# 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): April 27, 2005

#### **SMITH & WESSON HOLDING CORPORATION**

(Exact Name of Registrant as Specified in its Charter)			
NEVADA	001-31552	87-0543688	
(State or Other	(Commission File	(IRS Employer	
Jurisdiction of Incorporation)	Number)	Identification No.)	
2100 ROOSEVELT AVENUE SPRINGFIELD, MASSACHUSETTS 01104			
(Address of principal executive offices) (Zip Code)			
Registrar	nt's Telephone Number, Including Area Code: (800) 33	1-0852	
Check the appropriate box below if the Form 8-K filiprovisions ( <i>see</i> General Instruction A.2. below):	ing is intended to simultaneously satisfy the filing oblig	ation of the registrant under any of the following	
Written communications pursuant to Rule 425 und	er 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 R	ule 14d-2(b) under the Exchange Act (17 CFR 240.14d	l-2(b))	
Pre-commencement communications pursuant to R	tule 13e-4(c) under the Exchange Act (17 CFR 240.13e	-4(c))	

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#### Item 7.01. Regulation FD Disclosure.

We are furnishing this Report on Form 8-K pursuant to Regulation FD in connection with the disclosure of information, in the form of the textual information from a slide show presentation to be given on April 27, 2005 and at subsequent meetings with institutional investors during the remainder of the quarter.

The information in this Report on Form 8-K is furnished pursuant to Item 7.01 and shall not be deemed to be "filed" for the purpose of Section 18 of the Securities and Exchange Act of 1934 or otherwise subject to the liabilities of that section. This Report will not be deemed an admission as to the materiality of any information in the report that is required to be disclosed solely by Regulation FD.

We do not have, and expressly disclaim, any obligation to release publicly any updates or any changes in our expectations or any change in events, conditions, or circumstances on which any forward-looking statement is based.

The text included with this Report omits various graphic images included in the actual slides used in the presentation. We will make copies of the actual slides, including such graphic images, available for viewing at our website located at www.smith-wesson.com, although we reserve the right to discontinue that availability at any time.

#### Item 9.01. Financial Statements and Exhibits.

(a)	Financial Statements of Business Acquired.
	Not applicable.
(b)	Pro Forma Financial Information.
	Not applicable.
(c)	Exhibits.
	Exhibit Number  Description  99.1 Slide Show Presentation

#### **Table of Contents**

#### **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.

Date: April 27, 2005

SMITH & WESSON HOLDING CORPORATION

By: /s/ John A. Kelly

John A. Kelly Chief Financial Officer and Treasurer

#### EXHIBIT INDEX

Exhibit	
Number	Description

99.1 Slide Show Presentation

# **Smith & Wesson**

**April 27, 2005** 



#### **Smith & Wesson Holding Corporation**

Certain statements contained in this presentation may be deemed to be forward-looking statements under federal securities laws, and the Company intends that such forward-looking statements be subject to the safe-harbor created thereby. Such forward-looking statements include statements regarding the Company's strategies, the demand for the Company's products, the opportunity for growth of the Company, anticipated sales and operating results, customer satisfaction and cost-reduction efforts. The Company cautions that these statements are qualified by important factors that could cause actual results to differ materially from those reflected by such forward-looking statements. Such factors include the demand for the Company's products, the Company's growth opportunities, the ability of the Company to obtain operational enhancements, and other risks detailed from time to time in the Company's reports filed with the SEC.





