impact of foreign currency exchange rate changes, fourth quarter core sales (year-over-year sales in both existing and acquired businesses) decreased approximately $2 \%$. Fourth quarter sales for businesses owned at least twelve months declined $5 \%$ compared to the prior year, excluding foreign currency rate changes. Both of these declines were the result of forecasted sales reductions in the recreational vehicle ("RV") and automotive convertible top markets. Excluding sales into these two markets and foreign currency exchange rate changes, fourth quarter core sales increased 6\%.

Actuant's sales for fiscal 2005 were $\$ 976.1$ million, approximately $34 \%$ higher than the $\$ 726.9$ million generated in the prior year, reflecting revenues added through fiscal 2005 business acquisitions. Excluding the impact of foreign currency rate changes, core sales for the fiscal year increased $1 \%$ and sales from businesses owned at least twelve months decreased $2 \%$.

Commenting on the results, Robert C. Arzbaecher, Chief Executive Officer, stated, "Actuant finished fiscal 2005 strongly, driving another quarter of solid year-over-year earnings growth from continuing operations. Once again, we saw the benefit of Actuant's diversity as the year-over-year sales declines in the RV and auto markets were offset by strength elsewhere. During the fourth quarter, Actuant benefited from strong performance in its industrial tools businesses, including the newly acquired bolting businesses (Hydratight Sweeney and Hedley Purvis), which are enjoying strong demand from the oil and gas markets. In addition to record results, fourth quarter cash flow was exceptional, leading to a $\$ 41$ million reduction in net debt."

Arzbaecher added, "We are extremely pleased with our progress in fiscal 2005, including the acquisition of five businesses that strengthened our existing units, increased portfolio diversification, provided business expansion opportunities in new markets, and were all accretive to earnings. On a full-year basis and excluding last year's $13 \%$ Senior Subordinated Note buyback charges, the $\$ 2.42$ diluted earnings per share from continuing operations in fiscal 2005 was over $30 \%$ higher than a year ago, and was the fifth consecutive year of EPS growth in excess of $15 \%$.

Regarding the outlook for Fiscal 2006, Arzbaecher commented, "We have confidence in our ability to continue to generate earnings growth. We are reaffirming our fiscal 2006 guidance, which included diluted earnings per share of $\$ 2.75-\$ 3.00$ on sales of $\$ 1.15-\$ 1.175$ billion. We expect higher earnings growth in the second half of the year relative to the first half due to the timing of automotive platform launches and current RV market conditions. First quarter sales are expected to be in the $\$ 270-280$ million range, generating EPS of approximately $\$ 0.62-\$ 0.67$ per diluted share. We anticipate
generating free cash flow of approximately $\$ 100$ million in fiscal 2006, which will be used for debt reduction and/or acquisitions."

The Company's strong cash flow drove $\$ 41$ million of net debt reduction during the fourth quarter, reducing net debt to approximately $\$ 432$ million (gross debt of $\$ 442$ million less approximately $\$ 10$ million of cash). Borrowing availability under the Company's revolving credit facility remains high, with over $\$ 200$ million available at August 31, 2005 to fund operating and acquisition activities.

Fiscal 2005 fourth quarter Tools \& Supplies segment sales were $\$ 174.3$ million, approximately $64 \%$ higher than last year due to strong industrial tools business growth and acquisition benefit. Excluding the impact of foreign currency rate changes, year-over-year fourth quarter Tools \& Supplies segment core sales increased $10 \%$ and sales from businesses owned at least twelve months increased 9\%. Fourth quarter fiscal 2005 Engineered Solutions segment sales increased approximately $17 \%$ to $\$ 95.1$ million, compared to $\$ 81.5$ million in the previous year. Excluding the impact of foreign currency rate changes, fourth quarter Engineered Solutions core sales decreased 19\% and sales from businesses owned at least twelve months decreased 24\%, the result of expected lower sales to automotive convertible top and RV motor home OEMs.

