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# NEWS RELEASE

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## **(CSL) Carlisle Companies Reports Fourth Quarter and Full Year Results; Record Cash Flow**

CHARLOTTE, NORTH CAROLINA, February 6, 2002...Carlisle Companies Incorporated (NYSE:CSL) reported record sales of \$1.849 billion in 2001, up 4%, or \$78 million, from 2000 sales of \$1.771 billion. Acquisitions and a 14% increase at the Construction Materials segment accounted for the increase.

Net earnings in 2001 were \$24.8 million, or \$0.82 per share. Current year results include a \$21.5 million or \$0.70 per share after tax restructuring charge recorded in the first quarter 2001. After factoring out the effect of this restructuring charge, net earnings were \$46.3 million or \$1.52 per share, compared to 2000 net earnings of \$96.2 million, or \$3.14 per share. Reduced production levels and competitive pricing pressures were the primary factors that influenced the unfavorable earnings results in 2001.

For the fourth quarter, Carlisle reported sales of \$433.5 million, an increase of 5% over fourth quarter 2000 sales of \$413.3 million. Earnings in the fourth quarter were \$7.6 million, or diluted earnings per share of \$0.25, compared to 2000 fourth quarter net earnings of \$10.6 million, or \$0.35 per share.

Rick McKinnish, Carlisle's President and CEO said, "Throughout the year our operating divisions responded to the recessionary economic conditions they faced by reducing production levels and costs, cutting inventory, and improving cash flow. As a result of their actions we were able to reduce working capital and generate a record amount of cash flow from operations in 2001. We also believe the aggressive actions taken in the first quarter of 2001 through the closing of less efficient plants and the subsequent realignment and consolidation of other plants will provide the foundation for growth in 2002 and beyond."

### **Segment Highlights**

**Construction Materials** sales of \$111 million in the fourth quarter increased 12% over 2000 fourth quarter sales of \$99 million. Sales of \$465 million in 2001 grew 14% over 2000 sales of \$407 million, with the more significant growth noted in shipments of rubber and plastic roofing membranes and accessories, insulation, and sales generated through the 2001 acquisition of EcoStar. Carlisle Coatings & Waterproofing continued to show improvement in sales of their adhesive tape and sealant products. Fourth quarter segment earnings of \$14.0 million were up 23% over \$11.4 million in the fourth quarter, 2000, and earnings in 2001 of \$60.2 million were 5% above \$57.5 million realized in 2000.

**Industrial Components** sales increased 14% from the fourth quarter 2000 while earnings were down 31%. Segment sales of \$679 million for 2001 were up 6% over \$642 million realized in 2000. Acquisitions drove the increase in sales for this segment. Segment earnings in 2001 decreased to \$37.1 million from \$76.1 million in 2000. Although acquisitions completed in the year were accretive, earnings in this segment fell due to lower demand and reduced production levels as all divisions brought inventories in line with sales demand.

**Automotive Components** sales were down 21% in the fourth quarter and earnings were 41% lower than last year. The fourth quarter 2001 was the fifth consecutive quarter-over-quarter reduction in North American vehicle production. Sales of \$252 million in 2001 were down 17% from \$302 million in 2000. This segment continued to experience an overall reduction in vehicle production build rates throughout 2001. Despite the very robust vehicle

sales reported during the latter part of 2001, vehicle production volumes still trailed the prior year. Segment earnings of \$10.5 million were below 2000 net earnings of \$21.4 million. Most of the reduction in earnings was due to the decrease in net sales, and lower production levels experienced throughout the year.

**General Industry** sales of \$107 million were up 3% over the fourth quarter 2000, and at \$454 million at year end were 8% above 2000 net sales of \$420 million as a result of acquisitions completed at Carlisle Systems & Equipment. Fourth quarter segment earnings were negative, primarily as a result of unabsorbed fixed overhead costs caused by scaling back production volume at most operations. Competitive pricing and acquisition related costs were also contributing factors. 2001 segment earnings of \$9.7 million were down 74% from \$37.1 million realized in 2000. Lower sales and margin pressure at all the operations in this segment more than offset the earnings from acquisitions.

### **Cash Flows**

Cash flow from operations in the fourth quarter was \$85 million, up from \$58 million in 2000. Total year cash flow from operations of \$223 million, includes \$63 million associated with the accounts receivable securitization program implemented in 2001. Without giving effect to this program, cash generated from operations of \$160 million compares favorably to \$125 million in 2000. This improvement is primarily the result of working capital reductions at most Carlisle operations. Excluding acquisitions, inventories decreased \$54 million from December 31, 2000.