#### **Key Highlights**

- New Management Team in Place
- Strong Legacy Brand...Energize
- More Comprehensive Approach...S.S.P.S.
- Synergistic Business and Product Opportunities
- Significant Topline Growth Opportunities
- Operational Cost Reduction Opportunities
- Significant Financial Upside



## **Smith & Wesson Holding Corporation**

Presented by:

Michael Golden

**President and Chief Executive Officer** 

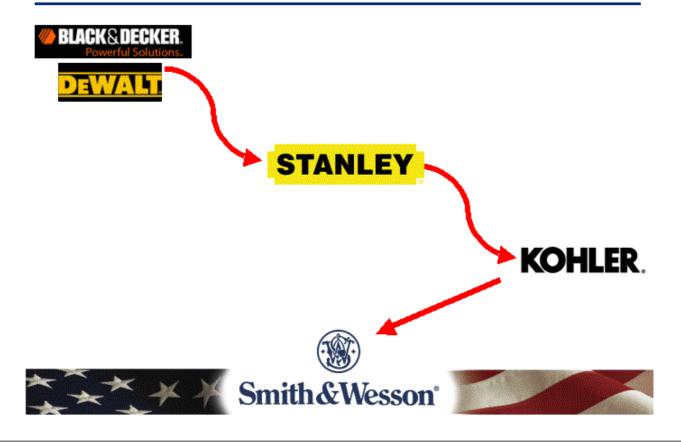
AMEX: SWB

Market Cap: \$83,475,000 (as of 4/25/05)

Shares Outstanding: 31,500,000



# **Background: Mike Golden**



# **Smith & Wesson Management Team**

Name	S&W Tenure	Background
John Kelly, CFO	20 Years	Smith & Wesson
Tom Taylor VP, Marketing	7 Months	Coca Cola. FritoLay
Ken Chandler VP, Operations	3 Months	Ingersoil Rand Autoliv
Leland Nichols VP, Sales	1 Month	BIVCK & DECKER STANLEY  DEWALT KOHLER
Barbara Hunnicutt VP, Licensing	New	STANLEY Better Homes
Ann Makkiya Corporate Counsel	3 Years	Smith & Wesson
Kathy Salvador Director of Human Resources	26 Years	Smith & Wesson*



Smith & Wesson\*



# **Company Background**

- 153 Year Old American company
- Headquarters: Springfield, Massachusetts
- 736 Employees
- Two Manufacturing Facilities (Non-Union):
  - Springfield, Massachusetts
    - · Revolvers, Pistols
  - Houlton, Maine
    - · Handcuffs, Pistols





#### **Company Background**

- Largest U.S. Manufacturer of Handguns
- Largest U.S. Exporter of Handguns
- Largest U.S. Manufacturer of Handcuffs
- # 1 in U.S. Revolver Market Share
- #3 in U.S. Pistol Market Share
- A Legacy Brand With 87% Brand Awareness With the General Public (Not Just Firearm Enthusiasts)









#### **Smith & Wesson Revenue**

Nine Months Ending 1/31/05

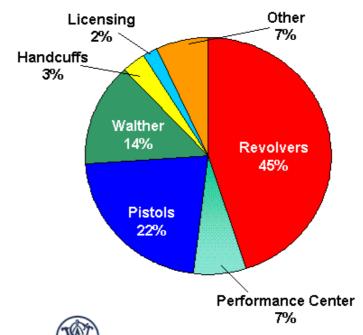
#### Sales Revenue Growth

2002 +17% 2003 +21% 2004 +20%

#### Thru Q2 2005

Sales Revenue \$87,992,435 (+3.4%)

Firearms Sales Revenue \$80,327,178 (+10.5%)











# **A Company in Transition**

# **Manufacturing Driven**



#### **Market Driven**





# Smith & Wesson Business Strategy



#### **Smith & Wesson Brand**

Dependability — American Made

InnovationStands for Protection

S&W Brand Perception is Extremely High Across ALL Demographics

Source: American Sports Data - Nov., 2004







## **Smith & Wesson Purchase Intent**

Revolvers	# 1
Pistols	# 1
Shotguns	# 3
Hunting Rifles	# 3
Tactical Rifles	# 1
Ammunition	# 4
Security Systems	# 3