Year-over-year, Actuant's fiscal 2005 fourth quarter and full fiscal year operating profit increased $45 \%$ to $\$ 35.3$ million and $36 \%$ to $\$ 122.5$ million, respectively. These increases are in line with the corresponding increases in sales. Year-over-year fourth quarter operating profit margins expanded from $12.9 \%$ to $13.1 \%$, despite the negative impact of stock option expense in fiscal 2005. Excluding approximately $\$ 1.1$ million of stock option expense, fourth quarter operating profit margins increased approximately 60 basis points to $13.5 \%$. Tools \& Supplies segment margins expanded due to favorable sales mix, including acquisitions, partially offset by the impact of stock option expense. Fourth quarter Engineered Solutions segment margins also benefited from sales mix attributable to current year acquisitions, but declined overall due to stock option expense and lower overhead absorption attributable to reduced sales volumes.

## Safe Harbor Statement

Certain of the above comments represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. Management cautions that these statements are based on current estimates of future performance and are highly dependent upon a variety of factors, which could cause actual results to differ from these estimates. Actuant's results are also subject to general economic conditions, variation in demand from customers, the impact of geopolitical activity on the economy, continued market acceptance of the Company's new product introductions, the successful integration of business unit acquisitions and related restructuring, operating margin risk due to competitive pricing and operating efficiencies, supply chain risk, material, overhead and labor cost increases, foreign currency fluctuations and interest rate risk. See the Company's registration statements filed with the Securities and Exchange Commission for further information regarding risk factors.

About Actuant
Actuant, headquartered in Glendale, Wisconsin, is a diversified industrial company with operations in 32 countries. The Actuant businesses are market leaders in highly engineered position and motion control systems and branded hydraulic and electrical tools and supplies. Formerly known as Applied Power Inc., Actuant was created in 2000 after the spin-off of Applied Power's electronics business segment into a separate public company. Since 2000, Actuant has grown its sales run rate from $\$ 482$ million to over $\$ 1$ billion and its market capitalization from $\$ 113$ million to over $\$ 1$ billion. The Company employs a workforce of more than 5,000 worldwide. Actuant Corporation trades on the New York Stock Exchange under the symbol ATU. For further information on Actuant and its business units, visit the Company's Web site at www.actuant.com.

Actuant Corporation
Condensed Consolidated Balance Sheets (Dollars in thousands)
August 31, August 31,
2005
----------------------
(unaudited)

ASSETS
Current assets

| Cash and cash equivalents | $\$ 10,356$ | $\$ 6,033$ |
| :--- | :--- | :--- |
| Accounts receivable, net | 131,185 | 90,433 |
| Inventories, net | 135,960 | 87,074 |


