# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

#### **CURRENT REPORT**

## Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): February 21, 2012

## HILLENBRAND, INC.

(Exact Name of Registrant as Specified in Charter)

Indiana (State or Other Jurisdiction of Incorporation) 1-33794 (Commission File Number) 26-1342272 (IRS Employer Identification No.)

One Batesville Boulevard Batesville, Indiana (Address of Principal Executive Office)

**47006** (Zip Code)

Registrant's telephone number, including area code: (812) 934-7500

#### Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

|     | (   |
|-----|---|
| Che | eck the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions: |
|     | 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 5.02 Departure of Directors or Certain Officers; Election of Directors; Appointment of Certain Officers; Compensatory Arrangements of Certain Officers.

On February 21, 2012, the Compensation Committee of the Board of Directors of Hillenbrand, Inc. (the "Company") awarded a cash bonus of \$400,000 to the Company's President and Chief Executive Officer, Kenneth A. Camp, in recognition of his leadership as the Company's President and CEO and his agreement to continue in that position beyond his normal retirement age.

#### Item 7.01 Regulation FD Disclosure.

A copy of presentation slides to be used by the Company in a shareholder meeting presentation on February 22, 2012 is attached as Exhibit 99.1 to this Current Report on Form 8-K. These presentation slides are also available on the Company's website under "Investor Relations" at www.hillenbrandinc.com.

The information furnished pursuant to this Item 7.01, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 ("Exchange Act") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Company under the Securities Act of 1933 or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

#### **Non-GAAP Financial Measures**

While the Company reports financial results in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"), the attached presentation slides include non-GAAP measures. These non-GAAP measures are not in accordance with, nor are they a substitute for, GAAP measures. The Company uses the non-GAAP measures to evaluate and manage its operations and provides the information to investors so they can see the results "through the eyes" of management. The Company further believes that providing this information better enables investors to understand the ongoing operating performance of the Company. Non-GAAP measures should be considered in addition to, not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP.

| Item  | 9.01 F   | Financial Statements and Exhibits. |             |  |
|-------|----------|------------------------------------|-------------|--|
| (d)   | Exhibits | 3                                  |             |  |
| Exhib |          |                                    | Postalia    |  |
| Numb  | er       |                                    | Description |  |
| 99.1  |          | Presentation Slides                |             |  |

#### **Disclosure Regarding Forward-Looking Statements**

Throughout Exhibit 99.1 to this report, we make a number of forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. As the words imply, forward-looking statements are statements about the future, as contrasted with historical information. Our forward-looking statements are based on assumptions and current expectations of future events that we believe are reasonable, but by their very nature they are subject to a wide range of risks. If our assumptions prove inaccurate

or unknown risks and uncertainties materialize, actual results could vary materially from the Company's expectations and projections.

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Words that could indicate we are making forward-looking statements include the following:

intend believe goal would plan expect may become pursue estimate will forecast continue could targeted encourage promise improve progress potential should

This is not an exhaustive list. Our intent is to provide examples of how readers might identify forward-looking statements. The absence of any of these words, however, does not mean that the statement is not forward-looking.

Here is the key point: Forward-looking statements are not guarantees of future performance, and our actual results could differ materially from those set forth in any forward-looking statements. Any number of factors — many of which are beyond our control — could cause our performance to differ significantly from what is described in the forward-looking statements. These factors include, but are not limited to: the outcome of any legal proceedings that may be instituted against Hillenbrand, Rotex or others following the Rotex acquisition; risks that the Rotex acquisition disrupts current operations or poses potential difficulties in employee retention or otherwise affects financial or operating results; the ability to recognize the benefits of the acquisition, including potential synergies and cost savings or the failure of the acquired company to achieve its plans and objectives generally; global market and economic conditions, including those related to the credit markets; volatility of our investment portfolio; adverse foreign currency fluctuations; ongoing involvement in claims, lawsuits and governmental proceedings related to operations; labor disruptions; the dependence of our business units on relationships with several large national providers; increased costs or unavailability of raw materials; continued fluctuations in mortality rates and increased cremations; competition from nontraditional sources in the funeral services business; our ongoing antitrust litigation; cyclical demand for industrial capital goods; and certain tax-related matters. For a more in-depth discussion of these and other factors that could cause actual results to differ from those contained in forward-looking statements, see the discussions under the heading "Risk Factors" in item 1A of Hillenbrand's Annual Report on Form 10-K for the year ended September 30, 2011, filed with the Securities and Exchange Commission (SEC) November 28, 2011. The Company assumes no obligation to update or revise any forward-looking information.