Source: American Sports Data - Nov. 2004







# Consumers Say the Smith & Wesson Brand Stands For...



Source: American Sports Data - Nov., 2004



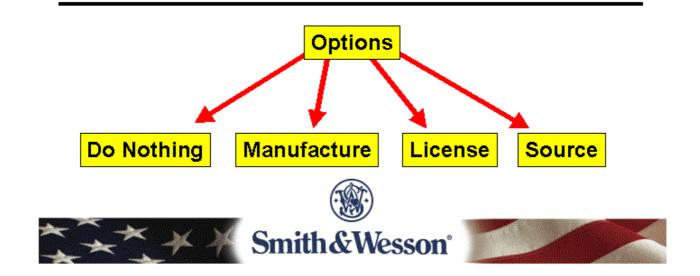




# Consumers Say Smith & Wesson Has the Right of Entry...

- Less Lethal
- Ammunition

- Security Systems
- Training/Ranges
- Etc., Etc., Etc. in S.S.P.S.



### **Landscape: Current & Future**

Smith & Wesson's Primary Business is Handguns in the U.S. Sporting Goods Channel



Become a Global Company in the Business of...

Safety...Security...Protection...Sport







### **Landscape: Current & Future**

- #1 Handgun in U.S. Sporting Goods Channel
  - Limited Sales Force
  - Limited Marketing
- Diminished Law Enforcement Presence and Sales
- No Military Sales
- Limited International Sales
- Non-Optimum Walther Business Growth



- Dominant in U.S.
   Sporting Goods Channel
  - Aggressive Sale Force
  - Dynamic Marketing
- Aggressive Position on Law Enforcement Sales
- · Aggressively Pursue Military Contracts Worldwide
- Expanded International Sales Presence
- Enhance Walther Business







# Reinventing a Legacy Brand

**Inconsistent Message to a Limited Audience** 



"Loud" and Visible Brand With a Consistent Message to a Diverse Audience





### **New Products/Continuous Upgrades**

- · 14 New Guns for SHOT Show
  - Featuring the S&W 460XVR
  - Focus on Performance Center



- More New Guns for NRA Show
  - Continued 1911 Family Expansion
- Law Enforcement
  - A Line Second to None With an Assortment to Fill All Needs









#### 153 Years of Innovation



### **Expanding the Existing Demographic**

- Existing Target
  - 45+ Year Old Males
  - Existing Interest in Firearms/Outdoors



- Aspirational Target Using Alternative Mediums
  - 21 44 Year Old Males
  - Women
  - Consumers with Interest in Firearms/Outdoors





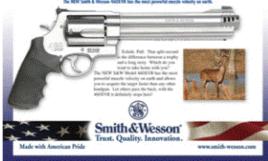
# **Print Advertising**

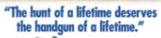


#### Hunting













Smith & Wesson<sup>®</sup>



# **Print Advertising**



"Performance & Accuracy. Smith & Wesson. They mean the same to me... winning!"





"I hike alone, I bike alone, I dimb alone. But with my Smith & Wesson, I'm never alone."











## **Multi-Media Exposure**

- Smith & Wesson USA to Premier in July on The Men's Channel
- Focus on Entertainment Marketing
- Three New TV Commercials
- · Radio Ads
  - Guest Speaker Program





Smith & Wesson<sup>®</sup>



# NASCAR + Smith & Wesson... A Perfect Fit





- Smith & Wesson Will Enter NASCAR Busch Series in 2005
- 8 Races Including Las Vegas, Atlanta, Charlotte, Daytona, Bristol, California, Texas, Phoenix







#### Editorial Blitz Strategy is Dominating Magazine Covers

1911...
13 Existing or
Upcoming
Editorials and
Features











460XVR...