| Deferred income taxes Other current assets |  |  | $\begin{array}{r} 14,974 \\ 6,838 \end{array}$ | $\begin{array}{r} 11,126 \\ 7,648 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Total current assets |  |  | 299,313 | 202,314 |
| Property, plant and equipment, net |  |  | 83,879 | 47,972 |
| Goodwill |  |  | 428,285 | 145,387 |
| Other intangible assets, net |  |  | 175,001 | 22,127 |
| Other long-term assets |  |  | 9,857 | 6,336 |
| Total assets |  |  | \$996,335 | \$424,136 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| Current liabilities |  |  |  |  |
| Short-term borrowings |  |  | \$21 | \$960 |
| Trade accounts payable |  |  | 89,506 | 64,165 |
| Accrued compensation and benefits |  |  | 32,663 | 21,401 |
| Income taxes payable |  |  | 13,791 | 9,608 |
| Current maturities of long-term debt |  |  | 136 | 3,863 |
| Other current liabilities |  |  | 51,360 | 34,627 |
| Total current liabilities |  |  | 187,477 | 134,624 |
| Long-term debt, less current maturities |  |  | 442,661 | 189,068 |
| Deferred income taxes |  |  | 60,041 | 8,376 |
| Pension and postretirement benefit accruals |  |  | 41,192 | 28,862 |
| Other long-term liabilities |  |  | 20,131 | 31,429 |
| Shareholders' equity |  |  |  |  |
| Capital stockAdditional paid-in capital |  |  | 5,410 | 4,753 |
|  |  |  | $(370,875)$ | $(518,321)$ |
| Accumulated other comprehensive income (loss) |  |  | $(20,282)$ | $(17,600)$ |
| Restricted stock awards |  |  | $(1,452)$ | - |
| Stock held in trust |  |  | $(1,166)$ | (806) |
| Deferred compensation liability |  |  | 1,166 | 806 |
| Retained earnings |  |  | 632,032 | 562,945 |
| Total shareholders' equity |  |  | 244,833 | 31,777 |
| Total liabilities and shareholders' equity |  |  | \$996,335 | \$424,136 |
| Actuant Corporation <br> ndensed Consolidated Statements of Earnings <br> (In thousands except per share amounts) <br> (Unaudited) |  |  |  |  |
| Three Months Ended August 31, 20052004 |  |  | ```Twelve Months Ended August 31, 2005 2004``` |  |
| Net sales | \$269,389 | \$187,764 | \$976,066 | \$726,851 |
| Cost of products sold | 177,767 | 127,650 | 659,591 | 495,609 |
| Gross profit | 91,622 | 60,114 | 316,475 | 231,242 |
| Selling, administrative and engineering expenses | 54,613 | 35,354 | 188,764 | 138,682 |
| Amortization of intangible assets | 1,744 | 493 | 5,220 | 2,221 |
| Operating profit | 35,265 | 24,267 | 122,491 | 90,339 |
| Financing costs, net | 6,146 | 2,391 | 16,927 | 13,559 |
| Charge for early extinguishment of debt | - | 9,458 | - | 36,735 |
| Other (income) expense, net | 600 | (376) | (144) | 1,220 |
| Earnings before income tax expense |  |  |  |  |
| Income tax expense | 9,440 | 5,305 | 35,012 | 14,676 |
| Minority interest, net of income taxes | (36) | 116 | (555) | 259 |
| Earnings from Continuing Operations | 19,115 | 7,373 | 71,251 | 23,890 |



Investing Activities

| Proceeds from sale of property, plant and equipment | 868 | - | 3,707 | 14,601 |
| :---: | :---: | :---: | :---: | :---: |
| Capital expenditures | $(3,937)$ | $(2,935)$ | $(15,442)$ | $(10,935)$ |
| Cash paid for business acquisitions, net of cash acquired | $(2,221)$ | - | $(384,176)$ | $(65,100)$ |
| Net cash used in investing activities | $(5,290)$ | $(2,935)$ | $(395,911)$ | $(61,434)$ |
| Financing Activities |  |  |  |  |
| Net proceeds from 2\% convertible senior subordinated note offering | - | - | - | 144,994 |
| Partial redemptions of $13 \%$ senior subordinated notes | - | $(29,236)$ | - | $(110,133)$ |
| Extinguishment of former senior secured credit agreement | - | - | - | $(30,000)$ |
| Initial proceeds from new senior credit agreement | - | - | - | 30,000 |
| Payments for early termination of interest rate swaps | - | $(1,170)$ | - | $(2,186)$ |
| Gross proceeds from issuance of term loans | - | - | 250,000 | - |
| Net proceeds from Class A common stock offering | 80 | - | 134,440 | - |
| Redemption of Key Components, Inc. $10.5 \%$ senior notes | - | (1, ${ }^{-}$ | $(82,800)$ |  |
| Principal payments on term loans | $(1,896)$ | $(1,956)$ | $(4,941)$ | $(26,399)$ |
| Net borrowings on (repayments of) revolving credit facilities and short-term borrowings | $(34,963)$ | 12,077 | 2,520 | 8,136 |
| Debt issuance costs | (244) | (229) | $(2,544)$ | $(1,499)$ |
| Tax benefit from stock-based compensation | 604 | 40 | 4,262 | 2,414 |
| Stock option exercises and other | 183 | 159 | 2,239 | 1,725 |
| Net cash provided by (used in) financing activities | $(36,236)$ | $(20,315)$ | 303,176 | 17,052 |
| Effect of exchange rate changes on cash | (79) | 18 | 65 | 275 |
| Net increase in cash and cash equivalents | 3,472 | 1,282 | 4,323 | 1,440 |
| Cash and cash equivalents beginning of period | 6,884 | 4,751 | 6,033 | 4,593 |
| Cash and cash equivalents - end of period | \$10,356 | \$6,033 | \$10,356 | \$6,033 |