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#### **SIGNATURES**

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.

#### HILLENBRAND, INC.

DATE: February 22, 2012 BY: /S/ Cynthia L. Lucchese

Cynthia L. Lucchese Senior Vice President and Chief Financial Officer

DATE: February 22, 2012 BY: /S/ John R. Zerkle

John R. Zerkle Senior Vice President, General Counsel and Secretary



February 22, 2012

HILLENBRAND

# Growth strategy focuses on creating shareholder value

Leverage our strengths and core competencies to diversify and grow profitably

#### Strategy

Leverage our strong financial foundation and core capabilities to create a global diversified manufacturing enterprise

#### Goals for Creating Shareholder Value

- Grow organically and through acquisitions
   Seek additional growth platforms that support our acquisition strategy
- · Maintain strong balance sheet and superior cash generation

#### Strategy Management

Focus on long-term objectives that generate the greatest competitive advantage

#### Lean Business

Eliminate waste. improve quality operational effectiveness at all levels of the business

#### Intentional Talent Development

Recruit and retain top talent by providing key employees with development opportunities that stretch their abilities

## Foundational Strengths

Stable Cash Flow and Earnings • Culture of Execution • Experienced Management Team

## Criteria for future acquisition candidates include:

- · Attractive margins, strong cash generation and multiple pathways for growth
- Strong brand in its defined space
- Talented, proven management with close customer relationships
- Robust sales and marketing capabilities
- Strong cultural fit with Hillenbrand
- · Ability to benefit from our core competencies and share its own competitive strengths

# Hillenbrand has grown significantly since 2008, and now operates on two separate platforms

## 2008 Hillenbrand, Inc.

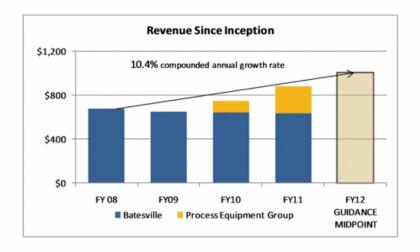
HI MYSE Hillenbrand begins operation as a public company on the Batesville foundational platform - April 1, 2008

### 2010 K-Tron

Hillenbrand acquires K-Tron International, Inc. (now part of the Process Equipment Group) – April 1, 2010

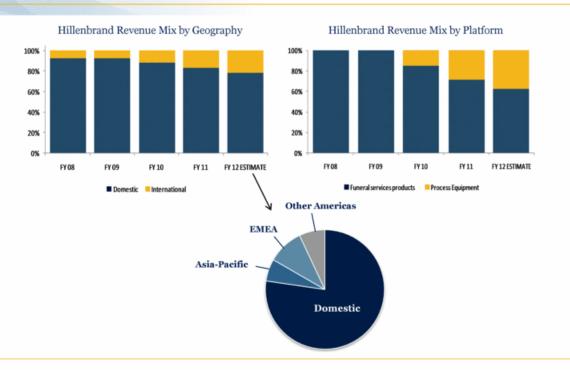
#### **2011** Rotex

Hillenbrand acquires Rotex (also part of the Process Equipment Group) - August 31, 2011

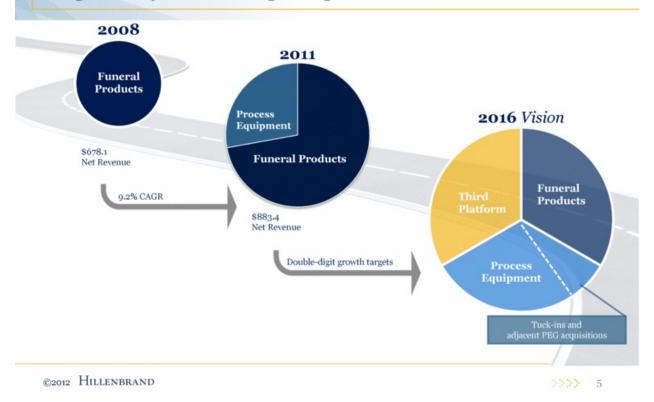


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# Hillenbrand's growth strategy has provided diversification both in location and products