### **Backlog**

Backlog at December 31, 2001 was \$288 million, compared to \$273 million at the end of the third quarter and \$266 million at December 31, 2000. The increase is attributable to acquisitions.

**Carlisle is a diversified global manufacturing company serving the transportation, construction, commercial roofing, automotive, pharmaceutical, food service and data transmission industries.**

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## CARLISLE COMPANIES INCORPORATED

December 31, 2001

### FINANCIAL RESULTS

(In millions, except per share data)

	2001	2000	% Change
<b>Fourth Quarter</b>			
Sales	\$ 433.5	\$ 413.3	5%
Net Earnings	7.6	10.6	-28%
Basic E.P.S.	\$0.25	\$0.35	-28%
Diluted E.P.S.	\$0.25	\$0.35	-28%

	<u>2001</u>	<u>2000</u>	<u>% Change</u>
<b>Twelve Months</b>			
Sales	\$ 1,849.5	\$ 1,771.1	4%
Net Earnings	24.8	96.2	-74%
Basic E.P.S.	\$0.82	\$3.18	-74%
Diluted E.P.S.	\$0.82	\$3.14	-74%

### 2001 SEGMENT FINANCIAL DATA

(In millions)

DECEMBER - QTR	2001			2000		
	Sales	EBIT	% Sales	Sales	EBIT	% Sales
Construction Materials	\$ 110.6	\$ 14.0	12.7%	\$ 99.2	\$ 11.4	11.5%
Industrial Components	162.1	5.1	3.1%	141.9	7.4	5.2%
Automotive Components	54.3	2.0	3.7%	68.9	3.4	4.9%
General Industry	106.5	(1.4)	-1.3%	103.3	5.8	5.6%
Subtotal	433.5	19.7	4.5%	413.3	28.0	6.8%
Corporate	--	(3.6)	--	--	(3.0)	--
Total	\$ 433.5	\$ 16.1	3.7%	\$ 413.3	\$ 25.0	6.0%

DECEMBER - YTD	2001			2000		
	Sales	EBIT	Assets	Sales	EBIT	Assets
Construction Materials	\$ 464.9	\$ 60.2	\$ 206.0	\$ 407.0	\$ 57.5	\$ 258.6
Industrial Components	679.0	37.1	660.7	641.7	76.1	495.0
Automotive Components	252.0	10.5	120.5	302.4	21.4	139.2
General Industry	453.6	9.7	332.8	420.0	37.1	337.2
Subtotal	1,849.5	117.5	\$ 1,320.0	1,771.0	192.1	\$ 1,230.0
Corporate	--	(50.4)	64.4	--	(13.2)	75.7
Total	\$ 1,849.5	\$ 67.1	\$ 1,384.4	\$ 1,771.0	\$ 178.9	\$ 1,305.7

**CARLISLE COMPANIES INCORPORATED**  
**Comparative Balance Sheet**  
**As of December 31**  
(In thousands)

	2001	2000
<b>Assets</b>		
<b>Current Assets</b>		
Cash and cash equivalents	\$ 15,606	\$ 8,967
Receivables	181,570	213,656
Inventories	246,173	277,455
Prepaid expenses and other	109,923	76,399
<b>Total current assets</b>	<b>553,272</b>	<b>576,477</b>
Property, plant and equipment, net	447,660	402,614
Other assets	383,439	326,588
	<b>\$ 1,384,371</b>	<b>\$ 1,305,679</b>
<b>Liabilities and Shareholders' Equity</b>		
<b>Current Liabilities</b>		
Short-term debt, including current maturities	\$ 17,688	\$ 58,762
Accounts payable	137,098	108,484
Accrued expenses	128,858	97,039
<b>Total current liabilities</b>	<b>283,644</b>	<b>264,285</b>
Long-term debt	461,379	396,864
Other liabilities	99,064	96,651
Shareholders' equity	540,284	547,879
	<b>\$ 1,384,371</b>	<b>\$ 1,305,679</b>

**CARLISLE COMPANIES INCORPORATED**

**Consolidated Statement of Earnings**

For the periods ended December 31

(In thousands except per share data)