(a) Includes the net of tax cash impact of $13 \%$ senior subordinated note redemptions of $\$ 6.0$ and $\$ 14.4$ million for the three and twelve months ended August 31, 2004, respectively.

ACTUANT CORPORATION
SUPPLEMENTAL UNAUDITED DATA
(US dollars, in thousands)

|  | FISCAL 2004 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | TOTAL |
| SALES |  |  |  |  |  |
| TOOLS \& SUPPLIES |  |  |  |  |  |
| SEGMENT | \$96,335 | \$103,554 | \$109,930 | \$106,298 | \$416,117 |
| ENGINEERED SOLUTIONS |  |  |  |  |  |
| SEGMENT | 70,249 | 72,468 | 86,551 | 81,466 | 310,734 |
| TOTAL REPORTED |  |  |  |  |  |
| SALES | \$166,584 | \$176,022 | \$196,481 | \$187,764 | \$726,851 |
| \% SALES GROWTH |  |  |  |  |  |
| TOOLS \& SUPPLIES |  |  |  |  |  |
| SEGMENT | 4.7\% | 14.2\% | 20.3\% | 15.0\% | 13.5\% |
| ENGINEERED SOLUTIONS |  |  |  |  |  |
| SEGMENT | 25.8\% | 40.9\% | 55.1\% | $46.0 \%$ | 41.9\% |
| TOTAL REPORTED |  |  |  |  |  |
| SALES | 12.7\% | 23.9\% | 33.5\% | 26.7\% | 24.2\% |

OPERATING PROFIT (3)
TOOLS \& SUPPLIES

| SEGMENT | \$14,361 | \$15,714 | \$17,546 | \$17,088 | \$64,709 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ENGINEERED SOLUTIONS |  |  |  |  |  |
| SEGMENT | 8,775 | 7,257 | 11,415 | 11,216 | 38,663 |
| CORPORATE / GENERAL | $(2,414)$ | $(2,799)$ | $(3,783)$ | $(4,037)$ | $(13,033)$ |
| TOTAL REPORTED |  |  |  |  |  |
| RESULTS | \$20,722 | \$20,172 | \$25,178 | \$24,267 | \$90,339 |

OPERATING PROFIT \% (3)
TOOLS \& SUPPLIES
SEGMENT

Q1 Q2 Q3 Q4 TOTAL

SALES
TOOLS \& SUPPLIES SEGMENT $\$ 112,537$ \$138,546 \$158,211 \$174,250 \$583,544 ENGINEERED SOLUTIONS
SEGMENT $\quad 87,140 \quad 96,721 \quad 113,522 \quad 95,139 \quad 392,522$

TOTAL REPORTED
SALES $=======================================$
\% SALES GROWTH
TOOLS \& SUPPLIES
SEGMENT $16.8 \% \quad 33.8 \% \quad 43.9 \% \quad 63.9 \% \quad 40.2 \%$ ENGINEERED SOLUTIONS SEGMENT $24.0 \% \quad 33.5 \% \quad 31.2 \% \quad 16.8 \% \quad 26.3 \%$

| TOTAL REPORTED |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| SALES | $19.9 \%$ | $33.7 \%$ | $38.3 \%$ | $43.5 \%$ | $34.3 \%$ |