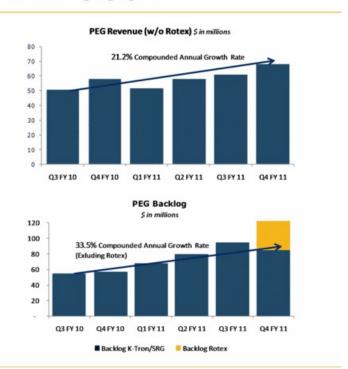
# Our strategy is designed to continue growth both organically and through acquisitions



# **The Process Equipment Group**

Strong growth potential both in industries and geographies

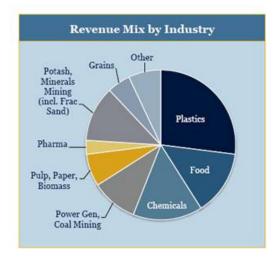
- History of 10% organic revenue growth
- Significant opportunities to expand into global growth markets
- Robust backlog levels
- Development of lean business skills to reduce costs, improve customer satisfaction and shorten lead times
- History of long-term customer relationships in key industries: plastics, minerals, food, etc.



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# The Process Equipment Group

Highly diversified by industry and geography





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## The Process Equipment Group

Manufacturing world-class industrial processing equipment





Leader in feeders, pneumatic conveying and systems solutions





Size Reduction Group

Crushers and biomass handling equipment







Industrial screening and separating equipment

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# Rotex Acquisition Sept. 1

Has an attractive business profile in a wide variety of industries and geographies

- Attractive markets, product categories and geographies
- Highly profitable, with strong organic growth and relatively low capital requirements
- Substantial recurring revenue stream from replacement parts business
- A diverse customer base both by geography and industry







Note: Revenue breakdown charts based on calendar 2010 financials

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# Rotex Acquisition Sept. 1

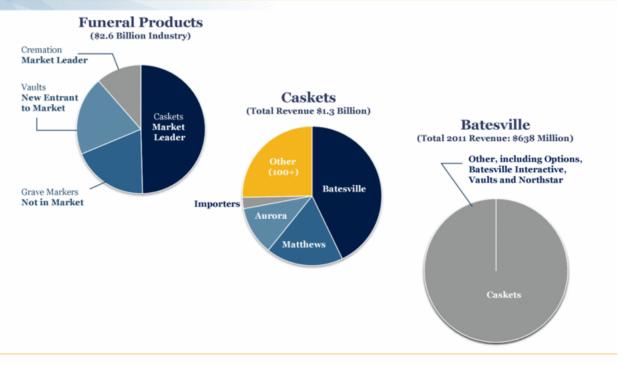
A global company, Rotex has plans to extend its reach into new geographies



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## **Batesville**

# The largest segment of the funeral products industry



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## Batesville market conditions

Batesville continues to post steady results in an evolving industry

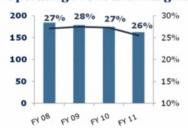
# **Attractive** Financials

- Historically high return on invested capital (approximately 60%)
- Gross margins exceeding 40%; operating margins exceeding 25%
- · We accomplish this by:
  - ✓ Providing a broad portfolio of premium products
  - ✓ Leveraging our high-velocity distribution system
  - ✓ Focusing on lean business practices to improve the cost structure

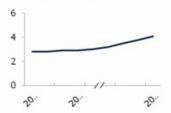
## Industry Dynamics

- Deaths have been declining as healthcare improvements extend life expectancy
- Cremations are increasing at an upward trend of approximately 120-140 basis points per year
- As a result, demand for burial caskets has been declining slowly
- Competition has become more aggressive, especially on price

### **Operating Profit and Margins**



### Estimated Deaths (Millions)





# Hillenbrand 2011 results

Net revenue up 18%; Adj. EBITDA up 9%; EPS up 2%;