	Fourth Quarter			Twelve Months		
	2001	2000	% Change	2001	2000	% Change
<b>Net sales</b>	<b>\$ 433,498</b>	\$ 413,251	4.9%	<b>\$ 1,849,477</b>	\$ 1,771,067	4.4%
Cost and expenses:						
Cost of goods sold	<b>370,738</b>	345,695	7.2%	<b>1,527,620 (a)</b>	1,402,683	8.9%
Selling and administrative expenses	<b>48,649</b>	38,178	27.4%	<b>207,103</b>	176,484	17.3%
Research and development expenses	<b>4,562</b>	4,417	3.3%	<b>17,325</b>	16,463	5.2%
Restructuring charges	-	-	-	<b>32,811 (a)</b>	-	-
Other (income) & expense, net	<b>(6,562)</b>	-	-	<b>(2,427)</b>	(3,446)	-29.6%
Earnings before interest & income taxes	<b>16,111</b>	24,961	-35.5%	<b>67,045</b>	178,883	-62.5%
Interest expense, net	<b>5,256</b>	9,434	-44.3%	<b>29,120</b>	28,018	3.9%
Earnings before income taxes	<b>10,855</b>	15,527	-30.1%	<b>37,925</b>	150,865	-74.9%
Income taxes	<b>3,285</b>	4,956	-33.7%	<b>13,084</b>	54,685	-76.1%
Net earnings	<b>\$ 7,570</b>	\$ 10,571	-28.4%	<b>\$ 24,841</b>	\$ 96,180	-74.2%
% of Net Sales	<b>1.7%</b>	2.6%		<b>1.3%</b>	5.4%	
Basic earnings per share	<b>\$ 0.25</b>	\$ 0.35	-28.6%	<b>\$ 0.82</b>	\$ 3.18	-74.2%
Average shares outstanding (000's) - basic	<b>30,262</b>	30,253		<b>30,260</b>	30,239	
Diluted earnings per share	<b>\$ 0.25</b>	\$ 0.35	-28.6%	<b>\$ 0.82</b>	\$ 3.14	-73.9%
Average shares outstanding (000's) - diluted	<b>30,353</b>	30,565		<b>30,450</b>	30,599	
Dividends	<b>\$ 6,422</b>	\$ 6,050		<b>\$ 24,883</b>	\$ 22,989	
Per share	<b>\$ 0.21</b>	\$ 0.20	5.0%	<b>\$ 0.82</b>	\$ 0.76	7.9%

(a) Restructuring charge reduced by \$4,883 as a result of reclassification to Cost of goods sold

**CARLISLE COMPANIES INCORPORATED**  
**Comparative Consolidated Statement of Cash Flows**

For the periods ended December 31

(In thousands)

	Fourth Quarter		Twelve Months	
	2001	2000	2001	2000
<b>Operating activities</b>				
Net earnings	\$ 7,570	\$ 10,571	\$ 24,841	\$ 96,180
Reconciliation of net earnings to cash flows:				
Restructuring Charge			24,650	
(Gain) Loss on property, equipment & business	(4,872)	2,871	(4,880)	2,871
Depreciation and amortization	9,881	13,539	63,960	59,549
Working capital	66,748	28,949	119,409	(30,671)
Other	5,789	2,204	(4,697)	(2,803)
<b>Net cash provided by operating activities</b>	<b>85,116</b>	<b>58,134</b>	<b>223,283</b>	<b>125,126</b>
<b>Investing activities</b>				
Capital expenditures	(15,403)	(9,728)	(64,525)	(59,419)
Acquisitions, net of cash	788	(3,461)	(174,618)	(209,454)
Proceeds from sale of property, equipment and business	13,327	729	20,012	782
Other	5,995	(7,865)	1,397	(4,174)
<b>Net cash used in investing activities</b>	<b>4,707</b>	<b>(20,325)</b>	<b>(217,734)</b>	<b>(272,265)</b>
<b>Financing activities</b>				
Net change in short-term debt and revolving credit lines	(75,076)	(53,710)	29,077	171,773
Proceeds from long-term debt	163	-	-	-
Reductions of long-term debt	-	(352)	(793)	(2,616)
Dividends	(6,422)	(6,050)	(24,883)	(22,989)
Purchases of treasury shares and stock options, net	1,384	1,757	(2,311)	(479)
<b>Net cash (used in) provided by financing activities</b>	<b>(79,951)</b>	<b>(58,355)</b>	<b>1,090</b>	<b>145,689</b>
<b>Change in cash and cash equivalents</b>	<b>9,872</b>	<b>(20,546)</b>	<b>6,639</b>	<b>(1,450)</b>
<b>Cash and cash equivalents</b>				
Beginning of period	5,734	29,513	8,967	10,417
End of period	\$ 15,606	\$ 8,967	\$ 15,606	\$ 8,967