OPERATING PROFIT (3)
TOOLS \& SUPPLIES SEGMENT $\$ 17,493 \quad \$ 19,621 \quad \$ 21,924 \quad \$ 28,537 \quad \$ 87,575$ ENGINEERED SOLUTIONS $\begin{array}{llllll}\text { SEGMENT } & 12,080 & 10,803 & 16,091 & 10,792 & 49,766\end{array}$ CORPORATE /
GENERAL $(3,163)(3,486)(4,137)(4,064)(14,850)$

| TOTAL REPORTED |
| :--- |
| RESULTS |$\$ 26,410 \quad \$ 26,938 \quad \$ 33,878 \quad \$ 35,265$ \$122,491

OPERATING PROFIT \% (3)
TOOLS \& SUPPLIES $\begin{array}{llllll}\text { SEGMENT } & 15.5 \% & 14.2 \% & 13.9 \% & 16.4 \% & 15.0 \%\end{array}$

| SEGMENT | $13.9 \%$ | $11.2 \%$ | $14.2 \%$ | $11.3 \%$ | $12.7 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

TOTAL (INCLUDING

| EBITDA EXCLUDING |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SPECIAL ITEMS (3) |  |  |  |  |  |
| TOOLS \& SUPPLIES |  |  |  |  |  |
| SEGMENT | \$19,262 | \$22,560 | \$25,619 | \$31,877 | \$99,318 |
| ENGINEERED SOLUTIONS |  |  |  |  |  |
| SEGMENT | 13,384 | 13,345 | 18,143 | 13,150 | 58,022 |
| CORPORATE / |  |  |  |  |  |
| GENERAL | (919) | $(3,308)$ | $(3,871)$ | $(4,186)$ | $(12,284)$ |
| EBITDA EXCLUDING |  |  |  |  |  |
| SPECIAL ITEMS (1) | - | - | - | - | - |
| EBITDA (2) | \$31,727 | \$32,597 | \$39,891 | \$40,841 | \$145,056 |
| EBITDA \% (3) |  |  |  |  |  |
| TOOLS \& SUPPLIES |  |  |  |  |  |
| SEGMENT | 17.1\% | 16.3\% | 16.2\% | 18.3\% | 17.0\% |
| ENGINEERED SOLUTIONS |  |  |  |  |  |
| SEGMENT | 15.4\% | 13.8\% | 16.0\% | 13.8\% | 14.8\% |
| TOTAL EXCLUDING |  |  |  |  |  |
| SPECIAL ITEMS |  |  |  |  |  |
| ( INCLUDING |  |  |  |  |  |
| CORPORATE) | 15.9\% | 13.9\% | 14.7\% | 15.2\% | 14.9\% |

(1) First, third and fourth quarter 2004 special items represents charges related to the early redemption of debt. Second quarter 2004 special items represents the non-cash charge attributable to the write-off of remaining debt issuance costs associated with the senior secured credit facility that was replaced during February 2004.
(2) EBITDA excludes discontinued operations.
(3) Fiscal 2005 operating profit and EBITDA includes non-cash stock option expense of $\$ 4.1$ million. The expense recognized by quarter is as follows: Qtr $1 \$ 0.9$ million; Qtr 2 \$1.0 million; Qtr 3 \$1.1 million; Qtr 4 \$1.1 million.

ACTUANT CORPORATION
Reconciliation of GAAP measures to non-GAAP measures
(In thousands, except per share amounts)

FISCAL 2004

| Q1 | Q2 | Q3 | Q4 | TOTAL |
| :---: | :---: | :---: | :---: | :---: |

NET EARNINGS EXCLUDING DISCONTINUED
OPERATIONS,
DEBT EXTINGUISHMENT COSTS,
AND STOCK
COMPENSATION EXPENSE (1)
NET EARNINGS (GAAP
MEASURE) $\quad \$ 293$ \$8,758 \$7,466 \$18,306 \$34,823

DISCONTINUED OPERATIONS (NET OF TAX)