- The Process Equipment Group grew year-over-year organic revenue by 25% (18% net of fx)
- Completion of Rotex acquisition added one month of sales to already strong PEG results
- Acquisition-related costs affected EBITDA, EPS and cash flow
- Collection of the Forethought Note was a primary driver in year-over-year increase in cash flow from operations
- FY11 results exceeded guidance at both revenue and bottom-line performance

| FISCAL YEAR ENDE                  | DSEPTEMI         | SEK 30           | *                |
|-----------------------------------|------------------|------------------|------------------|
| 8 IN MILLIONS (except EPS)        | 2011             | 2010             | 2011<br>Guidance |
| Net Revenue<br>% Y/Y Growth       | \$883.4<br>17.9% | \$749.2<br>15.4% | \$855 - \$875    |
| EBITDA (Adjusted)<br>% of Revenue | \$208.4<br>23.6% | \$191.2<br>25.5% |                  |
| EPS (GAAP)                        | \$1.71           | \$1.49           | \$1.69-\$1.75    |
| EPS (Adjusted)                    | \$1.84           | \$1.80           | \$1.72 - \$1.78  |
| Cash Flows from<br>Operations     | \$189.5          | \$118.2          |                  |

See the 10-K for reconciliation between GAAP and adjusted balances for the years ended October 31,2011 and 2010, respectively.

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# Hillenbrand Q1 2012

Net revenue up 10%; Process Equipment Group up 68% (37% of total revenue)

- · Top- and bottom-line results were strengthened as a result of our acquisition strategy to diversify holdings
- · The Process Equipment Group grew year-over-year revenue by 68%, delivering 20% organic revenue growth
- · Order backlog for the Process Equipment Group continued to grow sequentially, ending the quarter at \$129 million -8% higher than Q4 2011
- · Batesville cash generation remained consistent despite soft demand in the quarter that led to a 9% drop in Batesville revenue
- · Hillenbrand realized a \$10 million tax benefit as the result of permanently reinvesting certain international earnings overseas

| FIRST QUARTER ENDED DECEMBER 31   |              |              |  |
|-----------------------------------|--------------|--------------|--|
| 8 IN MILLIONS (except EPS)        | Q1<br>2012   | Q1<br>2011   |  |
| Net Revenue<br>% Y/Y Growth       | \$232<br>10% | \$211<br>30% |  |
| EBITDA (Adjusted)<br>% of Revenue | \$48<br>21%  | \$51<br>24%  |  |
| EPS (GAAP)                        | \$.50        | \$.44        |  |
| EPS (Adjusted)                    | \$0.40       | \$0.44       |  |
| Cash Flows from Operations        | \$27         | \$28         |  |

See the 10-Q for reconciliation between GAAP and adjusted balances for the quarters ended December 31, 2011 and 2010, respectively.

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## Hillenbrand capital deployment

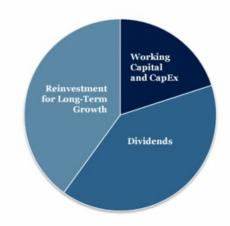
Focus is on creating shareholder value

## Meaningful dividend

- Annual dividend in 2011 was \$.76 per share, which was equivalent to a 44% payout ratio (41% adjusted)
- · Increased dividend in December to \$.77 per share
- Attractive current dividend yield: 3.25% (2/17/12)

## Reinvestment for long-term growth

- · Invest to support organic growth
- · Acquire quality businesses with growth potential in the Process Equipment Group space
- Acquire new platform



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## Shareholder value

## Our responsibility is to be effective stewards of your investment

- Our stock outperformed the SP 500 and S&P 600 indices during a highly volatile period (2011 – present)
- We have increased our dividend by 1¢ per share for each year of our existence (4 consecutive years)
- Our current dividend yield is 3.25% (2/17/2012)



## **Our Strategy**

Build a strong, diversified organization that supports growth-oriented operating companies to drive accelerated increases in shareholder value.

We'll provide effective governance and leverage results through these core competencies:

- Strategy management process
- ·Lean business practices
- Intentional talent development

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# Hillenbrand is an attractive investment opportunity

## Both Batesville and the Process Equipment Group are market leaders and proven **Cash Generation** cash generators Strong balance sheet and stable cash flow support the Hillenbrand growth strategy The Process Equipment Group provides significant global growth opportunities and diversification **Growth Opportunity** Growth is enhanced by leveraging our core competencies • Further acquisitions will provide additional profitable growth and diversification Meaningful return of cash to shareholders, including an attractive dividend yield Strong Dividend Annual dividend increases since HI inception (2008) · Proven, results-oriented management teams with operational, public company and **History and Culture** acquisition expertise Strong core competencies in lean business of Execution · Long track record of increasing revenues and carefully managing expenses

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# **Annual Shareholder Meeting**

February 22, 2012

HILLENBRAND