3 Cover Features and Many More Coming















### Licensing

- · Licensing Veteran Bobbie Hunnicutt
- Aggressively Pursue Initiatives that <u>"Surround the Shooter"</u> and Fall Within...Safety, Security, Protection and Sport



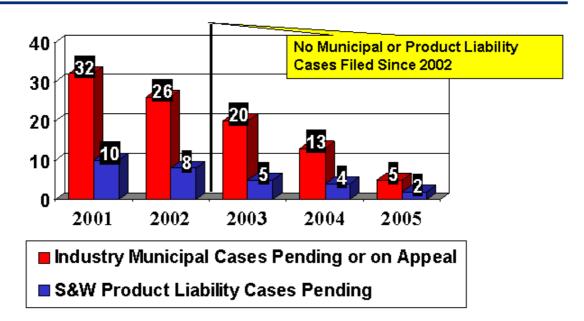


Safety...Security...Protection...Sport





## **Legal Update**





### **Operations**

- Opportunities
  - Cost Savings
  - Yield Enhancement
  - Lead Time Reduction
- · Short Term Focus
  - Upgrade Key Equipment
  - Define Sourcing Strategy
  - Launch of New Products
  - Connect and Pull to Customer
- Culture Change
  - Implement S&W Operating System
    - · Drive Lean Manufacturing Processes
    - · Develop Highly Responsive Internal Culture

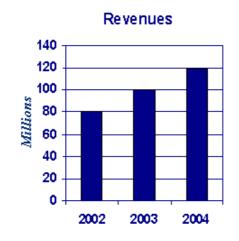








### **Financial Overview**





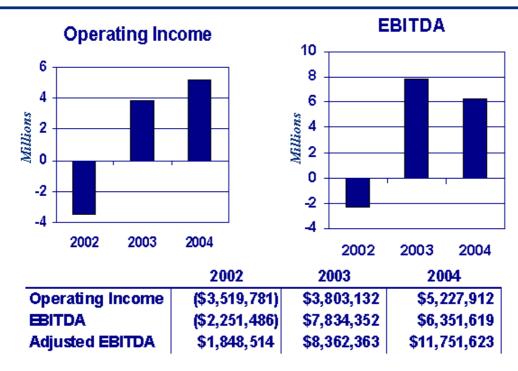
	2002	2003	2004
Revenues	\$80,555,028	\$99,971,214	\$119,514,635
Gross Profits	\$19,798,072	\$29,806,990	\$38,727,631







#### **Financial Overview**





Smith & Wesson®



### **EBITDA Reconciliation**

FY 2002	FY 2003	FY 2004
(\$10,778,215)	\$15,663,479	\$1,389,480
70,598	(12,404,320)	(83,750)
8,020,559	3,587,519	3,340,375
<u>435,572</u>	<u>987,674</u>	<u>1,705,514</u>
(\$2,251,486)	\$7,834,352	\$6,351,619
4,100,000		
	528,011	994,302
		910,042
		1,000,931
		2,494,729
\$1,848,514	\$8,362,363	\$11,751,623
	(\$10,778,215) 70,598 8,020,559 <u>435,572</u> (\$2,251,486)	(\$10,778,215) \$15,663,479 70,598 (12,404,320) 8,020,559 3,587,519 435,572 987,674 (\$2,251,486) \$7,834,352





### **2005 Nine Month Results**

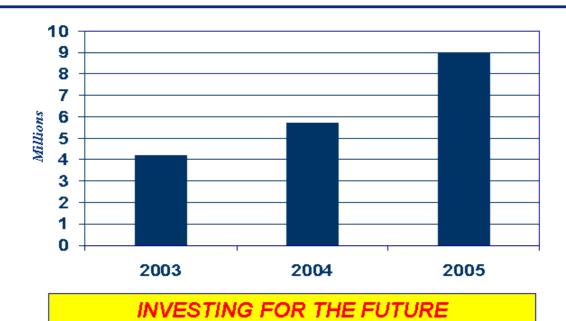
	JAN. 31, 2004	JAN. 31, 2005
Net Product Sales	\$85.1	\$88.0
Net Handgun Sales	\$72.7	\$80.3
Net Income (Loss)	(\$.4)	\$3.7
Earnings (Loss) Per S	Share (1¢*)	11¢*

\*In millions except per share data





# **Capital Expenditures**







#### Summary

- New Management Team in Place
- Strong Legacy Brand...Energize
- More Comprehensive Approach...S.S.P.S.
- Synergistic Business and Product Opportunities
- Significant Topline Growth Opportunities
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