-     - $\quad-\quad(10,933)(10,933)$

NET EARNINGS FROM
CONTINUING OPERATIONS
293 8,758 7,466 7,373 23,890

DEBT EXTINGUISHMENT
COSTS (NET OF TAX)
STOCK COMPENSATION
EXPENSE (NET OF TAX)
TOTAL (NON-GAAP MEASURE)

```
$10,088 $10,237 $14,257 $14,457 $49,039
```

==========================================

DILUTED EARNINGS PER SHARE EXCLUDING
DISCONTINUED
OPERATIONS, DEBT
EXTINGUISHMENT COSTS AND
STOCK COMPENSATION EXPENSE (1)
NET EARNINGS (GAAP
MEASURE) $\quad \$ 0.01$ \$0.33 $\$ 0.29 \quad \$ 0.67 \quad \$ 1.32$
DISCONTINUED OPERATIONS
(NET OF TAX)

- $\quad$ - 0.39 (0.39)

NET EARNINGS FROM
$\begin{array}{llllll}\text { CONTINUING OPERATIONS } & 0.01 & 0.33 & 0.29 & 0.28 & 0.93\end{array}$
DEBT EXTINGUISHMENT

| COSTS (NET OF TAX) STOCK COMPENSATION | 0.40 | 0.05 | 0.24 | 0.25 | 0.91 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| EXPENSE (NET Of tax) | - | - | - | - | - |
| TOTAL (NON-GAAP MEASURE) | \$0.41 | \$0.38 | \$0.53 | \$0.53 | \$1.84 |


| EBITDA EXCLUDING DISCONTINUED OPERATIONS, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| COMPENSATION EXPENSE (2) |  |  |  |  |  |
| NET EARNINGS (GAAP |  |  |  |  |  |
| MEASURE) | \$293 | \$8,758 | \$7,466 | \$18,306 | \$34,823 |
| DISCONTINUED OPERATIONS (NET OF TAX) | - | - | - | $(10,933)$ | $(10,933)$ |
| NET EARNINGS FROM |  |  |  |  |  |
| CONTINUING OPERATIONS | 293 | 8,758 | 7,466 | 7,373 | 23,890 |
| NET FINANCING COSTS | 4,391 | 3,877 | 2,900 | 2,391 | 13,559 |
| INCOME TAX EXPENSE | 283 | 4,660 | 4,428 | 5,305 | 14,676 |
| DEPRECIATION \& |  |  |  |  |  |
| AMORTIZATION | 3,934 | 4,254 | 4,066 | 4,343 | 16,597 |
| MINORITY INTEREST | 233 | (29) | (61) | 116 | 259 |
| EBITDA (NON-GAAP MEASURE) | 9,134 | 21,520 | 18,799 | 19,528 | 68,981 |
| DEBT EXTINGUISHMENT |  |  |  |  |  |
| COSTS (NET OF TAX) | 15,069 | 2,268 | 9,940 | 9,458 | 36,735 |
| STOCK COMPENSATION |  |  |  |  |  |
| EXPENSE (NET OF TAX) | - | - | - | - | - |
| TOTAL (NON-GAAP MEASURE) | \$24,203 | \$23,788 | \$28,739 | \$28,986 | \$105,716 |

FISCAL 2005

| Q1 | Q2 | Q3 | Q4 | TOTAL |
| :---: | :---: | :---: | :---: | :---: |

NET EARNINGS EXCLUDING DISCONTINUED OPERATIONS, DEBT EXTINGUISHMENT
COSTS, AND STOCK
COMPENSATION EXPENSE (1)
NET EARNINGS (GAAP
MEASURE) $\quad \$ 16,941$ \$15,198 \$19,997 \$19,115 \$71,251
DISCONTINUED
OPERATIONS (NET
OF TAX) $\qquad$
NET EARNINGS FROM
CONTINUING
OPERATIONS $\quad 16,941 \quad 15,198 \quad 19,997 \quad 19,115 \quad 71,251$

DEBT EXTINGUISHMENT COSTS (NET OF TAX) STOCK COMPENSATION EXPENSE (NET OF $\begin{array}{llllll}\text { TAX) } & 565 & 621 & 753 & 741 & 2,680\end{array}$

TOTAL (NON-GAAP MEASURE)
$\$ 17,506 \$ 15,819 \quad \$ 20,750 \$ 19,856 \quad \$ 73,931$

DILUTED EARNINGS PER SHARE EXCLUDING
DISCONTINUED OPERATIONS, DEBT
EXTINGUISHMENT COSTS AND STOCK
COMPENSATION EXPENSE (1)
NET EARNINGS (GAAP
MEASURE) $\$ 0.62$ \$0.52 \$0.66 \$0.63 \$2.42

DISCONTINUED OPERATIONS (NET
OF TAX)
NET EARNINGS FROM CONTINUING

| OPERATIONS | 0.62 | 0.52 | 0.66 | 0.63 | 2.42 |
| :--- | :--- | :--- | :--- | :--- | :--- |

DEBT EXTINGUISHMENT
COSTS (NET OF TAX)
STOCK COMPENSATION
EXPENSE (NET OF

| TAX | 0.02 | 0.02 | 0.02 | 0.02 | 0.09 |
| :--- | :--- | :--- | :--- | :--- | :--- |

TOTAL (NON-GAAP
EBITDA EXCLUDING DISCONTINUED
OPERATIONS, DEBT EXTINGUISHMENT
COSTS, AND STOCK
COMPENSATION EXPENSE (2)
NET EARNINGS (GAAP
MEASURE)
DISCONTINUED
OPERATIONS (NET
OF TAX)
NET EARNINGS FROM
CONTINUING
OPERATIONS
NET FINANCING
COSTS
(1) Net earnings and diluted earnings per share excluding discontinued operations, debt extinguishment costs, and stock compensation expense represent net earnings and diluted earnings per share per the Consolidated Statement of Earnings net of charges or credits for items that are not representative of the normal recurring operations of the current portfolio of Actuant companies or items to be highlighted for comparability purposes. Items that are not representative of the normal recurring operations of the current portfolio of Actuant companies include results from discontinued operations and expenses recorded to extinguish debt entered into at the time of the spin-off. Items to be highlighted for comparabiltiy purposes include the adoption of SFAS 123R, "Stock Compensation Expense" in fiscal 2005. These measures should not be considered as an alternative to net earnings or diluted earnings per share as an indicator of the company's operating performance. However, this presentation is important to investors
(2) EBITDA represents net earnings before net financing costs, income tax expense, depreciation \& amortization and minority interest. EBITDA excluding discontinued operations, debt extinguishment costs, and stock compensation expense is net of charges or credits that are not representative of the normal recurring operations of the current portfolio of Actuant companies or items to be highlighted for comparability purposes. Items that are not representative of the normal recurring operations of the current portfolio of Actuant companies include results from discontinued operations and expenses recorded to extinguish debt entered into at the time of the spin-off. Items to be highlighted for comparabiltiy purposes include the adoption of SFAS 123R, "Stock Compensation Expense" in fiscal 2005. EBITDA is not a calculation based upon generally accepted accounting principles (GAAP). The amounts included in the EBITDA calculation, however, are derived from amounts included in the Consolidated Statements of Earnings data. EBITDA should not be considered as an alternative to net earnings or operating profit as an indicator of the company's operating performance, or as an alternative to operating cash flows as a measure of liquidity. Actuant has presented EBITDA because it regularly reviews this as a measure of the company's ability to incur and service debt. In addition, EBITDA is used by many of our investors and lenders, and is presented as a convenience to them. However, the EBITDA measure presented may not always be comparable to similarly titled measures reported by other companies due to differences in the components of the calculation.

CONTACT: Actuant Corporation
Andrew Lampereur, 414-352-4160

